

# REQUEST FOR PROPOSALS FOR SOLAR ENERGY PROJECT

## MADISON ELECTRIC COMPANY

6 Business Park Dr

Madison, ME 04950

ISSUE DATE: Nov 15, 2015



## **1.0 Overview:**

Madison Electric Works (MEW) is soliciting turnkey proposals for the engineering, procurement, construction, and ownership of a large -scale solar energy generating facility ("Project") having a maximum capacity up to 4 megawatts (DC) under a separate Power Purchase Agreement (PPA). Under the agreement, MEW will buy power from the awarded proposer (Bidder) at a fixed price (\$/kwh) for a term of 20 to 30 yrs. MEW will provide the land for the Project, and the utility inter-connection from the grid, up to, and including the transformer. The Bidder shall provide an optional buy-out schedule as a long term option for MEW. As such, the successful bidder will retain all other tangible and intangible benefits and assets associated with the system so long as they are the owner of the system ( i.e. REC's, tax credits, incentives, rebates, etc)

## **1.1 Communications:**

All communications from Bidders to MEW, including questions regarding this RFP, must be submitted via email. MEW will choose to respond to individual Bidders either directly, post a response to the question on designated website, or address the question through other means. All submittals, inquiries, and communications related to this RFP should be directed solely to the following point of contact:

Calvin Ames  
6 Business Park Dr.  
Madison, Maine 04950  
solar@madelec.net

All communications between Bidders and MEW shall be conducted via email. Oral communications are discouraged and shall not be binding.

## **1.2 Confidentiality of Responses**

MEW will consider proposals and associated information submitted by Bidders to be confidential only if such materials are clearly designated as "Confidential." Bidders should be aware that information received in response to this RFP will be subject to the review of any member of the public upon request.

## **2.0 Madison Electric Works System Description:**

### **2.1 Company Overview**

MEW is a municipality owned utility engaged in the transmission and distribution of electricity throughout the town of Madison, Anson, Starks, and Norridgewock Maine. MEW serves 2500 residential, commercial, industrial customers, and maintains approximately 47 Miles of power lines. MEW distributes about 30 MWH of energy annually with a max demand of about 6 MW. MEW would

like to integrate solar energy into its energy profile to utilize renewable energy and reduce costs for its customers.

## 2.2 Madison Electric Works Property – project site

The site identified for the project is comprised of vacant, Madison Electric owned, adjacent, lots in an industrial park subdivision. Figure 1 shows the approximate 20 acres designated for the development of the 4 MW solar array. The site is currently wooded and has a general sloping grade also a nearby grid connection provided by MEW will service the site.

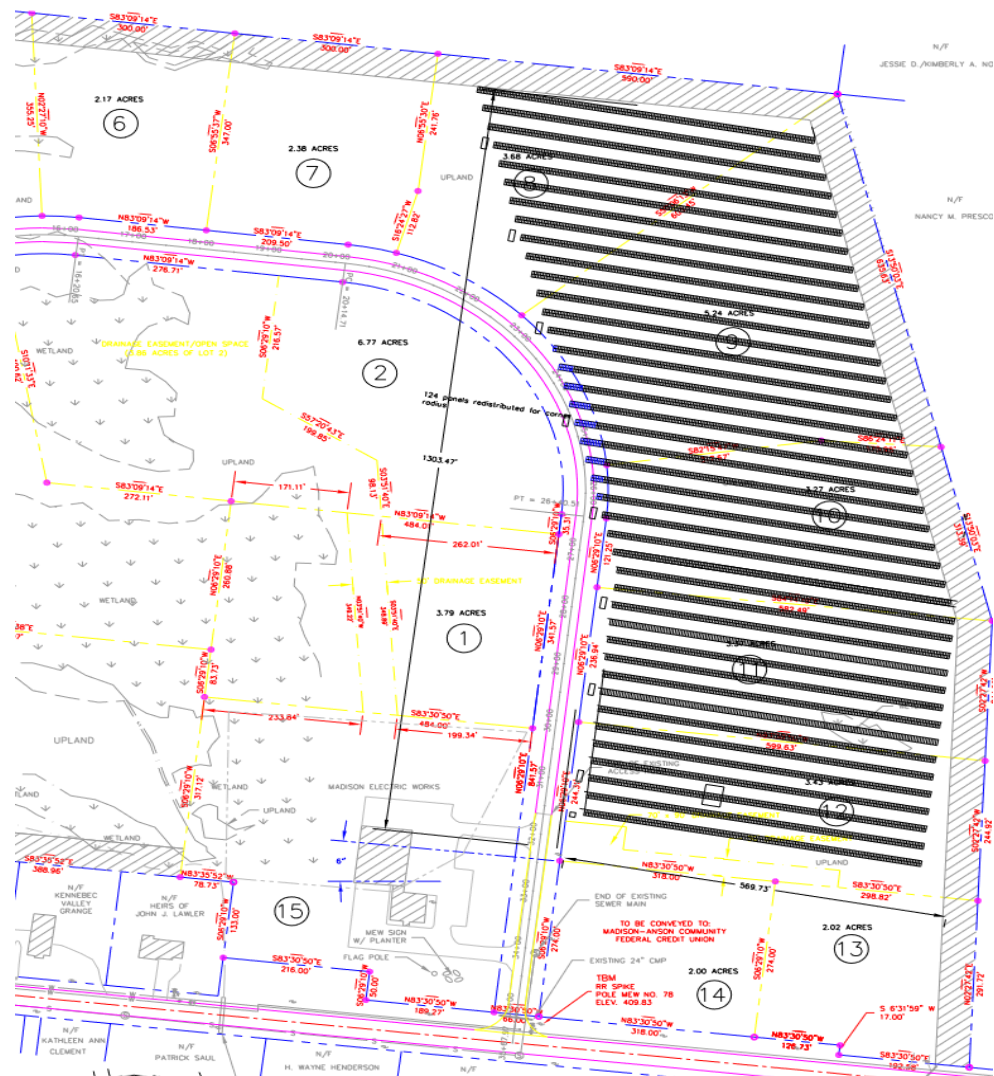


Figure 1: Eligible project site

### **3.0 ELIGIBLE PROJECT INFORMATION**

All major equipment and components must be tier-one rated. The type of technology to be used for the proposed facilities and key components must have a minimum of twelve (12) months of established production and use history at a scale similar to that of the facility to be built, or larger, at a single plant location in order to be considered.

For the purposes of this RFP, the solar arrays shall be constructed from 250W+ modules on a fixed-position, driven-post, ground-mount rack system with integral PV wire management. The inverter(s) shall be grid interactive and have UL 1741 approved capability as defined by Underwriters Laboratory (UL). There shall be an integral or separate system capable of real-time monitoring and data logging the performance of the solar array. All eligible bidders or their representative must attend a mandatory pre-bid meeting and site visit to be considered in the final running

### **4.0 Collusion.**

By submitting a proposal to MEW in response to this RFP, the Bidder certifies, unless previously disclosed, that the Bidder has not divulged, discussed or compared its Proposal with any other Bidder(s) and has not colluded whatsoever with any other Bidder or third parties.

### **5.0 RFP SCHEDULE**

The following schedule and deadlines apply to this solicitation:

|   |                    |
|---|--------------------|
| RFP Issuance Date:  | November 15, 2015  |
| Notice of Intent to Bid Due Date:                                     | December 1, 2015   |
| Pre-Bid Meeting and Site Visit Date:                                  | December 15, 2016  |
| Final Submission of Questions Date:                                   | January 10, 2016   |
| Proposal Due Date:  | February 1st, 2016 |
| Shortlisted Bidders notification Date:                                | February 15, 2016  |
| Best and Final Proposals Due Date:                                    | March 1st, 2016    |
| MEW Selection of Project Tentative Date:                              | March 15, 2016     |
| Contract Negotiations and execution of EPC agreements Tentative Date: | April 1, 2016      |

Finished project in 180 days, some favorable consideration given to projects that could have some or all online before August 1.

MEW reserves the right to modify, cancel or withdraw this RFP and to revise the schedule specified above if, in the sole discretion of MEW, such changes are necessary. To the extent reasonably possible, MEW will inform Bidders that have filed a Notice of Intent to Bid of any schedule change.

### **5.1 RFP Issuance**

MEW will post this RFP on its website and will advertise an open status for the RFP in local and regional newspapers, as well as other means.

A link on the Madison Electric website, [www.madelec.net](http://www.madelec.net) will act as a portal for info related to the project and will be added to and updated periodically as required.

### **5.3 Final Submission of Bidder Questions**

All technical questions related to the RFP must be submitted by January 10, 2016, via email or facsimile.

### **5.2 Proposal Due Date**

All proposals must be received at MEW's offices to MEW point of contact by 5:00pm Eastern Standard Time (EST) on, February 1st, 2015.

Any proposal submitted after the due date will be excluded from consideration. Proposals should be as complete as possible. Five legible hard copies of the proposal(s) must be submitted.

### **5.3 Tentative Date for Selection of Projects**

Following a review of technical, economic and other factors, MEW will make a determination of the project that best meet its objectives, and may initiate negotiations with those applicable Bidders. MEW will notify the selected Bidders on or before, March 15th, 2016.

### **5.4 Tentative Date for Contract Discussions**

Should MEW choose to initiate negotiations with any Bidders, the tentative date for commencement of contract negotiations with the selected Bidders is April 1st, 2016. Any contract between MEW and a Bidder will be conditioned upon any necessary prior regulatory approval.

### **5.5 Proposal Validity**

Each Bidder must hold its proposal open and valid for a period of Ninety (90) days following the submittal and during the time necessary to complete state regulatory approvals.

### **5.6 Reservation of Rights**

MEW reserves the right to accept or reject in its sole discretion any or all proposals for any reason at any time after submittal. MEW also reserves the right to select an offer that is not the lowest price, if MEW determines that to do so would result in the greatest value to MEW's customers.

Failure to Comply: Failure to comply with all requirements of this RFP may result in the rejection of the applicable proposal in MEW's sole discretion.

## **6.0 Proposal Content Requirements**

This section outlines the content and format requirements for both proposals submitted in response to this RFP. MEW reserves the right to conduct any further due diligence it considers necessary to fully understand and evaluate proposals.

### **6.1 Project Description**

All proposals must provide a comprehensive description of the project, including project name, location, nameplate AC capacity rating, accredited capacity, in-service date, equipment and configuration, permitting, transmission and interconnection plan, milestones, meteorological studies/data and other pertinent information. Equipment Description At a minimum, proposals should indicate for all major equipment the (1) name of the manufacturer, (2) model name and number, (3) key metrics and characteristics of the equipment, (4) performance history of the equipment, Solar Energy Projects RFP terms of warranties and/or guarantees, (6) contracting status, and (7) availability of equipment and planned delivery dates. The following technical information should be discussed in this section, as applicable for the project proposed.

Major equipment manufacturers

Description of technology and configuration

Summary of the commercial operating experience of the equipment used or to be chosen

Solar system layout

Level of efficiency

Proposed construction period

Start-up testing

Description of pre-operational milestones

### **6.2 Project Schedule**

All proposals must provide a schedule of project development activities and target completion dates for financing, engineering, permitting, equipment procurement, construction, startup and commissioning. Describe the overall development strategy and work plan that will ensure that the project can be developed in time to meet the proposed commercial operation date. Bidders must provide a high level project development and completion schedule along with key milestone dates for each proposal submitted.

### **6.3 Operations and Maintenance**

All proposals shall describe the operations and maintenance plans or services for the generation facilities associated with their proposals. Discuss the current or expected O&M plan, including staffing, budget, management and control over any facility, authority over the O&M budget, and guarantees on O&M costs. Provide a description of the basic philosophy for performing O&M and include a discussion of contracting for outside services, if applicable. MEW is willing to perform the outlined O&M tasks according to a pre-negotiated fee schedule.

### **6.4 Permitting**

Proposals must describe all federal, state, and local permits that will be required for the project

### **6.5 Experience and Qualifications**

The capability and experience of any Bidder must be demonstrated to provide assurance that the Bidder, and any other party involved in the proposal, has adequate competence, resources and skill. Each proposal must include the following information as a minimum.

Partners/Investors/Key Subcontractors

Project team - Description of technical experience, specifically with respect to solar energy facilities similar to those proposed and collaboration efforts with electric utilities, if any.

Description of operating and maintenance experience

Description of completed projects

### **6.6 Favorable proposal characteristics include: ☐**

Solar Projects – MEW seeks a high quality solar project and will consider the overall project cost and value.

Low Cost – MEW seeks proposals that will provide low-cost projects, with high quality and reliability, while delivering high efficiency and performance – Proposals that provide a low \$/kwh price structure and an affordable buy-out plan after 5-6 years will be favorable.

Bidders are advised that total life cycle cost and total project value will be a major factor in the evaluation, but MEW will consider all factors. Proposals with prices significantly above the others may not receive further screening evaluation.

### **6.7 Due Diligence**

MEW may conduct due diligence efforts primarily focused on those proposals that pass through the initial screening process.

Other Due Diligence:

The Company will conduct other due diligence as part of the overall proposal evaluation process.