

REQUEST FOR PROPOSALS FOR SOLAR ENERGY PROJECT



KENNEBUNK LIGHT AND POWER DISTRICT

4 Factory Pasture Lane

Kennebunk, Maine

04043

Draft: 6/28/16

1.1 Overview:

Kennebunk Light and Power District (KLPD) 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 5 megawatts (DC) under a separate Power Purchase Agreement (PPA). Under the agreement, KLPD will buy power from the awarded proposer (Bidder) at a fixed price (\$/kWh) for a term of 20 to 30 yrs. Bidder is responsible for site selection and negotiation of terms with landowners, and KLPD will provide the utility inter-connection to the grid, up to, and including the transformer. The Bidder shall provide an optional buy-out schedule as a long term option for KLPD. 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.).

1.2 Communications:

All communications from Bidders to KLPD, including questions regarding this RFP, must be submitted via email. KLPD will choose to respond to individual Bidders either directly, post a response to the question on our 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:

Todd Shea: General Manager

4 Factory Pasture Lane

Kennebunk, Maine 04043

tshea@klpd.org

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

1.3 Confidentiality of Responses

Bidders should be aware that information received in response to this RFP shall be subject to the review of any member of the public upon request.

2.1 Kennebunk Light and Power District System Description:

2.2 Company Overview

KLPD is a quasi-municipal, consumer owned electric utility engaged in the transmission and distribution of electricity throughout the majority of Kennebunk, portions of Arundel, Wells and Lyman, Maine. KLPD serves approximately 6500 meters, maintains approximately 126 Miles of power lines and serves our customers out of two substations that operate independently of one another. KLPD distributes approximately 100,000 MWH of energy annually with a max demand of approximately 18 MW. KLPD is looking to integrate solar energy into its energy profile to utilize renewable resources and reduce costs for its customers.

2.3 Kennebunk Light and Power District– project site

Kennebunk Light and Power District has not determined a specific site for the location of the solar array. Several potentially suitable sites have been identified, but KLPD has not secured land for any sites specifically. Bidders will need to consider in their proposals the resources necessary to identify and secure a suitable location or locations based on proposed system size, circuit loads at peak production times, and Bidder will be responsible for land lease payments and tax payments to the municipality in which the array is proposed. Bidders are to consider these costs and include them in the per kWh price proposed in any PPA proposal. KLPD will work with bidders to identify property owners of identified sites, if necessary. Bidders are responsible for determining site qualifications and suitability for use. KLPD will provide system one line diagrams for suitability of interconnection of sites. KLPD will entertain proposals for multiple site locations should it be deemed to be in the best interest of KLPD. Final bid award shall be dependent upon evidence of control of proposed site by ownership, purchase and sale agreement or property lease executed for the entire term of the PPA agreement.

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.

4.0 Collusion.

By submitting a proposal to KLPD in response to this RFP, Bidder certifies, unless previously disclosed, and disclosed herein, 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.

5.1 RFP SCHEDULE

The following schedule and deadlines apply to this solicitation:

RFP Issuance Date:	July 1, 2016
Notice of Intent to Bid Due Date:	July 15, 2016
Final Submission of Questions Date:	July 30, 2016
Proposal Due Date:	August 30, 2016
Shortlisted Bidders notification Date:	September 27, 2016
Best and Final Proposals Due Date:	October 18, 2016
KLPD Selection of Project Tentative Date:	October 25, 2016
Contract Negotiations and execution of EPC agreements Tentative Date:	November 22, 2016

Project completion date negotiable pending permitting and construction season permitting.

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

5.2 RFP Issuance

KLPD 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 Kennebunk Light and Power District website, www.klpd.org 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 July 30, 2016, via email or facsimile.

5.2 Proposal Due Date

All proposals must be received at KLPD's offices to KLPD point of contact by 5:00pm Eastern Standard Time (EST) on, August 15, 2016.

Any proposal submitted after the due date will be excluded from consideration. Proposals should be as complete as possible. Six 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, KLPD will make a determination of the project that best meet its objectives, and may initiate negotiations with those applicable Bidders. KLPD will notify the selected Bidders on or before, September 15th, 2016.

5.4 Tentative Date for Contract Discussions

Should KLPD choose to initiate negotiations with any Bidders, the tentative date for commencement of contract negotiations with the selected Bidders is September 30, 2016. Any contract between KLPD 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. In addition, the selected bidder shall hold its proposal open during the time necessary to complete state regulatory approvals.

5.6 Reservation of Rights

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

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

6.1 Proposal Content Requirements

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

6.2 Project Description

All proposals must provide a comprehensive description of the project, including project name, location and evidence of bidder's ownership or control of site for the full term of the PPA and during any extensions or transfer of rights or obligations to KLPD at termination of PPA, 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

Plan for disposal of assets upon completion of PPA terms

6.3 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.

6.4 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.

6.5 Permitting

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

6.6 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

6.7 Favorable proposal characteristics include: ☒

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

Low Cost – KLPD 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 KLPD will consider all factors. Proposals with prices significantly above the others may not receive further screening evaluation.

6.8 Due Diligence

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

Other Due Diligence:

Kennebunk Light and Power District will conduct other due diligence as part of the overall proposal evaluation process.

6.9 Variance from RFP Requirements

Any variance from the requirements of this RFP must be explained by Bidder in their proposal, and will be considered by KLPD on a case by case basis. Variances must be explained and defined by Final Request For Questions date of July 30, 2016 and will be emailed to all Bidders as appropriate.