

BCC Solar Energy Advantage, Inc.

Request for Proposals Jefferson Park – Cambridge Massachusetts – Solar PV Project

Project Overview

BCC Solar Energy Advantage (BCC) has been selected as third party owner to provide solar installations on the Jefferson Park Apartments by the Cambridge Housing Authority (CHA). This project is undergoing renovations including the installation of new roofs in anticipation of the solar project. BCC is seeking a qualified solar service provider to partner with us to provide design, construction and ongoing O & M services on the project. All funding for the project is in place. This rooftop solar project is anticipated to be approximately 200 kW. Construction is slated for second quarter of 2012.

As a long term owner of the PV system, BCC is especially interested in the long-term generation and economic performance and operations of the PV system. Therefore, we are most interested in respondent's concrete experience and performance on similar installations for similar owners in similar site and environmental conditions. Marketing materials may be submitted, but are less important to us in making our selection.

For purposes of the RFP, we have established a web site where interested bidders can download project documents and submit questions in a manner that all bidders can have access to both the question and the answers as they are posted.

BCC Solar Energy Advantage

Boston Community Capital is a community development financial intermediary whose mission is to create and preserve healthy communities where low-income people live and work. We do this by investing in projects that provide affordable housing, good jobs, needed goods and services and new opportunities for people who have been locked out of the economic mainstream. A private financial institution with over twenty-five years of experience, BCC has provided over \$500 million in financing for innovative successful projects.

Over the last several years, Boston Community Capital's subsidiary BCC Solar Energy Advantage, Inc. has become one of the largest owners of solar photovoltaic projects in New England developing and owning over two and a half megawatts of solar PV on affordable housing, municipal and non-profit facilities across the state through low and fixed-cost power purchase agreements with the facility owners. BCC has several Massachusetts projects currently in the pipeline. We get interest from additional host properties requesting to participate in our PPA effort on a regular basis. We also welcome proposals from solar service providers. All such opportunities provided by PV installers are always held in strictest confidence.

Project Conditions

Jefferson Park is a 175 unit federally assisted housing development consisting of eight residential buildings and a community building originally built in the 1950's and located in North Cambridge, Massachusetts. CHA is currently investing over several million in separate energy conservation and efficiency improvements.

The solar opportunity is constrained by tree shading, limiting the project to five buildings on the site. Some trees will be either removed or trimmed for the solar project.

An engineering analysis provided by the owner (available on the project web site) determined that the buildings' structural constraints make most conventional PV mounting systems inappropriate or cost prohibitive. BCC determined that the maximum capacity could be installed on these roofs using a system with minimal dead loading and wind loading impacts. For purposes of this RFP, the basis for design was Lumeta's PowerPly panels. Lumeta's New England sales representatives, Paradigm Partners, have provided preliminary layouts. More information on these preliminary designs and the Lumeta product are available from Paradigm Partners at 617-679-9833.

SunPower or other technology solutions capable of meeting the structural limitations of the project will be acceptable substitutes. Selection of inverters and other equipment shall be left to the selected design build contractor.

The funding that BCC is bringing to this solar project is considered a match to federal ARRA "stimulus" funding awarded for the roofing and HVAC upgrades on the property. Because of that, this project is subject to the Buy American requirement of Section 1605 of the American Recovery and Reinvestment Act of 2009. All of the materials and manufactured goods used in the project must be produced in the United States in a manner that complies with Section 1605 or a waiver of Section 1605 has to be obtained from the federal authorities having jurisdiction for each product that does not comply with the requirements of Section 1605. BCC and CHA recognize that use of Lumeta or Sunpower products will likely require a waiver of Section 1605. We are unfamiliar with solar products that comply with Section 1605, produce adequate power output for the project economics to work and meet the structural constraints of the project. We would welcome proposals for solutions that would meet those combined constraints. Otherwise requests for waivers of Section 1605 may be sought based on the lack of availability of a comparable product made in the United States or in the event a domestically made product increases the project cost by more than 25%. CHA will take responsibility for submission of the waiver request.

This is a prevailing wage project. The current prevailing wage rates are available on the project RFP web site.

It is currently expected that inverters and other equipment will be located in existing electrical or mechanical rooms. The existing chimneys may be used as roof to mechanical room chases for conduit runs along with the single-walled venting of the boiler exhaust if manufacture recommended temperature range of the electrical cable are not exceed. Otherwise, alternate routing along the façade of the masonry buildings will need to be coordinated with the building owner.

Proposals should include seven years of monitoring services from PowerDash, using standard PowerDash meters and cellular communication with standard PowerDash service alerts, SREC reporting and related services. PowerDash can be reached at 617-642-3521

Bids should also include specifications for seven years of O & M services, including responding to service alerts promptly, bi-annual cleaning of panels and bi-annual electrical and performance inspections.

Proposal Contents:

Proposals should respond to the particulars of this site. Clarity and brevity are appreciated. Collateral material, including marketing material, resumes, samples of proposed documents, etc. can be added as attachments to the proposal.

Proposals must include:

- Firm Qualifications and Experience. All responses must include a statement of qualifications, experience and description of the responding firm and its history. Description of experience on similar projects would be very helpful information for our evaluation. We would especially appreciate details and metrics. (i.e. project sizes and building types; third party owner clients; Massachusetts and Northeast location; and Lumeta, SunPower or comparable technology; number of installations; average size in kW; percentage of projects completed on schedule; average installed cost per kW on recent projects; projected annual output by kWh/kW; average dollar value of of change orders as percentage of original price; and number of repeat clients)
- Key Staff Responsible for Project and their Qualifications. All responses must include written descriptions of the experience of key individuals who will be providing development and O&M services to BCC. Please note where these individuals are located and their experience with similar Massachusetts projects. Please also list the person who is authorized to negotiate and contractually bind the responding firm.
- References. All responses should include references from at least three (3) clients of the firm, and preferably clients with projects similar to the Jefferson Park project. The references should include a contact person, name of the reference firm, a full address, an email address and a phone number.
- Pricing, Equipment and Scope of Services: All responses must include scope of services and pricing. Please describe specific panel, inverters and racking systems you propose to use. Please indicate the costs of seven years of O & M services and monitoring services both as prepaid as part of the development costs and alternatively as an annual cost. Please note any special conditions or contingencies that could impact pricing.
- System Performance. As long term owners, we are especially interested in the long term performance and cost of the system. Please include any information you have on the performance of systems you have installed (i.e. modeled to actual kWh to kW per year performance; % of downtime per year; % of projects needing non-routine repair or service work post commissioning. We are particularly interested in your experience providing ongoing Operations and Maintenance services. Please describe your O&M services and expectations we should have regarding your scheduled O&M services as well as your system for responding to service alerts. Please include your standard O&M service plan, the percentage of installations under service contract with your company, the percentage of your systems being remotely monitored for service alerts, your average unscheduled service response time and other factors which speak to your capacity and commitment to providing long term service on the systems you install. Please highlight the experience and credentials of the person who will be directly responsible for O&M services on this project.

How Proposals Will Be Evaluated

BCC seeks innovative and qualified partners with financial stability, expertise, capacity, and experience. Selection of a firm will be based on the following criteria:

- Strength and qualifications of the applicant;
- Demonstrated capacity, assets, facilities and organizational structure to perform the type of services sought in this RFP;
- Adequacy of responding firm's financial resources to support the successful performance of the services sought.
- Quality and track record of proposed products utilized;

- Qualifications and experience of the responding firm and the primary personnel identified to provide the services, including the responding firm's experience and record of performance with other clients in similar efforts;
- Products, solutions and pricing proposed for the Jefferson Park project
- Cost effectiveness of proposal in maximizing energy production from available roof area.

Given that BCC will negotiate long term relationships for the project, BCC may seek additional information from responding firms prior to making provider selections.

BCC reserves the right to accept or reject any or all submittals received and to modify this RFP if necessary. BCC reserves the right, at its sole discretion, to waive minor irregularities in submittal requirements, to request modifications of the response at any time prior to entering a contract with a provider.

How To Participate

Interested companies should contact our project manager, Fred Unger through e-mail unger@hrtwd.com or by phone at 508-951-7419. He will provide access to the project web site for up to three individuals from your company. Jefferson Park project documents can be downloaded at that site and questions and answers related to the project will be posted there.

Available documents Include:

- Existing conditions study including structural analysis summary
- Tree and Shading Study
- Construction Documents on current CHA construction project including roof replacements
- Schematic solar layouts using Lumeta PowerPly.
- Current Prevailing Wage Rate Sheet

Final responses must be submitted by Sept. 30, 2011 at 4:00 pm as an electronic file (.pdf). Hard bound supplemental response is acceptable but not required. All proposals will be kept confidential. Responses must be delivered to:

djones@bostoncommunitycapital.org

DeWitt Jones
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Schedule

Sept. 12, 2011:	RFQ Issued
Sept 21, 2011	Project Site Walk
Sept. 30, 2011:	RFQ Submissions Due
Oct 1-14, 2011:	Submissions Review and Follow Up
Oct 14, 2011:	Service Providers Selected
Oct 21, 2011:	Jefferson Park Design Contract Issued