



Date: April 1, 2021

RFP Title: Distributed Solar Photovoltaic Project Northeast Philadelphia Airport

Addendum ONE Cover Sheet

TO ALL PROPOSERS:

You are hereby notified of the following changes and additions to the above RFP:

- 1) Contact Information from the Mandatory Pre-Proposal Meeting has been included with this Addendum. Only vendors that are on this contact list are eligible to propose to this contracting opportunity. If you are a vendor on this list that did not receive a link to the PNE Virtual Tour, please notify Alec.Gever@phl.org w/ cc to PNEsolar@philaenergy.org immediately.
Note: Teaming is allowed with any contractor, as subcontractors were not required to attend the Pre-Proposal Meeting. However, all subcontractors are subject to the City’s approval.
- 2) The Pre-Proposal Meeting PowerPoint has been included with this Addendum.
- 3) To identify firms with the Office of Economic Opportunity’s Registry, please visit: <https://www.phila.gov/services/business-self-employment/find-a-minority-woman-or-disabled-owned-business/> and click “Search registered M/W/DSBE businesses”.
- 4) The City of Philadelphia Local Business Entity (“LBE”) listing can be downloaded at: <https://www.phila.gov/documents/local-business-entity-information/>
- 5) Attachment B, Required Proposal Content, has been replaced. Please download the current version of Attachment B, Revised April 1, 2021. The revision includes a new section for “Proposed Subcontractors”.

Please sign, date, and attach this cover sheet with your proposal. This addendum and any attachments are now incorporated into the RFP.

AUTHORIZED SIGNATURE

NAME (Print)

COMPANY NAME

TITLE (Print)

DATE

Pre-Proposal Meeting Contact List

Name	Title	Company	Phone Number	Email Address	Prime or Sub	M/W/DSBE
Briana McDuff	Project Director	AC Power, LLC	(972) 979-1649	briana@acpowerllc.com	Prime	WBE
Lushae Cook	Senior Account Executive	Ameresco, Inc.	202-290-9776	LCook@Ameresco.com	Prime	N/A
Samuel Park	CEO	Arsenal Solar	215-677-0873	Sam@ArsenalSolar.com	Prime	MBE
Brian Cummings	Project Manager	Carr & Duff Inc.	215-672-4200 Ext. 162	bcummings@carrduff.com	Sub - Electrical Construction	N/A
Jeff Lifur	VP Project Development	Cenergy Power	202-468-5582	jlifur@cenergypower.com	Prime	N/A
Greg Samilo	Project Development Manager	CS Energy, LLC	732-515-8094	gsamilo@csenergy.com	Prime or Sub	N/A
Jim Rodgers	Chief Strategic Officer	Dawood Engineering, Inc.	office: 855.432.9663 mobile: 717.514.0419	james.rodgers@dawood.net	Sub - Survey and Engineering	MBE
Brandon Abasolo	Senior Proposal Manager	Distributed Solar Development	(516) 236-0392	brandon.abasolo@dsdrenewables.com	Prime	N/A
Jeff Nocella	Vice President, Business Development	Dynamic Energy	(484) 323-1169	jnocella@dynamicenergy.com	Prime	N/A
Martha Diezemann	Development Associate	ECA Solar	203-733-6783	md@ecasolar.com	Prime	N/A
Joel Santisteban	Development Manager	Ecogy Energy	516-754-8518	joel@ecogyenergy.com	Prime, Financier/Owner/Operator	N/A
Tyler Bailey	Business Development Manager	EDF Renewables Distributed Solutions	443-545-6962	tyler.bailey@edf-re.com	Prime	N/A
Ashlyn Brulato	Senior Associate, Business Development	EDPR NA DG	(201) 693 - 3338	Ashlyn.brulato@edpr.com	Prime	N/A
Scott Ameduri	President	Enerlogics Solar LLC	412.254.8277 x303	sameduri@enerlogics.com	Prime or Sub	N/A
Dylan Ash	Manager of Estimating & procurement	Ferreira Construction Co.	908-420-4728	dash@vepenergy.com	Prime	MBE
Coleman Petrillo	Business Development Manager	Greenskies Clean Energy LLC	(860) 398-5408 (Office) 610-368-2262 (Mobile)	cpetrillo@greenskies.com	Prime	N/A
Jamie Habberfield	Business Development Manager	IMG Energy Solutions	716-698-9696	Jamie.habberfield@imgenergysolutions.com	Prime	N/A
Shawn Malloy	Owner	Malloy Electric and Fire	(267)235-9696	Shawn@malloyelectricandfire.com	Sub	N/A
Jack Curry	Senior Associate, Business Development	Nexamp	774-217-4369	jcurry@nexamp.com	Prime	N/A
Liz Scanlon	Project Developer	Oak Leaf Energy Partners	240-447-3708	Liz@oakleafep.com	Prime	N/A
Lizbeth McCormick	Director, Business Development, Energy Division	Pennoni & Associates	215-815-8156	lmccormick@pennoni.com	Prime or Sub	N/A
Vance Nobe	President	Solaer USA LLC	713-878-1250	Vance.nobe@solaerusa.com	Prime	N/A
Todd Baylson	Business Development	Solar States	(215) 460-3732	todd@solar-states.com	Prime or EPC/installation Sub	N/A
Zain Sultan	Engineer	Sonali Energiees USA LLC	201-297-1177	EPC@SONALISOLAR.com	Prime	N/A
Max Manes	Sales Manager	Summit Ridge Energy	917-664-4521	mmanes@srenergy.com	Prime	N/A
Lee Evans	Sales Director	US Light Energy	518-275-5598	levans@uslightenergy.com	Prime	N/A
Tim Kitchell	Director of Business Development	Wampole-Miller Inc. d/b/a Miller Bros.	717-809-0471	tkitchell@millerbros.us	Prime	N/A

Mandatory Virtual Pre-Proposal Meeting

Distributed Solar Photovoltaic Project

Northeast Philadelphia Airport

March 31, 2021

10:00 AM

Agenda

- Opening Remarks
- Introductions
- RFP Overview
- Economic Opportunity Plan (EOP)
- Solar Project Site
- Project Objectives
- Scope of Work
- Procurement Schedule
- Proposal Submission
- Tips for Success
- Closing Remarks

Opening Remarks

- Welcome and thank you for attending today's Pre-Proposal Meeting
- The purpose of the meeting is to review the requirements contained in the RFP and entertain general questions that Proposers may have concerning this RFP
- Please email the following information to Alec.Gever@phl.org w/ cc to PNEsolar@philaenergy.org by **noon today**:
 - Your name
 - Title
 - Company name
 - Phone number
 - Email address
 - Indicate if your firm is interested in serving as a prime or subcontractor
 - Indicate if your firm is a registered M/W/DSBE with the Office of Economic Opportunity's Registry (to check if you are registered, visit <https://phila.mwdsbe.com/>)
- An Addendum will be issued with the contact information provided today
- Attendance at this Pre-Proposal Meeting is mandatory and only those who attend will be eligible for an award of the contract from this RFP
- Subcontractors are not required to attend today's mandatory meeting
- No oral response by any employee or agent of the City shall be binding on the RFP Administrator or will in any way constitute a commitment.

Introductions

- **Emily Schapira**
President & CEO
Philadelphia Energy Authority
- **Tondaleya Robinson**
Office of Economic Opportunity
City of Philadelphia
- **Alec Gever**
RFP Point of Contact
PHL and PNE
- **James Clarkin**
Contract Manager
PHL and PNE

RFP Overview

- The Philadelphia Energy Authority (“PEA”), on behalf of the City of Philadelphia (“City”), requests proposals for electricity and renewable energy credits (“RECs”) to be generated from a 1.6-2 MW (ac) distributed solar photovoltaic (“PV”) resource at the Northeast Philadelphia Airport (“PNE”), through a long-term power purchase agreement (“PPA” or “Contract”), with commercial operation in the first quarter of 2022
- If a firm did not respond to the related RFI released in September 2019, they are still able to respond to this Request For Proposals (“RFP”)
- In connection with the PPA, the City and the successful Proposer will simultaneously enter into a ground lease agreement (“Lease”) for approximately 10.25 acres of land located within a 15.19-acre partially wooded area about 1,200 feet north of a PECO Energy 4 kV substation at PNE (“Parcel”) for the successful Proposer to install, operate, and maintain the distributed solar PV resource at PNE, at its sole cost and expense.

Economic Opportunity Plan

- Chapter 17-1600 of The Philadelphia Code requires the development and implementation of “Economic Opportunity Plan(s)” for certain classes of contracts and covered projects as defined in Section 17-1601.
- “Best and Good Faith Efforts” require the provision of meaningful and representative opportunities for Minority Business Enterprises (“MBEs”), Woman Business Enterprises (“WBEs”) and Disabled Business Enterprises (“DSBEs”) (collectively, “M/W/DSBEs” which also includes firms designated as Disadvantaged Business Enterprises or “DBEs”) and the employment of an appropriately diverse workforce in connection with the Project.
- As a benchmark for the expression of Best and Good Faith Efforts to provide meaningful and representative opportunities for M/W/DSBEs in the contract, the following participation ranges have been developed:

13% - 15% MBE and 7% - 10% WBE

- Proposers are required to submit the Workforce Commitments provided as Attachment F-2, an Excel document with two (2) tabs.
- Refer to Attachment F and F-2 of the RFP for additional information

DEPARTMENT OF COMMERCE
 OFFICE OF ECONOMIC OPPORTUNITY (OEO)

Minority (MBE), Woman (WBE), Disabled (DSBE) and Disadvantaged (M-DBE and V-DBE) Business Enterprises¹

BID NUMBER/PROJECT ID: New Solar Farm - NPE NAME OF BIDDER: _____ BID OPENING DATE: _____

List below all MBE/WBE/DBE/DBEs² that you have a commitment to use for a Commercially Acceptable Function On this Bid - Photocopy this form as necessary.

<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> DSBE <input type="checkbox"/> M-DBE <input type="checkbox"/> V-DBE <input type="checkbox"/> Subcontractor <input type="checkbox"/> Supplier		Quote Received		Amount Committed To
Company Name	Work or Supply Effort to be Performed	YES ³	NO	Dollar Amount \$
Address				Percent of Total Proposal %
Contact Person				
Telephone Number	Fax #			
E-mail Address				
OEO Registry #	Certifying Agency			
<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> DSBE <input type="checkbox"/> M-DBE <input type="checkbox"/> V-DBE <input type="checkbox"/> Subcontractor <input type="checkbox"/> Supplier		Quote Received		Amount Committed To
Company Name	Work or Supply Effort to be Performed	YES ³	NO	Dollar Amount \$
Address				Percent of Total Proposal %
Contact Person				
Telephone Number	Fax #			
E-mail Address				
OEO Registry #	Certifying Agency			
<input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> DSBE <input type="checkbox"/> M-DBE <input type="checkbox"/> V-DBE <input type="checkbox"/> Subcontractor <input type="checkbox"/> Supplier		Quote Received		Amount Committed To
Company Name	Work or Supply Effort to be Performed	YES ³	NO	Dollar Amount \$
Address				Percent of Total Proposal %
Contact Person				
Telephone Number	Fax #			
E-mail Address				
OEO Registry #	Certifying Agency			

¹MBE/WBE/DBEs Listed above must be certified prior to bid submission date.

²If Bidder makes commitments with DBEs, Bidder shall indicate which class type M-DBE or V-DBE is submitted for credit.

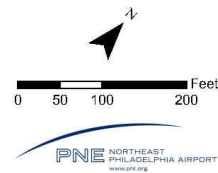
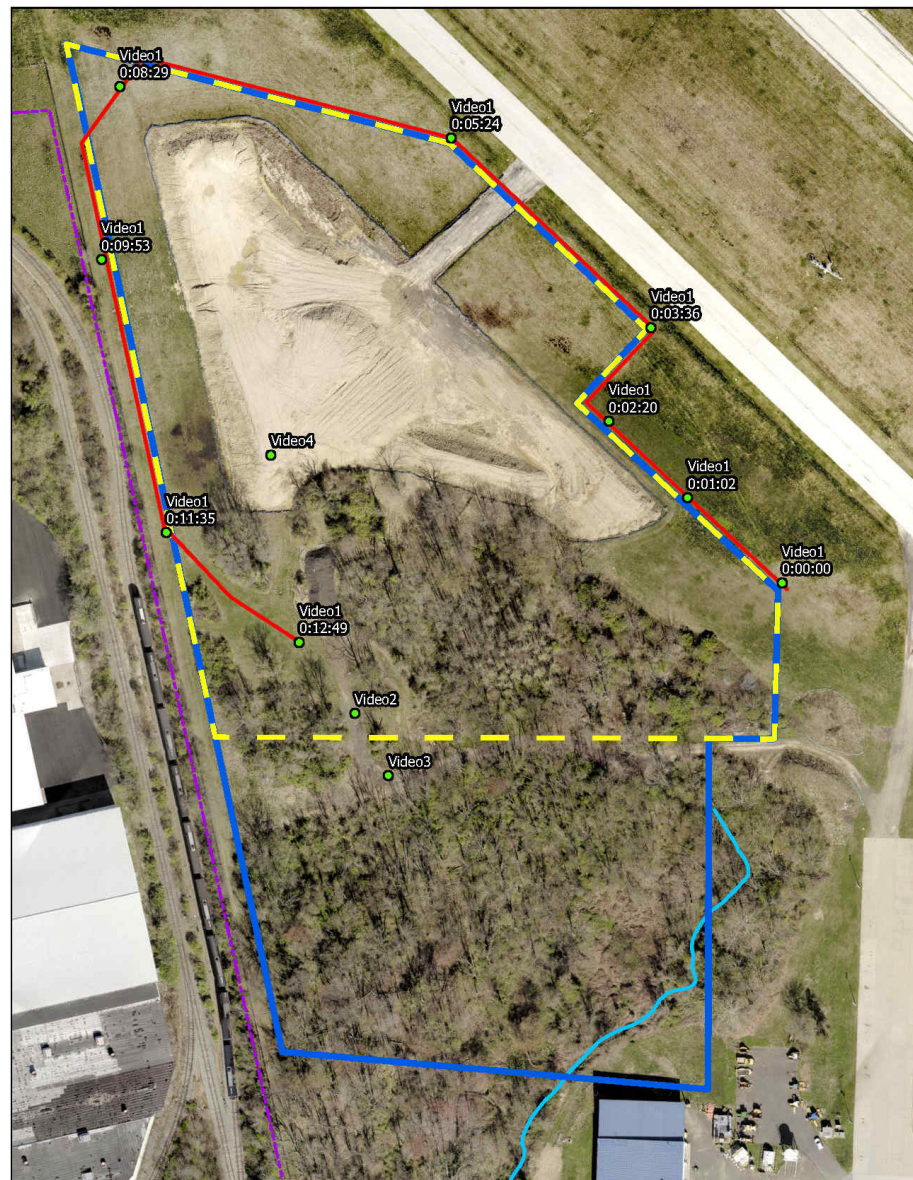
³Bidder should attach quotation with this form, but the City reserves the right to request this information which shall be submitted by bidder within 48 hours of the City's Request.

REV 09/2010

Please make additional copies when necessary.

Solar Project Site

- PNE is Pennsylvania's sixth busiest airport and provides "on-call" U.S. Customs, Immigration and U.S. Department of Agriculture services to corporate international travel. PNE sits on approximately 1,026 acres in the Far Northeast section of Philadelphia, with an entranceway at 9200 Ashton Road, which is perpendicular to Grant Avenue on the south side of the airport. The airport has two runways and associated taxiways and 100 large and small hangars, plus an assortment of mixed-use buildings. Approximately 200 aircraft are based at PNE – mostly single-engine aircraft, plus twins, jets, turboprops, and helicopters.
- The Parcel = approximately 10.25 acres of land located within a 15.19-acre partially wooded area about 1,200 feet north of a PECO Energy 4 kV substation at PNE



City of Philadelphia
 Division of Aviation
**NORTHEAST PHILADELPHIA AIRPORT
 PROPOSED LAND RELEASE
 PHOTOVOLTAIC SITE
 VIDEOING ROUTE**

- Legend**
- Walking Route
 - Stop Points
 - Estimated Developable Area
 - Proposed Land Release
 - Hydrographic
 - Airport Property Line

Source: 2018 City of Philadelphia Contours (2ft contour interval)

Project Objectives

- City objective:
 - The City is committed to 100% renewable electricity for all City building electric load by end of 2050
- Aviation's objectives:
 - 20% reduction in energy use intensity, or EUI (energy use per square foot) in all terminal facilities by 2030
 - 10% reduction in total greenhouse gas emissions by 2030 relative to a 2006 baseline
 - At least one operational renewable energy project at PNE or PHL by early 2022, and an assessment of an additional project, or expansion of an existing project, by 2025
- Additional objectives:
 - Save money on electricity usage at airport buildings, compared to what it would have paid without a renewable energy project
 - Encourage local economic development and a diverse work force, including employment opportunities from disadvantaged, minority, or women-owned business enterprises

Scope of Work

- Pre-Construction Services:
 - Any and all required site preparation.
 - A detailed system design layout that is compliant with all relevant environmental and technical (i.e., FAA) regulations.
 - Electrical design for interconnection to existing substation, as well as communications with PECO Energy Company to confirm interconnection plan.
 - Application for and payment of all permits and approvals required for the development, construction, and use of the solar PV system.
 - All required PECO Energy Company applications and approvals and related fees for interconnection.

Scope of Work

- **Construction Services:**
 - The successful Proposer shall procure and store all equipment necessary for the proper installation of the solar project prior to FNTF.
 - The successful Proposer shall install all major equipment in accordance with the manufacturer's specifications so as to preserve all manufacturer warranties.
 - The successful Proposer shall install all electrical equipment, conduit, and wiring in accordance with current NEC standards, and such installation shall conform to all legal requirements.
 - Upon completion, the successful Proposer shall commission the system. Commissioning shall verify that the major equipment is performing as expected and that all components are in proper working order.
- **Construction Site Conduct**
 - The successful Proposer must follow all rules and regulations with respect to providing services in a commercial airport environment, including the PNE Rules and Regulations. Aviation will provide instructions associated with entrance and exit; designated work time periods; equipment storage; and electrical interconnection.



Procurement Schedule

Event	Date*
RFP Posted	March 17, 2021
RSVP to Pre-Proposal Meeting	March 26, 2021
Mandatory Pre-Proposal Meeting	March 31, 2021 @ 10:00 AM
Deadline for Submittal of RFP Questions	April 7, 2021
RFP Submission Deadline	April 30, 2021 at 5:00 PM
Developer Virtual Interviews	TBD
Commencement of Work	November 2021

*The dates above are estimates only and the City reserves the right, in its sole discretion, to change this schedule. Notice of changes in the pre-proposal meeting date/time or location, the due date for questions, and the date for proposal submission will be posted via addendum at https://philaenergy.org/public_bids/pnesolar/. The other dates/times listed may be changed without notice.

Proposal Submission

Responses shall only be submitted electronically by email to BOTH Alec.Gever@phl.org and PNEsolar@philaenergy.org. Submissions may not exceed 25MB.

Proposers must submit the following documents:

- Signed proposal in format shown in **Attachment B**
- Pricing worksheet (**Attachment D**)
- Markup of non-binding term sheet (**Attachment J**)
- Completed Participation Commitment/Diversity Report and Forms (**Attachment F & F-2**)
- Philadelphia Tax and Regulatory Status and Clearance Statement (**Attachment G**)
- Completed Local Business Entity or Local Impact Certification (**Attachment H**)
- Completed Campaign Contribution Disclosure Form (**Attachment L**)

Tips for Success

- The RFP Administrator may, in its sole discretion, issue addenda to this RFP containing responses to questions and requests for information, addressing matters raised by Proposers, clarifications of the RFP, revisions to the RFP, or any matters that the RFP Administrator deems appropriate. Addenda will be posted at www.philaenergy.org/public-bids/PNEsolar. It is the Proposer's responsibility to monitor the PEA website for addenda and to comply with their terms.
- Do not wait for answers to work on your proposal. The RFP has been available since March 17 for you to work on your proposal.
- Do not provide generic marketing materials with your proposal. Complete Attachment B as requested and follow the instructions in Section 4 – Submittal Requirements.
- Submit all questions to Alec.Gever@phl.org with cc to PNEsolar@philaenergy.org by April 7, 2021.

Closing Remarks

- REMINDER: email the following information to Alec.Gever@phl.org w/ cc to PNEsolar@philaenergy.org by **noon today**:
 - Your name
 - Title
 - Company name
 - Phone number
 - Email address
 - Indicate if your firm is interested in serving as a prime or subcontractor
 - Indicate if your firm is a registered M/W/DSBE with the Office of Economic Opportunity's Registry (to check if you are registered, visit <https://phila.mwdsbe.com/>)
- All questions must be submitted in writing to Alec.Gever@phl.org with cc to PNEsolar@philaenergy.org by April 7, 2021
- Continue to monitor the opportunity on www.philaenergy.org/public-bids/PNEsolar for Addenda
- Stay safe! Thank you for attending today's virtual pre-proposal meeting