



Date: November 19, 2025

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) The Pre-Proposal Meeting Contacts List is attached.
- 2) The Pre-Proposal Meeting presentation is attached.

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

ATTENDEES PHL RFP
PreProposal Meeting
11/18/25

NAME		COMPANY	PHONE	EMAIL
JEFF	HERRON	GREENTECH RENEWABLES	856-488-0123	JEFF.HERRON@GREENTECHRENEWABLES.COM
TODD	BAYLSON	SOLAR STATES	215-460-3732	TODD@SOLAR-STATES.COM
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JOHANNA RIVERA	RIVERA	CORE DEVELOPMENT GROUP	201-825-2195	JRIVERA@COREDEVUSA.COM
MATTHEW	FURDYNA	AMERESCO	508-598-3045	MFURDYNA@AMERESCO.COM
DIANE	MARIE	SUNLIGHT GENERAL		DMARIE@SUNLIGHTGENERAL.COM
JOSH	SHEPPARD	BRIGHT EYE SOLAR	717-424-3917	JOSH@BRIGHTYESOLAR.COM
BRIAN	BLAUVELT	CHARGE INFRASTRUCTURE	908-392-4883	BBLAUVELT@CHARGEINFRASTRUCTURE.COM
SARAH	PENDERGAST	REACTIVATE	202-744-2432	PENDERGAST@REACTIVATE.COM
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JAKE	MISSRY	SAMBA ENERGY	917-797-8099	JAKE@SAMBAENERGY.COM
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MATTHEW	MOORE	MOORE ENERGY	215-650-3212	MATT.MOORE@MOOREENERGY.COM

Optional Pre-Proposal Meeting

Philadelphia Energy Authority on behalf of PHL

**DISTRIBUTED SOLAR PHOTOVOLTAIC
PROJECT**

11/18/2025

City of Philadelphia,
Department of Aviation



Agenda



- Opening Remarks
- Introductions
- Project Objective
- Scope of Work
- Proposal Submission Requirements
- Proposal Evaluation Criteria
- Procurement Schedule
- Tips for Success

Opening Remarks



- Welcome to this Pre-Proposal Meeting
- The purpose of the meeting is to review the requirements of the RFP and to gather contact information for possible teaming opportunities
- Attendance at this meeting is optional for any firm interested in submitting a proposal to this opportunity
- Subcontractors are not required to attend this pre-proposal meeting
- No oral response by any employee or agent of the City shall be binding on the City, or shall in any way constitute a commitment by the City

Opening Remarks



- All contact information will be posted with the opportunity as an Addendum.
- Questions regarding this RFP must be submitted in writing no later than Thursday, November 20, 2025 at 5:00 pm.

Introductions



- Jessica Noon
Airport Sustainability Manager
- James Clarkin
Philadelphia Energy Authority
Senior Manager, Municipal & Strategic Initiatives
- Lisa Shulock
Philadelphia Energy Authority
Director of Commercial Programs
- Susan Bailey
Primary Contact for the RFP
- Shannon Clark
PHL Purchasing Administration Unit

Introductions



- Let's go around the room and have each vendor quickly introduce themselves
- When we call on you, please feel free to turn on your camera if possible and let us know your
 - Name
 - Title
 - Company
 - Indicate if you are interested in being a **prime** or **subcontractor**

Project Objectives



- The City is committed to 100% renewable electricity for all City building electric load by 2030. Consistent with the 100% renewable electricity objective, the Department of Aviation has set the following additional goals:
 - 20% reduction in energy use intensity, or EUI (energy use per square foot) in PNE facilities by 2030.
 - 100% generated or purchased renewable electricity by 2030 to eliminate Scope 2 emissions for PNE.
- While the PNE solar project is in furtherance of all of those objectives, the RFP Administrator wants to save money on electricity usage at airport buildings, compared to what it would have to pay without a renewable energy project.
- A related objective is to encourage local economic development and a diverse work force. Information on how projects can maximize co-benefits of reducing carbon pollution, creating local and clean energy jobs, or creating opportunities for local business enterprises are encouraged with proposals. Proposers are also encouraged to submit creative solutions to include local workforce development opportunities, such as Philadelphia's Bright Solar Futures program.

Scope of Work

Scope of Work



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 1.5 MWac distributed solar photovoltaic (“PV”) resource at the Northeast Philadelphia Airport (“PNE”), through a long-term power purchase agreement (“PPA” or “Contract”), with a required Placed In Service Date of November 30, 2027.

In connection with the PPA, the City and the successful Proposer will simultaneously enter into a ground lease agreement for a mutually agreed upon number of acres situated within a 10-acre partially wooded area so that the successful Proposer can install, operate, and maintain the distributed solar PV resource at PNE, at its sole cost and expense.

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 submitting an interconnection plan with PECO Energy Company.
- 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 site access; designated work time periods; equipment storage; and electrical interconnection

Proposal Submission Requirements

Proposal Submission Requirements



Proposers must submit the following documents:

- Signed proposal in format shown in Attachment B
- Pricing Proposal Worksheet (Attachment D)
- Markup of PPA (Attachment J)
- 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)

Proposals must be received no later than **5 P.M. ET on December 11, 2025**. Proposals should be delivered electronically, emailed to PNESolar@philaenergy.org and Susan.Bailey@phl.org and be no larger than 25MB to ensure delivery.



Proposal Evaluation Criteria

Proposal Evaluation Criteria



Selection will include, but is not limited to, the following criteria, reviewed in an evaluation process conducted by the Evaluation Committee. The proposal that provides the highest-value combination of economic and non-economic criteria will be selected. The criteria are listed in no particular order:

- Strength of the technical submittal and major equipment details
- Strength of the offer price and methodology approach
- Exception taken to the forms of PPA
- Financial strength of Proposer
- Prior experience with projects and demonstration of similar projects completed on schedule and functioning as designed
- Industry reputation
- Customer references
- Overall project team credentials and staffing
- Local/regional presence

Procurement Schedule

Procurement Schedule



ACTIVITY	RESPONSIBILITY	DATE & TIME
RFP Posted	PEA	November 7, 2025
RSVP to Non-Mandatory Pre-Proposal Virtual Meeting Deadline	Proposers	November 17, 2025 Email PNEsolar@philaenergy.org and Susan.Bailey@phl.org for meeting link
Non-Mandatory Pre-Proposal Virtual Meeting	DOA	November 18, 2025, 1:00PM Meeting link will be emailed when RSVP is sent
Deadline for Submittal of RFP Questions	Proposers	November 20, 2025 – Submit all questions via email to PNEsolar@philaenergy.org and Susan.Bailey@phl.org

*The schedule above is subject to change via Amendment to the RFP

Procurement Schedule



Responses to Questions	DOA	November 24, 2025
RFP Submission Deadline	Proposers	December 11, 2025 at 5:00 PM Eastern Time
Development of Shortlist*	PEA, Energy Office, & DOA	December 2025
Developer Virtual Interviews	DOA, PEA, Energy Office & Proposers	January 2026
Selection of Winner	PEA, Energy Office & DOA	February 2026
Start Contract Negotiations	Selected Proposer(s)	Immediately after Selection of Winner
Contract Review or Approval	PEA, Energy Office, City Council & DOA	TBD
Lease Agreement Execution	Selected Proposer(s), FAA, & DOA	4 th Quarter of 2026
Power Purchase Agreement Execution	Selected Proposer(s), PEA, Energy Office, & DOA	4 th Quarter of 2026

*The schedule above is subject to change via Amendment to the RFP

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 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 susan.bailey@phl.org with cc to PNEsolar@philaenergy.org by November 20, 2025.
- Proposals must be received no later than **5 P.M. ET on December 11, 2025**. Proposals should be delivered electronically, emailed to PNEsolar@philaenergy.org and Susan.Bailey@phl.org and be no larger than 25MB to ensure delivery.
- Continue to monitor the opportunity on www.philaenergy.org/public-bids/PNEsolar for Addenda

Thank You!

