



**Renewable Energy RFP**  
**Client Sited Ground Mount Solar**  
**Bid Due Date: 12:00 PM, Monday, August 15, 2022**

RFP Summary		
Client(s)	Crossroads Rhode Island	
Project Location	11 Merrill Lane, North Kingstown, R.I. 02852	
Location description	Undeveloped Lot	
Utility provider	Rhode Island Energy	
National Grid Account Number	N/A: Will be a remote net metered project	
National Grid Meter Number	N/A: Will be a remote net metered project	
Electric Bill Billing Rate	N/A: Will be a remote net metered project	
Voltage Delivery Level	Undetermined	
Electricity Supplier: Name/Account #	N/A	N/A
Voltage Delivery Level	Undetermined	
Total number of potential sites	1	
Average annual energy spend (\$)	Actual:	\$385,000
Average annual energy use (kWh)	Actual:	2,000,000
kWh to be procured	Maximize project size and kWh production.	
Procurement type	Private	Request for Proposal (RFP)
Project options	<ul style="list-style-type: none"> <li>On-site Solar: Ground mount</li> <li>Optional: Battery Storage</li> </ul>	
Contract type(s) to be considered	<ul style="list-style-type: none"> <li>Direct Purchase (turnkey EPC)</li> <li>Land Lease</li> <li>Remote Net Meter Contract</li> </ul>	
REC Ownership	To be determined.	
Hard Copy of Bid submission required	No.	

Schedule	
<b>Issue Date</b>	<b>07/06/2022</b>
Respondent Questions Due	07/18/2022
Response to Questions	07/22/2022

Does RFP have site visit?	No
---------------------------	----

Does RFP have pre-bid meeting?	Yes
Is pre-bid meeting mandatory?	Yes
Pre-bid meeting: Date and Time	7/22/2022 @ 9:00 AM
Pre-bid meeting: Location	Zoom. Must email <a href="mailto:julian@copacity.com">julian@copacity.com</a> for link.

<b>Due Date</b>	<b>8/10/2022</b>
-----------------	------------------



Due Diligence and Evaluation Factors	
Factor	Point System
Pricing	None assigned; considered in aggregate
Experience with public projects	None assigned; considered in aggregate
Qualifications and Experience	None assigned; considered in aggregate
Financial Capability	None assigned; considered in aggregate
Schedule	None assigned; considered in aggregate
REC Availability	None assigned; considered in aggregate

Attachments	
Document	Comments
Attachment A	Site Plan/Building Plan
Attachment B:	Copacity Fee Agreement
Attachment C:	Site Survey (highlighting development area)
Attachment D:	Legal Description
Attachment E:	Plat Map

**END OF SECTION**

***The remainder of the page is intentionally blank***



### 1. Introduction

Crossroads Rhode Island (“Crossroads”; “Client”), the leading provider of housing and homeless services in Rhode Island, has issued this Request For Proposals (“RFP”) seeking the design and installation of a ground-mount solar PV system on currently vacant land owned by Crossroads, and located adjacent to one of Crossroads existing housing complexes. Crossroads is seeking this solar project to either a) provide a direct lease payment to Crossroads and/or b) utilize the remote net metering credits generated from the installed solar facility to offset Crossroads electricity accounts. Crossroads is an “Eligible Entity” under the state’s remote net metering program and will utilize 100% of the remote net metering credits generated from this solar facility.

The location of the project installation is:

**11 Merrill Lane  
North Kingstown, R.I. 02852**

For the most specific siting of the proposed solar project, please see Attachments C, D and E for the Site Survey (highlighting development area), Legal Description and Plat Map.

This RFP seeks proposals from qualified renewable energy developers (“Developer”) who can successfully plan, permit, design, install, finance, operate and maintain the renewable energy project to meet this need. The RFP will accept proposals with varying project and contract options, including but not limited to:

1. Solar ground lease.
2. Remote net metering contract/proposals.
3. Turnkey Purchase.
4. Any other proposal that meets the stated needs and goals of this RFP.

#### Electricity Use

Crossroads will be the sole off taker for all electricity (remote net metering credits) produced from the project developed at this site.

### 2. Copacity

This PCB has been developed and issued by the Copacity, Inc. (“Copacity”) renewable energy procurement platform. Copacity shall be the point of contact for all inquiries and communication related to this competitive bid. Respondents shall not communicate with any Copacity Client regarding any matters related to this RFP, as any such communication may result in immediate disqualification of Respondent.

Copacity is the singular point of contact for all inquiries and communication related to this competitive bid. All communications shall be directed to:

Name	Title	Organization	Email	Phone
Julian Dash	Managing Partner	Copacity, Inc.	<a href="mailto:julian@copacity.com">julian@copacity.com</a>	401.454.1570

### 3. Proposal Format and Submission

All Respondents interested in submitting a response to this RFP must do so by registering and submitting via the Copacity platform, and then seeking the “Crossroads Rhode Island Ground Mount” RFX under the RFX Dashboard:

<http://copacity.com>

The Copacity platform simplifies the process of identifying new RFPs in the marketplace, while making the process of building and submitting RFP responses fast, efficient, and effective.

Once registered, Respondents will be guided through a more detailed company information process, which can be updated at any time. Respondents should complete the “RFX Builder” section, which allows Respondents to input and upload all the applicable, relevant, and specific information needed to assess the overall background, qualifications, experience, and references, needed to assess responses to this RFP. This includes details about:

- Company background, descriptions, and detail
- Team Members
- Subcontractors
- Reference Projects
- References
- Financial Capacity and Condition
- Insurances
- Finance and Investment (capital providers)
- O&M Plans
- Procurement Plans
- Environmental impact
- Additional information as provided by Respondent, relevant for the comprehensive review and evaluation of Respondent, its firm, and qualifications.
- Additional Due Diligence and Information: Copacity may communicate with one, multiple or all Respondents who have meet the RFP deadline and submission requirements to seek additional information to be used in evaluation all responses. During this review, Copacity reserves the right to seek and accept additional and/or new information as related to Respondent’s firm, proposed and newly available project(s) and Respondent’s responses, detail, and additional information overall.

Upon completing the RFX Builder, Respondents can move on to submitting a Bid for this RFP, by accessing “RFX Opportunities” tab, selecting the RFP, clicking on “View Details” and “Add Bid.”

The Copacity platform allows you to submit multiple projects and/or multiple pricing options. Simply use the “+” function at the end of each bid section to add another bid type/response.

Information input into the Copacity platform will be used to compile RFP response information and to comparatively evaluate responses in determining Respondents’ overall qualifications, specifically having relevant prior experience in projects of similar size and scope.

It is the Respondent’s responsibility to:

1. Thoroughly review all provisions, requirements, and conditions of this RFP process.
2. Register with the Copacity platform and to understand all the submission instructions, processes, and components.

Questions related to the Copacity platform, RFP submissions, Bids and related matters should be sent directly to:

[julian@copacity.com](mailto:julian@copacity.com)

Proposals will not be accepted via mail, email, or any other submission outside of the copacity.com platform.

#### 4. Economic Bid

On the Bid page for this RFP, Respondents are to select the following:

Type of Project	New Project (on-site solar) option.
Specific Project	Select the newly created Project Portfolio for this RFP.
On-Site Project Type	Project/Response covers MULTIPLE RFX sites.
Does this bid apply to all sites?	Yes
Specify which sites you are bidding	List only the sites applicable to your portfolio and bid.
Type of Contract	Select contract option applicable to this bid. Note: Additional Bids with different contract options can be added.

#### 5. Qualifications

Information submitted on the Copacity platform as outlined in Section 3 and 4, will be used, in part, to determine the overall qualifications and experience of Respondents.

In addition, to the above information, this RFP submission page will have bid specific questions for Respondents to respond to. All of the information submitted on the Copacity platform will be evaluated in aggregate to determine the qualifications of Respondents.

All information needed to assess the experience and qualifications of Respondents shall be submitted via the Copacity platform.

#### 6. Evaluation

Provided below are the evaluation factors that will be used in assessing responses to this RFP:

Due Diligence and Evaluation Factors	
Factor	Specific Point System
Pricing	None assigned; considered in aggregate
Overall qualifications and experience	None assigned; considered in aggregate
Experience with projects of similar size/scope.	None assigned; considered in aggregate
Project approach	None assigned; considered in aggregate
Financial Capability	None assigned; considered in aggregate
Schedule	None assigned; considered in aggregate

#### 7. Selection Criteria For Interview and Final Selection

Copacity and its Client may elect to conduct interviews with one or more respondents, based on the evaluation of the RFP responses as outlined above.

Interviews and interview determination is completely optional and will be determined by Copacity and its Client. Interviews, if required, will be coordinated between Copacity and selected Respondents, and will be held directly with Copacity and its Client. Each interviewed Respondent will be given an opportunity for at least a 15-minute presentation, with follow up questions and conversation from Copacity, the Client, and their respective staff, board, and consultants, involved in the RFP review and selection process.

Copacity and its Client reserves the right to award this Proposal in whole or in part and to reject any and all Proposals. Copacity and its Client reserves the right to award this proposal without interviews, basing these decisions on review and evaluation of Responses as outlined in this RFP.

## 8. Negotiations

Copacity and its Client reserve the right to directly negotiate with any qualified Respondent to this RFP and to award a contract based upon the results of these negotiations.

## 9. Awards and Engagement of Services

Upon successful selection of this RFP, Copacity and its Client reserves the right to negotiate any and all parts to this Proposal with the selected Respondent prior to formalization of a letter of engagement for services.

In the event the successful Respondent cannot fully and timely perform his/her contractual obligation and/or successfully negotiate the Proposal with Copacity and/or the Client, Copacity and/or the Client reserves the right to award the Proposal to any of the other qualified Respondent.

Copacity and its Client reserves the right to reject any and all Proposals, or parts thereof, to waive any and all informalities if it is in the Clients' best interest to do so, and the right to disregard all nonconforming, nonresponsive, or conditional Proposals or portions thereof.

10. Between the Proposal Due Date and the Preliminary Award Selection, Copacity may reach out to Respondent for clarification of any aspect of their Proposal. Copacity explicitly reserves the right to select a Proposal that delivers greater long-term savings for its Client, and during the period between the Proposal Due Date and the Preliminary Award Selection negotiate for a more favorable price or percentage for its Client. Further, Copacity and its Client reserves the right to negotiate with a successful Respondent, once selected, for any other projects in the Respondent's pipeline, if any of the Client's desires to increase the number of sites available for residential solar installations.

## 11. Receipt Of Proposals

Responses for this Request for Proposal shall be delivered via the Copacity platform only.

## 12. Preconference

A pre-proposal conference will be held as described in the advertisement for Request for Proposals to discuss project related concerns.

The Pre-Proposal conference is mandatory for all potential Respondents. Failure to attend will negate the Respondent's ability to submit a Proposal for consideration.

## 13. Addenda

Any addendum to this RFP will be posted on the Copacity platform prior to the proposal due date shall include an addendum acknowledgement section. Since all addenda shall become a part of the proposal, all addenda must be signed by an authorized Respondent representative and returned with the proposal. Failure to sign and return any and all addendum acknowledgements may be grounds for rejection of the proposal response.

#### **14. Modifications**

Proposals may not be modified once a response to this RFP has been submitted and the closing date for the RFP has been reached.

#### **15. Fees**

Respondents whose project(s) are selected are required to pay a non-refundable Platform Fee ("Fee"). The calculation of the Fee is **\$0.00200** per kWh for the projected, lifetime contract volume (kWh) delivered to the client.

The Platform Fee shall apply to all contracts signed as a result of this RFP and shall cover any and all contracts' extensions and any other increases in kWh volume.

Platform Fees shall be paid on the following schedule:

- 0%: Paid upon RFP Award
- 50%: Paid upon execution of any agreement(s) between Crossroads and Respondent.
- 25%: Paid upon commencement of Project construction.
- 25%: Paid when Project achieves its' Commercial Operation Date ("COD").

#### **16. RFP Bid Fees & Financial Assurances**

There are no Bid fees or other Financial Assurances required for RFP response submissions.

#### **17. Irrevocability**

RFP responses are considered irrevocable for a period of 90 (ninety) days following the RFP Due Date. During this 90-day period, RFP Responses may not be withdrawn, amended, or otherwise changed, except as a result of negotiations and with express written consent from Crossroads.

#### **18. Acceptance & Rejection**

Crossroads reserves the right to accept and/or reject any and all proposals, or portions thereof, to waive any informality, and to select and negotiate renewable energy contract agreement(s) that are in the best interest of Crossroads.

#### **19. Changes and Withdrawal**

Respondents may submit changes to proposals already submitted, by updating their responses on the Copacity platform at any time prior to RFP Due Date. After the RFP Due Date, the Copacity platform will "lock in" RFP responses, and Respondents will no longer have the ability to edit and/or otherwise amend their submission.

#### **20. Ownership of Proposals**

All proposals submitted become the property of Copacity, Inc.

#### **21. RFP Costs**



Costs incurred in developing a response to this RFP are its sole responsibility of the Respondent. Neither Copacity, Inc., nor Crossroads shall bear any liability for any costs incurred with the development and/or submission of any Responses to this RFP.

**22. Confidentiality and Public Records**

Copacity will take all reasonable efforts to maintain the absolute confidentiality of all information included in submitted bids. Copacity will not use information provided in any Response for any purpose other than in connection with this RFP. Bidders should clearly identify any information considered to be confidential and/or proprietary.

**23. Negotiations**

Copacity and Crossroads reserve the right to directly negotiate with any qualified Respondent to this RFP and to award a contract based upon the results of these negotiations.

**24. Compliance with Law**

The selected renewable energy Developer shall comply with all applicable laws, regulations, ordinances, codes and orders of the United States and the State of Rhode Island as related to its proposal and the performance of the work described in providing renewable energy Projects and their correlating contracts.

***END OF SECTION***

***The remainder of the page is intentionally blank***



### Attachment A: Site location and information

Crossroads is seeking the design and installation of a ground-mount solar PV system located on currently vacant land that is adjacent to one of Crossroads existing housing complexes. For mapping purposes, the project installation is located adjacent to:

11 Merrill Lane  
North Kingstown, R.I. 02852

For reference purposes, a screenshot of a Google Map image is provided below, to assist Respondents in ensuring their own mapping software has identified the appropriate location:





**Attachment B: Copacity Platform Fee Agreement**

*This Agreement must be signed to participate in this Competitive Bid*

The selected Respondent(s) to this Competitive Bid acknowledge and agree to pay a non-refundable Platform Fee to Copacity, Inc. ("Fee"). The calculation of the Fee is **\$0.00200** per kWh for the projected, lifetime (kWh) delivered to the client.

Respondents whose project(s) are selected are required to pay a non-refundable Platform Fee ("Fee"). The calculation of the Fee is **\$0.00200** per kWh for the projected, lifetime contract volume (kWh) delivered to the client.

The Platform Fee shall apply to all contracts signed as a result of this RFP and shall cover any and all contracts' extensions and any other increases in kWh volume.

Platform Fees shall be paid on the following schedule:

- 50% of Fee paid upon execution of any agreement(s) between Crossroads and Respondent.
- 25% of Fee shall be paid upon commencement of Project construction.
- 25% of Fee paid when Project achieves its' Commercial Operation Date ("COD").

Selected Developer(s) acknowledge and agree that failure to pay the Platform Fee in a timely manner shall:

1. Disqualify the Respondent(s) from this RFP and/or
2. Constitute an event of default under any Agreements entered into between the Client (Crossroads) and Respondent(s), that came about directly as a result of this RFP.

Selected Respondent(s) acknowledge and agree that payments of any and all fees are completely non-refundable.

Developer(s) may incorporate the Platform Fee into the RFP response offering. By signing this Platform Fee Agreement, Respondent agrees to all terms and conditions of this RFP.

**AGREED AND ACCEPTED**

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Date: \_\_\_\_\_



---

**Attachment C: Site Survey (highlighting development area)**



---

## Attachment D: Legal Description



---

## Attachment E: Plat Map