

**ANCHOR BAY SCHOOL DISTRICT**

**REQUEST FOR PROPOSALS  
FOR  
SOLAR ENERGY CAPITAL IMPROVEMENTS ON A  
PERFORMANCE CONTRACTING BASIS  
MAY 1, 2025**

**ADDENDUM 1  
MAY 8, 2025**

The aforementioned RFP is hereby amended to include the following information and requirements.

## Cash Flow

The following is a sample of the Cash Flow Table to be included in the proposal. An Excel version will be provided.

Anchor Bay Schools-Cash Flow Table										
Solar RFP										
SAMPLE (Relace with ESCO Name)										
<b>Capital Cost</b>										
ESCO-Installed Solar Cost						\$	2,200,000			
PCOR Cost (See Table)	1.70%					\$	37,400			
Total Project Cost						\$	2,237,400			
Tax Rebate Prof. Costs (Estd.)						\$	40,000			
Total Cost						\$	2,277,400			
Bond Issuance and Legal (Estd.)						\$	50,000			
Total						\$	2,327,400			
Downpayment										
Amount Financed						\$	2,327,400			
<b>Other Costs</b>										
Measurement & Verification Cost					Year 1	\$	5,000	/Yr		
Other (Inverter)						\$	30,000			
<b>Savings</b>										
Annual Energy Supply Savings			Year 1-15	\$	75,000	Year 16	\$	116,848	/Yr	
Annual Utility Savings						Year 1	\$	1,000	/Yr	
Annual Solar Savings							\$	76,000	/Yr	
Rebates and Incentives							\$	1,100,000		
<b>Key Terms/Information</b>										
Guarantee Term							5	Years		
Finance Term							15	Years		
Interest Rate							3.80%	/Yr		
Energy Rate Escalation Factor -Aggregate ECMs							3.00%	/Yr		
Year	Annual Costs				Savings				Cash Flow	
	Principal & Interest	Solar Inverter Replacement	Meas. & Verification	Total Annual Cost	Electric Supply Savings	Utility Savings	Rebates and Incentives	Total Annual Savings	Net Annual Cash Flow	Net Cumulative Cash Flow
Constr.	\$ -			\$ -				\$ -	\$ -	\$ -
1	\$ (203,798)		\$ (5,000)	\$ (208,798)	\$ 75,000	\$ 1,000	\$ 1,100,000	\$ 1,176,000	\$ 967,202	\$ 967,202
2	\$ (203,798)		\$ (5,000)	\$ (208,798)	\$ 75,000	\$ 1,030		\$ 76,030	\$ (132,768)	\$ 834,434
3	\$ (203,798)		\$ (5,000)	\$ (208,798)	\$ 75,000	\$ 1,061		\$ 76,061	\$ (132,737)	\$ 701,697
4	\$ (203,798)		\$ (5,000)	\$ (208,798)	\$ 75,000	\$ 1,093		\$ 76,093	\$ (132,705)	\$ 568,992
5	\$ (203,798)		\$ (5,000)	\$ (208,798)	\$ 75,000	\$ 1,126		\$ 76,126	\$ (132,672)	\$ 436,319
6	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,159		\$ 76,159	\$ (127,639)	\$ 308,680
7	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,194		\$ 76,194	\$ (127,604)	\$ 181,077
8	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,230		\$ 76,230	\$ (127,568)	\$ 53,508
9	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,267		\$ 76,267	\$ (127,531)	\$ (74,023)
10	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,305		\$ 76,305	\$ (127,493)	\$ (201,516)
11	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,344		\$ 76,344	\$ (127,454)	\$ (328,970)
12	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,384		\$ 76,384	\$ (127,414)	\$ (456,384)
13	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,426		\$ 76,426	\$ (127,372)	\$ (583,756)
14	\$ (203,798)			\$ (203,798)	\$ 75,000	\$ 1,469		\$ 76,469	\$ (127,329)	\$ (711,086)
15	\$ (203,798)	\$ (30,000)		\$ (233,798)	\$ 75,000	\$ 1,513		\$ 76,513	\$ (157,285)	\$ (868,371)
16	\$ -			\$ -	\$ 116,848	\$ 1,558		\$ 118,406	\$ 118,406	\$ (749,965)
17	\$ -			\$ -	\$ 120,353	\$ 1,605		\$ 121,958	\$ 121,958	\$ (628,008)
18	\$ -			\$ -	\$ 123,964	\$ 1,653		\$ 125,616	\$ 125,616	\$ (502,391)
19	\$ -			\$ -	\$ 127,682	\$ 1,702		\$ 129,385	\$ 129,385	\$ (373,006)
20	\$ -			\$ -	\$ 131,513	\$ 1,754		\$ 133,266	\$ 133,266	\$ (239,740)
21				\$ -	\$ 135,458	\$ 1,806		\$ 137,264	\$ 137,264	\$ (102,476)
22				\$ -	\$ 139,522	\$ 1,860		\$ 141,382	\$ 141,382	\$ 38,907
23				\$ -	\$ 143,708	\$ 1,916		\$ 145,624	\$ 145,624	\$ 184,531
24				\$ -	\$ 148,019	\$ 1,974		\$ 149,993	\$ 149,993	\$ 334,523
25				\$ -	\$ 152,460	\$ 2,033		\$ 154,492	\$ 154,492	\$ 489,016
	\$ (3,056,970)	\$ (30,000)	\$ (25,000)	\$ (3,111,970)	\$ 2,464,526	\$ 36,459	\$ 1,100,000	\$ 3,600,986	\$ 489,016	\$ 489,016

## Cash Flow Table (Continued)

**Directions and Notes:**

- 1 Information should be input into yellow highlighted cells. Other cells will self calculate.
- 2 M&V area should be entered in the top area as well as the highlighted section of the Table.  
(You may have different costs for each year.)
- 3 Alternate Service cost proposal: Please add these to the M&V column since they cannot be financed.
- 4 Inverter Replacement (or other capital cost): please add into the top and adjust in the table to reflect the estimated year.
- 5 Check changes to the costs entered directly into the table (M&V or Inverter), as these must appear as negative in order to properly add up in the table as a cost.
- 6 Energy savings calculations should be detailed in the proposal.
- 7 Utility Savings (if any) should be identified in the proposal.
- 8 Rebate details and calculations must be shown in the proposal.

## Performance Contracting Project History

This table is a sample and will be provided electronically and should be included in the proposal. Alternate tables are acceptable if they include all the pertinent information noted below.

## Project History Table

[illegible]

Expand table as needed. Please include information above as minimum. If additional states, vertical markets or individual projects/experience need to be added, do so as needed and include in this overall section of the RFP response.

**Signature/Authorization**

The proposal shall be signed by a company official with the power to bind the company in its proposal. Requirements are as follows:

- a. Signature/Authorization
- b. Bid bond (5% of Project value).
- c. Bidder Acceptance of RFP Requirements (B-1)
- d. Bidder Acknowledgement of Program Management Responsibilities (B-2)
- e. Affadavit of Bidder (Familial Disclosure Statement) (C)
- f. Affadavit of Compliance-Iran Economic Sanctions ACT (D)

(These forms are included in the following pages.)

## **1. Binding Signature of Authorization**

The undersigned is a company official with the power to bind the company in its proposal.

Name of Bidder (Company):

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Address:

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City/State/Zip:

---

Phone/Fax:

---

Representative/Title:

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Signature:

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Date: 

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## **2. BID BOND OR SECURITY**

This is a reminder to include the bid bond or security as part of the proposal. Proposals lacking this cannot be considered by the district. The value should be 5% of the base proposal of the project cost being proposed.

(ATTACH FOLLOWING THIS PAGE.)

### BIDDER ACKNOWLEDGMENT OF RFP REQUIREMENTS

The undersigned declares that he/she has carefully examined the instructions and specifications contained in the RFP and will perform the work and services set forth in its sealed Proposal for the price set forth in its sealed Proposal.

**Any exceptions to the terms and conditions contained in this RFP or any other special considerations or conditions requested or required by the Bidder MUST be specifically enumerated by the Bidder and be submitted as part of its Proposal, together with an explanation as to the reason such terms and conditions of the RFP cannot be met by, or, in the Bidder's opinion, are not applicable to, the Bidder. The Bidder shall be required and expected to meet the specifications and requirements as set forth in this RFP in their entirety, except to the extent exceptions or special considerations or conditions are expressly set forth in the Bidder's Proposal and those exceptions or special considerations or conditions are expressly accepted by the School District. All Pricing factors must be clearly indicated in the Proposal Forms provided as part of the Bidder's Proposal.**

Name of Bidder:

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Address:

---

City/State/Zip:

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Phone/Fax:

---

Representative/Title:

---

Signature:

---

Date: 

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**Exhibit B-2**

**BIDDER ACKNOWLEDGMENT/STATEMENT OF ACCEPTANCE OF PROGRAM MANAGEMENT RESPONSIBILITIES**

Provide 1) a statement of program management responsibility, including the supervision required for the Program pursuant to Act 306, Public Acts of Michigan of 1937, as amended, and 2) a statement of responsibility for all code compliance:

(Insert #1 here)

(Insert #2 here)

Name of Company:

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Address:

---

City/State/Zip:

---

Phone/Fax:

---

Representative/Title:

---

Signature:

---

Date: 

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Exhibit C

**AFFIDAVIT OF BIDDER**

The undersigned, the owner or authorized office of \_\_\_\_\_  
\_\_\_\_\_(the "Bidder"), pursuant to the familial disclosure requirement provided in  
the advertisement for Anchor Bay School District Request for Proposals for Solar Energy Capital  
Improvements on a Performance Contracting Basis, hereby represents and warrants, except as  
provided below, that no familial relationships exist between the owner(s) or any employee of \_\_\_\_\_  
\_\_\_\_\_ and any member of the Board of  
Education of the School District or the Superintendent of the School District.

List any Familial Relationships:

- 1.
- 2.
- 3.
- 4.
- 5.

**BIDDER:**

\_\_\_\_\_

By: \_\_\_\_\_

Its: \_\_\_\_\_

STATE OF MICHIGAN )

)ss.

COUNTY OF \_\_\_\_\_ )

This instrument was acknowledged before me on the \_\_\_\_ day of \_\_\_\_\_, 2025, by  
\_\_\_\_\_.

\_\_\_\_\_

\_\_\_\_\_, Notary Public

\_\_\_\_\_, County, Michigan

My Commission Expires: \_\_\_\_\_

Acting in the County of: \_\_\_\_\_



Exhibit D

**AFFIDAVIT OF COMPLIANCE – IRAN ECONOMIC SANCTIONS ACT**  
**Michigan Public Act No. 517 of 2012**

The undersigned, the owner or authorized officer of \_\_\_\_\_ (the "Bidder"), pursuant to the compliance certification requirement provided in Anchor Bay School District (the "School District") Request For Proposals For Solar Energy Capital Improvements on a Performance Contracting Basis, hereby certifies, represents and warrants that the Bidder (including its officers, directors and employees) is not an "Iran Linked Business" within the meaning of the Iran Economic Sanctions Act, Michigan Public Act No. 517 of 2012 (the "Act"), and that in the event Bidder is awarded a contract as a result of the aforementioned Request For Proposal, the Bidder will not become an "Iran Linked Business" at any time during the course of performing under the contract.

The Bidder further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or 2 times the amount of the contract or proposed contract for which the false certification was made, whichever is greater, the cost of the School District's investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on a Request For Proposal for three (3) years from the date that it is determined that the person has submitted the false certification.

**BIDDER:**

\_\_\_\_\_  
Name of Bidder

By: \_\_\_\_\_

Its: \_\_\_\_\_

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

STATE OF \_\_\_\_\_ )  
 )ss.  
COUNTY OF \_\_\_\_\_ )

This instrument was acknowledged before me on the \_\_\_\_ day of \_\_\_\_\_, 2025, by  
\_\_\_\_\_.

\_\_\_\_\_  
, Notary Public

\_\_\_\_\_ County, \_\_\_\_\_

My Commission Expires: \_\_\_\_\_

Acting in the County of : \_\_\_\_\_