# **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.

VCISI													
Anch	hor Bay S	Schools-	Cash Fl	ow Tabl	е								
Sola	r RFP												
	LE (Relace	with ESCO	Name)										
apital	•		Maniej										
apitati	0031												
SCO-In	stalled Solar Co	ost					\$ 2,200,000						
CORC	ost (See Table)		1.70%				\$ 37,400						
	oject Cost						\$ 2,237,400						
	ate Prof. Costs	(Estd.)					\$ 40,000						
otal Co							\$ 2,277,400						
ond iss egal (Es	suance and												
	510.7					5	\$ 50,000	-					
otal )ownpa	vment						\$ 2,327,400						
	Financed						\$ 2,327,400						
ther Co	osts												
	ement & Verifica	ation Cost					Year 1	\$ 5,000	/Yr				
ther (In								<mark>\$ 30,000</mark>					
avings	Energy Supply S	avings		Year 1-15	\$	75,000	Year 16	\$ 116,848	/Yr				
	Energy Supply S Jtilty Savings	avingo		1001 1-13	φ	73,000	Year 1	\$ 116,848 \$ 1,000	/Yr				
	Solar Savings							\$ 76,000	/Yr				
	and Incentives							\$ 1,100,000					
ou T	no/Infor												
HV IOTH	ns/Information							5	Years				
-	oo Torm												
Guarant	ee Term Term												
Guarant								15	Years				
Guarante	Term												
Guarante Finance Interest	Term	Factor -Aggrega	ate ECMs					15	Years				
Guarante Finance Interest	Term Rate	Factor -Aggrega	ate ECMs					15 3.80%	Years /Yr				
Guarante Finance nterest	Term Rate late Escalation	Factor -Aggrega	ate ECMs		South			15 3.80%	Years /Yr		Cash Flow		
Guarante Finance Interest	Term Rate Late Escalation			Total	Savi		l hility	15 3.80% 3.00%	Years /Yr /Yr		Cash Flow		Net
Guarante Finance Interest	Term Rate late Escalation	Factor -Aggrega Solar Inverter	nte ECMs Meas. & Verification	Total Annual	Elec	ctric	Utility Savings	15 3.80%	Years /Yr		Cash Flow Net Annual	Cu	Net
inance interest nergy R	Term Rate Late Escalation Annual Costs Principal	Solar	Meas. &			ctric oply	Utility Savings	15 3.80% 3.00% Rebates	Years /Yr /Yr Total		Net		
uarante inance nterest nergy R Year	Term Rate tate Escalation Annual Costs Principal &	Solar Inverter	Meas. & Verification	Annual	Elec Sup	otric oply ings	Savings	15 3.80% 3.00% Rebates and	Years /Yr /Yr /Yr Total Annual		Net Annual		umulative
Guarante inance nterest inergy R Year Constr. 1	Term Rate tate Escalation Principal & Interest \$ - \$ (203,798)	Solar Inverter	Meas. & Verification \$ (5,000)	Annual Cost \$ - \$ (208,798	Elec Sup Savi	oply ings 75,000	Savings \$ 1,000	15 3.80% 3.00% Rebates and	Years //r //r Total Annual Savings \$ - \$ 1,176,000	\$	Net Annual Cash Flow - 967,202	\$ \$	umulative ash Flow - 967,202
Year Constr. 2	Term Rate tate Escalation Principal & Interest \$ - \$ (203,798) \$ (203,798)	Solar Inverter	Meas. & Verification \$ (5,000) \$ (5,000)	Annual Cost \$ - \$ (208,794 \$ (208,794	Elec Sup Savi 3) \$ 5	75,000	Savings \$ 1,000 \$ 1,030	15 3.80% 3.00% Rebates and Incentives	Years //r //r Total Annual Savings \$ - \$ 1,176,000 \$ 76,030	\$ \$ \$	Net Annual Cash Flow - 967,202 (132,768)	C \$ \$ \$	umulative ash Flow - 967,202 834,434
Year Constr. 1 2 3	Term Rate Rate Escalation Principal & Interest \$ (203,798) \$ (203,798)	Solar Inverter	Meas. & Verification \$ (5,000) \$ (5,000) \$ (5,000)	Annual Cost \$ - \$ (208,794 \$ (208,794 \$ (208,794	Electrony    Savi    3)    \$    3)    \$	75,000	Savings \$ 1,000 \$ 1,030 \$ 1,061	15 3.80% 3.00% Rebates and Incentives	Years //r //r Total Annual Savings \$ - \$ 1,176,000 \$ 76,030 \$ 76,061	\$ \$ \$ \$	Net Annual Cash Flow - 967,202 (132,768) (132,737)	C \$ \$ \$ \$	umulative ash Flow - 967,202 834,434 701,697
Year Constr. 1 2 3 4	Term Rate Rate Escalation Annual Costs Principal & Interest \$ (203,798) \$ (203,798) \$ (203,798) \$ (203,798)	Solar Inverter	Meas. & Verification \$ (5,000) \$ (5,000) \$ (5,000) \$ (5,000)	Annual Cost \$ - \$ (208,794 \$ (208,794 \$ (208,794 \$ (208,794 \$ (208,794) \$ (208,794)	Electrony    Savi    3)    \$    3)    \$    3)    \$    3)    \$    3)    \$	75,000 75,000 75,000	Savings \$ 1,000 \$ 1,030 \$ 1,061 \$ 1,093	15 3.80% 3.00% Rebates and Incentives	Years //r //r Total Annual Savings \$ - \$ 1,176,000 \$ 76,061 \$ 76,093	\$ \$ \$ \$ \$	Net Annual Cash Flow - 967,202 (132,768) (132,737) (132,705)	C \$ \$ \$ \$ \$	imulative ash Flow - 967,202 834,434 701,697 568,992
Year Constr. 1 2 3	Term Rate Late Escalation Annual Costs Principal & Interest \$ (203,798) \$ (203,798) \$ (203,798) \$ (203,798) \$ (203,798)	Solar Inverter	Meas. & Verification \$ (5,000) \$ (5,000) \$ (5,000)	Annual Cost \$ (208,794 \$ (208,794 \$ (208,794 \$ (208,794 \$ (208,794 \$ (208,794 \$ (208,794) \$ (208,794)	Electrony    Savi	ctric  pply    ings  75,000    75,000  75,000    75,000  75,000    75,000  75,000    75,000  75,000	Savings \$ 1,000 \$ 1,030 \$ 1,061 \$ 1,093 \$ 1,126	15 3.80% 3.00% Rebates and Incentives	Years //r //r //r //r //r //r //r /	\$ \$ \$ \$	Net Annual Cash Flow - 967,202 (132,768) (132,737) (132,705) (132,672)	C \$ \$ \$ \$ \$ \$ \$ \$	unulative ash Flow 967,202 834,434 701,697 568,992 436,319
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Year Year Constr. 1 2 3 4 5 6 7 7 8 9 10 11	Term Rate Rate Escalation Annual Costs Principal & Interest \$ (203,798) \$ (	Solar Inverter	Meas. & Verification \$ (5,000) \$ (5,000) \$ (5,000) \$ (5,000)	Annual Cost    \$     \$  (208,79)    \$  (208,79)    \$  (208,79)    \$  (208,79)    \$  (208,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)	Elector    Savi    3)    3)    3)    3)    3)    3)    3)    3)    3)    3)    3)    3)    3)    3)    3)    3)    4)    5)    5)    5)    5)    5)    5)    5)    5)    6)    6)    7)    8)    8)    8)	tric ply ings 75,000 75,000 75,000 75,000 75,000 75,000 75,000 75,000 75,000 75,000 75,000	Savings    \$ 1,000    \$ 1,030    \$ 1,061    \$ 1,063    \$ 1,166    \$ 1,159    \$ 1,159    \$ 1,130    \$ 1,267    \$ 1,267    \$ 1,305    \$ 1,305    \$ 1,344	15 3.80% 3.00% Rebates and Incentives	Years //r //r //r //r //r //r //r /	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Net Annual Cash Flow 967,202 (132,768) (132,737) (132,707) (132,672) (127,639) (127,639) (127,548) (127,493) (127,454)	C \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	mulative ash Flow - 967,202 834,434 701,697 568,992 436,319 308,680 181,077 53,500 (74,022 (201,516 (328,970
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Aurantu inance hterest therest rest therest therest rest therest therest rest therest therest rest therest therest therest the rest therest therest the rest therest therest the rest therest the rest the rest therest the rest th	Term Rate Rate Escalation Annual Costs Principal & Interest \$ (203,798) \$	Solar Inverter	Meas. & Verification \$ (5,000) \$ (5,000) \$ (5,000) \$ (5,000)	Annual Cost    \$	Elector    Savi    30  \$    31  \$    32  \$    33  \$    34  \$    35  \$    36  \$    37  \$    38  \$    39  \$    30  \$    31  \$    32  \$    33  \$    34  \$    35  \$    36  \$    37  \$	ctric    pply    ings    75,000	Savings \$ 1,000 \$ 1,030 \$ 1,061 \$ 1,093 \$ 1,126 \$ 1,159 \$ 1,159 \$ 1,159 \$ 1,154 \$ 1,230 \$ 1,267 \$ 1,305 \$ 1,304 \$ 1,384 \$ 1,384	15 3.80% 3.00% Rebates and Incentives	Years //r //r //r //r //r //r //r /	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Net Annual Cash Flow - 967,202 (132,768) (132,775) (132,705) (132,672) (127,634) (127,634) (127,543) (127,454) (127,414) (127,372)	C \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	mulative ash Flow - 967,202 834,434 701,697 568,992 436,311 308,680 181,077 53,500 (74,022 (201,5116 (228,977 (456,384 (583,756
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Year    Year    Constr.    1    2    3    4    5    6    7    8    9    10    11    12    13    14    15    16    17    18    19    20    21    22    23	Term Rate Rate Rate Escalation Annual Costs Principal & Interest \$ - \$ (203,798) \$ (20	Solar Inverter Replacement	Meas. & Verification \$ (5,000) \$ (5,000) \$ (5,000) \$ (5,000)	Annual Cost    \$  -9    \$  (208,79)    \$  (208,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  (203,79)    \$  -0    \$  -1    \$  -1    \$  -1    \$  -1    \$  -1    \$  -1    \$  -1    \$  -1    \$  -1    \$  -1 <td< td=""><td>Elector    Savi    Savi</td><td>tric pply 75,0000 75,0000 75,000 75,000 75,0000 75,000 75,000 75,0000 75,0000 7</td><td>Savings    \$ 1,000    \$ 1,030    \$ 1,030    \$ 1,061    \$ 1,033    \$ 1,051    \$ 1,053    \$ 1,159    \$ 1,194    \$ 1,230    \$ 1,267    \$ 1,304    \$ 1,344    \$ 1,344    \$ 1,344    \$ 1,344    \$ 1,426    \$ 1,469    \$ 1,518    \$ 1,605    \$ 1,653    \$ 1,702    \$ 1,764    \$ 1,860    \$ 1,860    \$ 1,860</td><td>15 3.80% 3.00% Rebates and Incentives</td><td>Years //r //r //r </td><td>* * * * * * * * * * * * * * * * * * * *</td><td>Net Annual Cash Flow 967,202 (132,768) (132,777) (132,705) (132,672) (127,639) (127,639) (127,639) (127,531) (127,454) (127,414) (127,414) (127,372) (127,329) (157,285) 118,406 129,385 133,266 137,264</td><td>C \$</td><td>rmulative ash Flow - 967,202 834,434 701,697 568,992 436,319 308,680 181,077 53,508 (74,023 (201,516 (328,970 (456,334 (583,756 (711,086 (688,371 (749,965 (628,008 (502,391 (373,006 (239,740 (102,476 38,907 184,531</td></td<>	Elector    Savi	tric pply 75,0000 75,0000 75,000 75,000 75,0000 75,000 75,000 75,0000 75,0000 7	Savings    \$ 1,000    \$ 1,030    \$ 1,030    \$ 1,061    \$ 1,033    \$ 1,051    \$ 1,053    \$ 1,159    \$ 1,194    \$ 1,230    \$ 1,267    \$ 1,304    \$ 1,344    \$ 1,344    \$ 1,344    \$ 1,344    \$ 1,426    \$ 1,469    \$ 1,518    \$ 1,605    \$ 1,653    \$ 1,702    \$ 1,764    \$ 1,860    \$ 1,860    \$ 1,860	15 3.80% 3.00% Rebates and Incentives	Years //r //r //r 	* * * * * * * * * * * * * * * * * * * *	Net Annual Cash Flow 967,202 (132,768) (132,777) (132,705) (132,672) (127,639) (127,639) (127,639) (127,531) (127,454) (127,414) (127,414) (127,372) (127,329) (157,285) 118,406 129,385 133,266 137,264	C \$	rmulative ash Flow - 967,202 834,434 701,697 568,992 436,319 308,680 181,077 53,508 (74,023 (201,516 (328,970 (456,334 (583,756 (711,086 (688,371 (749,965 (628,008 (502,391 (373,006 (239,740 (102,476 38,907 184,531
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#### 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 collumn 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**

Client	Contract Amount	Year	ĸw	Contact Name	Title	Phone Number	Notes (Still with Organization/New Organization, etc.)

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.

<u>Signature/Authorization</u> <u>The proposal</u> shall be signed by a company official with the power to bind the company in its proposal. Requirements are as follows:

- a. <u>Signature/Authorization</u>
- 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):

	 · · · · · · · · · · · · · · · · · · ·
Address:	 
City/State/Zip:	 
Phone/Fax:	
Representative/Title:	 
Signature:	 
Date:	 

### 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:
Address:
City/State/Zip:
Phone/Fax:
Representative/Title:
Signature:
Date:

#### 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:

Address:

City/State/Zip:

Phone/Fax:

Representative/Title:

Signature:

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

#### 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:
	Ву:
	Its:
STATE OF MICHIGAN )	
)ss. COUNTY OF )	
This instrument was acknowledged before me c	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.

	Name of Bidder
	By: Its: Date:
STATE OF) )ss. COUNTY OF )	
This instrument was acknowledged befo 	ore me on the day of, 2025, by
	, Notary Public County, My Commission Expires: Acting in the County of :

**BIDDER:**