



September 7, 2018

The Honorable Mayor Jorge O. Elorza
 Chairman, Board of Contract and Supply
 City Hall
 Providence, RI 02903

Dear Mayor Elorza:

RE: RENEWABLE ENERGY PROJECTS

Date Of Bid Opening: **June 25, 2018**

The Hon. Jorge O. Elorza
 Mayor
 Ricky Caruolo
 General Manager

RECOMMENDED BIDDERS:

- Renewable Energy Solar/Wind** EDF Renewable Distributed Solutions, Inc.
15545 Innovation Drive, San Diego, CA 92128-3432
- Renewable Energy Hydroelect** Kleinschmidt Associates
35 Pratt Street, Suite 201, Essex, CT 04967

This letter is requesting permission to award both bidders identified on line 1

Requesting permission to award EDF Renewable Development, Inc. in an amount not to exceed \$18,208,039.05 over 25 years.

Requesting permission to award Klein Schmidt associates in an amount not to exceed \$200,000.00

It should be noted that this is a a revenue positive award.
 PW's approximate energy cost savings of minimally \$20,000,000.00 over 25 years.

I am recommending that you sign this award.

	NAME	BASE	TOTAL
1	EDF Renewables Distributed Inc.	CA	attached
1	Kleinschmidt Associates	CT	attached
2	Green Development, LLC	RI	attached
3	Ameresco	MA	attached
4	Keararge Energy	MA	attached
5	Tesla, Inc	CA	attached
6	Core Development Group	NJ	attached
7	Southern Sky	RI	attached

Additional sheet is attached
 (X)

On the basis of said bids, we recommend to award to the lowest qualified bidders, as identified on line 1 whose firm's bids has met the specification:

MEMBER

- Rhode Island Water Works Assn.
 - New England Water Works Assn.
 - American Water Works Assn.
 - Water Research Foundation
- An EPA WaterSense Partner

MINORITY PARTICIPATION:

EDF Renewable Distributed Solutions Inc. MBE 0% WBE 0%
 Kleinschmidt Associates MBE 0% WBE 0%

Account Code #601-410-52430

(401) 521-6300

125 Dupont Drive
 Providence, RI 02907

Respectfully Submitted,
PROVIDENCE WATER

www.provwater.com

Ricky Caruolo
 General Manager

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BID TABULATION SHEET

Project Description: **Renewable Energy Projects**
 Bid Opening: **Monday, June 25, 2018**

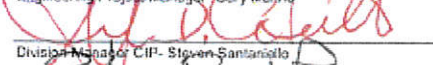

Bidder's Name:	EDF Renewables	Kleinschmidt	Green Development	Ameresco	Kearsarge Energy	Tesla	Core	Southern Sky
Bidder's Address:	EDF Renewable Development, Inc. 15545 Innovation Drive San Diego, CA 92128-3432	35 Pratt Street, Suite 201 Essex, CT 04967	3760 Quaker Lane North Kingstown, RI 02852	11 Speen Street Framingham, MA, 01701	1200 Soldiers Field Road, Suite 202 Boston Ma, 02134	3500 Deer Creek Road Palo Alto, CA 94304	160 Wyckoff Avenue, Suite 102 Mahwah, NJ 0730	117 Metro Center Blvd, Suite 2007 Warwick, RI 02886
Bid Form								
Photo Voltaic								
1. Unit Price per kWh	\$0.0914	N/A	\$0.0829, \$0.0830	\$0.0759	\$0.105, \$0.111, \$0.138	\$0.0915	\$55.00	\$0.1237
2. Escalation Factor (%)	0%	N/A	2%, 0%	2%	3%, 3%, 0%	2%	2%	3%
3. Guaranteed kWh/Year	90% of agreed upon model output per year	N/A	7,770,000	90%, 3-yr rolling; Guarantee Period 1: 22,940,216	6,720,000 (per PW on site project)	8,444,025	8576352	not provided
4. Date of Commercial Operation	Fall 2019, Oct 31, 2019	N/A	12/31/2019	6/30/2020	9/30/2019		8/1/2019	8/3/2020 for site 1
Wind								
1. Unit Price per kWh	N/A	N/A	\$0.0906, or \$0.101	N/A	N/A	N/A	N/A	N/A
2. Escalation Factor (%)	N/A	N/A	2	N/A	N/A	N/A	N/A	N/A
3. Guaranteed kWh/Year	N/A	N/A	7,770,000	N/A	N/A	N/A	N/A	N/A
4. Date of Commercial Operation	N/A	N/A	12/31/2019	N/A	N/A	N/A	N/A	N/A
HydroElectric								
1a. Hourly Rates Permitting	N/A	See Attached	N/A	N/A	N/A	N/A	N/A	N/A
1b. Hourly Rates Design	N/A	See Attached	N/A	N/A	N/A	N/A	N/A	N/A
2. Feasibility Assessment	N/A	\$65,100	N/A	N/A	N/A	N/A	N/A	N/A
Contact Information:	Peter Bay M: 802-272-6519 Peter.Bay@edf-re.com	Andy Qua Phone: 207-416-1246 Andy.Qua@KleinschmidtGroup.com	Allen Buckman Phone: 401-295-4998 fax: 401-295-4944 ab@green-ri.com	Kleo Taliadoros Phone: 508-661-2263 fax: 508-598-3330 ktaliadoros@ameresco.com	Andrew Bernstein Phone: 617-393-4222 abernstein@kearsargeenergy.com	Nick Walsh Phone: 973-960-2271 nwalsh@tesla.com	Henry Cortes Phone: (201)825-2195 F: (201)825-5844 hcortes@coredevusa.com	No contact provided
Office In New England	yes	yes	yes	yes	yes	yes	no	yes
RECs to Providence Water	yes	N/A	no	no	no	no	no	no
Bid Surety Provided	Yes: Check	N/A	Yes: Check	Yes: Bid Bond	Yes: Check	Yes: Check	Yes: Check	Yes: Check
Minority Participation	waiver	waiver	waiver	waiver	signed affidavit to comply if awarded	affadavit provided	waiver	not provided
Percent In-House project development capability	Not Provided	N/A	100	100	Not Provided	100	Not Provided	100
Percent In-House engineering design capability	Not Provided	N/A	80	100	Not Provided	100	Not Provided	100
Percent In-House construction management capability	Not Provided	N/A	100	100	Not Provided	100	Not Provided	100
Percent In-House operation and maintenance capability	Not Provided	N/A	100	100	Not Provided	100	Not Provided	100
Payment to Developer (25 Years)	Scenario 1 Scenario 2 Scenario 3 Scenario 4	N/A	\$21,228,586.06 \$18,526,779.34 \$24,723,005.91 \$21,353,925.00	\$19,272,779.14	\$27,474,686.37 \$28,185,487.28 \$27,491,349.99	\$23,233,982.76	\$13,965,781,985.22	\$31,431,642.86

Notes: All Bids calculated based on 8,457,000 kWh produced in Year 1 of the Contract
 Southern Sky was not evaluated due to no bid form, no MBE/WBE forms, and entire public bid was redacted.

Recommendation: **Renewable Energy Solar/Wind:**
 EDF Renewables was the overall lowest qualified bidder. Based on a 25 year Power Purchase Agreement, payments to EDF will be up to \$18,208,039.05 and electric energy savings to Providence Water will be approximately \$22M. EDF is also the only solar developer who is transferring ownership of the Renewable Energy Certificates (REC's) to Providence Water. Based on these facts, it is in the best interest of Providence Water to award the contract and enter into a 25 year Power Purchase Agreement with EDF Renewables, for up to \$18,208,039.05. As part of this Award, Providence Water reserves the right to an outright purchase beginning in year 6 of the contract.

Renewable Energy Hydroelectric:
 Kleinschmidt was the sole proposer for hydroelectric. Recommended award to Kleinschmidt in the amount of \$200,000 for a Feasibility Study and permitting based on their quoted hourly rates.

Required Signatures

 Engineering Project Manager- Gary Marino	9/6/18 Date
 Division Manager CIP- Steven Santaniello	9/4/18 Date
 Director of Engineering- Peter Leauge	9/6/18 Date



MEMORANDUM

Date: August 29, 2018
 To: Gary Marino; Peter DiLorenzo
 Cc: Joe Spremulli, Peter Lepage, Jamie Fitzpatrick
 From: Julian Dash
 Re: Providence Water RFP Review and Recommendation

Providence Water team,

Provided below is Clean Economy Development’s (“CED”) summary review and recommendation with respect to the firm that provided the best overall response to Providence Water’s (“PW”) RFP to seek upwards of 110% of its total annual electricity use of 7,770 MWh from facilities that would be sited on one of seven (7) PW owned sites.

Review and Recommendation methodology:

CED’s recommendation is based on analysis and evaluation of the following:

Developer & Project Review: CED evaluated the respondents’ proposed projects to gauge the experience and expertise of the proposer, as well as the technical aspects of the projects’ designs, interconnection plans, specifications, reasonableness of assumptions and overall path to success.

Environmental Impact and Contractual Benefits: After initial review several environmental and contractual factors were determined:

1. Ownership of Renewable Energy Credits (“RECs”) were important to PW. Of all the responses, only EDF Renewables proposal included REC ownership in their pricing and obtaining RECs from the other respondents would have significantly increased pricing.
2. While PW was initially open to land-based leases as a potential option, after review of the proposals it was determined it was in PW’s best interest to not pursue lease-only options.
3. After preliminary discussions with the RI Infrastructure Bank, it was determined that PW would like to have the potential option of purchasing the project at a future date.

Taking into consideration the technical review as well as the three points above, Both CED and PW concluded the firms under consideration be narrowed to Ameresco, EDF Renewables and Green Development.

Economic Analysis: CED reviewed the financial proposals of the remaining three firms under consideration and used a set of metrics/ratios to determine the greatest value proposition to PW:

Economic Metric	Total Lifetime Contract Savings	Savings Per \$1 invested	NPV
EDF Renewables #2	\$24,327,016	\$2.1579	\$11,453,934
Green Development #2	\$20,984,868	\$2.1208	\$9,901,754
Ameresco #1	\$20,230,954	\$2.0387	\$9,719,831

Recommendation

As outlined, EDF renewables presented not only a strong technical proposal, but also the strongest economic proposal. Additionally, EDF Renewables is the only proposal to include RECs. We believe it would be in PW’s best interest to enter into contract negotiations with EDF Renewables for a Net Meter Credit Agreement with a purchase option in year 6. This would give PW the ability to take advantage of the most economically favorable NMCA alternative, while providing the option to purchase and take advantage of greater long-term savings.

Payment to Developer (25 Years)	
EDF Renewables	\$18,208,039.05
Green Development (Scenario 1)	\$21,228,586.06
Green Development (Scenario 2)	\$18,526,779.34
Green Development (Scenario 3)**	\$24,723,005.91
Green Development (Scenario 4)**	\$21,353,925.00
Ameresco	\$19,272,779.14
Kearsarge Energy (Scenario 1)	\$27,474,686.37
Kearsarge Energy (Scenario 2)	\$28,185,487.28
Kearsarge Energy (Scenario 3)	\$27,491,349.99
Tesla	\$23,233,982.76
Southern Sky	\$31,431,642.86
Core*	\$13,965,781,985.22

Notes: *Error on Core's Bid form

Assumptions: ** No Degredation Factor Assumed for Wind Proposals

0.5% Solar Array Degradation Factor

National Grid Net Meter Credit Rate (Year 1) = \$0.1547/kWh

Utility Rate Escalation Factor = 2.0%

Payments include Escalation Factors



BOARD OF CONTRACT AND SUPPLY
CITY OF PROVIDENCE, RHODE ISLAND

Form D2: MBE/WBE Participation Independent Waiver Request Form

Does the Bidder intend to subcontract any portion of the proposed work/service to a MBE/WBE?

 Yes X No

This form is for Bidders in Category 1 and 2 only, so if you answered Yes to the above question, please review the Bidder Category Worksheet (page 3) and Form Matrix (page 1) to determine the correct forms to use.

Name of Bidder: Kleinschmidt Associates

Contract Name/Number: Andrew Qua Bid Due Date: June 25, 2018

Goals on this contract: 10 % MBE 10 % WBE

I have achieved _____ % MBE _____ % WBE

I am requesting a waiver of 10 % MBE 10 % WBE

Is the **BIDDER** certified by the State of Rhode Island Minority Business Enterprise Program Yes (No)
If Yes, please check the type(s) of certification and enter the Certification number immediately below:

Type of Firm: MBE WBE

MBE/WBE Certification Number (MBCN#): _____ Expiration Date: _____

I acknowledge the City of Providence's goals of supporting MBE/WBE certified businesses. If an opportunity is identified to subcontract any task associated with the fulfillment of this contract, a good faith effort will be made to select MBE/WBE certified businesses as partners

Digitally signed by Andrew Qua
DN: cn=Andrew Qua, o=Kleinschmidt, ou, email=andrew.qua@kleinschmidtgroup.com, c=US
Date: 2018.06.19 09:21:32 -0400
Andrew Qua June 20, 2018
Signature of Bidder Printed Name Date

Submit this form to the City of Providence MBE/WBE Office for signature and approval by either the MBE/WBE Compliance Officer or the MBE/WBE Coordinator. All requests must be made at least four (4) days prior to the bid opening date.

Grace Diaz GRACE DIAZ 8/15/18
Signature of MBE/WBE Outreach Director* Printed Name Date

*For more information on this program please contact Grace Diaz the MBE/WBE Outreach Director for the City of Providence, by phone at (401) 680-5766 or by email at gdiaz@providenceri.gov. (Please use subject line "MBE WBE Forms")

**This form will NOT be considered complete without the signature of the MBE/WBE Outreach Director.



BOARD OF CONTRACT AND SUPPLY
CITY OF PROVIDENCE, RHODE ISLAND

Form D1: MBE/WBE Participation Contractor Waiver Request Form

Name of Bidder: EDF Renewables Distributed Solutions, Inc.

Contract Name/Number: TBD

Bid Due Date: 6/25/18

Goals on this contract: _____ 10 % MBE 10 % WBE

I have achieved _____ 0 % MBE 0 % WBE

I am requesting a waiver of _____ 10 % MBE 10 % WBE

Is the **BIDDER** certified by the State of Rhode Island Minority Business Enterprise Program ___ Yes X No

If Yes, please check the type(s) of certification and enter the Certification number immediately below:

Type of Firm: MBE WBE

MBE/WBE Certification Number (MBCN#): _____ Expiration Date: _____

Did the Bidder attempt to or does the Bidder intend to subcontract any portion of the proposed work/service to a MBE/WBE? Yes No

If yes, how many firms were contacted? TBD Complete the Outreach Contact form (Form E) for each firm not listed on Participation Disclosure form (Form B).

Please note outreach has not occurred for this project yet.

What efforts have been made to secure sufficient MBE/WBE participation to meet the stated goals and/or why is your company unable to? EDF Renewables Distributed Solutions, Inc. will go out to bid for the subcontracted portions of this work. We will endeavor to solicit bids from MBE/WBE companies however, cannot guarantee which vendors we will work with at this time. Those decisions will be made on the qualifications and price of the bids received and will endeavor to hit the above targets as mentioned.

I acknowledge the City of Providence's goals of supporting MBE/WBE certified businesses.

Peter Bay
Signature of Bidder

Peter Bay
Printed Name

6/20/18
Date

Submit this form to the City of Providence MBE/WBE Office for signature and approval by either the MBE/WBE Compliance Officer or the MBE/WBE Coordinator. All requests must be made at least four (4) days prior to the bid opening date.

Grace Diaz
Signature of MBE/WBE Outreach Director*

GRACE DIAZ 08/14/18
Printed Name Date

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