

Request for Expressions of Interest (RFI)

Installation of Solar Energy Projects at Washington, D.C. Airports

Issue Date: June 12, 2009

Due Date for Submissions: 3:00 PM, July 13, 2009

Expressions of Interest Reference: "Solar Energy Projects"

Issued by: Metropolitan Washington Airports Authority at <http://www.mwaa.com>

DESCRIPTION

The Metropolitan Washington Airports Authority (Airports Authority) is seeking Expressions of Interest and/or supporting information from potential partners in solar demonstration projects or long-term power purchase agreements (PPAs) involving installation and operation of solar energy systems at Airports Authority properties including Ronald Reagan Washington National (DCA) and/or Washington Dulles International (IAD) Airports. The Airports Authority's intent with this Request for Expressions of Interest (RFI) is to eventually implement a partnered solar energy project that can be on-line as early as late 2009. The Airports Authority also seeks information from potential partners that may assist in the formulation of a Request for Proposal (RFP) and mutually beneficial partnership agreement.

OBJECTIVE

The Airports Authority seeks the expression of interest from firms or groups of firms interested in partnering with the Airports Authority to install a photovoltaic (PV) system on airport property. Solar systems could be small scale (demonstrating the feasibility of localized generation) or larger scale (providing distributed generation through a power purchase agreement). Respondents can include suppliers of photovoltaic equipment, suppliers of photovoltaic energy, independent power suppliers, solar service providers (SSPs), and other investors. An SSP is a PPA project coordinator, and may or may not be affiliated with a solar equipment producing company.

BACKGROUND

The Airports Authority operates IAD and DCA Airports, as well as the Dulles Access Highway and the Dulles Toll Road. The Airports Authority is committed to protecting the environment and adopting practices that promote environmental stewardship and, in 2008, began to study a variety of short-term and long-term initiatives to accomplish goals that include:

- the generation of electricity from renewable sources
- increasing efficiency of energy usage
- reducing energy-related operating costs
- overall improvement in environmental stewardship

The Airports Authority has chosen one or more solar energy installation projects on its property as one means to satisfy some of these goals.

The Airports Authority's emphasis in this RFI is to identify feasible project concepts, scales, and configurations for PV installations at IAD, DCA, or connecting highways, together with PPA opportunities.

The following are key factors of importance in developing the project:

1. Near-term implementation – The project's first phase should be on-line during 2009-2010.

2. Minimum requirements for capital funds by the Airports Authority – The Airports Authority is willing to provide the land and high visibility of the airport for a solar energy array, and would like to offset many of the costs by utilizing a power purchase agreement (PPA) or multiple PPAs with different organizations and vendors.
3. Scalability – To meet its goal for near-term implementation, the project may involve a small-scale first phase to demonstrate proof of concept. This could be expanded in additional phases of development.
4. Available land limitations – IAD and DCA have land or areas that are viable for the installation of PV arrays. Approximate area available at IAD exceeds 10 acres. Approximate area available at DCA is at least 3 acres. Suitable land may also be available along highways connecting to IAD (e.g., rooftops of tollbooths, roadside and interchange areas, etc.)
5. Demonstrated financial capability of the proposer to complete the demonstration project using their own or third-party resources.

The information offered in responses to this RFI will be used for planning purposes and to potentially develop a RFP for solar energy projects at IAD and/or DCA.

SCALABILITY AND PROJECT CONCEPT

Project Concept Definition for Very Small and Small Projects:

While PV technology is well understood and solar arrays have been installed at airports over the past two decades, the Airports Authority is endeavoring to install solar photovoltaics at DCA and IAD for the first time. This proof-of-concept (POC) project will demonstrate that solar arrays installed on airport can complement airport operations and meet a portion of the Authority's need for electrical power or thermal energy. With a large number of acres and facilities and many other properties under its ownership, Airports Authority lands provide a ready opportunity for development of a solar-powered energy source, adding value to the airport's assets. The purpose of a POC project of this size is to show that this technology can work in a given location and potentially be expanded to a medium or large scale project as described below. It is also meant to be visible as an example to the flying public and surrounding community of the Airports Authority's ability and willingness to derive a portion of its energy needs from solar power. Energy savings happen as well; however, they are not necessarily the primary purpose.

Very Small Scale Project (Proof-of-Concept (POC))

- <1,000 ft² array
- <10 kW system size
- Off-grid, used for specific and visible purpose
- Could be roof or open area mounted
- Example: Alamogordo-White Sands Regional Airport, Alamogordo, NM

Small Scale Project

- 1,000-5,000 ft² array
- ~ 10- 50kW
- On-grid
- Could use roof or open area mounted
- Example: Redmond Municipal Airport (Redmond, OR) - currently under construction.

Project Concept Definition for Medium and Large Projects:

For a project of this scale, an SSP would finance the installation of the project on airport land and secure tax credits such as the 30% federal solar Investment Tax Credit (ITC). An example of a medium-size project would be approximately 600 PV panels, rated at about 100 kilowatts and covering about 8,000 square feet of land, producing an estimated 110,000 kilowatt-hours annually. The Airports Authority would buy the electricity produced from the installation through the SSP. Ultimately, the Airports Authority would have a 20 to 25-year

Power Purchase Agreement with the SSP, a partner in the consortium, with the option at the end of the period to renew the agreement, purchase the system or have the system removed and the site restored. The SSP would maintain the solar photovoltaic system. The SSP would install security fencing and 24/7 monitoring systems.

Medium Scale Project

- 5,000-10,000 ft² array
- ~50-100kW
- On-grid
- Would have to utilize both roof and open area mount systems.
- Example: Adelaide (Australia) Airport

Large Scale Project

- >10,000 ft² array
- >100kW
- On or off-grid
- Would most likely have to utilize both roof and open area mounted systems and include multiple buildings and other facilities
- Example: Denver International Airport, Fresno Yosemite International Airport, San Francisco International Airport

REQUESTED INFORMATION

For all information requested, respondents are encouraged to use existing literature or informational materials where appropriate. The Airports Authority does not expect respondents to this RFI to spend considerable time preparing or formatting information if material that already exists can address our information needs.

The Responder should submit an Expression of Interest (EI) responding separately to each of the following requests or questions listed below:

For all Responses:

1. Provide qualifications of your organization including:
 - a. Organization information: overview of company, services, and resumes for key individuals
 - b. Experience: respondent's past and current projects similar to the scale of projects outlined in this RFI; including size of installation and details of Solar Services Agreements (SSAs)/Power Purchase Agreements (PPAs)/other funding mechanism used.
 - c. Capability: demonstrate your organization's capacity, to contribute toward accomplishment of the proposed tasks.
 - d. Financial viability: demonstrate your ability to responsibly enter into agreements of the size and duration required for this project.
2. What information would your team need in order to prepare a specific proposal in response to the anticipated solicitation?
3. Perspective(s) on use(s) of solar energy/photovoltaic technology in which there is interest
4. How should sites be pre-qualified for bid without the time and expense of detailed engineering at each site? What site assessment tools or qualifiers should be utilized? What is the minimum amount of specific site and/or building information that would be required to ensure that projects could be initiated and installed in a timely fashion?
5. Interest in participating in a future process that may lead to execution of a contract or lease by the Airports Authority with respondent
6. Any additional information that the Responder wants the Airports Authority to consider in development of the RFP.

For PV Equipment Suppliers Only (SSP or independent):

1. Details on existing solar energy technologies your organization can offer for implementation at IAD or DCA.
2. General product specifications, implementation plans, timelines, and estimated costs.
3. Demonstrate ability to carry out the role of Energy Project Developer and System Integrator.
4. Details on innovative funding models and public/private partnerships that your organization may be willing to support. Include potential teaming partners you have a work history with.
5. Case studies and examples of solar project implementations at other comparable locations.
6. Provide a list of locations at IAD and/or DCA where your organization can implement your proposed solar energy project.
7. Demonstrate that the proposed system will increase energy efficiency and decrease energy costs.
8. Demonstrate the scalability of the proposed project.
9. Present honestly the capabilities, performance and energy-producing potential of your systems. Provide clear and accurate information.
10. Provide details regarding the increased efficiency potential from utilizing tracking systems at DCA and/or IAD.

For Solar Services Providers (SSPs) / Investors Only:

1. What is the form and scope of the partnership you can envision forming with the Airports Authority for the purposes of this project?
 - a. For Solar Services Providers entering into an Solar Services Agreement (SSA) or Power Purchase Agreement (PPA), demonstrated financial viability, corporate ability to responsibly enter into agreements of the size and duration required for this project
 - i. Describe any options for buyout after a period of operation.
 - ii. Describe any purchase of incentives such as Solar Renewable Energy Credits (SRECs) including any upfront costs.

For Energy Suppliers Only:

1. Provide details describing how your company has successfully executed other SSAs or PPAs, for solar or other projects.
2. Describe any purchase of SRECs including any upfront costs.
3. Do you have an existing interconnection agreement for solar energy projects similar in scale to those described above? (If so, please provide details or a copy)
4. Provide your current net metering policy including answers to the following questions (if available):
 - a. Does your utility provide credits for the PV power interconnect to your grid?
 - b. What does your utility pay for the PV kWh?
 - c. Is there a limit on the amount you will accept?
 - d. Can you carry credit over from one billing cycle to the next?

TIMETABLE

<u>Activity</u>	<u>Date</u>
RFI Issued	June 12, 2009
RFI Closes	July 13, 2009

Response/Submissions to the RFI:

The above 'Requested Information' must be provided by the respondent in its RFI submission as an email attachment in Adobe Acrobat PDF format addressed to contracting@mwaa.com, with "Response to Solar Energy RFI" in the subject line.

Email attachment submissions, in Adobe Acrobat PDF format, shall be no more than 25 (25) 8-1/2" x 11" text pages (using a font not smaller than 12 pt.).

If respondent wishes to provide additional information, respondent, at its option, may provide additional information on a CD ROM by hand delivery or other delivery service to be received by the Airports Authority no later than the specified due date of this RFI. However, respondents should be aware that the Airports Authority will look first to the email submission to determine whether a submission is of interest. Consequently, there can be no assurance that any or all of the material(s) provided on a CD ROM or otherwise will actually be viewed or considered by the Airports Authority.

Hand delivery or other delivery service used for submissions are to be addressed to the Metropolitan Washington Airports Authority, 1 Aviation Circle, Suite 154, Washington, DC 20001-6000, Attn: "Response to Solar Energy RFI", and are subject to the same limitations as stated above with respect to size of submission, font and additional information. No facsimile submissions will be accepted.

All submittals must include the respondent's contact information, including company name, principal contact name and title, mailing address, phone number and an email address of respondent's principal contact.

By providing information as a response to this RFI, respondents are consenting to its use and consideration by the Airports Authority

All RFI responses must be submitted no later than Monday, July 13, 2009, by 3:00 PM. Failure to do so may result in delay or non- delivery of response.

Amendments to the RFI

In the event any substantive issues require clarification or change during the process, an Amendment to this RFI will be issued and posted on the RFI webpage. Respondents who have registered as a Planholder for the RFI will be automatically notified by email that an Amendment or revision has been issued. No mailing of updates, question responses or Amendments will be performed by the Airports Authority for this RFI.

EVALUATION OF RESPONSE

Responses should provide enough information for the Airports Authority to make an initial evaluation of the project's viability. The Airports Authority does not guarantee that all or any information provided in the responses will be used for planning purposes or RFP development. Respondents with insufficient information may not be considered further.

The Airports Authority will review Responses to the RFI with the help of an independent consultant that will provide an analysis and make recommendations.

ELIGIBILITY TO RESPOND

All potential suppliers should be members of nationally or regionally recognized professional organizations such as the Solar Energy Industries Association (SEIA), Maryland-District of Columbia-Virginia Solar Energy

Industries Association (MDV-SEIA), Solar Electric Power Association (SEPA), North American Board of Certified Energy Practitioners (NABCEP) or one of the State Energy Program (SEP) partners (U.S. Department of Energy). They will be expected to conduct business following the MDV-SEIA Code of Ethics.

Pre-Submission Conference

A pre-submission conference will be held on June 24, 2009, at 10:00 AM at the Metropolitan Washington Airports Authority; Ronald Reagan Washington National Airport; 1 Aviation Circle; Conference Room 1A/1B.

All interested respondents are encouraged to attend the Pre-Submission Conference to enhance understanding of the RFI. During the Pre-Submission Conference there will be an opportunity for participants to ask questions. To the extent practicable, questions will be answered during the Pre-Submission Conference and recorded with results posted on the website. Questions that arise after the Pre-Submission Conference may be submitted not later than June 26, 2009.

Recommended parking location for the conference is the visitor's parking area adjacent to the office building. Other parking locations include the Daily Garage C adjacent to Terminal C. Paid parking will not be validated by the Airports Authority. More information about parking at Reagan National and parking rates can be found on the Airports Authority's website at www.mwaa.com.

QUESTIONS AND INQUIRIES

Questions regarding the RFI may be submitted via the Airports Authority website at http://www.mwaa.com/business_information/contracting_opportunities/op-pages/rfi-solarprojects-overview or by selecting 'Business Information', 'Current Opportunities', 'Services', 'RFI - Solar Energy Projects', 'Project Overview'. Under 'Questions', select 'Click Here' to submit your questions. Questions will not be accepted by telephone, facsimile, mail or hand delivery. Questions must be made on behalf of a prospective respondent and must include the requestor's name, email or mailing address, telephone number, and the name of the prospective proposer. Questions submitted, along with responses, will be posted on the RFI webpage by July 1, 2009. Individual responses to questions will not be given.

Questions received after June 26, 2009 will not be answered except at the sole discretion of the Airports Authority, where it is in the best interest of the Airports Authority to allow a late question to be answered. The Airports Authority will not post questions that are not related to this RFI or are otherwise deemed inappropriate.

PROPRIETARY INFORMATION

The Airports Authority maintains a Freedom of Information Policy (FOIP) which applies to this RFI. All records of the Airports Authority are available to the public upon reasonable request, except those identified as "not required to be disclosed" in this Policy, which can be viewed on the Authority's website, www.mwaa.com, under 'News and Publications', select 'Publications'.

Respondents who include in their submittals data that they do not want disclosed to the public for any purpose or use by the Airports Authority, except for review purposes, are required to mark their RFI submission with a legend that states:

"This response includes data that shall not be disclosed outside the Airports Authority without the permission of [insert firm's name] and shall not be duplicated, used, or disclosed – in whole or in part – for any purpose other than to evaluate this response. This restriction does not limit the Airports Authority's right to use information contained in this data if it can be obtained from another source without restriction. The data subject to this restriction are contained in pages [insert numbers or other identification of pages];"

And mark only those pages containing restricted data with the following legend:

“Use or disclosure of data contained on this page is subject to the restriction on the title page of this Expression of Interest.”

A blanket restriction applicable to the entire RFI is not acceptable. Moreover, the inclusion of this provision regarding the restriction on disclosure and use of data should not be construed to protect against the Airports Authority’s use of generic concepts.

USE OF RESPONSES BY THE AIRPORTS AUTHORITY

The responses to this RFI will be used to assist the Airports Authority in making decisions regarding future development of photovoltaic systems at the airport.

DISCLAIMER

No warranties or representations of any kind are made by the Airports Authority, including a representation or warranty that photovoltaic solar arrays will be installed. The Airports Authority does not intend to award a contract on the basis of this RFI or to pay for the expressions of interest solicited. Submission of a response will in no way affect eligibility to respond to future solicitations for the potential development of solar projects by the Airports Authority or for any other design, construction, finance, maintenance or operations opportunities offered by the Airports Authority. The Airports Authority reserves the right to cancel this RFI at any time with or without notice to respondents and without liability.

EQUAL OPPORTUNITY

No person or firm shall be discriminated against because of race, color, national origin, or sex in the award of an Airports Authority contract. Further, there shall be no discrimination on the basis of race, color, national origin or sex in the performance of contracts awarded by the Airports Authority.

The Airports Authority is committed to achieving participation in its contracting programs by disadvantage businesses, including those that are owned and operated by minorities and women. The Airports Authority may or may not impose requirements for participation by entities in any contract that is ultimately awarded.