

State of Maine
Master Score Sheet

RFP# 202305118					
Pre-Qualified Vendor List for Onsite Solar Photovoltaics					
Bidder Name:		Ameresco	EDF Renewables	Sundog Solar	Verogy Holdings
Proposed Cost:		Rate Sheet	Rate Sheet	Rate Sheet	Rate Sheet
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	PASS	PASS	PASS	PASS
Section II: Organization Qualifications and Experience	45	40	35	40	35
Section III: Proposed Services	30	25	20	25	25
Section IV: Cost Proposal	25	25	25	25	25
TOTAL	<u>100</u>	<u>90</u>	<u>80</u>	<u>90</u>	<u>85</u>



**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND
FINANCIAL SERVICES**

**Janet T. Mills
Governor**

**Kirsten LC Figueroa
Commissioner**

AWARD NOTIFICATION LETTER

7/17/2023

Via Electronic Mail: abuschur@ameresco.com

Ameresco, Inc.
Attn: Anthony Buschur
111 Speen Street, Suite 410
Framingham, MA 01701

SUBJECT: Notice of Conditional Contract Awards under RFP# 202305118 – Pre-Qualified Vendor List for Onsite Solar Photovoltaics

Greetings,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Administrative and Financial Service for Onsite Solar Photovoltaics, resulting in a Pre-Qualified Vendor List. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Ameresco, Inc.
- EDF Renewables Distributed Solutions, Inc.
- Sundog Solar, LLC
- Verogy Holdings, LLC

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to

the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

DocuSigned by:

Brandon Martin

2F79272FCC37434...

Brandon Martin – Acting Deputy Chief Procurement Officer
Department of Administrative and Financial Services
Division of Procurement Services

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND
FINANCIAL SERVICES**

**Janet T. Mills
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**Kirsten LC Figueroa
Commissioner**

AWARD NOTIFICATION LETTER

7/17/2023

Via Electronic Mail: connor.lines@edf-re.com

EDF Renewables Distributed Solutions, Inc.
Attn: Connor Lines, Manager – Business Development
5 Commerce Ave.
West Lebanon, NH 03784

SUBJECT: Notice of Conditional Contract Awards under RFP# 202305118 – Pre-Qualified Vendor List for Onsite Solar Photovoltaics

Greetings,

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DEPARTMENT OF ADMINISTRATIVE AND
FINANCIAL SERVICES**

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Governor**

**Kirsten LC Figueroa
Commissioner**

AWARD NOTIFICATION LETTER

7/17/2023

Via Electronic Mail: youssouf@sundog.solar.com

Sundog Solar LLC
Attn: Youssouf Adam, Solar Engineer
222 East Main Street
Searsport, ME 04974

SUBJECT: Notice of Conditional Contract Awards under RFP# 202305118 – Pre-Qualified Vendor List for Onsite Solar Photovoltaics

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**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND
FINANCIAL SERVICES**

**Janet T. Mills
Governor**

**Kirsten LC Figueroa
Commissioner**

AWARD NOTIFICATION LETTER

7/17/2023

Via Electronic Mail: emurray@verogy.com

Verogy Holdings, LLC
Attn: Erik Murray
124 LaSalle Rd. 2nd Floor
West Hartford, CT 06017

SUBJECT: Notice of Conditional Contract Awards under RFP# 202305118 – Pre-Qualified Vendor List for Onsite Solar Photovoltaics

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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Ameresco

DATE: 7/13/23

SUMMARY PAGE

Department Name: Department of Administrative and Financial Services

Name of RFP Coordinator: Lindsey Kendall

Names of Evaluators: Eben Perkins, Ethan Tremblay, Deane Rykerson

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• NABCEP Certified PV Installer	X	
• Master Electrician	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	45	40
Section III. Proposed Services	30	25
Section IV. Cost Proposal	25	25
<u>Total Points</u>	<u>100</u>	<u>90</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Ameresco

DATE: 7/13/23

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Eligibility

Met requirements.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Ameresco

DATE: 7/13/23

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	45	40

Evaluation Team Comments:

1. Bidder Overview
 - Large organization
 - All work to be subcontracted
 - Solid financial backing
 - Local office in Portland, ME – 15 staff
 - Project lead is based in Portland, ME
 - 450 MW completed
 - Have their own remote 24/7 ROCC

2. Solar PV Experience
 - Personnel have required certifications
 - Limited response to Buy America
 - Project references include regional efforts
 - Positive reception of previously completed projects

3. Financial Stability and Capacity
 - Did not include litigation in proposal – referenced SEC filings
 - Large assets, capacity
 - In-house structured finance team
 - D&B – moderate to low risk

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Ameresco

DATE: 7/13/23

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	30	25

Evaluation Team Comments:

1. PPA Option
 - Minimum size of the project is 100 kW
 - O&M – group is based out of Westborough. 20 technicians in New England, plans to add staff out of Portland as needed
 - Available for all specified project types

2. As-Built Purchase Option
 - No minimum size
 - O&M – live monitoring/dispatch is only applicable to projects Ameresco finances/owns. Leaves obligation to notify on the State.
 - Available for all specified project types

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Ameresco

DATE: 7/13/23

**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25	25

Evaluation Team Comments:

1. Provided?
 - Yes
 - No
2. Additional notes:
 - Rate sheet complete, no concerns

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: EDF Renewables

DATE: 7/13/23

SUMMARY PAGE

Department Name: Department of Administrative and Financial Services

Name of RFP Coordinator: Lindsey Kendall

Names of Evaluators: Eben Perkins, Ethan Tremblay, Deane Rykerson

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• NABCEP Certified PV Installer	X	
• Master Electrician	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	45	35
Section III. Proposed Services	30	20
Section IV. Cost Proposal	25	25
<u>Total Points</u>	<u>100</u>	<u>80</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: EDF Renewables

DATE: 7/13/23

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

PV Services Offered:	<input type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Eligibility

Met requirements.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: EDF Renewables

DATE: 7/13/23

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	45	35

Evaluation Team Comments:

1. Bidder Overview

- Majority owned by French Gov
- Focus is grid-scale solar
- Est. 1985
- Headquartered in San Diego, CA
- Local office in West Lebanon, NH
- No physical presence in ME

2. Solar PV Experience

- No specific list of project personnel/license
- Buy America – team tracking
- 191 MW installed in New England
- Regional project experience provided
- 35 MW in Maine – specific not provided
- Combination of on balance sheet and 3rd party financing

3. Financial Stability and Capacity

- Litigation not listed
- Included 2021 and 2022 financial statements

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: EDF Renewables

DATE: 7/13/23

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	30	20

Evaluation Team Comments:

1. PPA Option
 - Minimum size is 2-3 MW – specifics unclear
 - Did not specify where O&M group is located

2. As-Built Purchase Option
 - Minimum size is 2-3 MW – specifics unclear
 - Did not specify where O&M group is located

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: EDF Renewables

DATE: 7/13/23

**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25	25

Evaluation Team Comments:

1. Provided?
 - Yes
 - No
2. Additional notes:
 - Rate sheet complete, no concerns

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Sundog Solar

DATE: 7/13/23

SUMMARY PAGE

Department Name: Department of Administrative and Financial Services

Name of RFP Coordinator: Lindsey Kendall

Names of Evaluators: Eben Perkins, Ethan Tremblay, Deane Rykerson

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• NABCEP Certified PV Installer	X	
• Master Electrician	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	45	40
Section III. Proposed Services	30	25
Section IV. Cost Proposal	25	25
<u>Total Points</u>	<u>100</u>	<u>90</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Sundog Solar

DATE: 7/13/23

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Eligibility

Met requirements.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Sundog Solar

DATE: 7/13/23

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	45	40

Evaluation Team Comments:

1. Bidder Overview
 - Based in Maine - Searsport
 - Provide some work in-house
 - Conduct work outside the solar field

2. Solar PV Experience
 - Diverse project experience – primarily on small scale
 - NABCEP and Master Electricians in house
 - Engineers are outsourced/subcontracted
 -

3. Financial Stability and Capacity
 - Small company, limited credit
 - D&B moderate to high risk, but as expected
 - Self-funded

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Sundog Solar

DATE: 7/13/23

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	30	25

Evaluation Team Comments:

1. PPA Option
 - 50 kW minimum size
 - Utilize system monitoring systems

2. As-Built Purchase Option
 - No minimum size

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Sundog Solar

DATE: 7/13/23

**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25	25

Evaluation Team Comments:

1. Provided?
 - Yes
 - No
2. Additional notes:
 - Rate sheet complete, no concerns

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Verogy Holdings

DATE: 7/13/23

SUMMARY PAGE

Department Name: Department of Administrative and Financial Services

Name of RFP Coordinator: Lindsey Kendall

Names of Evaluators: Eben Perkins, Ethan Tremblay, Deane Rykerson

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• NABCEP Certified PV Installer	X	
• Master Electrician	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	45	35
Section III. Proposed Services	30	25
Section IV. Cost Proposal	25	25
<u>Total Points</u>	<u>100</u>	<u>85</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Verogy Holdings

DATE: 7/13/23

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Eligibility

Met requirements.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Verogy Holdings

DATE: 7/13/23

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	45	35

Evaluation Team Comments:

1. Bidder Overview
 - Some subcontractors, subs used for engineering
 - HQ in CT
 - Proposal shows 13 employees
 - Primary contact located in Lyman, ME – seems to be sole contact in ME

2. Solar PV Experience
 - Rooftop project in Biddeford
 - Mostly focused in southern New England
 - NABCEP and Master Electricians in-house
 - Construction process detailed
 - No documentation on Buy America

3. Financial Stability and Capacity
 - No litigation, no OSHA violations
 - Rely on revolving credit
 - Appear to be in start-up mode

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Verogy Holdings

DATE: 7/13/23

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	30	25

Evaluation Team Comments:

1. PPA Option
 - No minimum system size
 - Limited detail provided on O&M and monitoring

2. As-Built Purchase Option
 - No minimum system size

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER: Verogy Holdings

DATE: 7/13/23

**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25	25

Evaluation Team Comments:

1. Provided?
 - Yes
 - No
2. Additional notes:
 - Rate sheet complete, no concerns

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Ameresco, Inc.

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview

- Founded in 2000, Ameresco, Inc. is based in Framingham, MA and has over 1,400 employees. The company is publicly listed, is well capitalized, and offers a broad range of energy services beyond solar PV.
- Ameresco has a local office in Portland, ME which includes 15 staff covering construction managers, project engineers, and operations.
- Anthony Buschur, Senior Project Developer, is based in the Portland, ME office and is listed as the primary contact for the proposal.

2. Solar PV Experience

- Ameresco has completed nearly 500 MW of solar PV projects to date, including 222 MW completed in the Eastern U.S. The company's primary solar PV focus in New England has been customer-sited systems; Ameresco has largely stayed out of developing front-of-the-meter solar projects in Maine's net energy billing program.
- Ameresco's O&M group currently has over 1,000 MW of "projects", including under management and backlog, across North America.
- Project references include Portland International Jetport, New Hampshire Electric Cooperative, Town of Westwood, MA, Town of Natick, MA, and Roxbury Community College.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Ameresco, Inc.

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

- The Portland International Jetport’s solar parking canopy project is highlighted as the Company’s primary Maine solar case study. CES was involved in this project helping the Jetport competitively solicit a project partner to install solar on the four-story parking garage next to the airport.
3. Financial Stability and Capacity
- Ameresco is a publicly listed company that offers a range of energy services beyond solar PV. For 2022, Ameresco had total assets of approximately \$2.8 billion, a roughly \$500 million credit facility, and \$2 billion in bonding capacity.
 - The company possesses an in-house structured finance team for the State’s solar PPA efforts during future mini-bid process.
 - Dun & Bradstreet Snapshot: PAYDEX score of 64 (low-moderate risk), Delinquency Predictor Percentile of 57 (moderate risk), Financial Street Percentile of 31 (moderate risk), and Supplier Evaluation Risk Rating of 3 (low risk). Maximum credit recommendation of \$1.75 million.

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
- Minimum project size is 100 kW.
 - Operations and maintenance (O&M) group is based out of Westborough, Massachusetts. In Appendix D, Ameresco states that its solar O&M group has a total of 20 technicians located throughout New England, including three technicians in Maine. In addition, Ameresco plans to “add staff based out of our Portland office, as needed, to effectively serve the State.”
2. As-Built Purchase Option
- No minimum project size.
 - It is our understanding that live monitoring/O&M dispatch only applies to solar projects developed under a PPA where Ameresco owns the asset, this should be confirmed.

Cost Proposal (Rate Sheet)

2. Provided?
- Yes
 - No
3. Additional notes:
- Ameresco meets the RFP’s eligibility requirements; the company has two master electricians (licensed in Maine) on staff and five team members with NABCEP Certified PV Installation Professionals.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Ameresco, Inc.

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

- Appendix A (Proposal Cover Page), Appendix B (Debarment, Performance and Non-Collusion Certification Form), Appendix C (Qualifications and Experience Response Form), Appendix D (Proposed Services Response Form), and Appendix E (Cost Proposal Form) are all included and filled out in Ameresco's proposal.
- Attachment B of the proposal submission includes Ameresco's certificate of insurance.
- Attachment C includes Ameresco's Dun & Bradstreet Snapshot Report.
- Attachment D includes Ameresco's sample power purchase agreement.
- Attachment E includes Ameresco's sample as-built purchase agreement.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Ameresco

DATE: July 11, 2023

EVALUATOR NAME: Ethan Tremblay

EVALUATOR DEPARTMENT: Governor's Energy Office

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Founded in 2000, delivered more than \$13 bn in energy projects
 - 448+ MW completed, 1.05GW in O&M
 - Multiple PE, NABCEP and CEM personnel listed
2. Solar PV Experience
 - Small and large scale PV experience
 - 824 installations completed in NA/UK, primarily US East
 - Remote 24/7/365 ROCC with live monitoring
 - Limited experience in Maine but considerable experience in New England
3. Financial Stability and Capacity
 - Independent financial position, no dependence on financial partners
 - >\$1.5bn 2022 revenues, sufficient cash and credit facility noted

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - Confirms this option available for all specified project types
 - 100 kW single project minimum
 - 3 O&M technicians in Maine, full service O&M

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Ameresco

DATE: July 11, 2023

EVALUATOR NAME: Ethan Tremblay

EVALUATOR DEPARTMENT: Governor's Energy Office

2. As-Built Purchase Option
 - Confirms this option available for all specified project types
 - No minimum size for as-built purchase projects

Cost Proposal (Rate Sheet)

1. Provided?
 - Yes
 - No
2. Additional notes:
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Ameresco

DATE: 11 July 2023

EVALUATOR NAME: Deane Rykerson

EVALUATOR DEPARTMENT: BGS

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Experienced and qualified, large entity
 - Resumes high quality EXCEPT all men, no women
 - Most work subcontracted
2. Solar PV Experience
 - Personnel have required certifications
 - No good answers on apprenticeship or Buy American
3. Financial Stability and Capacity
 - Current litigation NOT listed, only references to SEC filings
 - Dunn & B Risk assessment barely above moderate risk

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - Large size with extensive credit
 - Minimum size of project 100kw
2. As-Built Purchase Option
 - No minimum size of project

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Ameresco

DATE: 11 July 2023

EVALUATOR NAME: Deane Rykerson

EVALUATOR DEPARTMENT: BGS

Cost Proposal (Rate Sheet)

1. Provided?

- Yes but not for subs
- No

2. Additional notes:

- Since work is performed by subs, not a lot of information
- Question: will the contracts be state generated? Ameresco includes a contract template.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: EDF Renewables Distributed Solutions, Inc.

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview

- Founded in 1985, EDF Renewables North America is headquartered in San Diego, CA with a New England office in West Lebanon, NH. EDFR is a subsidiary of EDF Group, a multinational energy conglomerate.
- EDFR is 100% owned by EDF Group through its global renewable energy subsidiary EDF Renewables. EDF Group is a publicly traded company that is majority owned by the French government.
- Connor Lines, Manager Business Development Northeast, is based in the West Lebanon, NH office and is listed as the primary contact for the proposal.

2. Solar PV Experience

- Focus is on front-of-the-meter, ground-mounted solar PV projects.
- 2,500 MW+ of solar PV capacity installed across North America. 35 MW of front-of-the-meter solar PV installed in Maine, with 28 MW under development. In recent years, EDFR has focused heavily on front-of-the-meter projects in Maine’s net energy billing program.
- 191 MW of installed solar PV to date in New England including Maine. EDF did not provide any references for Maine-based projects.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: EDF Renewables Distributed Solutions, Inc.

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

- Project references include Green Mountain Power (Vermont), Rochester Public Utilities (Minnesota), Providence Water (Rhode Island), Acton Water District (Massachusetts), and Madison Gas and Electric (Wisconsin).
- 3. Financial Stability and Capacity
 - Proposal includes consolidated financial statements for fiscal years 2021 and 2022 provided.
 - EDFR uses a combination of on-balance sheet financing and third-party financing for PPAs, which is determined on a case-by-case basis depending on project sizing. “Third party financing partners are a combination of the largest IPPs in the world.”

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - Minimum project size is 2-3 MW, limited to ground-mounted systems.
2. As-Built Purchase Option
 - Minimum project size is 2-3 MW, limited to ground-mounted systems.
 - EDFR offers both design-build services and engineering, procurement, and construction services.
 - Proposal does not specify where operations and maintenance (O&M) group is located. Proposal states “EDFR employs a full operations and maintenance team with full 24/7 monitoring capabilities through our data acquisition platform.”

Cost Proposal (Rate Sheet)

1. Provided?
 - Yes
 - No
2. Additional notes:
 - Page 8 of the proposal indicates that EDFR has 57 permanent employees which include professional engineers, NABCEP Certified PV Installers, and project managers who are directly involved with supporting solar integration activities. The proposal does not explicitly state that the project team for awarded projects will include a master electrician licensed in Maine. We recommend that this be clarified with EDF and could be met by EDF providing evidence of subcontractors on existing/recent Maine solar PV projects that meeting this certification.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: EDF Renewables Distributed Solutions, Inc.

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

- Appendix A (Proposal Cover Page), Appendix B (Debarment, Performance and Non-Collusion Certification Form), and Appendix E (Cost Proposal Form) are all included and filled out in EDF's proposal. The information requested in Appendix C (Qualifications and Experience Response Form) and Appendix D (Proposed Services Response Form) is provided by EDF.
- EPC contract template included in proposal submission.
- Certificate of insurance included in proposal submission.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: EDF Renewables Distributed Solutions, Inc.

DATE: July 11, 2023

EVALUATOR NAME: Ethan Tremblay

EVALUATOR DEPARTMENT: Governor’s Energy Office

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Founded 1985, active in North America
 - 24 GW developed, 13 GW operating, IPP and service provider
 - Utility, municipal scale projects
2. Solar PV Experience
 - 57 permanent employees, including PE and NABCEP
 - Full-service O&M division, operations in Maryland
 - 35 MW installed, 28 MW in development in Maine. 2.5+GW installed in North America.
3. Financial Stability and Capacity
 - No provision of litigation list other than OSHA records
 - Substantial bond capacity
 - Substantial financial performance indicated

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - 2-3 MW minimum project size, ground-mount FTM only
 - No additional limitations, affirms performance as specified

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: EDF Renewables Distributed Solutions, Inc.

DATE: July 11, 2023

EVALUATOR NAME: Ethan Tremblay

EVALUATOR DEPARTMENT: Governor's Energy Office

2. As-Built Purchase Option
 - 2-3 MW minimum project size, ground-mount FTM only
 - No additional limitations, affirms performance as specified

Cost Proposal (Rate Sheet)

1. Provided?
 - Yes
 - No
2. Additional notes:
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: EDF

DATE: 11 July 2023

EVALUATOR NAME: Deane Rykerson

EVALUATOR DEPARTMENT: BGS

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Owned by French govt.
 - Focus is grid scale
 -
2. Solar PV Experience
 - No specific list on personnel with licenses
 - ‘familiar with requirements’ of apprenticeship but doesn’t list programs. ‘Team tracking’ for Buy America.
 - Litigation not listed, only a graphic showing OSHA compliance
3. Financial Stability and Capacity
 - I can’t find Dunn & B report
 -
 -

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - Minimal size: 2-3 MW. Is it 2 or 3?
 -
 -
2. As-Built Purchase Option

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: EDF

DATE: 11 July 2023

EVALUATOR NAME: Deane Rykerson

EVALUATOR DEPARTMENT: BGS

- Minimal size: 2-3 MW. Is it 2 or 3?
-

Cost Proposal (Rate Sheet)

1. Provided?

- Yes
- No

2. Additional notes:

- Seems to be missing some information
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Sundog Solar, LLC

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Founded in 2009, Sundog Solar is headquartered in Searsport, ME and has 32 employees. Sundog offers solar PV, energy storage, heat pump, EV charging and solar thermal technologies, turnkey developments and installations to residential, commercial and institutional customers.
 - Youssef Adam, Solar Engineer, is based in Sundog's Searsport, ME headquarters and is listed as the primary contact for the proposal.
2. Solar PV Experience
 - Sundog has installed 9 MW of solar PV generation capacity to date, which includes 88 rooftop solar installations and 570 ground-mounted solar installations in Maine.
 - Project references include Pratt Chevrolet (Calais, ME), Town of Searsport (Searsport, ME), New England Music Camp Association & Snow Pond Center for the Performing Arts (Sidney, ME), Pope Memorial Humane Society (Thomaston, ME), and Mid-Coast School of Technology (Rockland, ME).
3. Financial Stability and Capacity
 - Sundog Solar has self-funded its operation since the company's inception.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Sundog Solar, LLC

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

- The proposal indicates the Sundog has successfully financed projects up to 500 kW under power purchase agreements. To date, PPA financing has either been provided internally or through local lending institutions. The proposal indicated that SunWealth has financed two Sundog-developed projects in Maine.
- The proposal includes a letter of support from Bangor Savings Bank that states Sundog is not in arrears and that Sundog has the financial capability to support the State's requested services.
- Dun & Bradstreet Snapshot: PAYDEX score is unavailable, Delinquency Predictor Percentile of 63 (moderate risk), Financial Street Percentile of 26 (moderate risk), and Supplier Evaluation Risk Rating of 8 (high risk). Maximum credit recommendation of \$17,500.

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - No minimum project size.
2. As-Built Purchase Option
 - Minimum project size of 50 kW.

Cost Proposal (Rate Sheet)

1. Provided?
 - Yes
 - No
2. Additional notes:
 - Sundog meets the RFP's eligibility requirements; the company has master electricians (licensed in Maine) on staff and team members with NABCEP Certified PV Installation Professionals.
 - Appendix A (Proposal Cover Page), Appendix B (Debarment, Performance and Non-Collusion Certification Form), Appendix C (Qualifications and Experience Response Form), Appendix D (Proposed Services Response Form), and Appendix E (Cost Proposal Form) are all included and filled out in Sundog's proposal.
 - PPA contract template included in proposal submission.
 - EPC contract template included in proposal submission.
 - Certificate of insurance included in proposal submission.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Sundog Solar

DATE: 7/11/2023

EVALUATOR NAME: Ethan Tremblay

EVALUATOR DEPARTMENT: Governor's Energy Office

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Founded 2009, 32 employees, based in Searsport
 - All employees Maine based
 -
2. Solar PV Experience
 - NABCEP, master and journeyman electrician, other certifications
 - Experience with technology monitoring systems and real-time alerts
 - 4.53 MW FTM, 4.5 MW BTM solar installed in Maine
3. Financial Stability and Capacity
 - Documentation provided including letter of financial capability from lender

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - Affirms all required options are supported
 - 50 kW minimum
 - Utilizes monitoring systems and real-time alerts for incident response
2. As-Built Purchase Option
 - Affirms all required options are supported
 - No minimum size

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Sundog Solar

DATE: 7/11/2023

EVALUATOR NAME: Ethan Tremblay

EVALUATOR DEPARTMENT: Governor's Energy Office

Cost Proposal (Rate Sheet)

1. Provided?

- Yes
- No

2. Additional notes:

-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Sundog Solar

DATE: 11 July 2023

EVALUATOR NAME: Deane Rykerson

EVALUATOR DEPARTMENT: BGS

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Maine based.
 - Does not sub out all work.
 -
2. Solar PV Experience
 - Many diverse projects, on smaller scale mostly
 -
 -
3. Financial Stability and Capacity
 - Not much credit, uneven Dunn & B report

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 -
2. As-Built Purchase Option
 -

Cost Proposal (Rate Sheet)

1. Provided?
 - Yes

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Verogy Holdings, LLC

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview

- Founded in 2017, Verogy is headquartered in West Hartford, CT. The company focuses on solar PV project development including a mix of rooftop, ground-mounted, and parking canopy projects with a primary focus on commercial and industrial end users.
- The proposal identifies 13 employees.
- Erik Murray, Business Developer, is based in Lyman, ME and is listed as the primary point of contact for the proposal.

2. Solar PV Experience

- 130 MW of solar PV installed to date across 18 U.S. states, with 60 MW of additional project capacity under active development. 30 MW of installed solar PV capacity in New England, including 6 MW of rooftop systems, 31 MW of ground-mounted systems, and 1 MW of solar parking canopies.
- Verogy highlights experience with three solar PV projects in Maine, including a rooftop solar project for Plymouth REIT (1,107.44 kW DC), a rooftop solar project for the York Judicial Branch (139.52 kW DC), and a front-of-the-meter ground-mount solar project in Prospect, Maine (1,587.04 kW DC). These projects have not been completed to date.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Verogy Holdings, LLC

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

- Project references include Lane Construction Corporation (Connecticut), Town of West Hartford (Connecticut), City of West Haven (Connecticut), Connecticut State Colleges, and Town of East Hartford (Connecticut).
3. Financial Stability and Capacity
- Verogy is a privately-held company. The proposal cites Stonehenge Capital Company and CarVal Investors having minority equity ownership stakes in Verogy.
 - The proposal includes limited information on how Verogy would financing a PPA pursued by the State through the mini-bid process. Financing partners should be clearly identified in any mini-bid process if the State is seeking a solar PPA where the system will not be owned by the State.
 - Dun & Bradstreet Snapshot: PAYDEX score of 66 (low-moderate risk), Delinquency Predictor Percentile of 7 (high risk), Financial Street Percentile of 4 (moderate-high risk), and Supplier Evaluation Risk Rating of 9 (high risk). Maximum credit recommendation of \$20,000.

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - No minimum project sizing.
2. As-Built Purchase Option
 - No minimum project sizing.
 - Operations and maintenance (O&M) for Maine projects is unclear. Page 29 of the proposal states “our operations and maintenance network stretches across the United States. By leveraging the regionality and licensure of this service network in combination with in-house protocols, training and quality control mechanisms, we are able to provide quality O&M services that will ensure the successful operation of a solar energy facility.”

Cost Proposal (Rate Sheet)

1. Provided?
 - Yes
 - No
2. Additional notes:
 - Verogy meets the RFP’s eligibility requirements; the company has two master electricians (licensed in Connecticut) on staff and two team members with NABCEP Certified PV Installation Professionals. To meet the master electrician licensing requirement for Maine, the proposal states

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Verogy Holdings, LLC

DATE: June 30, 2023

EVALUATOR NAME: Eben Perkins

EVALUATOR DEPARTMENT: N/A (Competitive Energy Services)

“for any electrical work to be performed on the project, we will be subcontracting that work with one of the qualified and licensed electrical companies indicated. We would provide necessary evidence of the associated State of Maine Master Electrician license prior to the commencement of any electrical work on the project.” Duffy’s Electric (Eddington, ME) is cited on page 15 of the proposal as the anticipated electrical subcontracting partner.

- Appendix A (Proposal Cover Page), Appendix B (Debarment, Performance and Non-Collusion Certification Form), Appendix C (Qualifications and Experience Response Form), Appendix D (Proposed Services Response Form), and Appendix E (Cost Proposal Form) are all included and filled out in Verogy’s proposal.
- Attachment A includes certificate of insurance.
- Attachment C includes PPA template.
- Attachment D includes EPC template.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Verogy

DATE: 7/11/2023

EVALUATOR NAME: Ethan Tremblay

EVALUATOR DEPARTMENT: Governor's Energy Office

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Full service solar developer founded 2017, based in Connecticut
 - Maine-based business development manager
 -
2. Solar PV Experience
 - 350 solar projects across the country, C&I focus, more than 130 MW operating
 - 30 kW to 7 MW
 - 60 MW in active development, 60 MW early development
 - NABCEP, PE, master electrician certifications
3. Financial Stability and Capacity
 - Documented investment partners

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 - Requirements affirmed
 - No minimum system size
 - Limited detail regarding O&M commitments and monitoring/response
2. As-Built Purchase Option

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Verogy

DATE: 7/11/2023

EVALUATOR NAME: Ethan Tremblay

EVALUATOR DEPARTMENT: Governor's Energy Office

- Requirements affirmed
- No minimum system size

Cost Proposal (Rate Sheet)

1. Provided?

- Yes
- No

2. Additional notes:

-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Verogy

DATE: 11 July 2023

EVALUATOR NAME: Deane Rykerson

EVALUATOR DEPARTMENT: BGS

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

PV Services Offered:	<input checked="" type="checkbox"/> Rooftop <input checked="" type="checkbox"/> Ground Mounted <input checked="" type="checkbox"/> Parking Canopy
Purchase Options Proposed:	<input checked="" type="checkbox"/> Power Purchase Agreement Option <input checked="" type="checkbox"/> As-Built Purchase Option

Organization Qualifications and Experience – Appendix C (Qualifications and Experience Response Form)

1. Bidder Overview
 - Some women listed in organizational structure
 - Uses some subs and subs for engineering
 - No minimum size project
2. Solar PV Experience
 - Does list required licenses
 - Good detail on construction process and monitoring also
 - Does **not** have an apprenticeship program
 - No documentation on Buy America
 - No Maine projects
3. Financial Stability and Capacity
 - No pending litigation, no OSHA violations
 - Relies on revolving credit
 - Max credit:20k
 - D & B moderate-high risk

Proposed Services – Appendix D (Proposed Services Response Form)

1. PPA Option
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

BIDDER NAME: Verogy

DATE: 11 July 2023

EVALUATOR NAME: Deane Rykerson

EVALUATOR DEPARTMENT: BGS

-
-
- 2. As-Built Purchase Option

-
-

Cost Proposal (Rate Sheet)

1. Provided?

- Yes
- No

2. Additional notes:

-
-
-



STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE
AND FINANCIAL SERVICES

Janet T. Mills
Governor

Kirsten LC Figueroa
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

I, Eben Perkins accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

DocuSigned by:
Eben Perkins
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7/11/2023

Signature

Date



STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE
AND FINANCIAL SERVICES

Janet T. Mills
Governor

Kirsten LC Figueroa
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP# 202305118

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

I, Ethan Tremblay accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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DocuSigned by:
Ethan Tremblay
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7/11/2023

Signature

Date



**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE
AND FINANCIAL SERVICES**

Janet T. Mills
Governor

Kirsten LC Figueroa
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT
RFP# 202305118**

RFP TITLE: Pre-Qualified Vendor List for Onsite Solar Photovoltaics

I, Deane Rykerson accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

DocuSigned by:
Deane Rykerson
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7/12/2023

Signature

Date