

**State of Maine  
Master Score Sheet**

RFP# 202306126					
Clean Energy Partnership - Clean Energy Incubators, Accelerators, and Business Support Services Programs					
<b>Bidder Name:</b>		<b>ClimateWork Maine</b>	<b>Environmental and Energy Technology Council</b>	<b>Eastern Maine Development Corp.</b>	<b>Coastal Enterprises Inc.</b>
<b>Proposed Cost:</b>		\$266,781.00	\$150,000.00	\$541,325.86	\$300,000.00
<b>Cost Per Participant:</b>		\$533.56	\$750.00	\$7,217.00	\$10,000.00
<b>Proposed Program Type:</b>		Business Support	Business Support	Business Support	Accelerator
<b>Scoring Sections</b>	<b>Points Available</b>				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Section II: Organization Qualifications and Experience	30	10	18	16	25
Section III: Proposed Services	45	17	14	19	36
Section IV: Cost Proposal	25	25	17.79	1.85	14.81
<b>TOTAL</b>	<b>100</b>	<b>52</b>	<b>49.79</b>	<b>36.85</b>	<b>75.81</b>
<b>Bidder Name:</b>		<b>Central Maine Growth Council</b>	<b>Plug &amp; Play, LLC</b>	<b>Alchemist Accelerator LLC</b>	<b>VentureFuel, inc.</b>
<b>Proposed Cost:</b>		\$111,774.00	\$303,300.00	\$750,000.00	\$974,980.00
<b>Cost Per Participant:</b>		\$5,923.34	\$30,330.00	\$75,000.00	\$121,872.00
<b>Proposed Program Type:</b>		Accelerator	Accelerator	Accelerator	Accelerator
<b>Scoring Sections</b>	<b>Points Available</b>				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Section II: Organization Qualifications and Experience	30	22	17	11	11
Section III: Proposed Services	45	30	8	16	18
Section IV: Cost Proposal	25	25.00	4.88	1.97	1.22
<b>TOTAL</b>	<b>100</b>	<b>77.00</b>	<b>29.88</b>	<b>28.97</b>	<b>30.22</b>

<b>Bidder Name:</b>		<b>Northeastern University</b>	<b>passivhaus MAINE</b>	<b>University of Maine</b>	<b>Town of East Millinocket</b>
<b>Proposed Cost:</b>		\$975,000.00	\$287,179.00	\$847,281.00	\$750,000.00
<b>Cost Per Participant:</b>		\$243.75	\$1,148.72	\$4,236.00	\$30,000.00
<b>Proposed Program Type:</b>		Incubator	Incubator	Incubator	Incubator
<b>Scoring Sections</b>	<b>Points Available</b>				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Section II: Organization Qualifications and Experience	30	24	13	24	11
Section III: Proposed Services	45	40	14	27	6
Section IV: Cost Proposal	25	25.00	5.30	1.44	0.20
<b>TOTAL</b>	<b>100</b>	<b>89.00</b>	<b>32.30</b>	<b>52.44</b>	<b>17.20</b>
<b>Bidder Name:</b>		<b>Energy Sage</b>			
<b>Proposed Cost:</b>		N/A			
<b>Cost Per Participant:</b>		N/A			
<b>Proposed Program Type:</b>		N/A			
<b>Scoring Sections</b>	<b>Points Available</b>				
Section I: Preliminary Information	Pass/Fail	Fail			
Section II: Organization Qualifications and Experience	30	N/A			
Section III: Proposed Services	45	N/A			
Section IV: Cost Proposal	25	N/A			
<b>TOTAL</b>	<b>100</b>	<b>N/A</b>			

**Award Justification Statement**  
**RFP #202306126 Clean Energy Partnership – Clean Energy Incubators,  
Accelerators, and Business Support Services Programs**

**I. Summary**

The Governor's Energy Office issued RFP # 202306126 on July 19<sup>th</sup>, 2023. The purpose of the RFP was to seek proposals for entities to administer one or more clean energy business incubators, accelerators, or other support services programs to support clean energy and energy efficiency businesses and cleantech startups in their business development and commercialization lifecycle. A Bidder's Conference was held on August 15<sup>th</sup>, 2023. A Question & Answer Summary was posted on September 11, 2023 and responses were due on September 22, 2023. Thirteen entities responded to the RFP.

**II. Evaluation Process**

Responses were provided to the RFP Coordinator on September 25, 2023 and then distributed by the RFP Coordinator the two additional members of the evaluation team for individual review. The evaluation team members met for team review six different days between October 2 and October 20 (10/2, 10/4, 10/10, 10/11, 10/16, 10/20).

Evaluators were selected for their qualifications and expertise related to Innovation, Business Development and related programs, and program budget & finance.

**III. Qualifications & Experience**

The conditionally-awarded Bidders received high scores for the Organization Qualification & Experience based on:

- Demonstrated strong track record of supporting businesses, startups, and entrepreneurs.
- Bidder/team has the necessary experience and expertise to effectively support clean energy and energy efficiency businesses and cleantech startups through their business development and commercialization lifecycle.
- Project examples reflect experience and expertise needed in performing the functions described in the "Scope of Services" portion of the RFP.
- Provided complete documentation consistent with what was requested by the RFP.

**IV. Proposed Services**

The conditionally-awarded Bidders received a high score for their Proposed Services by demonstrating via their proposal:

- Demonstrates market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean energy and climate change, including specific challenges relevant to the target industry subsectors.
- Narrative establishes clear and compelling linkages between the target industry subsector(s), the critical business challenges firms in these sub-sectors face; and the services offered to help firms address those challenges.
- Clear and well-developed recruitment strategy, equity strategy, sustainability strategy.
- Costs were clear, sufficiently-justified, and correspond to the level of effort required to achieve project goals.
- Clear workplan and compelling project narrative.

## V. Cost Proposal

Respondent	Total Funds Requested	Cost Per Participant
Northeastern University	\$975,000.00	\$243.75
Central Maine Growth Council	\$111,774.00	\$5,923.34
Coastal Enterprises, Inc	\$300,000.00	\$10,000.00

It is important to note that costs vary significantly on a per participant range due to the variety of activities proposed and the length of engagement for each participant.

## VI. Conclusion

For this offering, three respondents have been conditionally awarded. Bidders who scored highest provided thorough responses that were complete, responsive to the offering, and included a clear workplan with authentic partnerships. Bidders who scored higher were able to demonstrate that:

- The program is delivered by a team with market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean energy and climate change, including specific challenges relevant to the target industry subsector(s).
- The program draws clear and compelling linkages between the target industry subsector(s), the critical business challenges firms in these sub-sectors face; and the services offered to help firms address those challenges.
- The program contains a well-developed recruitment strategy, equity strategy, sustainability strategy, and identifies steps to keep projects operating and adapted to new needs beyond the funds made available through this offering.



**STATE OF MAINE**  
**Governor's Energy Office**

**Janet T. Mills**  
**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

Alchemist Accelerator LLC  
Attention: Annika Lauer  
1000 Brickell Ave, Ste 715 PMB 5087, Miami FL 33131

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Annika:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

- Northeastern University
- Central Maine Growth Council
- Coastal Enterprises, Inc.

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,

A handwritten signature in black ink, appearing to read 'Tagwongo Obomsawin', with a horizontal line extending to the right.

Tagwongo Obomsawin (she/her/hers)  
Clean Energy Partnership Program Manager  
Governor's Energy Office  
(207)-707-2001  
Tagwongo.Obomsawin@maine.gov

## **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).



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**Director**

November 17, 2023

Coastal Enterprises Inc  
Attention: Jennifer Sporzynski  
30 Federal St, Brunswick ME 04011

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Jennifer:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

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Clean Energy Partnership Program Manager  
Governor's Energy Office  
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**STATE OF MAINE**  
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**Janet T. Mills**  
**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

ClimateWork Maine  
Attention: Jeff Marks  
44 Quebec Street, #3, Portland ME 04101

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Jeff:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

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**STATE OF MAINE**  
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**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

Central Maine Growth Council  
Attention: Garvan Donegan  
50 Elm St, Waterville ME 04901

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Garvan:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

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**STATE OF MAINE**  
**Governor's Energy Office**

**Janet T. Mills**  
**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

Environmental and Energy Technology Council of Maine  
Attention: Eric Howard  
Think Tank Biddeford, 40 Main St, Biddeford ME 04005

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Eric:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

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Tagwongo.Obomsawin@maine.gov

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**STATE OF MAINE**  
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**Janet T. Mills**  
**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

Town of East Millinocket  
Attention: Michael Michaud  
53 Main St, East Millinocket ME 04430

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Michael:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

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**STATE OF MAINE**  
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**Janet T. Mills**  
**Governor**

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**Director**

November 17, 2023

Eastern Maine Development Corporation  
Attention: Vicki Rusbult  
40 Harlow St, Bangor ME 04401

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Vicki:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

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**Director**

November 17, 2023

EnergySage, Inc  
Attention: Cyril Vallet  
3 Center Plaza, 4th Floor, Boston MA 02108

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Cyril:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

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**Director**

November 17, 2023

Northeastern University  
Attention: Natalia Szulc  
360 Huntington Avenue, Boston MA 02115-5005

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Natalia:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

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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,

A handwritten signature in black ink, appearing to read 'Tagwongo Obomsawin', with a horizontal line extending to the right.

Tagwongo Obomsawin (she/her/hers)  
Clean Energy Partnership Program Manager  
Governor's Energy Office  
(207)-707-2001  
Tagwongo.Obomsawin@maine.gov

## **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**  
**Governor's Energy Office**

**Janet T. Mills**  
**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

passivhausMAINE  
Attention: Naomi Beal  
129 South Freeport Rd, Freeport ME 04032-6107

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Naomi:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

- Northeastern University
- Central Maine Growth Council
- Coastal Enterprises, Inc.

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.

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Governor's Energy Office  
(207)-707-2001  
Tagwongo.Obomsawin@maine.gov

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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**  
**Governor's Energy Office**

**Janet T. Mills**  
**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

Plug & Play, LLC  
Attention: Wade Bitaraf  
440 N. Wolfe Rd, Sunnyvale CA 94085

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Wade:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

- Northeastern University
- Central Maine Growth Council
- Coastal Enterprises, Inc.

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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.

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Tagwongo Obomsawin (she/her/hers)  
Clean Energy Partnership Program Manager  
Governor's Energy Office  
(207)-707-2001  
Tagwongo.Obomsawin@maine.gov

## **STATEMENT OF APPEAL RIGHTS**

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**STATE OF MAINE**  
**Governor's Energy Office**

**Janet T. Mills**  
**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

University of Maine  
Attention: Amrit Verma  
5717 Corbett Hall, Orono ME 04469

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Amrit:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

- Northeastern University
- Central Maine Growth Council
- Coastal Enterprises, Inc.

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.

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Tagwongo Obomsawin (she/her/hers)  
Clean Energy Partnership Program Manager  
Governor's Energy Office  
(207)-707-2001  
Tagwongo.Obomsawin@maine.gov

## **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**  
**Governor's Energy Office**

**Janet T. Mills**  
**Governor**

**Dan Burgess**  
**Director**

November 17, 2023

VentureFuel, Inc  
Attention: Jack Stebbins  
406 Degraw St 1FL, Brooklyn NY 11231

**SUBJECT:** Notice of Conditional Contract Awards under RFP #202306126,  
Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business  
Support Services Programs

Dear Jack:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Governor's Energy Office for Clean Energy Incubators, Accelerators, and Business Support Services. 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:

- Northeastern University
- Central Maine Growth Council
- Coastal Enterprises, Inc.

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.

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

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Tagwongo Obomsawin (she/her/hers)  
Clean Energy Partnership Program Manager  
Governor's Energy Office  
(207)-707-2001  
Tagwongo.Obomsawin@maine.gov

## **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  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Alchemist Accelerator, LLC

**DATE:** 10/4/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>11</b>
Section III. Proposed Services	<b>45</b>	<b>16</b>
Section IV. Cost Proposal	<b>25</b>	<b>1.97</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>28.97</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Alchemist Accelerator, LLC

**DATE:** 10/4/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Alchemist Accelerator, LLC

**DATE:** 10/4/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>11</b>

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**Evaluation Team Comments:**

II. Organization Qualifications and Experience

A. Overview of the Organization

- Florida-based LLC established in 2012.
- Provides programs with the goal to establish innovation hubs and foster ecosystems that drive economic diversification and domestic competitiveness; serves government and corporate entities.
- Climate and cleantech identified as key industry pillars and focus of investor and corporate partners.
- Proprietary digital ecosystem tool/database of 37,000 mentors, 600 green tech/clean tech/climate/energy industry experts.
- Organizational experience reflects diverse mix of clients, many international.

B. Project Descriptions

- Edmonton Police Foundation/Alberta Innovates via Telus Community Safety and Wellness program – cohort-based startup accelerator tailored for specific needs of community
- Japan External Trade Organisation via JETRO Global Startup City Accelerator program – three year program facilitating Japanese startups' entry into US market
- Amazon Web Services via AWS Healthcare Accelerator – accelerator program tailored to meet needs of digital health startups focused on workforce development
- Project examples did not include significant detail on success metrics and outcomes for participants.
- Project examples did not clearly identify a clean energy/cleantech focus, potentially lacking representation of capital-intensive startups and industries

C. Subcontractors

- None

D. Organizational Chart

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Alchemist Accelerator, LLC

**DATE:** 10/4/2023

- Provided
- E. Litigation
  - Statement provided
- F. Financial Viability
  - Balance Sheets not provided
  - Profit and Loss provided (2021-2023)
- G. Licensure/Certification
  - NA
- H. Certificate of Insurances
  - Provided
- I. Letters of Support
  - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Alchemist Accelerator, LLC

**DATE:** 10/4/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>16</b>

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**Evaluation Team Comments:**

I. Project Narrative

A. Project Overview

- Accelerator to provide hybrid delivery of services including:
  1. Startup sourcing and selection
  2. 12-week accelerator programming including workshops, lectures, and guest speakers
  3. Coworking and in-person sprints (two)
  4. Mixers, virtual demo day, and capstone event
  5. Access to Alchemist Vault for startups
- Proposes unique offering for entrepreneurs in Maine; access to Vault could be valuable; curriculum appears to be thoughtfully developed
- Includes focus on attracting startups to Maine/incentivizing startups to build and expand in Maine

B. Business Model

- Proposes zero-fee, zero-equity program, does not require that external investor capital be raised before the program begins.
- Sustainability strategy discussed – attract supplementary funding from corporate partners, and may evaluate an equity-based model, with an eye to self-sufficiency after 3-4 program cycles.
- Proposal does not describe existing partnerships in Maine or detail strategy to integrate with Maine entrepreneurial ecosystem.
- Narrative identifies resource for networking and match-making, but resources not clearly identified in budget.
- Travel costs for entrepreneurs not included in budget – unclear whether this would present a barrier to participation for entrepreneurs based on chosen location for coworking space

C. Program Structure, Outcomes, and Objectives

- Limited demonstration of market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean energy and climate change. Limited demonstration of market



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Alchemist Accelerator, LLC

**DATE:** 10/4/2023

knowledge of specific barriers facing Maine companies and entrepreneurs.

- Offers fairly strong general entrepreneurship training curriculum, limited demonstration of technical expertise of network related to overcoming common challenges faced by CE/EE/cleantech startups on their paths to commercialization.
- Offers exposure to national experts, corporate partners, and technical experts.
- 12-week remote learning combined with two in-person sprints creates a manageable format for entrepreneurs
- Underdeveloped strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs.
- Metrics and milestones included, clear. More detail desired on baseline conditions and targeted improvements.

II. Implementation – Workplan

- Recruitment strategy outlined in workplan doesn't appear to be highly customized for Maine, doesn't rely on Maine-based partners.
- Workplan laid out in sufficient detail.
- Workplan includes task aligned with sustainability strategy.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Alchemist Accelerator, LLC

**DATE:** 10/4/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	÷	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$5,923.34</b>	÷	<b>\$75,000</b>	x	<b>25 points</b>	=	<b>1.97</b>

**Evaluation Team Comments:**

Accelerator

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Coastal Enterprises, Inc

**DATE:** 10/4/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>25</b>
Section III. Proposed Services	<b>45</b>	<b>36</b>
Section IV. Cost Proposal	<b>25</b>	<b>14.81</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>75.81</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Coastal Enterprises, Inc

**DATE:** 10/4/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Coastal Enterprises, Inc

**DATE:** 10/4/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>25</b>

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**Evaluation Team Comments:**

II. Organization Qualifications and Experience

A. Overview of the Organization

- Maine-based nonprofit 501(c)(3) community development corporation and community development financial institution founded in 1977.
- Provides loans, equity, and tax credit financing for businesses and projects, and advisory services to address business challenges. Programming focused in the following areas: technical assistance and entrepreneurship training, specialized advisory services for women, food systems businesses, workforce development, refugees and immigrants, and rural childcare entrepreneurs, and lending for SME businesses and nonprofits. Financing products include solar energy financing.

B. Project Descriptions

- John T Gorman Foundation via CEI Child Care Business Lab – cohort-based program for entrepreneurs seeking to start or grow child care businesses. Resulted in 25 new child care businesses, 507 new child care slots, and 100 new jobs to date.
- Opportunity Finance Network via Solar Loan Interest Buydown Program – pilot program providing low-interest solar loans for small businesses seeking financing to install solar power. Resulted in underwriting and approval of \$650,000 in project financing to 11 small businesses to date.
- Bank of America via Environmental Scorecard – facilitating learning cohort among CDFIs to develop and pilot information and data collection tool to assess green and sustainable practices of prospective and existing borrowers of CDFIs.
- Demonstrated ability to design and implement successful small business development programs responsive to local needs.

C. Subcontractors

- Build Green Maine

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Coastal Enterprises, Inc

**DATE:** 10/4/2023

- D. Organizational Chart
  - Provided
- E. Litigation
  - Not provided
- F. Financial Viability
  - Balance Sheets provided (2020-2022)
  - Profit and Loss provided (2020-2022)
- G. Licensure/Certification
  - Provided - CDFI
- H. Certificate of Insurances
  - Provided
- I. Letters of Support
  - Provided from subcontractors and partners

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Coastal Enterprises, Inc

**DATE:** 10/4/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>36</b>

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**Evaluation Team Comments:**

I. Project Narrative

A. Project Overview

- Maine Weatherization Business Accelerator – hybrid delivery of services including:
  1. Business development and advising
  2. Mentorship matching
  3. Provide access to financing vehicles
  4. Membership fees for industry associations
- Develop and implement pilot program to train entrepreneurs interested in starting or growing a weatherization business in Maine; goal to scale up weatherization small businesses operating in low-income and rural Maine communities.
- Cohort-based training program to provide trainings on business fundamentals and 1:1 advising.

B. Business Model

- Recruit from StartSmart business advising program helping new immigrants start and grow businesses in Maine – proven program.
- Funds used for staff, consultants, mentor stipends, and industry membership costs for participants.
- Includes stipends for industry mentors and funding for third-party technical assistance.
- Plan to market program through community colleges, training programs, Building Performance Institute, and Building Performance Association.
- Underdeveloped sustainability strategy, long-term sustainability plan unclear.
- More detail on subcontractor budgets desired.

C. Program Structure, Outcomes, and Objectives

- Demonstrates market knowledge of needs, opportunities, and barriers facing Maine companies/entrepreneurs

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Coastal Enterprises, Inc

**DATE:** 10/4/2023

- Narrative establishes compelling linkages between the target industry subsector(s), the critical business challenges firms in these sub-sectors face; and the services offered to help firms address those challenges.
- Demonstrates market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean energy and climate change.
- Program offering demonstrates understanding of needs and barriers within weatherization industry, problems facing rural Maine. Leverages successful small business development programs responsive to local needs.
- Well-developed strategy for recruiting, retaining, and/or serving underrepresented populations, proactive (leverage existing programs, partners), have demonstrated track record of success.
- Objectives reference broader clean energy and climate goals for Maine.
- Financial counseling aims to make participants lending-ready and provides onramp to lending through CDFI. 6-week long cohort trainings may not provide level of training intensity needed to reach some goals.
- More detail desired on metrics and milestones for program participants

**II. Implementation – Workplan**

- Several components of program still need to be developed – potentially poses risk to timeline and ability to serve desired number of participants.
- Recruitment likely to be a challenge – outreach strategy needs to be very strong with the right partnerships in place to support.
- Project management approach demonstrated in workplan. Evaluation period built into project timeline, sequencing of activities is clear.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Coastal Enterprises, Inc

**DATE:** 10/4/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

---

Lowest Submitted Cost Proposal	÷	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$5,923.34</b>	÷	<b>\$10,000</b>	x	<b>25 points</b>	=	<b>14.81</b>

**Evaluation Team Comments:**

Accelerator

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** ClimateWork Maine

**DATE:** 10/2/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>10</b>
Section III. Proposed Services	<b>45</b>	<b>17</b>
Section IV. Cost Proposal	<b>25</b>	<b>25</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>52</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** ClimateWork Maine

**DATE:** 10/2/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Included
  - B. Documentation of Incorporation
    - Included

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** ClimateWork Maine

**DATE:** 10/2/2023

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

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>10</b>

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**Evaluation Team Comments:**

II. Organization Qualifications and Experience

A. Overview of the Organization

- Maine-based non-profit 501(c)(3) established in 2021.
- Provides services and networking to support and promote Maine companies with a focus on climate solutions.
- Membership includes 65 businesses representing construction, engineering, IT, insurance, legal, real estate, renewable energy, sustainability, utility, other.
- Director is former Executive Director of E2Tech
- Organization notes limited current fiscal management capabilities

B. Project Descriptions

- Summit on Maine's Economy & Climate Change (May 2023) – brought together 500 participants to discuss Maine's economy and the impact of climate change to businesses. Included follow-up contact with businesses interested in implementing sustainability solutions.
- Communication project to disseminate summary of climate provisions included in the Inflation Reduction Act.
- Project examples demonstrate limited breadth of organizational activities to date. Project examples do not sufficiently demonstrate experience and qualifications to provide the requested services in the RFP.

C. Subcontractors

- E2Tech
- GMRI

D. Organizational Chart

- Included

E. Litigation

- Statement provided

F. Financial Viability

- Founded in 2021 – no financials available prior

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** ClimateWork Maine

**DATE:** 10/2/2023

- Banking Summary provided (2021)
- Balance Sheet provided (2022)
- Profit and Loss Statement provided (2022)
- 990-EZ form provided (2022)
- 990-N form provided (2021)
- Funding request significantly greater than current net assets (2022) and income (2022), organization notes limited current internal capacity for grant management.

G. Licensure/Certification

- None provided

H. Certificate of Insurances

- Provided

I. Letters of Support

- Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** ClimateWork Maine

**DATE:** 10/2/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>17</b>

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**Evaluation Team Comments:**

I. Project Narrative

A. Project Overview

- Maine Cleantech Action Business & Innovation Network (Maine CABIN) – hybrid delivery of services including:
  1. Business engagement events (4)
  2. Regional connection meetings (in 12/16 Maine counties)
  3. Business assessment (156 businesses/startups)
  4. Resource library & toolkit (incentives/funding opportunities, lessons learned/case studies, upcoming events, action plans/how-to's, public, private, and nonprofit resources)
  5. Economic, supply chain, & workforce development meetings (6-8 regional meetings)
  6. Incubator business support services (1-2 each in 6 incubators around the state)
  7. On the Pathway to 100% Clean Energy campaign (enroll 20 companies)
  8. NECEC navigate – entrepreneur sponsorships

B. Business Model

- Funds used for organization staff and operations, contractor/partner support for deliverables, development and implementation of deliverables.
- Funds to be partially matched with membership dues, event fees, and sponsorships/donations.
- Underdeveloped sustainability strategy. Proposal lacks detail on steps to keep projects operating and adapted to new needs beyond the funds made available through this offering.
- Resources allocated to technical assistance provided to participants unclear.

C. Program Structure, Outcomes, and Objectives

- Demonstrates market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean energy and climate

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** ClimateWork Maine

**DATE:** 10/2/2023

change, but limited demonstration of technical expertise of network related to overcoming common challenges faced by CE/EE/cleantech startups on their paths to commercialization.

- Limited intensity of offering to any given business may limit quantifiable outcomes. Breadth of offerings targeting broader business community may limit impact, proposal did not discuss strategy to limit that risk.
- Some offerings appeared duplicative of existing State initiatives without clear marginal value added.
- Underdeveloped strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs.
- Methodology for reaching target number of participants is clear.
- Stacking/funnel for light-to-heavy impact activities reasonably clear.
- Virtual offerings make it easier to reach businesses throughout the state.
- Metrics and milestones included, clear.

**II. Implementation – Workplan**

- Received LOS from subcontractors and partners responsible for carrying out project activities, but specific roles and expectations unclear
- Project management approach not clearly demonstrated in workplan. Tasks are high-level, more detail desired on timelines associated with activities. Sequencing of activities is unclear.
- Includes development of new business assessment tool but unclear of marginal value added or how the tool supports other activities.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** ClimateWork Maine

**DATE:** 10/2/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	,	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$533.56</b>	,	<b>\$533.56</b>	<b>x</b>	<b>25 points</b>	<b>=</b>	<b>25</b>

**Evaluation Team Comments:**

Business support services



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Central Maine Growth Council

**DATE:** 10/4/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>22</b>
Section III. Proposed Services	<b>45</b>	<b>30</b>
Section IV. Cost Proposal	<b>25</b>	<b>25</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>77</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Central Maine Growth Council

**DATE:** 10/4/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Central Maine Growth Council

**DATE:** 10/4/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>22</b>

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**Evaluation Team Comments:**

II. Organization Qualifications and Experience

A. Overview of the Organization

- Maine-based nonprofit 501(c)(6) founded in 2001.
- Public-private regional economic development partnership funded by municipalities and businesses in the greater Waterville area.
- Dirigo Labs “innovation arm”; regional startup accelerator based in Waterville Maine.
- Regional innovation hub and spoke approach established in 2021; existing suite of services focused on clean tech business incubation and acceleration, workforce development, academic partnerships, infrastructure and networking.
- Existing portfolio of companies does not include clear clean energy/cleantech focus, but demonstrates meaningful, recent track record of success for some companies.

B. Project Descriptions

- MTI via Dirigo Labs – launched accelerator in 2021, served 24 companies to date including aerospace, manufacturing, carbon capture and storage, and renewable energy. Cohort members raised \$1.89 million in grant funding, \$1.5 million in capital, created 48 jobs, and secured 20 investor referrals.
- City of Waterville via CMGC – various economic development projects for City of Waterville including development of Local Façade and Building Improvement Grant Program, site planning for businesses and entrepreneurs, technical assistance for businesses and entrepreneurs, securing and managing funding from federal programs.
- Town of Oakland via CMGC – economic development projects for Town of Oakland focused on municipal revitalization and comprehensive plan development.

C. Subcontractors

- None identified

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Central Maine Growth Council

**DATE:** 10/4/2023

D. Organizational Chart

- Provided

E. Litigation

- Not provided

F. Financial Viability

- Balance Sheets provided (2021-2023)
- Profit and Loss provided (2021-2023)

G. Licensure/Certification

- NA

H. Certificate of Insurances

- Provided

I. Letters of Support

- Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Central Maine Growth Council

**DATE:** 10/4/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>30</b>

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**Evaluation Team Comments:**

- Project Narrative
  - A. Project Overview
    - Dirigo Labs cleantech accelerator – hybrid delivery of services including:
      1. Virtual and in-person workshop sessions (3 per week)
      2. 17-week curriculum focused on strategic marketing, capital strategy, fundraising readiness, public incentives, intellectual property management, workforce development, regulatory & policy environments, revenue modeling
      3. Mentorship matching with Temporary Advisory Board
      4. Sponsorships for conference attendance
      5. Networking
      6. Facility/innovation hub access
      7. R&D support
      8. Workforce development
      9. Pitch contest and prize award
    - Facilities: Dirigo Labs' dedicated entrepreneurs' space and the Bricks Coworking and Innovation space. Facilities described may not be able to support companies that have specific needs for industrial space or lab space.
    - Program focus includes renewable energy, energy efficiency, green transportation, waste/water management, environmental monitoring, clean energy infrastructure.
    - Highlighted partners include UMaine, MTI, CORI.
  - B. Business Model
    - Business model includes mix of revenue sources: coworking fees, grants & philanthropy, sponsorships, investors and memberships, fiscal agent fees and grant administration.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Central Maine Growth Council

**DATE:** 10/4/2023

- Funds used for: staff, travel, subcontractors (Entrepreneurs-in-Residence), facilities, “ecosystem” (professional development, conferences, catering).
- More detail desired on long-term sustainability plan; slightly underdeveloped sustainability strategy.
- Offers partnership with mentors with deep clean energy/cleantech expertise, leverages mix of local and national partners. Unclear how mentors will be supported or compensated for their time.

C. Program Structure, Outcomes, and Objectives

- Demonstrates market knowledge of needs, opportunities, and barriers facing Maine companies/entrepreneurs
  - Narrative establishes linkages between the target industry subsector(s), the business challenges firms in these sub-sectors face; and the services offered to help firms address those challenges. Program duration/structure appears well-matched to desired outcomes.
  - Intake process for clean energy and energy efficiency businesses and cleantech startups and entrepreneurs well-described including target participants/selection criteria.
  - Intake process/criteria appear to be well-aligned with commercial viability. Focus on fundable research projects through SBIR and STTR appropriate for clean energy/cleantech.
  - Underdeveloped strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs, strategy not clearly integrated in program delivery approach.
  - Metrics and milestones included, clear. Performance metrics and KPIs for startups well-developed.
- Implementation – Workplan
    - Project management approach not clearly demonstrated in workplan. Tasks are high-level, more detail desired on subtasks and timelines associated with activities.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Central Maine Growth Council

**DATE:** 10/4/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal		Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$5,923.34</b>		<b>\$5,923.34</b>	<b>x</b>	<b>25 points</b>	<b>=</b>	<b>25</b>

**Evaluation Team Comments:**

Accelerator

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Environmental and Energy Technology Council of Maine

**DATE:** 10/2/23

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>18</b>
Section III. Proposed Services	<b>45</b>	<b>14</b>
Section IV. Cost Proposal	<b>25</b>	<b>17.79</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>49.79</u></b>



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Environmental and Energy Technology Council of Maine

**DATE:** 10/2/23

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Not provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Environmental and Energy Technology Council of Maine

**DATE:** 10/2/23

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>18</b>

**Evaluation Team Comments:**

**II. Organization Qualifications and Experience**

**A. Overview of the Organization**

- Maine-based non-profit 501(c)(3) established in 2002.
- Provides programming and connection to investment and funding opportunities, mentors, strategic partners, and business and technical information through public forums.
- Experience working with State and quasi-State agencies on economic development strategy development and implementation.
- Membership represents 500 institutions, organizations, and agencies.
- Significant organizational experience but new leadership and staff for proposed project.

**B. Project Descriptions**

- GOPIF through Clean Transportation Roadmap -- stakeholder engagement, which included four advisory group meetings, bi-weekly steering committee meetings, public engagement sessions, frontline community listening sessions, and a short public engagement survey.
- MTI through Environmental Technology Board – Collaboration to recruit and train Environmental Technology Board within MTI.
- GEO through SHOPP survey– bi-weekly survey of heating fuel prices at 90 fuel retail sites statewide.

**C. Subcontractors**

- Brandt Associates
- Educate Maine
- University of Maine Portland Gateway - Student interns

**D. Organizational Chart**

- Provided
- New hire – Program Manager
- Finance manager (Contractor)
- PR/Marketing manager (Contractor)

**E. Litigation**

- Statement provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Environmental and Energy Technology Council of Maine

**DATE:** 10/2/23

F. Financial Viability

- Balance Sheets provided (2020-2023)
- Profit and Loss provided (2020-2023)

G. Licensure/Certification

- None provided

H. Certificate of Insurances

- Provided

I. Letters of Support

- Provided from subcontractors and partners

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Environmental and Energy Technology Council of Maine

**DATE:** 10/2/23

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>14</b>

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**Evaluation Team Comments:**

- Project Narrative
  - A. Project Overview
    - Project to provide hybrid delivery of services including:
      1. Workforce attraction campaign – major cities
      2. Workforce outreach/awareness building campaign – Maine-based
      3. Marketing/outreach campaign – remote workers
    - Industry sub-sectors:
      1. Renewable electric power generation – solar, wind, geothermal, biomass, and hydro
      2. Energy grid and energy storage – transmission and batteries
      3. Energy efficiency – insulation, HVAC, and ENERGY STAR certified items.
      4. Renewable fuels – manufacture of pellets, biodiesel, hydrogen, and other fuels
      5. Alternative transportation – purchase and use of vehicles and the design of roads, trails, and transportation systems supporting non-carbon-based movement
  - B. Business Model
    - Funds used for organization staff and operations, contractor/partner support of deliverables. Contractor/partner work focuses on marketing/outreach/recruitment and education initiatives.
    - Underdeveloped sustainability strategy. Identifies goal to increase share of revenue from out-of-state sources, but lacks detail on strategy to deliver on the goal.
  - C. Program Structure, Outcomes, and Objectives
    - Proposed project lacks sufficient alignment with scope of services sought by the RFP: job placement and workforce attraction components of proposal may be outside of scope, narrow scope of services delivered limits program impact.
    - Demonstrates market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean energy and climate

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Environmental and Energy Technology Council of Maine

**DATE:** 10/2/23

change. Demonstrates knowledge of needs, opportunities, and barriers facing Maine CE/EE companies/entrepreneurs, challenges facing Maine workforce, population trends, and ability to meet goals related to clean energy workforce attraction and recruitment.

- Intended result of business support services program is for entrepreneurs to have greater access to hourly workers, technical workers, and other professionals.
  - Underdeveloped strategy for conversion of deep/shallow engagement to targeted outcomes.
  - Some offerings appeared duplicative of existing initiatives without clear marginal value added.
  - Diversity, equity, and inclusion plan demonstrates understanding of opportunities for growth, strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs is somewhat under-developed.
  - Metrics and milestones included, clear. Monitoring methodologies proposed for all metrics, associated with specific activities.
- 
- Implementation – Workplan
    - Project management approach demonstrated in workplan. Tasks are sufficiently detailed and timelines associated with activities are clear. Clearly links workplan and activities to specific metrics and outcomes.
    - Some activities appear not to be strongly linked to program goals/outcomes sought by RFP.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Environmental and Energy Technology Council of Maine

**DATE:** 10/2/23

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	,	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$533.56</b>	,	<b>\$750</b>	<b>x</b>	<b>25 points</b>	<b>=</b>	<b>17.79</b>

**Evaluation Team Comments:**

Business support services

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Eastern Maine Development Corporation

**DATE:** 10/2/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>16</b>
Section III. Proposed Services	<b>45</b>	<b>19</b>
Section IV. Cost Proposal	<b>25</b>	<b>1.85</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>36.85</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Eastern Maine Development Corporation

**DATE:** 10/2/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Provided



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Eastern Maine Development Corporation

**DATE:** 10/2/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>16</b>

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**Evaluation Team Comments:**

II. Organization Qualifications and Experience

A. Overview of the Organization

- Nonprofit 501(c)(3) with 53 years experience providing technical assistance/services to communities, businesses, and people in Penobscot, Piscataquis, Hancock, and Waldo counties: workforce development, business technical assistance, community impact lending, PTAC government contracting, DBE assistance, land-use/climate/housing/transportation planning.
- Experience working with various State agencies with grant funding.
- Organization does not demonstrate significant technical experience or expertise with clean energy/clean tech – specifically building/growing/operating a clean energy/clean tech business.
- Demonstrates expertise in economic development, experience working with diverse local entities.

B. Project Descriptions

- DECD through Community Development Block Grant – provided business services, counseling, and referrals including business plan development, workforce development, project development, and technical assistance on grant applications to State programs.
- EDA Department of Commerce – created Community Economic Development Strategy for eastern/northern Maine including convening of 60-member task force.
- DECD through Economic Recovery Implementation Regional Hubs – ongoing project to provide technical assistance to businesses, entrepreneurial training w/partners, small business grants. Awarded 18 grants to businesses since Spring 2023.
- Outcomes related to past projects unknown.
- Project examples do not demonstrate significant experience or expertise with clean energy/clean tech.

C. Subcontractors

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Eastern Maine Development Corporation

**DATE:** 10/2/2023

- Bangor Innovation Center
- Bangor Target Area Development Corp/UpStart Center for Entrepreneurship
- D. Organizational Chart
  - Provided
- E. Litigation
  - Statement provided
- F. Financial Viability
  - Balance Sheets provided (2019-2022)
  - P&Ls provided (2019-2022)
  - Refers to independent auditors' report and notes to financial statements but documents not included in proposal.
- G. Licensure/Certification
  - None provided
- H. Certificate of Insurances
  - Provided
- I. Letters of Support
  - Provided from project partners

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Eastern Maine Development Corporation

**DATE:** 10/2/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section III. Proposed Services	<b>45</b>	<b>19</b>

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**Evaluation Team Comments:**

I. Project Narrative

A. Project Overview

- Project includes hybrid delivery of services including:
  1. Mentoring and 1:1 technical assistance (25 annually)
  2. Providing access to physical space
  3. Outreach and engagement
  4. Linking startups and entrepreneurs to each other
- Proposes to build a partnership to support clean energy and energy efficiency small businesses that lead to economic growth, job creation, and an increase in clean and alternative energy options for consumers. The primary goals of the project will be to:
  1. Reduce Maine's reliance on fossil fuels
  2. Reduce carbon emissions
  3. Increase affordable energy options for consumers
  4. Increase opportunities for livable wage jobs and a trained workforce for clean energy industries

B. Business Model

- Funds used for organization staff, travel, supplies, contracts (BIC-hosting; BTADC- staff).
  1. New hire to provide market research and analysis.
- Strategy for long-term sustainability uncertain
- Resources allocated to technical assistance unclear.

C. Program Structure, Outcomes, and Objectives

- Demonstrates market knowledge of needs, opportunities, and barriers facing Maine companies/entrepreneurs. Limited demonstration of technical expertise of network related to overcoming common challenges faced by CE/EE/cleantech startups on their paths to commercialization.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Eastern Maine Development Corporation

**DATE:** 10/2/2023

- Does not address in detail how the proposed program will address challenges and barriers or leverage existing strengths specific to the applicable industry sub-sector(s).
- Client focus includes rural entrepreneurs, cleantech innovators, youth, innovators from immigrant communities.
- Some offerings appear duplicative of existing offerings within the clean energy ecosystem without clear description of marginal value added.
- Demonstrate knowledge of tool used for startup investment in Maine, regional startup and entrepreneurial programs.
- Proposal categorizes itself at business support services, but does include use of physical incubator space representing significant amount of program expenses.
- Low level of intensity of offerings is difficult to reconcile with targeted outcomes.
- Well-developed strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs. Relationships with stakeholders already in place.
- Proposed activities embedded within broader regional economic development strategy.
- Metrics and measures of success not sufficiently described.

II. Implementation – Workplan

- Project management approach clearly described.
- Long runway for planning and strategy development – less time for implementation tasks

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Eastern Maine Development Corporation

**DATE:** 10/2/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	÷	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$533.56</b>	÷	<b>\$7,317</b>	<b>x</b>	<b>25 points</b>	<b>=</b>	<b>1.85</b>

**Evaluation Team Comments:**

Business support services

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Energy Sage

**DATE:** 10/2/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Fail
Section II. Organization Qualifications and Experience	N/A	N/A
Section III. Proposed Services	N/A	N/A
Section IV. Cost Proposal	N/A	N/A
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>N/A</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Energy Sage

**DATE:** 10/2/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Not provided
  - B. Documentation of Incorporation
    - Not provided

Disqualified, did not submit Appendix B as required by the RFP.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Northeastern University

**DATE:** 10/11/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>24</b>
Section III. Proposed Services	<b>45</b>	<b>40</b>
Section IV. Cost Proposal	<b>25</b>	<b>25</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>89</u></b>



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Northeastern University

**DATE:** 10/11/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Northeastern University

**DATE:** 10/11/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>24</b>

**Evaluation Team Comments:**

**II. Organization Qualifications and Experience**

**A. Overview of the Organization**

- Roux Institute at Northeastern University: part of global system of 14 campuses, Maine-based
- Existing programming for entrepreneurs includes Founder Residency, Future of Healthcare Residency, Start Summit, Embedded Partner program, Mentor network, Startup networking events.
- Northeastern University/Roux Institute Climate+AI Initiative, Advanced Manufacturing Lab, Institute for Experiential AI
- Venture Creation and Acceleration team collectively raised \$500M in venture funding

**B. Project Descriptions**

- Future of Healthcare Founder Residency – program supporting healthcare entrepreneurs in hybrid accelerator/incubator model, raised \$3.5M; focus on digital health, tech, biotech, clinical innovation.
- Founder Residency – year-long program co-locates BIPOC, LGBTQ+, Female founders on campus for a business accelerator w/\$25k non-dilutive grant; have run 4 cohorts.
- Start Summit – idea hackathons; held 8 in multiple counties in Maine.
- Success metrics/outcomes for startups from programs provided in project narrative.

**C. Subcontractors**

- E2Tech
- Startup Maine
- Greentown Labs

**D. Organizational Chart**

- Provided
- Team includes staff with relevant startup/entrepreneurial and technical experience

**E. Litigation**

- Statement provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Northeastern University

**DATE:** 10/11/2023

F. Financial Viability

- Consolidated financial statements and audit reports provided (2020, 2021, 2022)

G. Licensure/Certification

- Provided
- Registrations provided

H. Certificate of Insurances

- Provided

I. Letters of Support

- Provided
- Letters of support for proposal include potential member startups, corporate partners/sponsors/funders, programming delivery partners, subject-matter experts, facility partners, capital providers, consultants, legal, advisors.
- LOS includes financial commitments from partners.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Northeastern University

**DATE:** 10/11/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>40</b>

---

**Evaluation Team Comments:**

I. Project Narrative

A. Project Overview

- Incubator+ program to provide hybrid delivery of services including:
  1. Access to Capital
    - a. Investor workshops
    - b. Investor networking
    - c. SBIR/STTR support
  2. Mentorship and Professional Services
    - a. Pro-bono support from law firms
    - b. Design, business, and legal fellows
    - c. Mentor network
    - d. Entrepreneurs-in-residence program
  3. Programming
    - a. Climate+AI speaker series
    - b. E2Tech speaker series
    - c. CE/EE+AI networking
    - d. CE/EE+AI Start Summit
- Space for up to 20 startups at a time to co-locate at Roux Institute, focus on AI, machine learning and data visualization for CE challenges.
- Facilities – Roux Institute campus, advanced manufacturing lab (Portland), TechWorks (Brunswick), The Nature Conservancy (Portland), Advanced Manufacturing Center (Orono), Maker Innovation Studio (Portland)
- Target companies in each of industry sub-sectors with focus on companies using AI and machine learning.

B. Business Model

- Funds used for staff, programming, partner facilities, events, marketing/branding, consulting. Includes two full-time staff dedicated to providing business services for startups/participants.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Northeastern University

**DATE:** 10/11/2023

- Sustainability plan discussed; corporate sponsorship (some already received), membership dues, future grant funding. Facility development plan well-aligned to support programs.
- Some partner commitments ambiguous about participant access requirements
- Have secured investment commitment of \$1M from Maine Venture Fund

C. Program Structure, Outcomes, and Objectives

- Demonstrates market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean energy and climate change, including AI and machine learning-specific challenges.
- Strong demonstration of technical expertise of network related to overcoming common challenges faced by CE/EE/cleantech startups on their paths to commercialization. Demonstrated strong track record of supporting entrepreneurs.
- Narrative establishes compelling linkages between the target industry subsector(s), the critical business challenges firms in these sub-sectors face; and the services offered to help firms address those challenges.
- Partnerships established in Maine to support programming, regional partners bring relevant expertise.
- Program design somewhat complex, may be difficult to communicate offerings (mix of high-mid-low intensive offerings including community events).
- Intake process for clean energy and energy efficiency businesses and cleantech startups and entrepreneurs well-described including target participants/selection criteria. Target startup maturity level somewhat unclear.
- Well-developed strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs, proactive (reserved fellowship slots, outreach strategies), have demonstrated track record of success.
- Metrics and milestones included, discussion somewhat limited.

II. Implementation – Workplan

- Project management approach demonstrated in workplan. Tasks are detailed, clear timelines associated with activities.
- Includes clear plan for marketing and recruitment, key events used to build momentum. Aggressive timing.
- Detailed, thoughtful timing of partner engagement.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Northeastern University

**DATE:** 10/11/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

---

Lowest Submitted Cost Proposal		Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$243.75</b>		<b>\$243.75</b>	<b>x</b>	<b>25 points</b>	<b>=</b>	<b>25</b>

**Evaluation Team Comments:**

Incubator

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** passivhausMAINE

**DATE:** 10/16/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>13</b>
Section III. Proposed Services	<b>45</b>	<b>14</b>
Section IV. Cost Proposal	<b>25</b>	<b>5.30</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>32.30</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** passivhausMAINE

**DATE:** 10/16/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Provided



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** passivhausMAINE

**DATE:** 10/16/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>13</b>

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**Evaluation Team Comments:**

II. Organization Qualifications and Experience

A. Overview of the Organization

- Maine-based nonprofit 501(c)(3) with 10 years work in high performance building best practices; instructors run ~25 classes reaching 250 participants annually
- Past partners include University of Maine, Penn State University, RMI/ABC Collaborative, VEIC (the Vermont Energy Investment Corporation), HELM Construction Solutions

B. Project Descriptions

- One provided, discusses in-person builder trainings currently being delivered in Maine; “Meeting Maine’s Energy code”, “Planning a Maine Retrofit”, and “High Performance Components”.

C. Subcontractors

- Curriculum development consultant – Anna Heath
- Business training + DEI consultant – HELM Construction Solutions
- Harold Alfond Foundation Registration Management
- passivhausMAINE instructors – Jesper Kruse, Hans Breaux, Eric Durbas, Alan Gibson, Merideth Randolph, Claire Betz
- Maine Blower Door Testing

D. Organizational Chart

- Provided

E. Litigation

- Statement provided

F. Financial Viability

- Profit and Loss provided (20/21, 21/22, 22/23)
- Balance Sheet provided (2021, 2022, 2023)

G. Licensure/Certification

- None provided

H. Certificate of Insurances

- Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** passivhausMAINE

**DATE:** 10/16/2023

- I. Letters of Support
  - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** passivhausMAINE

**DATE:** 10/16/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>14</b>

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**Evaluation Team Comments:**

I. Project Narrative

A. Project Overview

- Incubator program - propose hybrid delivery of services including:
  1. Builder business and apprentice certificate trainings (8 weeks, 3x per year)
  2. Construction business basics (12 weeks, 2x per year)
  3. Micro-classes and workshop trainings (12+)
  4. Facility space
  5. Community engagement events
- Certification/apprenticeship track and non-certification track offered
- Facilities plan somewhat unclear

B. Business Model

- Vague justification for specific budget, especially partners – unclear what level of effort is associated with subcontractor budgets
- Underdeveloped sustainability strategy.
- Funds used for staff (incl. site manager for facility), travel, equipment & supplies (tools, safety equipment, workshop supplies), office equipment, subcontractors, facility rent/buildout/maintenance/insurance, marketing, networking events, staff professional development

C. Program Structure, Outcomes, and Objectives

- Proposed project lacks sufficient alignment with scope of services sought by the RFP: job training and talent development (apprenticeship) components of proposal may be outside of scope.
- Demonstrates market knowledge of broader needs, opportunities, and barriers facing Maine companies related to energy efficiency, but limited demonstration of technical expertise of network related to overcoming common challenges faced by EE contractors.
- Underdeveloped strategy for recruiting CE & EE businesses, startups, and founders, lacks detail on intake process for clean energy and

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** passivhausMAINE

**DATE:** 10/16/2023

energy efficiency businesses and cleantech startups and entrepreneurs.

- No apparent strategy for helping participants access financial resources to grow their businesses
- Limited intensity of offering to any given business may limit quantifiable outcomes.

II. Implementation – Workplan

- More detail desired – project management plan unclear

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** passivhausMAINE

**DATE:** 10/16/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	÷	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$243.75</b>	÷	<b>\$1,670.00</b>	x	<b>25 points</b>	=	<b>5.30</b>

**Evaluation Team Comments:**

Incubator

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Plug & Play

**DATE:** 10/4/23

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>17</b>
Section III. Proposed Services	<b>45</b>	<b>8</b>
Section IV. Cost Proposal	<b>25</b>	<b>4.88</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>29.88</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Plug & Play

**DATE:** 10/4/23

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Plug & Play

**DATE:** 10/4/23

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>17</b>

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**Evaluation Team Comments:**

II. Organization Qualifications and Experience

A. Overview of the Organization

- California-based LLC with 50 global locations in 20 countries.
- Focuses on 20+ industry-specific verticals including Advanced Manufacturing, Real Estate & Construction, Sustainability, Supply Chain, Mobility, Smart Cities, Energy, New Materials & Packaging.
- Global Overseas Acceleration & Learning program (GOAL)

B. Project Descriptions (10)

- Lamarka Consulting Services via GOAL – 8-week accelerator and “Silicon Valley immersion experience” for 10 startups; includes workshops, mentoring, field trips networking events, pitch event.
- Dominion Energy via Lyra Innovation Lab – helped build innovation program within Dominion to spin off internal startup ideas.
- Silicon Valley Immersion Program via NEDO – hybrid accelerator program for 8 deep tech startups from Japan.
- Project examples demonstrate significant experience running accelerator programs like what is proposed.
- Project examples do not clearly demonstrate working with cleantech/clean energy companies.
- Project examples do not include success metrics/outcomes

C. Subcontractors

- None identified

D. Organizational Chart

- Provided

E. Litigation

- Statement provided, Plug & Play, LLC has been involved in employment disputes over the last 5 years.

F. Financial Viability

- Balance Sheets (2020-2022)
- Profit and Loss (2020-2022)



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Plug & Play

**DATE:** 10/4/23

G. Licensure/Certification

- Provided (ISO/IEC 27001:2022 – Information Security Management System)

H. Certificate of Insurances

- Provided

I. Letters of Support

- Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Plug & Play

**DATE:** 10/4/23

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>8</b>

---

**Evaluation Team Comments:**

- Project Narrative
  - A. Project Overview
    - Silicon Valley Immersion Program – hybrid delivery of services including:
      1. Interactive workshops with subject-matter experts
      2. Fireside chats/panel discussions with industry experts, founders, corporate partners
      3. Mentoring and coaching sessions
      4. Networking and events
      5. Pitch opportunities and polishing sessions
      6. Relevant corporate partner/tech company visits in the Bay Area
    - 4-week long accelerator program for cleantech startups, designed to provide access to industry expertise and mentorship, exposure to investors and corporate executives, education and discovery, and exposure to silicon valley ecosystem
  - B. Business Model
    - Unclear which personnel would lead the Maine project
    - Program doesn't include transportation or housing costs for participants, creating significant barriers to entry to Maine companies/entrepreneurs.
    - Underdeveloped sustainability strategy. Long-term sustainability plan not discussed in detail.
  - C. Program Structure, Outcomes, and Objectives
    - Limited demonstration of market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean energy and climate change. Limited demonstration of market knowledge of specific barriers facing Maine companies and entrepreneurs.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

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**DATE:** 10/4/23

- Limited demonstration of technical expertise related to overcoming common challenges faced by CE/EE/cleantech startups on their paths to commercialization.
  - Metrics and milestones not discussed: KPIs and success metrics established between startup and Plug & Play prior to the program.
  - Offering participants significant exposure to national investors, corporate partners, technical experts.
  - Appear to have strong general entrepreneurship training curriculum, appears to have limited specific curriculum on clean energy/energy efficiency/cleantech.
  - Underdeveloped strategy for recruiting CE & EE businesses, startups, and founders. Limited discussion of recruitment methods or target maturity level of participating firms.
  - Underdeveloped strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs.
- 
- Implementation – Workplan
    - Open call for applications (intake process) outlined in workplan.
    - Lead-time for participants to arrange transportation and housing is short; likely creates significant barriers to participation.
    - Demo day occurs on last day of project performance period.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Plug & Play

**DATE:** 10/4/23

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	÷	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$5,923.34</b>	÷	<b>\$30,330</b>	x	<b>25 points</b>	=	<b>4.88</b>

**Evaluation Team Comments:**

Accelerator

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Town of East Millinocket

**DATE:** 10/16/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>11</b>
Section III. Proposed Services	<b>45</b>	<b>6</b>
Section IV. Cost Proposal	<b>25</b>	<b>0.20</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>17.20</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Town of East Millinocket

**DATE:** 10/16/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

---

**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Not provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Town of East Millinocket

**DATE:** 10/16/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>11</b>

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**Evaluation Team Comments:**

- II. Organization Qualifications and Experience
  - A. Overview of the Organization
    - Town of East Millinocket is lead applicant, project led by Acadia Capital Management
  - B. Project Descriptions
    - Acadia Capital Management
  - C. Subcontractors
    - Acadia Capital Management
    - Katahdin Higher Education Center
  - D. Organizational Chart
    - Not provided
  - E. Litigation
    - Not provided
  - F. Financial Viability
    - Not provided
  - G. Licensure/Certification
    - Not provided
  - H. Certificate of Insurances
    - Not provided
  - I. Letters of Support
    - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Town of East Millinocket

**DATE:** 10/16/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>6</b>

---

**Evaluation Team Comments:**

I. Project Narrative

A. Project Overview

- Propose hybrid incubation/acceleration/business technical assistance program in six stages, including:
    1. Stage 1
      - a. Develop cohort profiles
      - b. Establish service networks and program parameters
    2. Stage 2
      - a. Technical assistance
      - b. Market research/analysis
      - c. Product analysis
      - d. Technical/engineering support
      - e. Facility design support
      - f. Capital stack development support
    3. Stage 3
      - a. Workforce training/skills development
      - b. Operation costs analysis
    4. Stage 4
      - a. Synergies and joint operations
    5. Stage 5
      - a. Replication
      - b. Expand services into new markets
    6. Stage 6
      - a. Create rural innovation network
  - Targeted industry sub-sectors: renewable electric power generation, alternative fuels and natural resource industries, energy efficiency
  - Facilities: 16,000 sq. ft warehouse facility at East Millinocket mill site. Project goal to accelerate development of energy projects on mill site campus.
- B. Business Model
- Funds used for travel, supplies, subcontractors.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Town of East Millinocket

**DATE:** 10/16/2023

- Underdeveloped sustainability strategy: proposal mentions competitive funding opportunities, but outcomes are uncertain.

C. Program Structure, Outcomes, and Objectives

- Proposed project lacks sufficient alignment with scope of services sought by the RFP: job training and talent development components of proposal may be outside of scope, narrow geographic focus limits program impact.
- Demonstrates market knowledge of local economic development barriers, opportunities, and resources, limited demonstration of technical expertise of network related to overcoming common challenges faced by CE/EE/cleantech startups on their paths to commercialization.
- Limited demonstration of technical expertise of network related to overcoming common challenges faced by CE/EE/cleantech startups on their paths to commercialization.
- Underdeveloped strategy for recruiting new CE & EE businesses, startups, and founders.
- Strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs is not discussed.
- Limited discussion of metrics/target outcomes for businesses.

II. Implementation – Workplan

- Project management approach not clearly demonstrated in workplan. Tasks are high-level, more details desired on timelines associated with activities.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** Town of East Millinocket

**DATE:** 10/16/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	÷	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$243.00</b>	÷	<b>\$30,000</b>	x	<b>25 points</b>	=	<b>0.20</b>

**Evaluation Team Comments:**

Incubator

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** University of Maine

**DATE:** 10/11/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>24</b>
Section III. Proposed Services	<b>45</b>	<b>27</b>
Section IV. Cost Proposal	<b>25</b>	<b>1.44</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>52.44</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** University of Maine

**DATE:** 10/11/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** University of Maine

**DATE:** 10/11/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>24</b>

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**Evaluation Team Comments:**

II. Organization Qualifications and Experience

A. Overview of the Organization

- University of Maine – state land-grant and sea-grant institution; nonprofit 501(c)(3).
- Existing programming for entrepreneurs includes Foster Center for Student Innovation, Office of Strategic Partnerships, Innovation, Resources, and Engagement (SPIRE), Maine Innovation Research Accelerator (MIRTA), Bangor-area Top Gun accelerator.
- Team includes significant technical subject-matter expertise, unclear expertise of network in founding/growing startups.

B. Project Descriptions

- Various clients via Maine Aquaculture Innovation Center, UpStart Maine – provide specialized incubator services to new Maine aquaculture companies at land-based recirculation aquaculture system business incubator (Center for Cooperative Aquaculture Research), location with shellfish hatchery, algal production facilities, flowing seawater laboratories, experimental aquaculture leases for shellfish and seaweed (Darling Marine Center).
- Various clients via Innovate for Maine Fellows program – program matches college students with startups and innovation roles at existing companies.
- Governor's Energy Office via OffshoreWind4Maine – workforce development project including development of microcredential courses, graduate/undergraduate courses, and establishing undergraduate concentration in offshore wind engineering.
- Did not provide significant detail on performance metrics/results for projects – unclear how many students/participants currently engage in these programs based on information provided
- Client contacts not provided

C. Subcontractors

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** University of Maine

**DATE:** 10/11/2023

- None identified
- D. Organizational Chart
  - Provided
- E. Litigation
  - Provided
- F. Financial Viability
  - Audited financial reports provided (2020, 2021, 2022)
- G. Licensure/Certification
  - Not provided
- H. Certificate of Insurances
  - Provided
- I. Letters of Support
  - Provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** University of Maine

**DATE:** 10/11/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>27</b>

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**Evaluation Team Comments:**

I. Project Narrative

A. Project Overview

- CleanEnergy4Maine incubator program with hybrid delivery of services (mostly in person) including the following activities:
  1. Early-stage startups
    - a. Competitive grants
    - b. Shared workspace
    - c. Research infrastructure access
    - d. Capstone-student collaboration
    - e. Faculty mentoring
    - f. Workshops & courses
    - g. Industry networking
    - h. Business coaching
    - i. Funding strategy assistance
    - j. Access to interns
  2. Mid-stage startups & businesses
    - a. Specialized faculty mentoring
    - b. Shared workspace
    - c. Research infrastructure access
    - d. Specialized business support
    - e. Access to interns
    - f. Workshops & courses
  3. New student-led startups
    - a. Competitive grants
    - b. Faculty mentoring
    - c. Research infrastructure access
    - d. Business skills mentoring
    - e. Co-working space
- Specific industry sub-sector focus on building energy efficiency and renewable electric power generation.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** University of Maine

**DATE:** 10/11/2023

- Facilities: Ferland Engineered Energy Development Center, Advanced Manufacturing Center, Crosby Hall, UpStart Center for Entrepreneurship, Foster Center for Innovation

**B. Business Model**

- Proposed budget includes staff, research equipment/supplies, graduate student wage/benefits, workshop costs, internal research project awards, subsidized membership fees for early-stage startups.
- Underdeveloped sustainability strategy. More detail desired on long-term business model to sustain activities, limited discussion of partnerships strategies.

**C. Program Structure, Outcomes, and Objectives**

- Demonstrates market knowledge of technical needs, opportunities, and barriers related to clean energy and climate change in Maine. Challenges/opportunities in selected industry sub-sectors identified and discussed – more examples of connections to existing university programs/research initiatives, patent activity, would be helpful.
- Stacked program model that offers a range of intensity of programs to different sets of participants; mixed maturity of target participants may dilute ability to achieve impact.
- Well-developed goals for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs. Strategy includes focusing on underrepresented groups in recruitment and subsidy awards, especially women entrepreneurs and entrepreneurs above the age of 60; discussion of strategy to increase diversity of participants sets out commitment but lacks detail on specific approaches.
- Underdeveloped strategy for recruiting CE & EE businesses, startups, and founders. Rely on referrals from partners but specific commitments and processes unclear.
- Methodology for reaching target number of participants is somewhat unclear.
- Extensive discussion of quantitative and qualitative metrics to monitor impact of program for participants.

**II. Implementation – Workplan**

- Project management approach not clearly demonstrated in workplan. Tasks are high-level, more detail desired on timelines associated with activities.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** University of Maine

**DATE:** 10/11/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	÷	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$243.75</b>	÷	<b>\$4,236.00</b>	x	<b>25 points</b>	=	<b>1.44</b>

**Evaluation Team Comments:**

Incubator

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** VentureFuel, Inc.

**DATE:** 10/10/2023

**SUMMARY PAGE**

**Department Name:** Governor's Energy Office

**Name of RFP Coordinator:** Tagwongo Obomsawin

**Names of Evaluators:** Scott Kleiman, Ben Sturtevant

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<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section I. Preliminary Information	Pass/Fail	Pass
Section II. Organization Qualifications and Experience	<b>30</b>	<b>11</b>
Section III. Proposed Services	<b>45</b>	<b>18</b>
Section IV. Cost Proposal	<b>25</b>	<b>1.22</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>30.22</u></b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** VentureFuel, Inc.

**DATE:** 10/10/2023

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- I. Preliminary Information
  - A. Debarment, Performance, and Non-Collusion Form
    - Provided
  - B. Documentation of Incorporation
    - Not provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** VentureFuel, Inc.

**DATE:** 10/10/2023

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

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>30</b>	<b>11</b>

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**Evaluation Team Comments:**

**II. Organization Qualifications and Experience**

**A. Overview of the Organization**

- NY-based S Corp founded in 2014; supports corporate innovation programs and emerging startups seeking commercial deals with large corporations
- Past clients include comcast NBCUniversal, AARP Foundation, State of New York, State of California, Biogen, Dicks Sporting Goods, Winnebago, Coca-Cola, ABinBev.

**B. Project Descriptions**

- Comcast NBCUniversal – pilot program/accelerator model enabling commercial partnerships and early stage investment opportunities; focused on financial impact, video AI, accessibility, smart sustainable environments.
- Real California Milk – custom product innovation accelerator combining mentoring, coaching, and incentives to grow businesses in California.
- AARP Foundation – pilot program at AARP to partner with startups focused on equipping older adults with resources to unlock economic opportunity and build financial resilience.
- Results and success metrics included.
- Project examples don't include cleantech focus.

**C. Subcontractors**

- None

**D. Organizational Chart**

- Provided

**E. Litigation**

- Not provided

**F. Financial Viability**

- Not provided

**G. Licensure/Certification**

- Not provided

**H. Certificate of Insurances**

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** VentureFuel, Inc.

**DATE:** 10/10/2023

- Provided
- I. Letters of Support
  - Not provided

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** VentureFuel, Inc.

**DATE:** 10/10/2023

**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>45</b>	<b>18</b>

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**Evaluation Team Comments:**

- Project Narrative
  - A. Project Overview
    - Accelerator program (16 weeks) providing hybrid, “modular” delivery of services including:
      1. Kick-off
      2. 1:1 mentorship
      3. Ecosystem engagement
      4. Former and current founders mentorship
      5. Pre-and post-program support and identification of commercial opportunities, facilitation of investor pitches; access/exposure to corporate consortium
      6. Demo day
      7. Results analysis & video recap
    - Overlay Maine’s climate and energy targets with heritage industries (fishing, forestry, agriculture); overall focus on building/energy efficiency, RE power generation, grid mod & energy storage, natural resources.
  - B. Business Model
    - Proposal identifies two staff members located in Maine.
    - Proposal includes non-dilutive grants for startups.
    - Underdeveloped sustainability strategy, long-term business model not discussed in detail.
  - C. Program Structure, Outcomes, and Objectives
    - Modular approach includes travel to various regions and cities/towns in Maine (Caribou, Millinocket, Lubec, Bar Harbor, Augusta, Bath, Norway, Biddeford), time spent with local leaders to understand climate and clean energy challenges/ongoing work. Startups share info about technology/products.
    - Demonstrates somewhat limited market knowledge of broader needs, opportunities, and barriers facing Maine companies related to clean

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** VentureFuel, Inc.

**DATE:** 10/10/2023

- energy and climate change, specific barriers facing Maine companies and entrepreneurs.
- Intake process for clean energy and energy efficiency businesses and cleantech startups and entrepreneurs well-described including target participants/selection criteria. Proposal includes plan to source/identify, recruit, and vet startups, plan discussed in detail in the proposal.
- Goal for half of participants to receive commercial deal/investment by end of program – aggressive but compelling.
- More detail on specific program curriculum desired; curriculum does not appear to be specifically tailored to challenges in clean energy/energy efficiency/cleantech sector.
- Underdeveloped strategy for recruiting, retaining, and/or serving underrepresented populations among CE & EE startup founders and entrepreneurs.
- Metrics and milestones included but startup KPIs not very detailed.
- Implementation – Workplan
  - Project management approach not clearly demonstrated in workplan. Tasks are high-level and consistent with project narrative, more detail desired on timelines associated with activities.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Business Incubators, Accelerators, and Business Support Services Programs

**BIDDER:** VentureFuel, Inc.

**DATE:** 10/10/2023

**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	,	Cost Proposal Being Scored	x	Score Weight	=	Score
<b>\$5,923.34</b>	,	<b>\$121,872</b>	<b>x</b>	<b>25 points</b>	<b>=</b>	<b>1.22</b>

**Evaluation Team Comments:**

Accelerator



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Alchemist Accelerator LLC

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**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:**

**Directions:** *Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.*

- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Florida-based LLC established in 2012.
    - Provides programs with the goal to establish innovation hubs and foster ecosystems that drive economic diversification and domestic competitiveness; serves government and corporate entities.
    - Climate and cleantech identified as key industry pillars and focus of investor and corporate partners
    - Proprietary digital ecosystem tool/database of 37,000 mentors, 600 green tech/clean tech/climate/energy industry experts.
  2. Project Descriptions
    - Edmonton Police Foundation/Alberta Innovates via Telus Community Safety and Wellness program – cohort-based startup accelerator tailored for specific needs of community
    - Japan External Trade Organisation via JETRO Global Startup City Accelerator program – three year program facilitating Japanese startups' entry into US market

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Alchemist Accelerator LLC

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Amazon Web Services via AWS Healthcare Accelerator – accelerator program tailored to meet needs of digital health startups focused on workforce development*
- 3. *Subcontractors*
  - *None*
- 4. *Organizational Chart*
  - *Provided*
- 5. *Litigation*
  - *Statement provided*
- 6. *Financial Viability*
  - *Balance Sheets not provided*
  - *Profit and Loss (2021-2023)*
- 7. *Licensure/Certification*
  - *NA*
- 8. *Certificate of Insurance*
  - *Provided*
- 9. *Letters of Support*
  - *Provided*

**III. Proposed Services**

**1. Project Narrative**

- *Accelerator to provide hybrid delivery of services including:*
  1. *Startup sourcing and selection*
  2. *12-week accelerator programming including workshops, lectures, and guest speakers*
  3. *Coworking and in-person sprints (two)*
  4. *Mixers, virtual demo day, and capstone event*
  5. *Access to Alchemist Vault for startups*
- *(P) Focus includes startups seeking to relocate to Maine*
- *(Q) Offers strong general entrepreneurship training curriculum, unsure of value to clean energy/cleantech companies (i.e., overcoming challenges/barriers unique to clean energy/clean tech)*

**2. Implementation – Work Plan**

•

**IV. Cost Proposal**

**1. Participants: 10**

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Coastal Enterprises, Inc

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**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:**

**Directions:** *Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.*

- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Maine-based nonprofit 501(c)(3) community development corporation and community development financial institution founded in 1977.
    - Provides loans, equity, and tax credit financing for businesses and projects, and advisory services to address business challenges. Programming focused in the following areas: technical assistance and entrepreneurship training, specialized advisory services for women, food systems businesses, workforce development, refugees and immigrants, and rural childcare entrepreneurs, and lending for SME businesses and nonprofits. Financing products include solar energy financing.
  2. Project Descriptions
    - John T Gorman Foundation via CEI Child Care Business Lab – cohort-based program for entrepreneurs seeking to start or grow child care businesses. Resulted in 25 new child care businesses, 507 new child care slots, and 100 new jobs to date.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Coastal Enterprises, Inc

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Opportunity Finance Network via Solar Loan Interest Buydown Program – pilot program providing low-interest solar loans for small businesses seeking financing to install solar power. Resulted in underwriting and approval of \$650,000 in project financing to 11 small businesses to date.*
- *Bank of America via Environmental Scorecard – facilitating learning cohort among CDFIs to develop and pilot information and data collection tool to assess green and sustainable practices of prospective and existing borrowers of CDFIs.*
- 3. *Subcontractors*
  - *Build Green Maine*
- 4. *Organizational Chart*
  - *Provided*
- 5. *Litigation*
  - *Not provided*
- 6. *Financial Viability*
  - *Balance Sheets provided (2020-2022)*
  - *Profit and Loss provided (2020-2022)*
- 7. *Licensure/Certification*
  - *Provided - CDFI*
- 8. *Certificate of Insurance*
  - *Provided*
- 9. *Letters of Support*
  - *Provided from subcontractors and partners*

**III. Proposed Services**

**1. Project Narrative**

- *Maine Weatherization Business Accelerator – hybrid delivery of services including:*
  1. *Business development and advising*
  2. *Mentorship matching*
- *Develop and implement pilot program to train entrepreneurs interested in starting or growing a weatherization business in Maine; goal to scale up weatherization small businesses operating in low-income and rural Maine communities (P).*
- *Cohort-based training program to provide trainings on business fundamentals and 1:1 advising.*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Coastal Enterprises, Inc

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Funds used for staff, consultants, mentor stipends, and industry membership costs for participants.*
  - *(P) Recruit from StartSmart business advising program helping new immigrants start and grow businesses in Maine.*
  - *(P) Market data and outreach.*
  - *(I) Industry association membership.*
2. *Implementation – Work Plan*
- *Provided*
  - *(P) Project management approach*

IV. *Cost Proposal*

1. *Participants: 30*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** ClimateWork Maine

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**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:**

**Directions:** *Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.*

- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Included
  2. Documentation of Incorporation
    - Included
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Maine-based non-profit 501(c)(3) established in 2021.
    - Provides services and networking to support and promote Maine companies with a focus on climate solutions.
    - Membership includes 65 businesses representing construction, engineering, IT, insurance, legal, real estate, renewable energy, sustainability, utility, other.
  2. Project Descriptions
    - Summit on Maine's Economy & Climate Change (May 2023) – brought together 500 participants to discuss Maine's economy and the impact of climate change on businesses. Included follow-up contact with businesses interested in implementing sustainability solutions.
    - Communication project to disseminate summary of climate provisions included in the Inflation Reduction Act. Included webinar hosted by CWM with staff from GEO, GOPIF, EMT.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** ClimateWork Maine

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

3. *Subcontractors*

- *Environmental & Energy Technology Council of Maine*
- *Gulf of Maine Research Institute*

4. *Organizational Chart*

- *Included*

5. *Litigation*

- *Statement provided*

6. *Financial Viability*

- *Founded in 2021 – no financials available prior*
- *Banking Summary provided (2021)*
- *Balance Sheet provided (2022)*
- *Profit and Loss Statement provided (2022)*
- *990-EZ form provided (2022)*
- *990-N form provided (2021)*

7. *Licensure/Certification*

- *None provided*

8. *Certificate of Insurance*

- *Provided*

9. *Letters of Support*

- *Provided*

III. *Proposed Services*

1. *Project Narrative*

- *Maine Cleantech Action Business & Innovation Network (Maine CABIN) – hybrid delivery of services including:*
  1. *Business engagement events (4)*
  2. *Regional connection meetings (in 12/16 Maine counties)*
  3. *Business assessment (156 businesses/startups)*
  4. *Resource library & toolkit (incentives/funding opportunities, lessons learned/case studies, upcoming events, action plans/how-to's, public, private, and nonprofit resources)*
  5. *Economic, supply chain, & workforce development meetings (6-8 regional meetings)*
  6. *Incubator business support services (1-2 each in 6 incubators around the state)*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** ClimateWork Maine

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

7. *On the Pathway to 100% Clean Energy campaign (enroll 20 companies)*

8. *NECEC navigate – entrepreneur sponsorships*

- *Funds used for organization staff and operations, contractor/partner support for deliverables, development and implementation of deliverables (I). Funds to be partially matched with membership dues, event fees, and sponsorships/donations (P). Once project is fully developed, CWM and partners will seek funding through various avenues: member fees, sponsorships, grants, donations. Grants will be sought for multi-year project activities (Q).*
- *(I) Propose feasibility study for physical incubator/accelerator in Maine – not proposed as part of the project/for use of CEP funds.*
- *(Q) E2Tech partnership/role.*
- *(Q) Overlap with MCC, GEO/CEP stakeholder engagement activities.*

2. *Implementation – Work Plan*

- *Provided*
- *(Q) Tasks are high-level, timelines associated with activities fairly uniform – sequencing of activities?*
- *(Q) Project management approach*

IV. *Cost Proposal*

1. *Participants: 500*



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Central Maine Growth Council

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

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**Individual Evaluator Comments:**

**Directions:** *Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.*

- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Maine-based nonprofit 501(c)(6) founded in 2001.
    - Public-private regional economic development partnership funded by municipalities and businesses in the greater Waterville area.
    - Dirigo Labs "innovation arm"; regional startup accelerator based in Waterville Maine.
    - Regional innovation hub and spoke approach established in 2021; existing suite of services focused on clean tech business incubation and acceleration, workforce development, academic partnerships, infrastructure and networking.
  2. Project Descriptions
    - MTI via Dirigo Labs – launched accelerator in 2021, served 24 companies to date including aerospace, manufacturing, carbon capture and storage, and renewable energy. Cohort members raised \$1.89 million in grant funding, \$1.5 million in capital, created 48 jobs, and secured 20 investor referrals.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

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**BIDDER NAME:** Central Maine Growth Council

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *City of Waterville via CMGC – various economic development projects for City of Waterville including development of Local Façade and Building Improvement Grant Program, site planning for businesses and entrepreneurs, technical assistance for businesses and entrepreneurs, securing and managing funding from federal programs.*
- *Town of Oakland via CMGC – economic development projects for Town of Oakland focused on municipal revitalization and comprehensive plan development.*
- 3. *Subcontractors*
  - *None identified*
  - *(Q) Entrepreneurs in Residence*
- 4. *Organizational Chart*
  - *Provided*
- 5. *Litigation*
  - *Not provided*
- 6. *Financial Viability*
  - *Balance Sheets provided (2021-2023)*
  - *Profit and Loss provided (2021-2023)*
- 7. *Licensure/Certification*
  - *Not provided*
- 8. *Certificate of Insurance*
  - *Provided*
- 9. *Letters of Support*
  - *Provided*

**III. Proposed Services**

**1. Project Narrative**

- *Dirigo Labs cleantech accelerator – hybrid delivery of services including:*
  1. *Virtual and in-person workshop sessions (3 per week)*
  2. *17-week curriculum focused on strategic marketing, capital strategy, fundraising readiness, public incentives, intellectual property management, workforce development, regulatory & policy environments, revenue modeling*
  3. *Mentorship matching with Temporary Advisory Board*
  4. *Sponsorships for conference attendance*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

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**EVALUATOR DEPARTMENT:** Governor's Energy Office

5. *Networking*
6. *Facility/innovation hub access*
7. *R&D support*
8. *Workforce development*
9. *Pitch contest and prize award*
- *Program focus includes renewable energy, energy efficiency, green transportation, waste/water management, environmental monitoring, clean energy infrastructure.*
- *(P) Tailored/specialized assistance addressing unique challenges for cleantech startups (regulation, sustainability and environmental impact, partnerships and collaborations).*
- *(Q) DEIA approach*
2. *Implementation – Work Plan*
  - *Provided*

**IV. Cost Proposal**

1. *Participants: 18.87*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Environmental & Energy Technology Council of Maine

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

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- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Not provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Maine-based non-profit 501(c)(3) established in 2002.
    - Provides programming and connection to investment and funding opportunities, mentors, strategic partners, and business and technical information through public forums.
    - Experience working with State and quasi-State agencies on economic development strategy development and implementation.
    - Membership represents 500 institutions, organizations, and agencies.
  2. Project Descriptions
    - GOPIF – Clean Transportation Roadmap
    - MTI – Collaboration to recruit and train Environmental Technology Board within MTI
    - GEO – bi-weekly survey of heating fuel prices at 90 fuel retail sites statewide (SHOPP)
  3. Subcontractors

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Environmental & Energy Technology Council of Maine

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Brandt Associates*
- *Educate Maine*
- *University of Maine Portland Gateway - Student interns*
- 4. *Organizational Chart*
  - *New hire – Program Manager*
  - *Finance manager (contractor)*
  - *PR/Marketing manager (Contractor)*
  - *Board committees*
- 5. *Litigation*
  - *Statement provided*
- 6. *Financial Viability*
  - *Balance Sheets provided (2020-2023)*
  - *Profit and Loss provided (2020-2023)*
- 7. *Licensure/Certification*
  - *None provided*
- 8. *Certificate of Insurance*
  - *Provided*
- 9. *Letters of Support*
  - *Provided from subcontractors and partners*

**III. Proposed Services**

**1. Project Narrative**

- *Project to provide hybrid delivery of services including:*
  1. *Workforce attraction campaign – major cities*
  2. *Workforce outreach/awareness building campaign – Maine-based*
  3. *Marketing/outreach campaign – remote workers*
- *Funds used for organization staff and operations, contractor/partner support of deliverables (I). Contractor/partner work focuses on marketing/outreach/recruitment and education initiatives (Q).*
- *Intended result of business support services program is for entrepreneurs to have greater access to hourly workers, technical workers, and other professionals. Evidence of deeper engagement will be demonstrated by multiple connections and points of contact over the course of the year and evidence of a clear exchange of knowledge (I).*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

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**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Metrics and monitoring methodologies proposed for all activities (P).*
  - *(Q) Overlap with GEO/CEP stakeholder engagement activities.*
  - *(Q) Alignment with scope of services sought by RFP.*
2. *Implementation – Work Plan*
- *Provided*
  - *Demonstrates project management approach.*

**IV. Cost Proposal**

1. *Participants: 200*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Town of East Millinocket

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

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- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Not provided – applicant is a municipality
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Town of East Millinocket is lead applicant, project led by Acadia Capital Management
  2. Project Descriptions
    - Acadia Capital Management
  3. Subcontractors
    - Acadia Capital Management
    - Katahdin Higher Education center
  4. Organizational Chart
    - Not provided – applicant is a municipality
  5. Litigation
    - Not provided – applicant is a municipality
  6. Financial Viability
    - Not provided – applicant is a municipality
  7. Licensure/Certification
    - Not provided – applicant is a municipality

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Town of East Millinocket

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

8. *Certificate of Insurance*

- *Not provided – applicant is a municipality*

9. *Letters of Support*

- *Provided*

**III. Proposed Services**

1. *Project Narrative*

- *Propose hybrid incubation/acceleration/business technical assistance program in six stages, including:*

1. *Stage 1*

- a. *Develop cohort profiles*
- b. *Establish service networks and program parameters*

2. *Stage 2*

- a. *Technical assistance*
- b. *Market research/analysis*
- c. *Product analysis*
- d. *Technical/engineering support*
- e. *Facility design support*
- f. *Capital stack development support*

3. *Stage 3*

- a. *Workforce training/skills development*
- b. *Operation costs analysis*

4. *Stage 4*

- a. *Synergies and joint operations*

5. *Stage 5*

- a. *Replication*
- b. *Expand services into new markets*

6. *Stage 6*

- a. *Create rural innovation network*

- *Targeted industry sub-sectors: renewable electric power generation, alternative fuels and natural resource industries, energy efficiency*
- *Project goal to accelerate development of energy projects on mill site campus (I)*
- *Seek to incubate existing cohort of 10 businesses; leases in hand/being negotiated in renewable energy, technology-based forest products manufacturing, logistics/transportation based development*



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

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**BIDDER NAME:** Town of East Millinocket

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Facilities: 16,000 sq. ft warehouse facility at East Millinocket mill site*
  - *(I) Katahdin Higher Education Center, NBRC Forest Economy Program, EDA workforce development*
  - *(Q) Alignment with scope of services sought by RFP.*
2. *Implementation – Work Plan*
- *Provided*

**IV. Cost Proposal**

1. *Participants: 25*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Eastern Maine Development Corporation

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

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- I. Preliminary Information
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    - Provided
  2. Documentation of Incorporation
    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Nonprofit 501(c)(3) with 53 years experience providing technical assistance/services to communities, businesses, and people in Penobscot, Piscataquis, Hancock, and Waldo counties: workforce development, business technical assistance, community impact lending, PTAC government contracting, DBE assistance, land-use/climate/housing/transportation planning.
    - Experience working with various State agencies with grant funding.
  2. Project Descriptions
    - DECD through Community Development Block Grant – provided business services, counseling, and referrals including business plan development, workforce development, project development, and technical assistance on grant applications to State programs
    - EDA Department of Commerce – created Community Economic Development Strategy for eastern/northern Maine including convening of 60-member task force.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

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**BIDDER NAME:** Eastern Maine Development Corporation

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *DECD through Economic Recovery Implementation Regional Hubs – ongoing project to provide technical assistance to businesses, entrepreneurial training w/partners, small business grants. Awarded 18 grants to businesses since Spring 2023.*
- 3. *Subcontractors*
  - *Bangor Innovation Center*
  - *Bangor Target Area Development Corp/UpStart Center for Entrepreneurship*
- 4. *Organizational Chart*
  - *Provided*
- 5. *Litigation*
  - *Statement provided*
- 6. *Financial Viability*
  - *Balance Sheets provided (2019-2022)*
  - *P&Ls provided (2019-2022)*
- 7. *Licensure/Certification*
  - *None provided*
- 8. *Certificate of Insurance*
  - *Provided*
- 9. *Letters of Support*
  - *Provided from project partners*

**III. Proposed Services**

**1. Project Narrative**

- *Project includes hybrid delivery of services including:*
  1. *Mentoring and 1:1 technical assistance (25 annually)*
  2. *Providing access to physical space*
  3. *Outreach and engagement*
  4. *Linking startups and entrepreneurs to each other*
- *Funds used for organization staff, travel, supplies, contracts (BIC-hosting; BTADC- staff).*
  1. *New hire to provide market research and analysis.*
- *Client focus includes rural entrepreneurs, cleantech innovators, youth, innovators from immigrant communities.*
- *(I) "SWAT" approach.*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

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**EVALUATOR DEPARTMENT:** Governor's Energy Office

- (Q) *Metrics, milestones and measures of success for participants and participant intake process.*
- (Q) *Eastern Maine Energy Cluster program.*
- (Q) *Referral system – technical services and facilities.*
- 2. *Implementation – Work Plan*
  - *Provided*
  - (P) *Project management approach clear.*

**IV. Cost Proposal**

1. *Participants: 75 – 25 annual*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Northeastern University

**DATE:** 9/29/2023

**EVALUATOR NAME:** Tagwongo Obomsawin

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    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Roux Institute at Northeastern University – part of global system of 14 campuses, Maine-based
    - Existing programming for entrepreneurs includes Founder Residency, Future of Healthcare Residency, Start Summit, Embedded Partner program, Mentor network, Startup networking events.
    - Northeastern University/Roux Institute Climate+AI Initiative, Advanced Manufacturing Lab, Institute for Experiential AI
    - (P) Northeastern faculty experienced in clean energy/cleantech entrepreneurship
    - Venture Creation and Acceleration team collectively raised \$500M in venture funding
  2. Project Descriptions
    - Future of Healthcare Founder Residency – program supporting healthcare entrepreneurs in hybrid accelerator/incubator model,

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

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**BIDDER NAME:** Northeastern University

**DATE:** 9/29/2023

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

*raised \$3.5M; focus on digital health, tech, biotech, clinical innovation.*

- *Founder Residency – year-long program co-locates BIPOC, LGBTQ+, Female founders on campus for a business accelerator w/\$25k non-dilutive grant; have run 4 cohorts.*
- *Start Summit – idea hackathons; held 8 in multiple counties in Maine.*
- *Success metrics/outcomes for startups from programs provided in project narrative.*

3. *Subcontractors*

- *E2Tech*
- *Startup Maine*
- *Greentown Labs*

4. *Organizational Chart*

- *Provided*

5. *Litigation*

- *Statement provided*

6. *Financial Viability*

- *Consolidated financial statements and audit reports provided (2020, 2021, 2022)*

7. *Licensure/Certification*

- *Provided – COI, Affirmative Action*
- *Registrations provided – DOD, DOE*

8. *Certificate of Insurance*

- *Provided*

9. *Letters of Support*

- *Provided*
- *Potential member startups, corporate partners/sponsors/funders, programming, subject-matter experts, facility partners, capital providers, consultants, legal, advisors*

III. *Proposed Services*

1. *Project Narrative*

- *Incubator+ program to provide hybrid delivery of services including:*
  1. *Climate+AI speaker series*
  2. *E2Tech speaker series*
  3. *CE/EE+AI networking*
  4. *CE/EE+AI Start Summit*

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5. *Mentorship + services*

- a. *Design Wizard/business analyst*
- b. *Legal fellow*
- c. *Team formation and building (co-op employee, EIRs, Northeastern venture mentor network)*
- d. *Technical expertise (workshops, corporate partners)*
- e. *Early adopter customers*
- f. *Community programs*

6. *Access to capital*

- *Space for up to 20 startups at a time to co-locate at Roux Institute, focus on AI, machine learning and data visualization for CE challenges.*
  - *Target companies in each of industry sub-sectors with focus on companies using AI and machine learning.*
  - *Facilities – Roux Institute campus, advanced manufacturing lab (Portland), TechWorks (Brunswick), The Nature Conservancy (Portland), Advanced Manufacturing Center (Orono), Maker Innovation Studio (Portland)*
  - *(I) Industry challenges baseline discussion*
  - *(I) Existing vs new services offered – discusses contributions made not funded by grant*
  - *Funds used for staff, programming, partner facilities, events, marketing/branding, consulting.*
  - *Sustainability plan discussed; corporate sponsorship (some already received – P), membership dues, future grant funding.*
  - *(I) Industry challenges – potential partnerships, satellite incubators*
  - *(I) Broad tent approach*
  - *(P) Discussion of baseline conditions, AI-specific challenges*
2. *Implementation – Work Plan*
- *Detailed*
  - *Project management approach clear*

IV. *Cost Proposal*

- 1. *100 incubator participants, 4000 total participants*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** passivhausMAINE

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

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  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - Maine-based nonprofit 501(c)(3) with 10 years work in high performance building best practices; instructors run ~25 classes reaching 250 participants annually
    - Past partners include University of Maine, Penn State University, RMI/ABC Collaborative, VEIC (the Vermont Energy Investment Corporation), HELM Construction Solutions
  2. Project Descriptions
    - One provided, discusses in-person builder trainings currently being delivered in Maine; "Meeting Maine's Energy code", "Planning a Maine Retrofit", and "High Performance Components".
  3. Subcontractors
    - Curriculum development consultant – Anna Heath
    - Business training + DEI consultant – HELM Construction Solutions
    - Harold Alfond Foundation Registration Management
    - passivhausMAINE instructors – Jesper Kruse, Hans Breaux, Eric Durbas, Alan Gibson, Merideth Randolph, Claire Betz



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** passivhausMAINE

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Maine Blower Door Testing*
- 4. *Organizational Chart*
  - *Provided*
- 5. *Litigation*
  - *Statement provided*
- 6. *Financial Viability*
  - *Profit and Loss provided (20/21, 21/22, 22/23)*
  - *Balance Sheet provided (2021, 2022, 2023)*
- 7. *Licensure/Certification*
  - *None provided*
- 8. *Certificate of Insurance*
  - *Provided*
- 9. *Letters of Support*
  - *Provided – subcontractors*

**III. Proposed Services**

**1. Project Narrative**

- *Incubator program - propose hybrid delivery of services including:*
  1. *Builder business and apprentice certificate trainings (8 weeks, 3x per year)*
  2. *Construction business basics (12 weeks, 2x per year)*
  3. *Micro-classes and workshop trainings (12+)*
  4. *Facility space*
  5. *Community engagement events*
- *Certification track and non-certification track offered*
- *Funds used for staff (incl. site manager for facility), travel, equipment & supplies (tools, safety equipment, workshop supplies), office equipment, subcontractors, facility rent/buildout/maintenance/insurance, marketing, networking events, staff professional development*
- *Enrollment and intake plan (Q)*
- *(Q) Alignment with scope of services sought by RFP*
- *Broad metrics*

**2. Implementation – Work Plan**

-

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

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**BIDDER NAME:** passivhausMAINE

**DATE:** 9/29/23

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**EVALUATOR DEPARTMENT:** Governor's Energy Office

*IV. Cost Proposal*

*1. Participants: 250*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Plug & Play, LLC (Plug and Play Tech Center)

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

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\*\*\*\*\*

**Individual Evaluator Comments:**

**Directions:** *Follow the sections of your RFP to develop a bulleted outline for notes. Delete the sample below and these directions and replace with your own outline based on your RFP.*

- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - California-based LLC with 50 global locations in 20 countries.
    - Focuses on 20+ industry-specific verticals including Advanced Manufacturing, Real Estate & Construction, Sustainability, Supply Chain, Mobility, Smart Cities, Energy, New Materials & Packaging.
    - Global Overseas Acceleration & Learning program (I)
  2. Project Description-specific
    - Lamarka Consulting Services via GOAL – 8-week accelerator and “Silicon Valley immersion experience” for 10 startups; includes workshops, mentoring, field trips networking events, pitch event.
    - Dominion Energy via Lyra Innovation Lab – helped build innovation program within Dominion to spin off internal startup ideas.
    - Silicon Valley Immersion Program via NEDO – hybrid accelerator program for 8 deep tech startups from Japan.
  3. Subcontractors
    - None identified
  4. Organizational Chart

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Plug & Play, LLC (Plug and Play Tech Center)

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Provided*
- 5. *Litigation*
  - *Statement provided*
- 6. *Financial Viability*
  - *Balance Sheets (2020-2022)*
  - *Profit and Loss (2020-2022)*
- 7. *Licensure/Certification*
  - *Provided (ISO/IEC 27001:2022 – Information Security Management System)*
- 8. *Certificate of Insurance*
  - *Provided*
- 9. *Letters of Support*
  - *Provided*

**III. Proposed Services**

1. *Project Narrative*
  - *Silicon Valley Immersion Program – hybrid delivery of services including:*
    1. *Interactive workshops with subject-matter experts*
    2. *Fireside chats/panel discussions with industry experts, founders, corporate partners*
    3. *Mentoring and coaching sessions*
    4. *Networking and events*
    5. *Pitch opportunities and polishing sessions*
    6. *Relevant corporate partner/tech company visits in the Bay Area*
  - *4-week long accelerator program for cleantech startups, designed to provide access to industry expertise and mentorship, exposure to investors and corporate executives, education and discovery, and exposure to silicon valley ecosystem*
  - *KPIs and success metrics established between startup and Plug & Play prior to the program*
  - *(Q) Intake process*
  - *(Q) Baseline data for Maine*
2. *Implementation – Work Plan*
  - *Provided*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Plug & Play, LLC (Plug and Play Tech Center)

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

*IV. Cost Proposal*

*1. Participants: 10*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** University of Maine

**DATE:** 9/29/2023

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

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- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - University of Maine – state land-grant and sea-grant institution; nonprofit 501(c)(3).
    - Existing programming for entrepreneurs includes Foster Center for Student Innovation, Office of Strategic Partnerships, Innovation, Resources, and Engagement (SPIRE), Maine Innovation Research Accelerator (MIRTA), Bangor-area Top Gun accelerator.
  2. Project Descriptions
    - Various clients via Maine Aquaculture Innovation Center, UpStart Maine – provide specialized incubator services to new Maine aquaculture companies at land-based recirculation aquaculture system business incubator (Center for Cooperative Aquaculture Research), location with shellfish hatchery, algal production facilities, flowing seawater laboratories, experimental aquaculture leases for shellfish and seaweed (Darling Marine Center).

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** University of Maine

**DATE:** 9/29/2023

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Various clients via Innovate for Maine Fellows program – program matches college students with startups and innovation roles at existing companies.*
- *Governor's Energy Office via OffshoreWind4Maine – workforce development project including development of microcredential courses, graduate/undergraduate courses, and establishing undergraduate concentration in offshore wind engineering.*
- *Did not provide significant detail on performance metrics/results for projects – unclear how many students/participants currently engage in these programs (Q)*
- *Client contacts not provided*
- 3. *Subcontractors*
  - *None identified*
- 4. *Organizational Chart*
  - *Provided*
- 5. *Litigation*
  - *Provided*
- 6. *Financial Viability*
  - *Audited financial reports provided (2020, 2021, 2022)*
- 7. *Licensure/Certification*
  - *Not provided*
- 8. *Certificate of Insurance*
  - *Provided*
- 9. *Letters of Support*
  - *Provided*

**III. Proposed Services**

**1. Project Narrative**

- *CleanEnergy4Maine incubator program with hybrid delivery of services (mostly in person) including the following activities:*
  - 1. *Student-startup industry pathway*
    - a. *Capstone-startup pairing*
    - b. *Matching student interns with innovating companies*
    - c. *Startup access to student workforce to help design develop, and test prototypes*
  - 2. *Business development support*
  - 3. *Co-working space*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** University of Maine

**DATE:** 9/29/2023

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

*4. Showcase & networking days*

- *Focus on building energy efficiency and renewable electric power generation*
- *Support startups at various stages: early, mid, “student-led”*
- *Sustainability plan: membership fees, industry sponsorships, public/external trainings & workshops*
- *Facilities: Ferland Engineered Energy Development Center, Advanced Manufacturing Center, Crosby Hall, UpStart Center for Entrepreneurship, Foster Center for Innovation*
- *(Q) Does the proposed project significantly expand upon existing programs and offerings?*
- *Includes grants for early-stage startups - \$4k each, support startups in attaining funding from other sources (MTI, SBIR/STTR)*
- *Challenges/opportunities in selected industry sub-sectors identified and discussed – more examples of connections to existing university programs/research initiatives, patent activity, would be helpful*
- *(P) Use of TRL/CRL in startup assessments*

*2. Implementation – Work Plan*

- *Broad, non-specific timeframes for tasks*
- *Project management approach not entirely clear based on tasks included*
- *(I) Co-PIs*

*IV. Cost Proposal*

*1. Participants: 200*



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** VentureFuel, Inc.

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

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- I. Preliminary Information
  1. Debarment, Performance, and Non-Collusion Form
    - Provided
  2. Documentation of Incorporation
    - Not provided
- II. Organization Qualifications and Experience
  1. Overview of Organization
    - NY-based S Corp founded in 2014; supports corporate innovation programs and emerging startups seeking commercial deals with large corporations
    - Past clients include comcast NBCUniversal, AARP Foundation, State of New York, State of California, Biogen, Dicks Sporting Goods, Winnebago, Coca-Cola, ABInBev.
    - (P) 80% renew rate among corporate clients
    - (P) Experience working with state government
    - (P) Diverse team – 63% female and 50% BIPOC
  2. Project Descriptions
    - Comcast NBCUniversal – pilot program/accelerator model enabling commercial partnerships and early stage investment opportunities; focused on financial impact, video AI, accessibility, smart sustainable environments. Resulted in 4 year engagement, 100% success rate for startups/commercial partnerships, investments.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** VentureFuel, Inc.

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

- *Real California Milk – custom product innovation accelerator combining mentoring, coaching, and incentives to grow businesses in California. Resulted in 4 year engagement, 45 new dairy products securing distribution at major grocery chains, and national press coverage. Resulted in creation of innovation team and building of California Dairy Innovation Center securing \$20M in incremental funding for innovation at the California Milk Advisory Board.*
- *AARP Foundation – pilot program at AARP to partner with startups focused on equipping older adults with resources to unlock economic opportunity and build financial resilience; pilot with startup led to increase in enrollment and engagements, and staff time reduction.*

3. *Subcontractors*

- *None*

4. *Organizational Chart*

- *Provided*
- *(Q) Specific titles and staff members – discussed more in project narrative*

5. *Litigation*

- *Not provided*

6. *Financial Viability*

- *Provided corporate registration lookup information*

7. *Licensure/Certification*

- *Provided lookup information*

8. *Certificate of Insurance*

- *Provided*

9. *Letters of Support*

- *Not provided*

III. *Proposed Services*

1. *Project Narrative*

- *Accelerator program (16 weeks) providing hybrid, “modular” delivery of services including:*
  1. *Kick-off*
  2. *1:1 mentorship*
  3. *Ecosystem engagement*
  4. *Former and current founders mentorship*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** VentureFuel, Inc.

**DATE:** 9/29/23

**EVALUATOR NAME:** Tagwongo Obomsawin

**EVALUATOR DEPARTMENT:** Governor's Energy Office

5. *Pre-and post-program support and identification of commercial opportunities, facilitation of investor pitches; access/exposure to corporate consortium*
6. *Demo day*
7. *Results analysis & video recap*
  - *KPIs included for startups and program*
  - *(Q) Startup KPIs not very detailed – establish when startups are accepted? Curriculum customized for each start up.*
  - *(P) VentureFuel Global Innovation Network: 700+ university labs and angel/seed/venture investors*
  - *Staff well- qualified, relevant backgrounds, 2 Maine-based staff for project*
  - *Overlay Maine's climate and energy targets with heritage industries (fishing, forestry, agriculture); overall focus on building/energy efficiency, RE power generation, grid mod & energy storage, natural resources.*
  - *(Q) Public application process supports intake process – doesn't discuss baseline conditions for Maine entrepreneurial ecosystem, doesn't identify specific Maine partners – are startups sourced locally or from OOS?*
  - *(I) Modular approach includes travel to various regions and cities/towns in Maine (Caribou, Millinocket, Lubec, Bar Harbor, Augusta, Bath, Norway, Biddeford), time spent with local leaders to understand climate and clean energy challenges/ongoing work. Startups share info about technology/products.*
  - *(P) Sustainability plan discussed; prior efforts demonstrated desired results achieved*
  - *(I) VentureFuel Visionaries podcast – includes sustainability event series*
2. *Implementation – Work Plan*
  - *(I) 8 P framework*
  - *Implementation plan is high-level, information consistent with narrative*

**IV. Cost Proposal**

1. *Participants: 8*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Alchemist

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization and Project Descriptions*

- Business accelerator service with claim of industry expertise in clean tech and proven customizable program
- 10 plus years experience in Silicon Valley with proven program for startups, early stage firms
- Proprietary “Vault” database tool boasts 37,000 mentors and 900 with green/clean tech expertise
- No clear examples of tie-in to clean energy startups
- Large projects, partners, affiliated companies and investors are mentioned in proposal, but no testimonials and only one letter.
- 3 projects with police dept., Japan trade and Amazon have no tie-ins to clean tech startups

*2. Subcontractors*

- None.

*3. Organizational Chart*

- Project delivery team chart. It appears 8 people would be involved and 3 staff dedicated to Maine operation

*4. Financial Viability*

- Uncertain. Only P&L statements were shared

*5. Letters of Support*

- 1 from Amazon Web Services.

*II. Proposed Services / Work Plan*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Alchemist

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

- Unlocking Green Innovation Maine accelerator program would be a 12-week offering for 10 Maine-based businesses in each of the sectors listed in the RFP. Alchemist claims it has accelerated 850 companies that have raised more than \$2.5 billion
- Set up as a pilot program and if successful, it would look to renew for 3-4 years, repeatable model
- Business model includes free tuition with virtual and Portland-based courses
- Grant would be used to cover operational costs, including intake and curriculum development, networking and administration
- Business plan breakdown shared at high level, but overall plan for use of public funds lacks detail. Uncertain if costs are accurate for services it would provide
- Both the course structure and Work Plan are presented well, but could use more detail
- Sustainability appears to be tied to Alchemist's ability to invest capital into startups for equity. Not many details about long-term viability.
- Limited discussion of metrics or baseline.

*III. Cost Proposal*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** CEI

**DATE:** October 3<sup>rd</sup>, 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization*

- CEI offers entrepreneurship training and technical assistance resources to Maine businesses and individuals.
- CEI and affiliates have provided \$1.49 billion in loans, equity and tax credit financing for 3,109 businesses and projects helping to build livelihoods, wealth and a more equitable, sustainable economy. 43,000 jobs indirectly created
- Lacks clean energy expertise, but has launched an accelerator program for child care business development.

*2. Project Descriptions*

- CEI Child Care Business Lab is a successful program that proves organization's previous success with accelerators.
- Solar Loan Interest Buydown program an example of CEI's commitment to supporting Maine's clean energy entrepreneurs
- CEI financed 101 green and environmentally sustainable businesses totaling \$34.8 million in direct investment, leveraged another \$118.4 million to create 1,767 new and existing jobs

*3. Subcontractors Y*

- Build Green Maine, sole subcontractor.

*4. Organizational Chart Y*

- *included.*

*5. Financial Viability*

- CEI is known to be well funded for most any size project or investment.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** CEI

**DATE:** October 3<sup>rd</sup>, 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

*6. Letters of Support Yes*

- 4 letters.

*II. Proposed Services*

*1. Project Narrative Pilot Program: Maine Weatherization Business Accelerator*

- Organization proposes new program to train entrepreneurs interested in starting or growing a weatherization business.
- CEI business advising one-on-one services and cohort based training program, including business plan, financing (available from CEI)
- Program addresses climate action plan goal to weatherize 35,000 structures by 2030
- Addresses equity access, but strategy is unclear.

*2. Business Model and Facility/Resources*

- 10-month long program overall with two 6-week long cohort trainings. With 15 individual contractors in each cohort
- Outreach/marketing via Build Green Maine's network and BPI to recruit contractors to program; StartSmart program also source for participants
- Intake form on CEI website
- Efficiency Maine course on rebates
- Well-designed business plan, not overly complicated
- Both remote and live courses

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** CEI

**DATE:** October 3<sup>rd</sup>, 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

3. *Implementation – Work Plan, includes goals for participation.*

- Work plan included with realistic timeline and expectations

*III. Cost Proposal*



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** ClimateWork Maine

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

1. Overview of Organization / Project Descriptions
  - A startup organization with experienced clean tech leadership -- director is former CEO of E2Tech.
  - New organization with only three projects that align with the organization's mission and project goals.
2. Subcontractors
  - E2Tech, Gulf of Maine Research Institute.
3. Organizational Chart
  - Small team of two with plans to hire a third worker. Board of Directors.
4. Financial Viability
  - Small financial commitment and balance sheet with bootstrap budget
5. Letters of Support
  - 20 letters from a wide breadth of organizations, including government, trade groups, academia, and private business.

**II. Proposed Services**

1. Project Narrative Cleantech Action Business and Innovation Network (CABIN)
  - Organization's existing business support work to be bolstered by award and improve what it so far has been achieved.
  - Focus of the program is to create a strong and sustainable network to support growth in Maine's cleantech industry
  - CABIN program aimed at appropriate industrial sectors with services to be provided to startups and small companies.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** ClimateWork Maine

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

- Peer to peer assistance includes navigation of resources, mentoring opportunities, technical support with supply chain and workforce development.
- Membership drive via events and meetings
- Activities would build upon initial annual summit and follow-up
- Unclear how program would offer strategic planning, mentorship, coaching, and technical assistance on topics that are critical to business success as described in RFP.

2. Implementation – Work Plan, includes goals for participation.

- On-going business engagement events with subcontractors and entities that submitted LOS
- Regional business networking and assessment meetings; one-on-one with peers
- Development of a library/toolkit
- Development of a supply chain/resource network
- Incubator support services
- Pathway campaign
- Mentoring program
- Marketing and promotion
- 2024 Summit

III. Cost Proposal

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Central Maine Growth Council | Dirigo Labs

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization*

- CMGC, economic development agency for Waterville area, and overseer of Dirigo Labs accelerator.
- Strong partnerships with local colleges, chambers and government agencies, including some of their staff who serve on CMGC's board.

*2. Project Descriptions*

- Dirigo Labs accelerator, founded 2021. Has served 24 companies through successful accelerator project, 103 mentors, nearly \$2mm grant and \$1.5mm investment, 48 jobs, 20 referrals
- City of Waterville economic development activities wide-ranging
- Town of Oakland, similar economic development services that CMGC offers neighbor, Waterville.

*3. Subcontractors*

- None, but a number of local partners

*4. Organizational Chart*

- Supplied and seems set up to function well and continue providing services it would expand under this grant.

*5. Financial Viability*

- Supplied P&L and balance sheets for 3 years. Small operation that appears well managed financially.

*6. Letters of Support Yes*

- 10 letters from a wide breadth of organizations, including government, academia, and private business.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Central Maine Growth Council | Dirigo Labs

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

*II. Proposed Services*

*1. Project Narrative Dirigo Labs Accelerator*

- Organization is already doing the business support work and would use funds to continue and improve what it so far has achieved.
- 18 cleantech companies to be served by grant
- Inclusive outreach planned
- Staffed by 15 mentors with cleantech background
- 17-week curriculum with key training topics that appear relevant to goals of program

*2. Implementation – Work Plan, includes goals for participation.*

- Ongoing business engagement events with subcontractors and entities that submitted LOS
- Regional business networking and assessment meetings; one-on-one with peers
- Other features and benefits: Development of a library/toolkit and supply chain and resource network
- Incubator support services, pathway campaign, mentoring program
- Marketing and promotion and 2024 Summit event

*III. Cost Proposal*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Environmental and Energy Technology Council of Maine

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization*

- E2Tech is a 501c3 membership driven organization. Its mission aligns with the state's clean energy goals
- Group has a vast network of cleantech contacts and experience with managing similar types of business support service projects with a renewable energy focus.
- New leadership in place with connections to resources needed to meet goals.

*2. Project Descriptions*

- E2Tech has successfully managed or partnered on several projects like those that could be covered in part by this RFP.
- The organization is working on existing projects with MTI and GEO, Second Nature.

*3. Subcontractors*

- Four: Brandt Assoc., Educate Maine, 2 interns from UMaine

*4. Organizational Chart*

- Appears to be same group that runs the organization for this project

*5. Financial Viability*

- Yes, appears to be solid financially, small operation

*6. Letters of Support*

- 3 from potential project subcontractors, Live and Work in Maine, E2Tech's previous CEO

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

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**BIDDER NAME:** Environmental and Energy Technology Council of Maine

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

*II. Proposed Services*

*1. Project Narrative*

- Applicant demonstrates strong understanding of challenges facing Maine's workforce and population trends, and the state's ability to support goals of the state's clean energy business attraction efforts.
- Network of more than 10,000 participants in programming since 2018 with a handle on potential market for business services it proposes to provide.
- Program will build on existing services and bolster marketing and talent recruitment efforts on several new fronts, including schools, out-of-state, remote workers, workforce boards, clubs, and media outlets
- Engagement plan for intake appears to mesh with existing systems, which have worked in past.
- E2Tech has supplied baseline data from existing CRM system.
- Complex plan for tracking key performance indicators and metrics. Who will do this work, which seems like a significant lift for a small staff?
- Addressed plans for equitable access to programs with new inclusionary statement. Organization knows it has room to improve, particularly geographically within the State of Maine.
- Plan lacks details on business support services suggested in the RFP that would help existing businesses.

*2. Implementation – Work Plan*

- Ambitious plan. The project team has experience, a legitimate network and support partners, and appears well organized with a budget to execute it.

*III. Cost Proposal*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Town of East Millinocket

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization and Project Descriptions*

- The Town of East Millinocket is leading the redevelopment of the former paper mill site. The organization is led by former Congressman Mike Michaud, who also serves as Board of Selectman chair for the Town and Husson University professor Dr. Brien Walton of Acadia Capital Management. The three projects included in the proposal were managed by Dr. Walton and his subsidiary organizations. Projects demonstrate ability to manage grants and assemble new organizations, including assisting with the launch incubators such as Dirigo Labs. No specific clean tech background.

*2. Subcontractors*

- Acadia Capital and Katahdin Higher Education Center. Also several companies, Convalt Energy, Ensyn, and Larkin could be complementary partners for the project.

*3. Organizational Chart*

- Not included.

*4. Financial Viability*

- Not included. Town failed to share a number of required documents, citing its status a municipality. Uncertain if that is an allowed exemption for this RFP.

*5. Letters of Support*

- 4 letters. One from workforce development group and three from project cluster participants.

*II. Proposed Services / Work Plan*

- Applicant proposes the Maine Renewable Energy Consortium, which would be structured as a hybrid model. It would serve as an incubator/accelerator and provide business support services,

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Town of East Millinocket

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

addressing all three services in the RFP.

- The program narrative lays out the background and history succinctly in the project overview. Several paper companies bought and sold the mill over the past 30 years and then abandoned it, devastating the area's economy.
- The Town owns the property now and has had some success with business attraction, including a small clean tech and green energy business cluster. The Town has completed some site remediation and infrastructure upgrades. The grant would help continue some of this work while also establishing an incubator/accelerator and business support platform.
- Proposes to attract mass timber manufacturing and green building production companies for vacant facilities.
- Pursuing NBRC funding from forest economy grant program that may bolster this project.
- Proposed to work closely with Katahdin Training Center, but unclear on workforce deliverables. Could use more detail.
- Program needs more details. Work plan provides few details on how it will meet goals. The proposed hybrid model may not align with RFP's scope and could be difficult to pull off with small staff and unclear financial picture (Town's finances were not shared).
- Goals and outcomes were included, but lacked details for metrics they plan to measure. No mention of equitable access for participants.

*III. Cost Proposal*



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Eastern Maine Development Corp

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*Overview and Project Descriptions:*

- EMDC is one of Maine's EDDs and has been providing its services to business for more than 50 years
- Has experience in providing technical assistance, business services, workforce development and managing grants – all of which will be important for making its proposed project successful
- Doesn't appear to have completed recent projects that are focused on clean tech / renewable energy
- Services provided with DECD via CDBG contracts, including support of former paper mill towns and tribes.
- Ongoing economic development support services (CEDs, DBAs) throughout its region
- Proposes partnering with Bangor Innovation Center and Bangor Target Area Development Corp. / Upstart

*Proposed Services*

- Eastern Maine Energy Cluster proposal includes outline of plans for creation of network to support incubator; regional marketing; planning / mapping; business growth support; and business attraction (wind / solar supply chain, battery storage, pellet manufacturing)
- Workforce development and pilot projects
- Business model to support technical assistance using VIRAL investment tool and response team
- 25 participants per year; 75 for 3-year project

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Eastern Maine Development Corp

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

- Strategy for offering mentorship, coaching, and technical assistance on topics that are critical to business success as described in RFP needs more detail.
- Subcontractors to provide venue and enhanced technical assistance.

2. Implementation – Work Plan

- Work plan would set stage for application to EDA's Recompete grant program for sustainability of program
- Assurance of equitable access for participants unclear in plan

II. Cost Proposal

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Northeastern University

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization and Project Descriptions*

- Northeastern University's Roux Institute has recently expanded into Maine with a mission to provide support for startups and strengthen innovation and entrepreneurship by developing new programs and incubator initiatives. Roux has invested significantly in facilities in Portland, partnership development, and dedicated staff over the past few years.
- Projects include partnership with Northern Light and MaineHealth healthcare accelerator; Founder Residency (unspecified sector) with MTI; Startup Summit events or hackathons as they describe them. Projects lack clean tech/renewable energy scope preferred in grant applicants but demonstrate some early success Roux has had in Maine.

*2. Subcontractors*

- Greentown Labs, E2Tech, Startup Maine. Roux explains the proposed relationships in fair detail.

*3. Organizational Chart*

- Included with brief narrative on positions and duties.

*4. Financial Viability*

- Included 100 pages. Organization is well funded and well connected for more fund-raising as necessary.

*5. Letters of Support*

- 40 letters, including a \$1 million pledge of support from the Maine Venture Fund.

*II. Proposed Services / Work Plan*

- Applicant proposes to launch a clean energy incubator designed to support innovation in artificial intelligence, data science and machine learning. The organization is modeling its program after

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Northeastern University

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

Greentown Labs, which has a strong track record as a cleantech incubator.

- Roux has done significant legwork in building a network and understanding the challenges facing Maine entrepreneurs.
- Proposed incubator would provide space and mentoring for up to 20 startups. \$300/month membership for incubator space, services included, along with Co-op student from NU.
- Target market pre-seed to Series A clean energy/energy efficiency companies.
- Existing services that Roux already provides strengthen project with commitment to make the program sustainable over the long haul.
- Roux investing in redevelopment of the former B&M bean factory for new campus in Portland
- Good plan and matrix shared outlining Roux facilities and resources with detailed explanations.
- Addresses plans for DEI and equitable access for participants fairly well. Good overall workplan, including easy-to-follow higher level timeline that outlines strategy and goals as well.
- Incubator program structure includes details on events, and examples of targeted participants with previous success with AI projects and access to capital, services, mentorship.
- Goals and outcomes were included. 40 companies, \$50 million in capital raised, 100 jobs created in Maine, 80% companies with BIPOC, LGBTQ or female founders.

*III. Cost Proposal*

1. Total request \$975,000 (mostly for subcontractor and Katahdin Training Center) along with federal and other State of Maine assistance.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** PassivhausMaine

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization and Project Descriptions*

- Passivhaus, a 501c3, works closely with construction professionals on development of “passive house” structures which use low-carbon, energy efficient building methods. Applicant has been working in this field for 10 years. Only one project was included in application -- an overview of its class offerings. Project doesn't demonstrate the experience needed to manage a business incubator.

*2. Subcontractors*

- HELM Construction, Anna Heath. Also mentioned working with Sewall and Alford foundations on funding

*3. Organizational Chart*

- Included, with jobs descriptions of each member for the project.

*4. Financial Viability*

- Applicant's financial documentation shared. Viability unclear although they appear to be able to match some of the funding requested.

*5. Letters of Support*

- 2 letters from same person?

*II. Proposed Services / Work Plan*

- Applicant proposes retrofit Maine incubator program focused on energy efficiency building market. Program would provide certification and workshops for construction professionals.
- Goal to train 250 local contractors with best practices and business development in Freeport facility. Enroll 10 contractors in Business Builder certificate program. Is this apprenticeship?

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** PassivhausMaine

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

- Bidder provides detailed narrative and plans for equitable access for participants.
- Facilities seem small for prototyping builds and number of students.
- Success metrics included with proposal make sense with realistic goals, including BIPOC outreach.
- Business model includes \$900 tuition for participants in certification course or discounted \$1,300 for three employees business basics program. Workshops are \$50-\$200 per unit.
- Work plan seems overly ambitious given time constraints and number of participants expected.
- Program structure and syllabus shows good detail, but overall, this proposal seems more like an apprenticeship workforce development program. Doesn't align as well as expected with RFP's scope.

*III. Cost Proposal*

1. 1-year project: \$417,000 Total cost, request \$287,179.92.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Plug and Play

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization and Project Descriptions*

- Business accelerator services, connections to VC
- Plug and Play has 50 global locations, 550 corporate partners, 650 employees.
- Invested in 1,600 companies; 200 startups per year
- Lacking experience with cleantech/energy sector
- 3 projects focus on accelerator activities for startups at Plug and Play Silicon Valley facility and at Japan
- No clear examples of tie-in to clean energy startups in work projects shared

*2. Subcontractors*

- None.

*3. Organizational Chart*

- Included corporate chart, but difficult to decipher who will be leading Maine operations

*4. Financial Viability*

- Not clear from reviewing balance sheet

*5. Letters of Support*

- 5 letters including two from Maine ORPC and Versant.

*II. Proposed Services / Work Plan*

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Plug and Play

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

- 3-year program to serve 10 startups per year, business model lacks details, but has understandable cost breakdown
- Program promises industry connections for mentorship
- Exposure to VC/Angel investors in network setting.
- Opportunity to work with successful Silicon Valley entrepreneurs
- Services don't appear tailored to help clean tech startups, specifically, overcome barriers in Maine
- Unclear how many of the activities will take place in Maine vs. California
- Intake strategy not well addressed
- Formulaic plan that bidder appears to use frequently as large service provider. Unclear who is assigned to tasks in plan and lacks a strategy for helping Maine clean tech entrepreneurs overcome barriers to participation.
- Limited discussion of metrics and baseline for Maine outcomes and no plan for ensuring equitable access for all participants

*III. Cost Proposal*

1. 3-year project: Total cost \$909,000.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** University of Maine

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience*

*1. Overview of Organization and Project Descriptions*

- UMaine R1 status, state's land-grant university with expertise in agriculture, forestry, composites, engineering, etc. World-class R&D facilities are able to support clean tech projects/sustainability science and offshore wind focus. More than 1,000 contracted innovation projects. Foster Innovation and SPIRE programs support entrepreneurship and innovation. Applicable projects include Maine Aquaculture Innovation Center, Innovate for Maine Fellows, and Off Shore wind for Maine.

*2. Subcontractors*

- None, strategic partners? E2Tech and Maine MEP

*3. Organizational Chart*

- Included, with a number of UMaine engineering department staff involved

*4. Financial Viability*

- University appears well funded for most any size project from the financials shared – 300-plus pages, including 2020 annual report.

*5. Letters of Support*

- 2 letters E2Tech and Maine MEP.

*II. Proposed Services / Work Plan*

- Applicant proposes CleanEnergy4Maine program focused on energy efficiency and renewable power generation businesses.
- Proposes serving 200 entities, including four cohorts and 50 companies (both startup/early-stage and mid-stage).
- Incubator to include co-working spaces, business development support, networking opportunities and other services critical to

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** University of Maine

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

setting up a company. No service fees to be charged.

- Special provisions for entrepreneurs 60 and over
- UMaine facilities include Advanced Manufacturing Center, Crosby Hall, Ferland Energy Development Center. Also Foster Center and UpStart Center for Innovation
- UMaine has strong grasp on the needs of Maine and the challenges facing Maine clean tech entrepreneurs and business development obstacles in the state.
- The three cohort types they propose to serve are quite different. Tackling student-led startups, early-stage and mid-stage businesses under one program seems to be a large challenge.
- Implementation schedule and measurement of success are logical with a detailed plan.

*III. Cost Proposal*

1. 2-year project: Total cost \$847,000.

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INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** VentureFuel

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

**Individual Evaluator Comments:**

*I. Organization Qualifications and Experience / Project Descriptions*

- Business accelerator services company with 100 deals completed to accelerate startups.
- Work with Fortune 500 company
- Claims 80% renewal rate
- No clear tie to clean tech industry in of its projects – Comcast NBC, California Milk or the AARP
- Other projects, that appear more clean tech focused, are mentioned in later part of bid, but they are vague

*2. Subcontractors*

- None listed.

*3. Organizational Chart*

- Included corporate chart, but unclear who will be leading Maine operations. This is discussed in more detail later in the proposal

*4. Financial Viability*

- Not shared, in fact, they omitted several of the required documents from their bid package

*5. Letters of Support*

- None shared.

*II. Proposed Services / Work Plan*

- VentureFuels presented its proposal in a branded corporate template. While professional looking, it did not specifically address

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INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** VentureFuel

**DATE:** September 29<sup>th</sup> 2023

**EVALUATOR NAME:** Ben Sturtevant

**EVALUATOR DEPARTMENT:** Governor's Energy Office / DECD

many of the required items requested in the proposed services section of the RFP.

- Proposes customized clean tech accelerator to find, fund, and grow small businesses and startups; promises modular/scalable program
- Program would be expanded beyond Portland to other areas of the State – Augusta, Eastport, Caribou, Millinocket
- Work plan included, but timeline doesn't seem realistic with amount of legwork that may be needed for familiarization with Maine CT/CE landscape
- KPI page included for participants and program, but strategy for acquiring metrics and baseline for Maine offers little to no detail, No plan for ensuring equitable access for all participants

*III. Cost Proposal*

1. Total cost \$975,000 per year, nearly half goes to bidder
2. 8 Startups Per Year Receive \$50,000 Non-Dilutive Grant: \$400,000
3. Travel and Programming Costs: \$100,000
4. VentureFuel Fee: \$475,000

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** ClimateWork Maine

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Organization has limited track record of success in providing services relevant to those proposed
- Project team members demonstrate direct professional experience in the CE/EE sector
- Demonstrates familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Limited support for tackling innovation-inhibiting barriers specific to CE/EE sector and technologies
- Services to “the broader business community” may be outside the scope requested by RFP
- Intensity of offerings to any given business appear to be limited, which may negatively influence ability to reach desired results
- Some offerings appear duplicative of existing initiatives in Maine’s ecosystem without a clear description of marginal value that is intended to be added
- Reasonable recruitment and intake strategy
- Underdeveloped diversity and equity strategy
- Underdeveloped long-term business model to sustain activities
- Well developed discussion of quantitative and qualitative metrics to monitor impact of program on target audience
- Broad range of letters of support – limited detail on partner commitments
- Reasonable clear budget request

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** EMDC

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Organization has history of work in region where proposal is focused
- Project team members demonstrate limited direct professional experience leading relevant commercial ventures
- Demonstrates limited familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Limited support for tackling innovation-inhibiting barriers specific to CE/EE sector and technologies
- Proposal has limited detail on program offerings with important components of implementation plan remaining to be designed
- Intensity of offerings to any given business appear to be limited, which may negatively influence ability to reach desired results
- Some offerings appear duplicative of existing initiatives in Maine's ecosystem without a clear description of marginal value that is intended to be added
- Thoughtful integration of common business readiness assessment tool used across Maine ecosystem and monitor participants' progress
- Limited details on recruitment and intake strategy
- Well developed diversity and equity strategy
- Long-term business model to sustain activities is underdeveloped
- Very limited discussion of quantitative and qualitative metrics to monitor impacts
- Some elements of budget lack detail on rationale for amounts requested
- Network of partners and resources may not be sufficiently robust for technical and business needs of CE/EE firms

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** E2Tech

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Organization has multi-decade track record of success in providing services relevant to those proposed
- Project team members demonstrate direct professional experience in the CE/EE sector
- Significant recent staff turnover
- Demonstrates familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Intensity of offerings to any given business appear to be limited, which may negatively influence ability to reach desired results
- Some offerings appear duplicative of existing initiatives in Maine's ecosystem without a clear description of marginal value that is intended to be added
- Reasonable recruitment and intake strategy
- Reasonable diversity and equity strategy
- Underdeveloped long-term business model to sustain activities
- Advanced discussion of quantitative and qualitative metrics to monitor impacts
- Some elements of budget lack detail on rationale for amounts requested
- Broad range of letters of support – limited detail on partner commitments
- Some of proposed services may be outside of the scope requested by the RFP

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Coastal Enterprises Inc

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Track record of success in providing services relevant to those proposed
- Demonstrates deep familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Advanced discussion of the specific innovation-inhibiting barriers that the proposal aims to address
- Tailored support for tackling innovation-inhibiting barriers specific to CE/EE sector and technologies
- Targeted programming offerings to participants, including some distinct components – some components of implementation plan remaining to be designed
- Well-developed recruitment and intake strategy, including credible partnerships
- Advanced diversity and equity strategy that leverages internal programming and external partnerships, with focus on specific populations with barriers to success
- Underdeveloped long-term business model to sustain activities
- Some discussion of quantitative and qualitative metrics to monitor impacts
- Some elements of budget lack detail on rationale for amount requested
- Includes appropriate resources for key program components, including technical assistance by partner organizations and contracted mentors



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Central Maine Growth Council

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Track record of recent success in providing services relevant to those proposed
- Project team members demonstrate limited direct professional experience leading relevant commercial ventures
- Demonstrates familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Some tailored support for tackling innovation-inhibiting barriers specific to CE/EE sector and technologies
- Targeted programming offerings to participants, include some distinct components –recruitment strategy for mentors with sufficient technical expertise is not fully developed
- Reasonable recruitment and intake strategy with strategic admission criteria
- Underdeveloped diversity and equity strategy
- Underdeveloped long-term business model to sustain activities
- Advanced discussion of quantitative and qualitative metrics to monitor impacts
- Facilities offered to participants may not fully match technical needs
- Budget proposal includes significant matching funds
- Some ambiguity if requested resources are sufficient to deliver the intensity of proposed services

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Plug & Play LLC

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Track record of success in providing services relevant to those proposed – but project examples offered limited detail
- Demonstrates limited familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Limited support for tackling innovation-inhibiting barriers specific to CE/EE sector and technologies
- General entrepreneurship programming offerings to participants
- Offers participants significant exposure to national investors, peer entrepreneurs, corporate partners, and technical experts
- Very limited discussion of recruitment and intake strategy
- No apparent diversity and equity strategy
- Underdeveloped long-term business model to sustain activities
- Limited discussion of quantitative and qualitative metrics to monitor impacts
- Some elements of budget lack detail on rationale for amounts requested
- Key components of offering not resourced, which may create significant barriers to entry

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Alchemist Accelerator

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Track record of success in providing services relevant to those proposed
- Demonstrates limited familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Limited support for tackling innovation-inhibiting barriers specific to CE/EE sector and technologies
- Offers participants significant exposure to national investors, peer entrepreneurs, corporate partners, and technical experts
- General entrepreneurship programming offerings to participants with detailed workplan
- Recruitment and intake strategy aims to incent “the best climate and energy-focused founders...to build in Maine”
- Underdeveloped long-term business model to sustain activities
- Long-term business model to sustain activities is
- Some discussion of quantitative and qualitative metrics to monitor impacts
- Key components of offering not resourced, which may create significant barriers to entry
- No local letters of support or local partnerships
- Some elements of budget lack detail on rationale for amounts requested

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** VentureFuel Inc

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Limited demonstrated track record of success in providing services relevant to those proposed – project examples offer limited detail
- Demonstrates limited familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Limited support for tackling innovation-inhibiting barriers specific to CE/EE sector and technologies
- Proposal has limited detail on program offerings
- Advanced recruitment and intake strategy
- Underdeveloped diversity and equity strategy
- Underdeveloped long-term business model to sustain activities
- Well-developed discussion of quantitative and qualitative metrics to monitor impacts, including investment and commercial deal targets although others appear misaligned with program duration
- Program facilitates visits to communities across Maine to understand regional needs and opportunities
- Some elements of budget lack detail on rationale for amounts requested
- No letters of support or partnerships
- No financial information provided

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Northeastern University

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Track record of recent success in providing services relevant to those proposed
- Project team members demonstrate direct professional experience leading relevant commercial ventures
- Demonstrates deep familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Offering mix of targeted and general programmatic offerings to participants with some distinct components, including access to capital resources with an investment commitment
- Offers participants significant exposure to investors, peer entrepreneurs, corporate partners, talent, and technical expert
- Well developed recruitment and intake strategy – focused on ventures with significant potential for scale
- Advanced and detailed diversity and equity strategy with demonstrated track record of success
- Long-term business model to sustain activities includes existing funding commitments and specific warm prospects – complexity of program may make it difficult to market in the future
- Some discussion of quantitative and qualitative metrics to monitor impacts
- Extensive set of strategic partners committed to project and more than three dozen letters of support
- Some elements of budget lack detail on rationale for amounts requested

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** University of Maine

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Track record of success in providing services relevant to those proposed – some project examples offered limited detail
- Project team members demonstrate relevant technical expertise – limited direct professional experience leading relevant commercial ventures
- Demonstrates some familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Elements of program model are difficult to parse from proposal narrative
- Offering mix of targeted and general programmatic offerings to participants with some distinct components, including technical expertise, research infrastructure, and help for student founders – appears to offer limited resources to help firms overcome identified commercial business challenges
- Underdeveloped recruitment and intake strategy
- Underdeveloped diversity and equity strategy
- Some discussion of long-term business model to sustain activities – complexity of program may make it difficult to market in the future
- Well-developed discussion of quantitative and qualitative metrics to monitor impacts
- Limited discussion of partnerships strategy – two letters of support
- Some elements of budget lack detail on rationale for amounts requested – limited documentation about how proposed capital investments/equipment align with participant or sector needs

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** Town of East Millinocket

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Some track record of success in providing services relevant to those proposed – project examples offered limited detail
- Project team members demonstrate limited technical expertise and limited direct professional experience leading relevant commercial ventures
- Demonstrates some familiarity with regional opportunities, challenges, and resources – limited discussion of market context for firms specifically in the CE/EE sector
- Some elements of program model are difficult to parse from proposal narrative – work plan lacks significant details
- Some of proposed services and sector focus may be outside of the scope requested by the RFP
- Underdeveloped recruitment and intake strategy
- Underdeveloped diversity and equity strategy
- Underdeveloped long-term business model to sustain activities
- Limited discussion of quantitative and qualitative metrics to monitor impacts
- Limited discussion of partnerships strategies
- Budget proposal missing significant information
- Some elements of budget lack detail on rationale for amounts requested

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:** 202306126

**RFP TITLE:** Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services

**BIDDER NAME:** passivehausMaine

**DATE:** 10/1/2023

**EVALUATOR NAME:** Scott Kleiman

**EVALUATOR DEPARTMENT:** GOPIF

- Limited track record of success in providing services relevant to those proposed – only one project examples and with limited detail
- Project team members demonstrate appropriate technical expertise but limited direct professional experience leading relevant commercial ventures
- Demonstrates limited familiarity with Maine-specific opportunities, challenges, and resources for firms in the CE/EE sector
- Proposal has limited detail on curriculum of program offerings
- Underdeveloped recruitment and intake strategy
- Underdeveloped diversity and equity strategy
- Underdeveloped long-term business model to sustain activities
- Well-developed discussion of quantitative and qualitative metrics to monitor impacts
- Limited discussion of partnerships strategies
- Some of proposed services may be outside of the scope requested by the RFP
- Some elements of budget lack detail on rationale for amounts requested





STATE OF MAINE  
Governor's Energy Office

Janet T. Mills  
Governor

Dan Burgess  
Director

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202306126**

**RFP TITLE: Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services Programs**

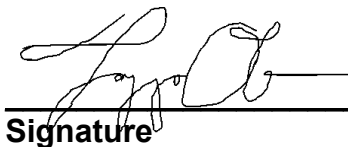
I, Tagwongo Obomsawin accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Governor's Energy Office. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder 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.**

  
Signature

9/29/2023  
Date



STATE OF MAINE  
Governor's Energy Office

Janet T. Mills  
Governor

Dan Burgess  
Director

AGREEMENT AND DISCLOSURE STATEMENT  
RFP #: 202306126

**RFP TITLE: Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services Programs**

I, Ben Sturtevant accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Governor's Energy Office. 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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Signature

10/2/23

Date



STATE OF MAINE  
Governor's Energy Office

Janet T. Mills  
Governor

Dan Burgess  
Director

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202306126**

**RFP TITLE: Clean Energy Partnership – Clean Energy Incubators, Accelerators, and Business Support Services Programs**

I, SCOTT KLEIMAN accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Governor's Energy Office. 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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9/26/2023

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Signature

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Date