



Lamoine Select Board

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Request for Proposals Heat Pump and Solar Power Purchase Agreement Project

The Town of Lamoine is accepting separate proposals and bids for two components of a project being supported by a Community Resilience Partnership Community Action Grant, awarded by the Governor's Office of Policy Innovation and the Future. Task 1 consists of designing, purchasing, and installing heat pump systems in three town buildings. Task 2 entails arranging a power purchase agreement predicated on the installation of solar panels on a town building to cover the estimated electricity usage of all town properties (which will include the electricity needed for the heat pumps to be installed as part of Task 1). Bidders are encouraged but not required to include both Tasks 1 and 2 in their proposals. If a bidder chooses to bid only on one task, they will be required to coordinate with the successful bidder for the other task to allow estimation of electricity usage from the new heat pumps as a component of the calculation of overall town electricity use, which will be needed to scale the solar array (Task 2.)

Task 1 – Heat Pumps in Municipal Buildings

Task 1 involves design, purchase, and installation of appropriate sized heat pumps (and/or Variable Refrigerant Flow [VRF], Rooftop Unit [RTU], or Energy Recovery Ventilator [ERV] systems) for the Lamoine Town Hall, Lamoine Fire Station, and for eight rooms in the Lamoine Consolidated School. The Town of Lamoine seeks bids only from Efficiency Maine Qualified Partners (QP), as Task 1 will entail application for enhanced incentive funding under Efficiency Maine's Small Municipality Retrofits and School Retrofits programs (CIPI-FON-010-2023 and CIP FON-009-2022, respectively). To support our Small Municipality Retrofits and School Retrofits applications, the Town of Lamoine requires that bidders provide a separate material price quote for each building, specifying the make and model of each product to be used, the quantity of each, and the price. The Town of Lamoine seeks the best value from the proposed units in relation to their cost. The successful bidder will propose the size and specifications of units to be installed in each building to maximize heating (and secondarily cooling) efficiency for the space. The three municipal buildings targeted for the addition of heat pumps under Task 1 have existing heating systems, which will continue to function, so the heat pumps are not required to serve as the sole heating source. However, the project seeks to shift as much of the heating burden as possible to the heat pumps to minimize the use of heating fuel going forward. Bidders may arrange through the Town of Lamoine to visit the buildings involved in order to assess the spaces, heating needs, and other constraints on heat pump installations.

Task 2 – Solar Power Purchase Agreement

Task 2 involves a power purchase agreement in which the Town of Lamoine will contract to purchase electricity to be generated with a solar array to be installed on the town's salt/sand shed or school roof. The bidder is responsible for the following:

- providing the investor who will fund the project in order to obtain the solar tax credits;
- setting up the contract for power purchase with the option to buy the depreciated system at a specified date;
- installing the solar array and associated components;
- applying to Versant Power for interconnection to the grid.

The Town of Lamoine's current average annual electricity usage for the Town Hall, Fire Station and School based on data from 2022 is 119,628 kWh. The successful bidder will use that figure plus an estimate of the additional electricity demand created by the heat pumps to be installed as part of Task 1 of this project to scale the proposed solar array to cover the Town's usage as closely as possible.

Town of Lamoine requests that the successful bidder verify with Versant Power that the project can be connected to the grid. Bidders are encouraged to review aerial imagery and/or schedule a visit to inspect the south-facing roof slopes of the town's salt/sand shed and the school to determine the suitability of the sites for the solar array. The proposal must include a sample contract. The Town of Lamoine requests that the bidder provide options for electricity contract rates based on no town contribution towards the installation cost versus a contribution of one or more specified amounts.

Minimum Proposal Requirements:

- Bidders shall provide a full breakdown of pricing, including equipment to be installed, labor, other direct costs, and relevant rebates that offset costs.
- Bidders shall indicate factors that are contingencies and spell out assumptions related to them.
- Bidders shall summarize the anticipated permitting process, flagging any particular concerns.
- Bidders for Task 1 must provide documentation of status as an Efficiency Maine Qualified Partner.
- Bidders for Task 1 must provide a proposed scope and price quote with the required detail needed for submission to Efficiency Maine as part of the Small Municipality Retrofits and School Retrofits applications (see requirements at: <https://www.energymaine.com/docs/Small%20Municipality%20Retrofits%20-%20FON-010-2023.pdf> and

<https://www.energymaine.com/docs/School%20Retrofits%20-%20FON-009-2022.pdf>.

- Bidders shall provide a projected schedule for project mobilization, permitting, installation, and in the case of Task 2, the duration of the agreement and date when the option to purchase the system is reached.
- Bidders for Task 2 shall provide a sample power purchase agreement indicating all proposed terms and any that are contingencies to be worked out.
- Bidders shall discuss any teaming partners and/or subconsultants to be used. Use of qualified local contractors is encouraged.
- Bidders shall provide proof of general liability and workers compensation insurance. The successful bidder will also provide an IRS W9 Form.
- **All work for Task 1 must be completed before December 18, 2023; for Task 2, the power purchase agreement must be executed by December 18, 2023, with installation and interconnection to follow in a timely manner*.**

Proposals shall be submitted to the Lamoine Select Board Attn: Heat Pump and Solar Power Purchase Agreement Proposals, 606 Douglas Highway, Lamoine, ME 04605 no later than 4:00 PM on February 16, 2023. Submissions shall include the name, mailing address, physical address, telephone number, e-mail address, contact name, and title of the bidder. Submissions shall indicate in the first paragraph which task or tasks are the subject of the bid. Additional information, not to exceed 10 single-spaced pages for each task, may be attached to the bid submission as relevant to demonstrate an understanding of project needs, to justify proposed pricing, and to establish the bidder's credentials and experience. Bidders are strongly encouraged to cite previous project experience for other municipalities or commercial entities that involved similar work scopes.

The Town of Lamoine reserves the right to accept or reject any and all submissions. The submissions will be opened and read aloud at a regular Lamoine Select Board meeting on Thursday February 16, 2023 at 7:00 PM. The Conservation Commission, Fire Chief, School Committee and Town Staff will also review bids and make recommendations to the Lamoine Select Board on bids received for Task 1. The bids on Task 2 are subject to final approval by the Lamoine Town Meeting regarding any long term lease on town owned property. The successful bidder(s) will be responsible for applying for and acquiring all necessary state and local permits for both Task 1 and Task 2.

***Revised January 20, 2023**