



**2023 All-Source
REQUEST FOR PROPOSALS
FOR
CAPACITY AND ENERGY RESOURCES**



LANSING BOARD OF WATER AND LIGHT

October 10, 2022

Table of Contents

Table of Contents.....	2
Exhibit List.....	3
1. Introduction	4
1.1. About the BWL	5
1.2. Electric Generation	5
1.3. Energy Efficiency Programs	6
1.4. Electric Transmission & Distribution System	6
2. Resource Need	7
3. Eligible Resources.....	8
3.1. Resource Characteristics	8
3.2. Eligibility Requirements by Group	9
3.2.1. Group A Requirements	9
3.2.2. Group B Requirements	10
3.3. Available BWL Properties	11
4. Schedule and Process.....	13
4.1. Registration Details	13
4.2. Submission Details	13
4.3. Timeline	13
4.4. Evaluation Process	13
4.4.1. Project Evaluation Criteria	14
4.4.2. Economic Value Assessment:	14
4.4.3. Project Risk Assessment	14
4.4.4. Strategic Alignment with BWL	15
4.5. Interviews	15
4.6. Negotiations and Contracts	15
5. Proposal Requirements.....	16
5.1. Submission Package	16
5.2. Project Narrative	16
5.3. Offer Form Template	19
6. Proposal Submission	21
6.1. Due Date	21
6.2. Grounds for Rejection	21
6.3. Non-Conforming Offers	21
6.4. RFP Communication	21
6.5. Bidders Conference	22
6.6. Interconnection Studies	22
6.7. BWL Rights and No Guarantee of Offer	22
6.8. Confidentiality	23

Exhibit List

Exhibit A - Offer Form Group A

Exhibit B - Offer Form Group B

Exhibit C - PPA Term Sheet

Exhibit D - Ownership Term Sheet

Exhibit E - Shortlist Acceptance Letter

Exhibit F - Sworn and Notarized Affidavit of Compliance - Iran Economic Sanctions Act

1. Introduction

The Lansing Board of Water & Light (BWL) is soliciting this all-source Request for Proposal (RFP) seeking competitive proposals to supply up to 475 MW firm capacity to meet customer loads into the future and to meet the planning reserve requirements of the Mid-Continent Independent System Operator (MISO). The proposals will help the BWL prepare for significant load increases, adjust to accelerated coal plant retirements, and continue toward carbon neutrality. An all-source RFP means BWL will consider any electric supply or demand-side resources that can meet all or part of the BWL's capacity and clean energy needs, consistent with the requirements described herein. The All-Source RFP is available at the following link:

www.lbwl.com/2023-all-source-rfp

Ascend Analytics (Ascend) is assisting the BWL in administering this Request for Proposals (RFP) process. This All-Source RFP process may or may not result in one or more agreements by the BWL. BWL reserves the right to modify or cancel this All-Source RFP to comply with changes to regulatory policy, or federal, state, or local laws.

BWL's 2023 All-Source RFP seeks proposals from qualified parties ("Bidders" or "respondents") from a wide range of product categories, including but not limited to the following:

- Group A:
 - Renewable energy (e.g., solar, wind, hydro)
 - Dispatchable energy storage (e.g., batteries)
 - Dispatchable thermal generation (e.g., natural gas)
- Group B:
 - Energy efficiency programs
 - Demand response programs

The absence of a technology from the above examples should not be interpreted as exclusionary. All commercially viable technologies are eligible to participate. Commercially viable means the technology has been successfully interconnected to a utility system and demonstrated the physical capability to deliver energy, ancillary service, or capacity services. Refer to Section 2 (Eligible Resources) for additional resource eligibility requirements.

1.1. About the BWL

The BWL is the largest municipally owned electric utility in Michigan and among the 30 largest in the United States. An eight-member Board of Commissioners appointed by the mayor and confirmed by the Lansing City Council governs the BWL. BWL employs approximately 725 bargaining and non-bargaining employees. The bargaining unit employees are represented by the International Brotherhood of Electrical Workers (IBEW) local 352.

BWL’s mission and values include affordability, reliability, sustainable growth, and environmental stewardship. The BWL’s roots go back to 1885 when Lansing’s citizens approved building a water system. Electricity was added to BWL’s list of utility services in 1892, and steam heat in 1919. Chilled water service was added in 2001. In the late 1990s, the BWL began a clean energy journey to change how it provides electric energy to the Lansing community while maintaining its commitment to affordable and reliable electricity. Achieving carbon neutrality by 2040 is the next milestone on the journey.

The BWL owns and operates an electric system, which generates, purchases and distributes electricity over 2.0 million megawatt-hours to retail customers annually, and provides electric service to over 99,000 residential, commercial, and industrial customers through 2000 miles of overhead and underground power lines in the greater Lansing, Michigan area, and wholesale customers through participation in the Midcontinent Independent System Operator, Inc. (MISO), which is BWL’s regional electric grid.

Additional information can be downloaded at <https://www.lbw.com/about> and <https://www.lbw.com/investorrelations>.

1.2. Electric Generation

BWL has a long-standing history of generating the electricity it serves its customers. The table below lists BWL’s current generating assets along with their nameplate capacity, capacity credit, and expected retirement dates.

Table 1 - BWL generating assets

Name	Fuel	Nameplate Capacity (MW)	Capacity Credit (MW)	Scheduled Retirement Date
REO Town Cogeneration Plant	Natural Gas	120	75	TBD
Delta Energy Park	Natural Gas	260	219	TBD
Erickson	Coal	162	155	12/31/2022
Belle River Plant ^[1]	Coal	165	147	12/31/2028
Beebe 1b	Wind	19	2	2034
Pegasus	Wind	68	4.3	2040
Delta Solar	Solar	24	17	2043
Assembly Solar	Solar	80	42	2047
BWL Owned & Community Solar	Solar	0.5	0.25	TBD
TOTALS		899	661	

[1] DTE Energy is the majority owner of Belle River and BWL contracts for approximately 11% of the plant’s capacity.

1.3. Energy Efficiency Programs

Since 2008, BWL has offered customers energy efficiency options through the Hometown Energy Savers energy waste reduction program. The 2020 IRP recommendation includes a measured and consistent growth in the program. Additional information about current programs can be found on our website at: <https://www.lbw.com/energysavers>. Current energy efficiency programs are under contract through the end of 2024. This RFP requests additional energy efficiency programs that can be provided to the BWL prior to January 1, 2025, in addition to the programs requested in Group B.

1.4. Electric Transmission & Distribution System

The BWL electric system is comprised of two voltage classes: transmission and distribution. The BWL looped electric transmission system operates at 138 kV. The BWL radial distribution system operates at 13.2 kV. The 13.2 kV distribution system is supplied by BWL 138 kV transmission substations. Some of the 13.2 kV distribution substations supply the 4.16 kV distribution systems, however, BWL is actively converting these lower voltage circuits to 13.2 kV. Each distribution feeder circuit has tie switch connections with one or more adjacent circuit feeders throughout the radial route.

Although BWL owns its transmission system, BWL does connect to MISO. Unlike most utilities in Michigan and this region, the BWL has maintained control of its transmission system. Most utilities that own their transmission have turned over control of their systems to MISO and take “network” service. There are two broad classes of electric transmission service available to electric utilities. Most utilities take “network” service. This service allows a utility to use the interstate transmission system to move power from any “source” to any “sink.”¹ The second type of transmission service is referred to as a point-to-point transmission service. This service requires the user to identify the source and the sink of the service.

The BWL’s policy of retaining control of its transmission system comes from its 1984 participation in the Michigan Public Power Agency’s (MPPA) Belle River powerplant project. The participation involved a purchase power agreement between the BWL and MPPA for electric capacity and energy. It also included participation in transmission assets necessary to transmit power from Belle River to the MPPA members, including Lansing. The Belle River transmission project has provided the BWL with 150 MW of firm point-to-point transmission. In addition to 150 MW of firm point-to-point service from Belle River, the BWL has acquired 12 MW of network service through its participation in the MPPA.

These agreements provide BWL with 162 MW of firm transmission service from the interstate electric grid. Firm point-to-point transmission service and local generation facilities have allowed BWL to avoid the continually increasing transmission rates in MISO. BWL can import 400 MW of energy to serve the retail load.

¹ A source is a generating resource like a thermal generating unit, a solar installation, or a wind farm that injects power into the electric grid. A sink is a load node, or a facility serving electricity using customers who withdraw power from the grid.

2. Resource Need

Integrated Resource Planning (IRPs) evaluate and establish BWL’s capacity needs and guides BWL’s electric resource acquisition process. BWL’s most recent Integrated Resource Plan (the “2020 IRP”) can be found on BWL’s website at the following link: <https://www.lbwl.com/IRP2020>

The 2020 IRP and the 2021 Strategic Plan resulted in the retirement of BWL coal units while adopting a diverse set of generating options. It also sets the stage for the next step in environmental stewardship by embracing the challenge of climate change with a recommendation to pursue carbon neutrality by 2040.

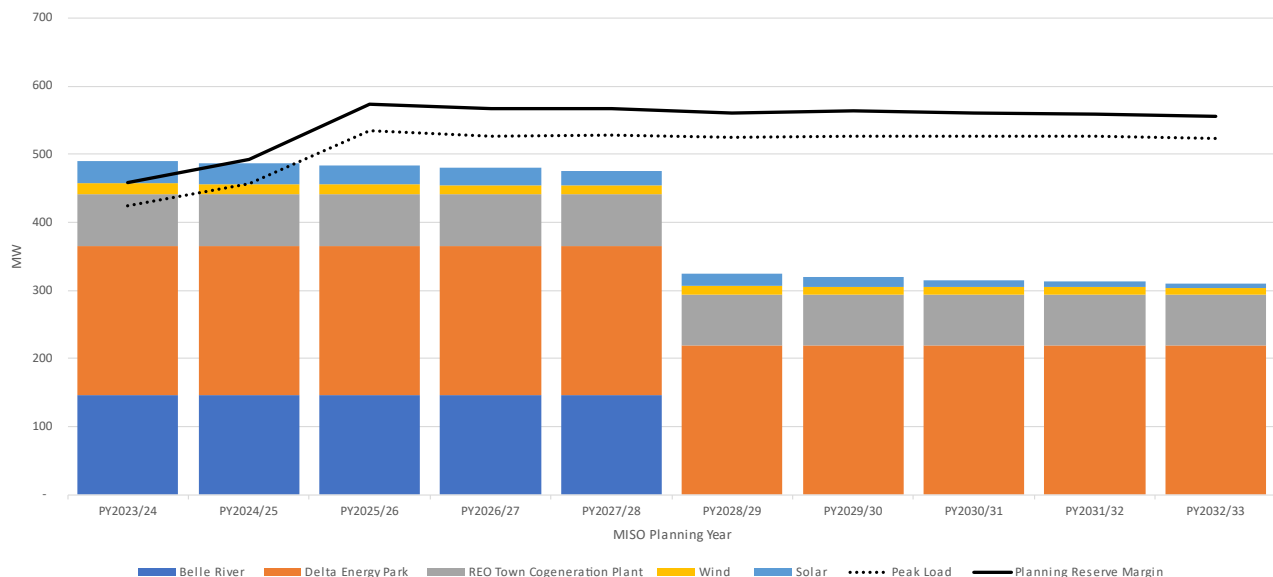
Since publishing the 2020 IRP, three significant assumptions have changed BWL’s expected capacity and energy needs. First, BWL has accelerated the retirement date of the Erickson Station coal plant to December 2022. Its closure marks a significant milestone in BWL’s journey to carbon neutrality as BWL will no longer burn coal to produce electricity. Second, the expected retirement of Belle River has moved up from 2030. BWL will need to consider an earlier retirement of this resource. Third, BWL’s retail load is expected to increase at an unprecedented rate. The announcement of the [Ultium Cells](#) battery plant in our service territory has resulted in significant load growth.

The BWL estimates the need for an additional capacity of 350 MW by June 1, 2025, though the BWL may consider acquiring up to 475 MW to meet anticipated load growth.

Primary Offers in proposals shall be developed, designed, constructed/installed, and commissioned for service (“Commercial Operation Date” or “COD”) no later than June 1, 2025. Alternate Offers in proposals with COD after June 1, 2025, but before June 1, 2028, may be considered in the evaluation. Refer to Section 3 for the eligibility requirements specific to Groups A and B.

The below graph with BWL’s capacity position assuming known load growth and expected capacity credits by resource as of September 2022.

Figure 1 - BWL Capacity Credit Forecast



3. Eligible Resources

There is no restriction on the types of projects, processes, programs, or methodologies that may be proposed. The absence of a technology from the tables below should not be interpreted as exclusionary. All commercially viable technologies are eligible to participate. Commercially viable means the technology has been successfully interconnected to a utility system and demonstrated the physical capability to deliver energy, ancillary service, or capacity services. BWL prefers proposals that align with BWL’s strategic objective of achieving carbon neutrality by 2040 while maintaining safe, affordable, and reliable utility services.

3.1. Resource Characteristics

BWL will consider projects offering power purchase agreements and ownership agreements for resources capable of providing one or more of the following from any commercially proven technology and fuel sources. The resource types are placed into two product groups (A and B), defined in Table 2.

Table 2 - Eligible Resources

Group	Resource Type	Product Description (Including but not limited to)	Agreement Type
A	Renewable Generation	Renewable resources include wind, solar, hydroelectric, advanced geothermal, etc.	PPA and ownership
	Thermal Generation	Natural gas, including the future capability to blend or fully combust renewable fuels (green hydrogen, green ammonia, renewable natural gas, or similar).	Ownership only
	Storage	Standalone energy storage products with a discharge duration of at least 4 hours, capable of offering energy, capacity, and ancillary services.	PPA and ownership
	Hybrid resources	A combination of renewable or thermal generation resources and storage.	PPA and ownership
	Virtual Power Plant	Behind-the-meter solar and storage, with utility dispatchability.	PPA only
	Other resources not specified above	Any commercially available resource	PPA and ownership
B	Demand Response	Demand response or other customer-located resources, etc.	PPA only
	Energy Efficiency	Resources that provide demand reductions and ongoing energy conservation that are predictable and measurable.	PPA (akin to traditional energy efficiency program administration)
	Other resources not specified above	Any commercially available resource	PPA only (or akin to traditional program administration agreement)

3.2. Eligibility Requirements by Group

3.2.1. Group A Requirements

Table 3 - Group A Requirements

Requirement	Description
Location	<p>Local projects that are connected to the BWL transmission or distribution system or Projects that are connected to MISO Zone 7</p>
Products	<p>Renewable Generation Only, Generation Plus Storage, Standalone Storage, and Dispatchable Thermal Generation. Refer to Table 1 above for details. Storage projects must have a duration of at least 4 hours. Both behind-the-meter (BTM) and in-front-of-the-meter (FTM) resources are accepted.</p>
Price	<p>Offer structure may be PPA (Offtake) or Ownership (EPC).</p> <p><u>PPA price for generation projects:</u> All-in price for all attributes (inclusive of energy, capacity, ancillary services, and environmental attributes) expressed as a fixed \$/MWh with zero percent (0%) annual escalator.</p> <p><u>PPA price for storage projects:</u> Full-toll offers prices expressed as a fixed \$/kW-month with zero percent (0%) annual escalator.</p> <p><u>Ownership Agreements:</u> All-in EPC cost, in dollars.</p> <p>Note: For projects connected to the BWL T&D system, interconnection cost (as estimated by BWL engineers) should NOT be included in the pricing.</p>
Number of Offers	<p>Bidders can submit one (1) Primary Offer per unique facility/location. This project should be the largest size and most competitive offer that meets all compliance requirements.</p> <p>Bidders may submit one (1) Alternate Offer for a given unique facility / location only if the Alternate Offer differs from the primary by COD (later than 06/01/2025 but before 06/01/2028), PPA tenor (both greater than 10 years), or storage duration.</p> <p>Other configurations, durations, or pricing schemes than described above may be submitted as descriptions within the narrative document but may not be evaluated or considered until final negotiations or at all.</p> <p><u>Please submit one Offer Form Template (Group A) per offer</u> containing all data for generation and storage as instructed in the excel file to ensure proper evaluation of all components of the project. Refer to the instructions tab for details on necessary sheets to complete.</p> <p>NOTE: If a single Bidder wishes to submit multiple unique facilities (at different locations), each project must be submitted as an entirely new Submission Package including all necessary documents.</p>

Requirement	Description
Term for PPA offers	PPA offers must be for at least 10 years.
Scheduling Coordinator	BWL has a preference for being the scheduling coordinator. Developers may express in the narrative if there's interest in being the scheduling coordinator.
Expected Commercial Operation Date (COD)	All primary offers must have a COD on or prior to 06/01/2025. Bidders may submit alternative offers with COD up to 06/01/2028. BWL has a strong preference for projects with earlier COD.
Interconnection	<p><u>For projects connected to the BWL T&D system:</u> must have submitted an Interconnection Application and Data to BWL to become eligible to bid into this RFP.</p> <p><u>For projects connected to MISO Zone 7:</u> must be working towards submitting an interconnection application.</p>
Installed Capacity	<p><u>For projects connected to the BWL T&D system:</u> minimum aggregate nameplate capacity of 1 MW.</p> <p><u>For projects connected to MISO Zone 7:</u> minimum nameplate capacity of 20 MW.</p>
Storage Cycles	Storage resources are expected to operate at approximately 365 cycles ² /year and a maximum of 2 cycles/day.
Maintenance	Seller is expected to maintain operation of the facility at full nameplate capacity throughout the PPA term. Any maintenance or replacement required to maintain nameplate operation of the facility is the responsibility of the Seller.
Storage Operational Efficiency	The efficiency rate of the storage resource must reflect actual efficiency of the storage facility, measured at the storage facility meter, per year over the PPA term.
Station Use	For PPAs, seller will be responsible for Station Use. For Storage facilities, Seller is also responsible for Idle Period Auxiliary Use which is Auxiliary Use consumed by the Storage Facility during periods in which the Storage Facility is not charging or discharging pursuant to a Charging Notice or Discharging Notice.

3.2.2. Group B Requirements

Table 4 - Group B Requirements

Requirement	Description
Location	BWL customer sited projects that are behind the retail meter (BTM)
Products	Energy efficiency or demand response programs. Refer to Table 2 above for details.
Price	Offer structure may only be PPA (Offtake), which is intended to include program administration agreements. Energy efficiency programs or demand response projects may be priced as a:

² "Cycles" is defined as the total cumulative amount of discharging energy (in MWh) from the storage facility, divided by the storage facility duration times the storage capacity.

Requirement	Description
	Fixed \$/MWh reduction with zero percent (0%) annual escalator, or Fixed \$/kW-year capacity with zero percent (0%) annual escalator.
Number of Offers	<p>Bidders can submit one (1) Primary Offer per program.</p> <p>Bidders may submit one (1) Alternate Offer for a given program only if the Alternate Offer differs from the primary by COD (must be before 06/01/2028), PPA tenor (both between 3 and 5 years), or program size (total peak demand or energy reduction).</p> <p><u>Please submit one Offer Form Template (Group B)</u> containing all program information as instructed in the excel file to ensure proper evaluation of all components of the project. Refer to the instructions tab for details on necessary sheets to complete.</p> <p>NOTE: If a single Bidder wishes to submit multiple unique programs, each project must be submitted as an entirely new Submission Package.</p>
PPA Term	PPAs must be for at least three (3) years and no more than five (5) years.
Expected Commercial Operation Date (COD)	<p>Energy Efficiency programs Primary Offers must begin by 01/01/2025, which includes additional programs to complement existing programs prior to 01/01/2025.</p> <p>Demand response Primary Offers must have a COD on or prior to 06/01/2025.</p> <p>Bidders may submit Alternative Offers with COD up to 06/01/2028. BWL has a strong preference for projects with earlier COD.</p>
Project Size	<p>Demand Response: Utility dispatchable programs no less than 1 MW in aggregate.</p> <p>Energy Efficiency: No minimum project size</p>

Refer to PPA term sheet for additional PPA terms

3.3. Available BWL Properties

To help facilitate resource development within BWL’s system, where feasible, BWL will make available its facilities and existing interconnections to Bidders as potential sites for projects that will further BWL’s objectives. Questions regarding any potential BWL-owned site should be directed to www.lbwl.com/2023-all-source-rfp. The BWL makes no representation regarding the suitability of any site for development of a project. Bidders are responsible for making an independent evaluation and judgment of all conditions affecting the proposed project, including without limitation: site conditions; existing facilities; seismic, geologic, soils, hydrologic, geographic, climatic conditions; applicable (federal, state, county, local, city) laws, rules, regulations, orders, and procedures; and all other contingencies or design considerations. Data, calculations, opinions, reports, investigations, or any other information or documents that BWL provides relating to site, local, or other conditions are not warranted or guaranteed, either expressly or implied, by BWL. Bidders wishing to tour any BWL sites for evaluation of resource potential should notify BWL via email LBWL2023AllSourceRFP@ascendanalytics.com.

Table 5 - Available BWL Properties

Property Address	Parcel Number	Approximate Acres
Glenrose Ave Lansing, MI 48915	<u>33-01-01-05-351-001</u>	20.00
3725 S Canal Rd Lansing, MI 48917	<u>040-034-300-013-00</u>	22.00
LAKE Lansing Rd Lansing, MI 48906	<u>33-01-01-03-381-012</u>	1.50
2331 W Main St Lansing, MI 48917	<u>33-21-01-19-230-026</u>	0.50
1500 Lake Lansing Lansing, MI, 48912	<u>33-21-01-03-451-005</u>	30.00
2000 E Malcolm X St Lansing, MI 48910	<u>33-01-01-23-152-005</u>	12.00
707 Woodingham Dr East Lansing, MI 48823	<u>33-20-01-12-212-003</u>	0.25

4. Schedule and Process

4.1. Registration Details

To receive all RFP notifications, interested Bidders should register by visiting the following website:

www.lbwl.com/2023-all-source-rfp

4.2. Submission Details

All Bidder materials should be submitted using the submission forms on the RFP website:

www.lbwl.com/2023-all-source-rfp

4.3. Timeline

Table 6 - RFP Dates

Date	Event
October 10, 2022	RFP Released
November 9, 2022, 1:00 PM	Bidders online conference to discuss RFP process
November 23, 2022	Last date to submit questions/request for clarifications of the RFP
December 7, 2022	Q&A formal response posted on RFP website
January 13, 2023	RFP offers due to BWL no later than 5:00 pm Eastern Time
March/April, 2023	Bidders notified of shortlist status

4.4. Evaluation Process

The goal of the All-Source RFP is to select the resource or mix of resources that best meet the BWL's need (See Section 2) at the lowest reasonable cost and least risk. Bidders' proposals will be evaluated according to several criteria outlined in this section below. Submissions will be evaluated by the BWL's evaluation team based on the criteria described throughout this RFP, and the results of the evaluation will be submitted to BWL management for approval to negotiate final contracts for the chosen projects.

Proposals will be evaluated by a BWL evaluation panel familiar with the subject matter of the project. In addition, the evaluation team may include external expert support as desired by BWL, including outside public sector or academic community expertise as deemed desirable by the BWL.

The Bidder must demonstrate that the project will achieve the Project objectives stated in this RFP. Proposals must meet the schedule before consideration for evaluation.

4.4.1. Project Evaluation Criteria

Table 7 - Evaluation Criteria

Criteria Component	Points
Economic value to BWL’s customers (as evaluated using quantitative modeling analysis)	70
Project risk assessment (projects deemed to have the least risk of failure shall score higher)	15
Strategic Alignment with BWL	15

4.4.2. Economic Value Assessment:

Project’s physical and financial parameters shall be input into BWL’s PowerSIMM model with assistance from Ascend Analytics. The economic analysis shall include dispatch (or reduction of load) of the proposed project against a forecast of MISO market prices to determine energy market value. Pnode prices will be simulated using modeling that accounts for changes in regional fundamentals (congestion, solar generation, storage, etc.) over time. Projects will be valued for their capacity value as well as revenues across all relevant energy markets. If a project is capable of providing ancillary services such as regulation or spin, the model co-optimizes the resource dispatch to capture this value. Value generated from the investment or production tax credits of the Inflation Reduction Act (IRA) shall be captured. Using the highest-ranking projects from the valuation exercise, the modeling team shall also develop portfolios of resources to determine optimal mixes of resources to meet BWL capacity and energy needs.

PPA prices in the Offer Form Template should be all-in, inclusive of energy, environmental attributes, capacity, and ancillary services benefits. Bidders may provide different pricing only in the offer variant section of the Project Narrative.

4.4.3. Project Risk Assessment

BWL’s need for energy and capacity is imminent, therefore a significant emphasis shall be made on selecting projects with a low risk of failure. In the Offer Form, respondents are required to answer questions for use in this assessment. Topics include:

- Development stage (site control, secured financing, interconnection queue status, etc.)
- Developer’s experience delivering projects of similar size and scope
- Developer financial stability (i.e. low counterparty credit risk)

4.4.4. Strategic Alignment with BWL

BWL's Strategic Plan can be found at the following link: <https://www.lbwl.com/strategicplan>. Respondents are encouraged to read the Strategic Plan to ensure their plans align with the BWL's goals and objectives. In the Offer Form, respondents are required to answer questions for use in this assessment. Topics include:

- Carbon Neutrality
- Local Benefits
- Customer Benefits

4.5. Interviews

During the evaluation process interviews with some Bidders may be requested for clarification purposes only. No new material will be permitted at this time. Additional information provided during the bid review process is limited to clarification by the Bidder of information presented in his/her proposal, upon request by the BWL.

4.6. Negotiations and Contracts

BWL may elect to negotiate price and non-price factors with any Bidder whose proposal has been shortlisted. During negotiations, BWL will continue to update its economic and risk analysis on an as-needed basis to reflect any additional or revised factors that may impact the total cost of a proposed resource.

The BWL may award a contract to a Bidder other than the Bidder receiving the highest rating in the event the BWL determines that another Bidder from among those technically qualified would provide the best value to BWL considering cost and technical factors. Award of a contract is not guaranteed. The selection of a contractor, if any, will be made by and is subject to BWL approval. Bidders shall be notified of the results by letter. The BWL may award contracts to more than one Bidder if in its sole judgment the interests of the BWL would best be served by selecting multiple proposals.

5. Proposal Requirements

Submittals must follow the format outlined below and include all the requested information. Failure to submit information in the required format may result in elimination from evaluation. The cost for developing the proposal is the responsibility of the Contractor and shall not be chargeable to the BWL.

5.1. Submission Package

Proposal packages should be submitted directly on the RFP website www.lbwl.com/2023-all-source-rfp by the submission deadline. Once the offer is submitted through the online portal, Bidders will be redirected to a web page that will confirm their successful submission. Note that we will not be sending out confirmation emails.

Below is a checklist for the required documents:

- Project Narrative (.pdf file)
- Offer Form Group A or B (.xlsx file) – up to two Offer Forms per submission package

Optional Documents for upload and inclusion with proposal:

- Redlined PPA Agreement Term Sheet (.docx file) or Ownership Agreement Term Sheet (.docx file)
- Bidder’s Mutual Confidentiality Agreement (.docx file)
- Other Documents (file extensions can be .zip, .pdf, .docx, or .xlsx)

The documents listed below are included on the RFP website for awareness only. Shortlisted Bidders will be required to sign these agreements.

- Shortlist Acceptance Letter
- Sworn and Notarized Affidavit of Compliance - Iran Economic Sanctions Act

5.2. Project Narrative

Bidders should submit a brief narrative of the proposed project and vendor qualifications. This narrative will be primarily used as a reference for specific project details that are not fully captured in the Offer Form template and for further assessment of shortlisted proposals. **The project narrative should be submitted as a pdf document that includes the following sections (as applicable) in the order listed below:**

Table 8 - Project Narrative Structure

Section	Description
Coversheet	The coversheet should be signed by the person or persons authorized to represent the Bidder.
Project Summary	Brief summary of project including location, sizing, pricing, and any relevant high-level details (1-2 paragraphs)
Project Details	Should include project name, product category (Group A or B), project type

Section	Description
Summary Table	(Renewable Generation, Renewable Generation Plus Storage, Standalone Storage, Dispatchable Thermal Generation, Thermal Generation Plus Storage, Energy Efficiency, Demand Response), project location city and county, capacity size (for both generation and storage or energy reduction, as applicable), storage duration, COD, and pricing (\$/MWh, \$/kW-month, \$/kW-year)
Technology Description for Group A projects	Describe the generation technology your project uses as well as the storage system (as applicable). Give details on the technical specifications (for both thermals and renewables) and the type of storage (chemical, mechanical, thermal, etc.). If the project is based on a new technology, provide additional details on the physics and chemistry behind the technology.
Technology Description for Group B projects	Describe the technical and operational approach to implementing the proposed solution. Include details about: <ul style="list-style-type: none"> • How devices will be connected and managed • Customer acquisition and incentive plan • Proposed BWL technology and operational systems interfaces • Describe the plan for cyber security and data privacy
Resource Need	Describe how your project with help with BWL’s resources need. Include details regarding: <ul style="list-style-type: none"> • Flexibility of resource • Load profile alignment • COD and timing alignment • System reliability and other benefits Anticipated system improvements
Carbon Neutrality	Describe how the project moves the BWL closer to being carbon neutral by 2040.
Community Experience	<ul style="list-style-type: none"> • Describe how the proposed resource will improve the equitable distribution of energy and non-energy benefits to the communities that the BWL serves. • For DR, EE, and DER resources, describe the marketing and education effort to BWL customers. • Describe how the project improves land value or redevelops existing facilities. • Describe how local goods and services will benefit as a result of the project • Indicate how American-made products will be used and how proper labor practices are verified
Detailed Site Description	<ul style="list-style-type: none"> • Detailed description of the current land use of the project footprint, including a detailed site map • Describe the project’s proposed interconnection including proximity to transmission interconnection, and any new interconnection facilities that would need to be built • Describe the project’s decommissioning plans, including any decommissioning requirements
Project risk	Brief overview of project risks, particularly related to status of:

Section	Description
	<ul style="list-style-type: none"> • Project interconnection • Site control and land acquisition • Environmental zoning, studies, and permitting (including description of the permitting lead agency and achieved and outstanding milestones) • Financing • Proven Technology • Supply chain of labor, material, and equipment
Financing Plan	<ul style="list-style-type: none"> • Describe the project’s financing plan. • Provide cost breakdown per task or milestone over the course of the project with assumption.
Tax Credit	Describe how the project could generate tax credits through the Inflation Reduction Act.
Program Schedule	<p>Provide projected milestones or benchmarks for completing the project within the total time allowed. Specifically, this section should include:</p> <ul style="list-style-type: none"> • An overall time schedule. • A list of significant milestones, project deliverables, and the projected calendar delivery dates of each. Milestones include project kickoff meetings, task start and completion dates, design documents, demonstration and test plans, progress reports, interim reports, draft and final reports, and project review meetings.
Project Organization	<ul style="list-style-type: none"> • Describe the proposed management structure, program monitoring procedures, risk mitigation plan and organization of the proposed team. • Provide a statement detailing your approach to the project, specifically address the Firm’s ability and willingness to commit and maintain staffing to successfully complete the project on the proposed schedule. • Describe your company's diversity, equity, and inclusion policies. • Describe your company’s Environmental, Social, and governance (ESG) goals.
Developer Experience	Brief description of developer experience, particularly as relates to previously completed projects of a similar scope and scale
Bidder Stability	<ul style="list-style-type: none"> • Provide a history of the company and note and prior project with the City of Lansing or BWL. • Describe organization financial stability including credit history and supporting documentation • Provide financial reports/10K/ CPA certified for previous 3 years • Summarize any contract defaults or litigations over the last 5 years
Qualifications	<ul style="list-style-type: none"> • Describe the technical capabilities of the Bidder. • Provide at least three references of other similar studies or projects performed during the last five years demonstrating ability to successfully complete the work. Include contact name, title, and telephone number for any references listed. • Provide a statement of Bidder’s background and related experience in performing similar services for other governmental organizations. Specify any licenses held by the Bidder.

Section	Description
	<ul style="list-style-type: none"> Discuss previous safety performance record
Assigned Personnel	<p>Provide the following information about the staff to be assigned to this project:</p> <ul style="list-style-type: none"> List all key personnel assigned to the project by level, name and location. Provide a resume or similar statement describing the background, qualifications and experience of the lead person and all persons assigned to the project. Substitution of project manager or lead personnel will not be permitted without prior written approval of BWL. Provide a spreadsheet of the labor hours proposed for each labor category at the task level. Provide a summary of your Bidder’s general qualifications to meet required qualifications and fulfill statement of work, including additional personnel or Bidder and resources beyond those who may be assigned to the project.
Subcontractors	<p>This project may require expertise in multiple technical areas. List any subcontractors that will be used, identifying functions to be performed by them, their related qualifications and experience and the total number of hours or percentage of time they will spend on the project. Provide license information for all subcontractors.</p>
Conflict of Interest	<p>Identify and describe any possible conflicts of interest if any.</p>
Offer variants	<ul style="list-style-type: none"> Description of additional variants the Bidder would like BWL to consider. If the Bidder would like to propose offer variants beyond the ones in the Offer Form template, these variants may only be described in text in this section. These additional variants may not be submitted as Offer Form Templates and will not be evaluated in the quantitative evaluation phase but may be assessed for additive value if the initial proposal is chosen for shortlisting consideration. Alternative offers that might be proposed in this section include variant CODs, alternate contract term duration, alternative pricing schemes or locations, alternative dispatch capabilities (involving day-ahead, real-time, ancillary, RA or other markets), alternative capacities, alternative SOC assumptions, or any other arrangements that may provide additional value.
Additional Data	<p>Provide any other essential data that may assist in the evaluation of this proposal.</p>

5.3. Offer Form Template

Exhibit A and Exhibit B are two Offer Form Template corresponding to Group A and B, respectively. These are the primary source of data for evaluating submissions. The Offer Form **is mandatory and must be fully completed for each submission to be considered compliant**. Bidders may submit up to two Offer Forms per submission package (refer to section 3.2 Eligibility Requirements, for information on maximum number of Offer Forms per project type/location).

Proposals must complete the appropriate sheets within the data template for the category of project being submitted. The Offer Form template contains an instruction sheet that will guide Bidders to complete the form

successfully. All yellow fields in the sheets relevant to the proposed project should be fully completed, utilizing the drop-down lists when provided.

Table 9 - Group A Offer Form Structure

Tab	Description
Instructions	Provides instructions on how to complete the offer form successfully
Participant & Project Info	Sheet requests general information on the Bidder as well as project type, location, size, and online date. Offer price is specified in this tab.
Renewable Generation	Sheet requests generation information for renewable generation projects (includes historical hourly generation and monthly forecast)
Storage Parameters	Sheet asks for information on the technical parameters for operating the storage component of the project
Thermal Generation	Sheet requests information for the technical specifications of the thermal asset including heat rates, operational constraints, costs, and outages
Ownership – Capital Cost	Sheet asks for capital costs information for any ownership offer submitted to BWL
Ownership – Operating Cost	Sheet asks for operating costs information for any ownership offer submitted to BWL
Qualitative Assessment	This questionnaire gathers information for qualitative selection criteria. Responses to the qualitative questionnaire will be a significant component to BWL’s evaluation, and all relevant cells must be completed to receive full consideration.
Development Risk	These questions are intended to assess potential project development risk, and all relevant cells must be completed to receive full consideration
Other Questionnaire	These are additional questions that are important to BWL but do not contribute to the qualitative assessment.
Company Financials	Sheet asks for financial information on the Bidder for two different years

Table 10 - Group B Offer Form Structure

Tab	Description
Instructions	Provides instructions on how to complete the offer form successfully
Participant & Project Info	Sheet requests general information on the Bidder as well as program type, location, and online date. Offer price is specified in this tab.
Demand Response	Sheet requests information on the demand response program including details on capacity reduction, implementation plan, and program structure
Energy Efficiency	Sheet requests information on the energy efficiency program including details on energy reduction, implementation plan, and program structure
Qualitative Assessment	This questionnaire gathers information for qualitative selection criteria. Responses to the qualitative questionnaire will be a significant component to BWL’s evaluation, and all relevant cells must be completed to receive full consideration.
Development Risk	These questions are intended to assess potential project development risk, and all relevant cells must be completed to receive full consideration
Other Questionnaire	These are additional questions that are important to BWL but do not contribute to the qualitative assessment.
Company Financials	Sheet asks for financial information on the Bidder for two different years

6. Proposal Submission

6.1. Due Date

All proposals are due no later than 5:00 p.m. Eastern on January 13. Bidder to submit their proposals electronically through the RFP website: <https://www.lbwl.com/2023-all-source-rfp>

All proposals must be submitted according to specifications set forth in the section above, and this section. Failure to adhere to these specifications may be cause for rejection of the proposal.

6.2. Grounds for Rejection

A proposal may be immediately rejected if it is not compliant with the requirements in the RFP, prepared in the format described, or it is not signed by an individual authorized to represent the Bidder.

6.3. Non-Conforming Offers

At BWL's discretion, if a proposal is determined to be non-conforming, BWL will notify the Bidder and the Bidder will be allowed five (5) business days to remedy the proposal (the "cure period").

6.4. RFP Communication

Questions regarding this RFP, including procedural matters, should be submitted in writing using the form on the bidding webpage. www.lbwl.com/2023-all-source-rfp

All interested parties in this RFP, including potential Bidders and those seeking to join a bidding team, are encouraged to periodically visit the BWL RFP website at www.lbwl.com/2023-all-source-rfp. Clarifications to frequently asked questions will be posted on the website.

Any requests for clarification of the RFP (Clarification Requests) must be submitted using the form on the bidding webpage www.lbwl.com/2023-all-source-rfp no later than the date set forth in Section 3 (timeline). Clarification Requests are the only means by which Bidders may seek clarification of the RFP and its contents.

Any interpretation or correction will be made only by Addendum issued by the BWL and a copy of such Addendum will be posted with the RFP Documents on the BWL website identified above. Any Addenda must be acknowledged in the proposal. Bidder's failure to acknowledge receipt of all Addenda may result in rejection of the proposal as nonresponsive.

No person is authorized to render an oral interpretation or correction of the RFP and no Bidder may rely on any such oral interpretation or correction issued by the BWL or its designated representative. The BWL shall not be responsible for any other explanation or interpretation of the RFP, or for any oral instructions.

Neither Ascend Analytics nor BWL will be answering questions related to the RFP outside of the formal Q&A

process. Bidders are prohibited from communicating with BWL personnel, board of directors, or alternates outside of this Q&A process. If it is discovered that a Bidder contacts and receives information from any BWL personnel, board director or alternate, outside of the rules established by this RFP, BWL may, in its sole determination, disqualify such Bidder's proposal from further consideration or take any other action as BWL may decide.

6.5. Bidders Conference

A virtual Bidders conference will be held on November 9th at 1:00 PM Eastern time. When an Interested Bidder completes the vender registration, they will be provided a meeting invitation for the Bidders conference. A recording will be posted on the bidding website.

6.6. Interconnection Studies

Bidders wishing to interconnect their proposed projects to BWL transmission and distribution system will be required to initiate an interconnection study request before submission of the proposal. The interconnection study does not need to be complete by proposal submission. Interconnection studies may be assessed a fee determined by the BWL engineering staff. More information on the BWL interconnection process can be found at <https://www.lbwl.com/sites/default/files/documents/Facility%20Interconnect%20Updated.pdf>

Bidders wishing to discuss an interconnection should notify the BWL via the following email, and BWL engineering staff will respond: LBWL2023AllSourceRFP@ascendanalytics.com.

6.7. BWL Rights and No Guarantee of Offer

The BWL reserves all rights with respect to this RFP, including but not limited to the rights, in its sole discretion, to:

- Reject any or all the proposals, or any item of a proposal, without further obligation or reimbursement to the Bidder(s).
- Award all or any individual part/item of a Proposal.
- Select any, all, or none of the alternatives proposed, regardless of whether such alternatives were used in the analysis to determine the lowest proposal cost.
- Modify this RFP.
- Cancel or withdraw this RFP.
- Issue a new RFP.
- Negotiate price or scope of work with any Bidder at any time after receipt of the proposals.
- Negotiate provisions in addition to those stipulated in this RFP or proposed by a Bidder for the purpose of obtaining the best possible proposal.
- Waive immaterial deficiencies, informalities and minor irregularities in proposals.
- Waive any information or technical defects, as the interests of the BWL may require.
- Require a Bidder to provide a guarantee (or guarantees) of the contract by a third party.

- Terminate negotiations if BWL determines termination is in its best interests.

In submitting a proposal in response to this RFP, the Bidder is specifically acknowledging these BWL-held rights.

This RFP does not commit the BWL to enter into a contract, and allows the BWL to reject, in its sole discretion, all of the Proposals. The BWL is not liable for any costs incurred by any Bidder in preparation and submission of a Proposal, making presentations to the BWL, or any other activities or expenses in anticipation of award of a contract. By submitting a Proposal, the Bidder disclaims any right to be paid for such costs.

6.8. Confidentiality

BWL does not intend to disclose any part of any proposal before it announces a recommendation, on the ground that there is a substantial public interest in not disclosing proposals during the evaluation or contract negotiation process.

All correspondence with BWL including responses to this solicitation will become the exclusive property of BWL under the Michigan's Freedom of Information Act (FIOA). All documents sent by Bidders to BWL may be subject to disclosure, unless exempt due to one of the narrow exceptions to the disclosure requirements. In order to designate information as confidential, the Bidder must clearly stamp and identify the specific portion of the material designated with the word "Confidential".

If required by any law, statute, ordinance, a court, Governmental Authority or agency having jurisdiction over the BWL, BWL may release Confidential Information, or a portion thereof, as required. In the event BWL is required to release Confidential Information, it shall notify the Bidder of the required disclosure, such that the Bidder may attempt (if it so chooses), at its sole cost, to cause the recipient of the Confidential Information to treat such information in a confidential manner, and to prevent such information from being disclosed or otherwise becoming part of the public domain.

Except to the extent required by law or regulatory order, BWL shall have no obligation under this All-Source RFP to provide the models and data used in its evaluation process to respondents or other third parties.