



EAST BAY COMMUNITY ENERGY
ENERGY RESILIENT MUNICIPAL CRITICAL FACILITIES
2023 REQUEST FOR OFFERS

ATTACHMENT A: STATEMENT OF QUALIFICATIONS

Each Respondent should submit a brief narrative of their qualifications. Please provide responses to all the information requested below, organized under the appropriate section headers and maintaining the listed numerical section order.

The Statement of Qualifications must be submitted as a PDF file via email to 2023-municipal-facility-RFO@ebce.org, with this document included and signed as a part of the submission. The file name should be saved as "EBCE Statement of Qualifications_RespondentCompanyName".

DEVELOPER BACKGROUND

Complete only once per Respondent. Limit Developer Background to 10 pages.

i. Corporate Structure

- Briefly describe the history of the company's operation and achievements, as well as the size and footprint of the company, including reference to the number of personnel based in California and in Alameda County (if applicable).
- Please include the organization structure with all the employees engaged in our projects.

ii. Development & Relevant Project Experience

Please include project examples and narratives for all bullet points below.

- Describe Asset Owner's experience with respect to solar and storage microgrids and projects.
- Describe asset owner's balance sheet, providing information on whether it demonstrates assets of at least \$1 million, or over \$3 million in assets.
- Describe your financing strategy related to pre-development, development, construction, and long-term ownership. Please state your assumptions relative to the project financing structure, the type of anticipated/committed financing, and all involved parties.

- Provide historical track record on completed financings and partnerships.
- Describe the tax equity financing strategy, including what assumed ITC and SGIP levels by equipment type and steps taken to de-risk through safe harboring, construction start, etc.
- Describe whether the Asset Owner's development approach includes an identified EPC. EBCE prefers teams led by asset owners with clearly identified EPC in the following order: EPC as a part of the same firm as asset owner, EPC as a part of a related firm as asset owner, external EPC currently contracted with asset owner. If external EPC is currently contracted with asset owner, please describe whether the contract spans at least two years and two or more projects.
- Within the last five (5) years the Respondent has financed or secured financing of at least three (3) Power Purchase Agreement (PPA) projects of at least 500 kW DC each.
- Within the last five (5) years the Respondent has served as EPC for at least (3) multi-site solar or solar + storage projects which include systems up to 500 kW DC, with preference for fully integrated EPC firms.
- Within the last five (5) years the Respondent or its subcontractor(s) have achieved COD for at least three (3), multi-site solar PV projects which include systems up to 500 kW DC.
- BESS provider has installed and received permission to operate, or is actively engaged on project construction for portfolios of solar + storage systems for resilience.
- Microgrid provider has installed and received permission to operate, or is actively engaged on project construction, for at least three microgrid projects.
- Microgrid control software has been in use for at least one (1) year on multi-site solar PV projects, totaling at least 10 sites, which include systems up to 500 kW DC.

iii. Labor, Workforce Development, Community Investment

- Describe previous projects' labor strategy and commitments, including details on:
 - Number of contractors or sub-contractors based in Alameda County or City of Tracy
 - Number of contractors or sub-contractors certified as small businesses (either state or federal certification)
 - Use of Union labor and prevailing wages, citing any existing Project Labor Agreements
 - Commitments to workforce development opportunities (either directly through the project or through investment in workforce development opportunities elsewhere)

REFERENCES

Please provide a minimum of three (3) current and past clients on 1 page. References must be satisfactory as deemed solely by responsible EBCE staff. References should have similar scope, volume, and requirements to those outlined in these specifications, terms and conditions.

Respondents must verify the contact information for all references provided is current and valid and are encouraged to notify all references that EBCE may contact them to obtain a reference. EBCE staff reserves the right to contact references other than those provided in the response and to use the information gained from them in the evaluation process.

IN WITNESS WHEREOF, the authorized representative of the Respondent has completed and provided the requirements set out in this form.

BY: _____
(Signature)

(Name, Title)

(Address)