

# ***Loring Development Authority of Maine***

## **Request for Proposals**

### **Loring Commerce Centre Energy Capacity Study and Resiliency Plan**

***Proposal Due Date: December 15, 2023***

#### ***Introduction***

The Loring Development Authority of Maine (LDA) is seeking proposals from qualified firms or individual(s) to provide consulting services to support LDA's effort to develop an Energy Capacity and Resiliency Plan for the Loring Commerce Centre campus.

#### ***Summary of Required Qualifications***

The selected Consultant shall possess demonstrated experience and expertise in conducting large area energy assessments, capacity studies and related plans.

#### ***Background***

The Loring Development Authority of Maine (LDA) is a municipal corporation and a public instrumentality of the State created by statute 5 MRSA §13080. The purpose of the LDA is to accomplish the reuse of Loring's considerable real estate assets to create jobs and economic activity in order to assist the region affected by closure of Loring Air Force Base in 1994 to adjust to a new economic landscape. The LDA is governed by a thirteen-member board of trustees, some of whom are proposed by local communities and others who must come from outside of Aroostook County. All members must be nominated by the Governor and confirmed by the Senate.

Loring Air Force Base (LAFB) was designated for closure in September 1994 under the 1991 Federal Base Realignment and Closure (BRAC) action. The former LAFB, now known as Loring Commerce Centre, is an 8,700-acre property located in Limestone, Caswell and Caribou, Maine. The developed properties, consisting of approximately 3,700 acres, were transferred to LDA. Within LDA's properties are an array of unique facilities, including over 1 million square feet of commercial and industrial space, residential and recreational areas, and a 1,600-acre aviation complex. Approximately 400 acres of core Loring properties were recently acquired by a private master developer; Green 4 Maine.

The current energy distribution system on the Loring Commerce Centre campus is owned and operated by Versant Power. In addition, there are several privately-owned community solar projects operating on the campus.

### ***Scope of Work***

The Energy Capacity/needs Assessment and Resiliency Plan will forecast the future energy needs of the Loring Commerce Center campus in a regional context and evaluate the level, capacity and improvements needed in this critical infrastructure to support growth. The Plan will also recommend needed improvements to allow for the Loring campus to enhance energy resiliency with a focus of long-term "behind the fence" sustainability, (e.g., becoming a self-sustaining energy island and micro-grid).

The benefits anticipated for this project element will help diversify the regional economy and set the stage for the creation of new investments on the campus and additional job creation in the energy sector. An added benefit from these investments will provide for energy resiliency and long-term security of the Loring campus, of which DFAS is a major tenant. This effort directly supports DoD's Climate Adaption Plan and 2022 National Defense Strategy by ensuring elasticity and readiness in the defense ecosystem, increasing resiliency of defense facilities, and adopting more efficient and clean-energy technologies.

Development of the Energy Capacity/Needs Assessment and Resiliency Plan will forecast the future energy needs of the Central Aroostook Region and Loring Commerce Centre campus and evaluate the level, capacity and improvements needed in this critical infrastructure to support growth and ensure resiliency in a regional context. The Plan will also recommend needed improvements to allow for the Loring campus to enhance energy resiliency with a focus of long-term "behind the fence" sustainability (e.g., becoming a self-sustaining energy island), and ensure energy resiliency and long-term security of the Loring campus and its key tenant, DFAS.

The specific scope of work for this assessment will include, but not be limited to the following tasks:

#### **Task 1:**

Examine the existing Loring and regional power supply, control and delivery system in sufficient detail, using existing engineering plans/reports plus on-site study, to explain what changes are needed to accommodate a micro-grid energy park concept and to classify the situation as advantageous, feasible, difficult or prohibitive.

#### **Task 2:**

Assess and explain the array of renewable energy technologies potentially available for generation and use on site.

**Task 3:**

Determine the energy technology business operations that are related to the types of renewable energy production technologies favored for this facility (Step 2) and develop strategies to encourage their location/relocation to the Loring site. This includes renewable energy companies, research and development entities and business incubation expertise.

**Task 4:**

Suggest the type of management entity and legal structure best suited for oversight of the energy infrastructure and identify the key functions that must be performed and issues which must be accommodated.

***Proposal Requirements***

Your response should include the following:

1. Provide complete company or individual information, including location, history and a brief profile of your experience. You should also describe the type of company structure (corporation, partnership, joint venture, etc.);
2. Provide the name, address and contact information of the company's owners, partners, officers, etc.;
3. Identify key management and consulting personnel that are anticipated to be assigned to the contract with LDA;
4. Provide a statement of qualifications of all key personnel who will have responsibility for the contract with LDA;
5. Provide geographic/office location where employees who will provide the services described herein will be located;
6. Provide a complete scope, itemized list and narrative of services that could be provided;
7. Provide information on insurance coverages and limits;
8. Provide a statement of all claims or litigation in which the company has been involved relating to the provision of similar services within the past ten years if applicable;
9. Fee Statement. Provide the proposed cost of services related to the scope of work above, including contingencies. Provide a statement on the hourly rates

for each individual within the firm that may be asked to provide for consulting services described above;

10. A proposed contract may be included as part of the RFP submission, but is not required; and
11. Special Considerations. Any concerns, exceptions or special considerations, if any, should be included in the RFP response.

### ***Evaluation Criteria and Selection Process***

#### **A. Evaluation Criteria:**

The following criteria shall be used to evaluate bid submissions:

1. Responsiveness (15 points)
  - a. Requested information is included and thoroughness of response.
  - b. Clarity and brevity of response.
2. Qualifications/Staffing (30 points)
  - a. Credentials, Licenses, affiliations in organizations, etc.
  - b. Qualifications of respondent adequate for assignment.
  - c. Experience of key personnel to be assigned to the project.
3. Respondents' capability to provide the services (15 points)
  - a. Background of respondent.
  - b. References.
  - c. Current work load.
4. Price (40 points).

*Please note that the LDA has an allocated budget of \$250,000.00 for this project, which is funded through a grant from DoD, Office of Local Defense Community Cooperation.*

#### **B. Selection procedure:**

1. LDA shall rank those respondents qualified in order as outlined above. LDA will hold interviews with the top tier respondents and initiate negotiations with the top ranked respondent. Should negotiations fail with the first choice, LDA will initiate negotiations with the next top ranked respondent and so forth.

2. LDA staff will review all submissions in accordance with evaluation criteria. LDA staff may decide to select the best and most qualified respondent and submit a recommendation to the LDA Board of Trustees for an award of bid or may decide to short-list selected firms.
3. If LDA staff decides to short-list respondents, the short-listed respondents will be notified in writing to participate in an interview (date, time, and location of the interviews).
4. LDA staff will provide a recommendation to the Board's LDA Board of Trustees for an award of bid to a preferred respondent.
5. LDA staff will then negotiate the final contract with the preferred respondent. In the event that LDA is unable to negotiate a mutually acceptable contract with the best and most qualified respondent, it reserves the right to terminate negotiations with the first choice and enter into negotiations with the second best and most qualified respondent, after consulting with the LDA Board of Trustees.
6. LDA reserves the right to extend the due date for the RFP, to accept or reject any or all proposals received as a result of this request, to negotiate with any respondent, or to cancel this RFP in part or in its entirety.
7. The LDA has applied for and expects to receive federal funding to help support this effort. Please note that final award of this contract is based on successful award of funding.

The firm selected under this RFP will be working as an independent contractor and will be required to take out and keep in force all permits, licenses, certifications, other approvals, and or insurance that may be required by LDA, any local or regional governmental agency, the State of Maine, or the federal government. Failure to comply with any of these items would be grounds for immediate cancellation of the contract.

Costs incurred in the preparation of responses to this RFP are the sole responsibility of the firm. LDA reserves the right to accept or reject any or all proposals, parts thereof, and to further make modifications as it deems in the best interest of LDA. It also reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether that proposal is selected. Submission of a proposal indicates acceptance by the firm of the conditions contained within this request for proposals.

LDA also reserves the right to waive or disregard any informality, irregularity, or deficiency in any proposal received and to reject any or all proposals received for whatever reason it deems appropriate.

### ***Contract Term***

The proposed contract term will be from February 1, 2024 to June 30, 2024.

### ***Communications in Reference to this RFP***

Any communication in reference to this RFP should be made in writing or e-mail and directed to: Jonathan Judkins @ JJudkins@loring.org.

All questions or requests for clarification regarding this RFP must be submitted in writing or by e-mail no later than noon, December 1, 2023. Written questions and responses to the written questions will be posted at [www.Loringcommercecentre.com](http://www.Loringcommercecentre.com) on the date provided in the procurement calendar. Verbal questions will not be accepted.

All notifications, releases, amendments to this RFP will be posted at the above website.

### ***Prohibited Contact***

Representatives from candidate firms are prohibited from making any contact with members of the LDA Board and LDA staff with regard to this RFP, except to seek clarification of the requirements from Steven Levesque, The LDA's Business Development Advisor can be emailed at [Stevel@loringcommercecentre.com](mailto:Stevel@loringcommercecentre.com). LDA reserves the right to disqualify any candidate firm found to have improperly contacted members of the LDA Board or LDA staff with regard to this RFP.

### ***Procurement Calendar***

Issuance of RFP: November 15, 2023

Posting of RFP: November 15, 2023

Deadline for Written Questions: December 1, 2023 at 12:00 pm

Posting of Responses to Written Questions (estimated): December 5, 2023

Proposals Due: December 15, 2023 by 12:00 pm

Completion of Proposal Evaluations (estimated): January 12, 2024

LDA Board of Trustees Action on Award of Bid: January 17, 2024

Notification of Award (estimated): January 17, 2024

Contract Start Date (estimated): February 1, 2024

### ***Submission Deadline:***

To be considered, five (5) copies of the proposal must be received by the Loring Development Authority, 154 Development Drive, Suite F, Limestone, Maine 04750 by 5:00 pm on December 15, 2023. Envelopes shall be clearly marked "Loring Energy

Capacity Study and Resiliency Plan". Proposals received after that time and date shall not be accepted. No e-mail or facsimile proposals shall be accepted.

Firms submitting qualifications must respond in writing to all requirements of this RFP. Responses should reflect detailed considerations of the issues and opportunities presented by this specific project. Any additional, relevant information may be included with the submittal requirements. Failure to provide the requested information may be cause for the bid to be deemed non-responsive and may result in disqualification.