



REQUEST FOR PROPOSALS TO:
Provide Turnkey Development Services
For
Photovoltaic (Solar) Generation System(s)
April 2010

I. Introduction:

The Greater Wilkes-Barre Chamber of Business and Industry (Chamber) is interested in entertaining business proposals for the development of photovoltaic (solar) generation system(s) on vacant property owned by the Chamber or its affiliates. The Chamber seeks one or more proposals from qualified solar installers and developers. The properties consist of four parcels in two sites totaling approximately 250 acres, located in and around the Hanover Industrial Estates, and the Crestwood Industrial Park.

Specifically, the scope of this RFP is to identify and select the most qualified turnkey photovoltaic (PV) system vendor to engineer, design, deliver, install, operate and maintain a grid-connected solar PV system that maximizes the power generated (and financial return to Chamber) on each of the selected sites. A further goal of this RFP is to make available to tenants of industrial parks lower cost, renewable energy.

II. Greater Wilkes-Barre Chamber of Business and Industry

The Greater Wilkes-Barre Chamber of Business and Industry and its affiliates are community, economic development and business service organizations charged with the mission of collaborating with community and regional partners to create quality employment and business opportunities and improve the area's quality of life through strategic planning, programs and investments in our community.

The organization works on a wide range of projects – from business recruitment and job creation programs to Downtown revitalization, entrepreneurial and workforce development, riverfront, greenways initiatives, and more. Complementing those initiatives is the work of the Chamber of Business and Industry's three main subsidiaries – the Greater Wilkes-Barre Chamber of Commerce, the Greater Wilkes-Barre Development Corporation and the Greater Wilkes-Barre Industrial Fund – and its affiliate, the Diamond City Partnership.



II. Greater Wilkes-Barre Chamber of Business and Industry (continued)

A. Description of Industrial Parks

The properties consist of four parcels totaling approximately 250 acres and are located in and around the Hanover Industrial Estates, and the Crestwood Industrial Park. The sites are served by UGI Utilities, Inc. & PPL Electric Utilities, respectively.

Hanover Industrial Estates

Hanover Industrial Estates contains approximately 60 lots, totaling over 1000 acres, with some being designated either KOZ or KOEZ. The park contains a mix of approximately 70 commercial, distribution and industrial users, including such tenants as Sears Logistic Services, Travelocity, Penn Detroit Diesel, U.S. Postal Service, Hershey Creamery Company, Altria Group, Sallie Mae, Aramark, among others. There are numerous heavy energy users, such as Bridon American, Altria Group, and Sallie Mae. This park is served by UGI Utilities, Inc. and has direct rail access. See Attachment A for details.

Crestwood Industrial Park

Crestwood Industrial Park contains 30 lots, totaling 1000 acres. The park has lots designated either KOZ or KOEZ. The park contains a mix of approximately 25 commercial, distribution and industrial users, including such tenants as Quaker Oats/Gatorade, Sealy, Philips Lighting, Fairchild Semiconductor, Cardinal Glass, and Mission Foods, among others. There are numerous heavy energy users, such as Fairchild Semiconductor, AEP Plastics and Quaker Oats/Gatorade. This park is served by PPL Electric Utilities, Inc. and has direct rail access by Reading and Northern Shortline Rail Company. See Attachment B for details.



B. Description of Pennsylvania PUC/PPL/UGI Solar Incentives

The successful respondent to this RFP will be required to contact the local utilities as needed to successfully execute the requirements of this RFP. The links below are intended to assist respondents but are not intended to be an exhaustive source of information that the respondent may require. It is the sole responsibility of the respondent to ensure complete processes are followed and executed in order to fulfill the requirements of the RFP.

Pennsylvania Incentives/Policies for Renewables & Efficiency

<http://www.dsireusa.org/incentives/index.cfm?State=PA>

Pennsylvania Public Utility Commission Alternative Energy

http://www.puc.state.pa.us/electric/electric_alt_energy.aspx

PJM Contact Information

Independent Power Projects (IPP) Contact: Joe Burdis (610) 666-4297

PPL Electric Utilities

ppllectric.com

Contact: Michael Koslap (484) 634-4427 mrkoslap@pplweb.com

PPL Customer Generation

<http://www.ppllectric.com/Business+Partners/Tools+and+Reference+Center/Customer-Owned+Generation/>

PPL Net Metering

http://www.ppllectric.com/NR/rdonlyres/EB70BAA4-959C-4B7C-89DC-18751B9A63E8/0/net_metering_r.pdf

PPL Service Extension

<http://www.ppllectric.com/Commercial+and+Industrial/Service+Center/Building+or+Renovating/>

PPL Institutional Rebates -- Renewable Energy

<http://www.ppllectric.com/e-power/Institutional>

UGI Utilities, Inc.

Ugi.com

Contact: Bob Stoyko (800) 962-1212 rstoyko@ugi.com



C. Description of Economic Development Incentives

The properties in the Crestwood Industrial Park have been designated Keystone Opportunity Zones and granted 10-year extensions of the program. This 10-year extension provides tax-free status beginning at the time of development or occupancy of the site. Additional details about KOZ can be found at www.newpa.com.

Summary of Keystone Opportunity Zone Benefits

Tax Liability:

Binding ordinances and resolutions were passed granting the waiver, abatement or exemption of certain state and local taxes. Depending on the situation, the tax burden may be reduced to zero through exemptions, deductions, abatements, and credits for the following:

State Taxes:

Corporate Net Income Taxes, Capital Stock & Foreign Franchise Tax, Personal Income Tax, Sales & Use Tax, Bank Shares and Trust Company Shares Tax, Alternative Bank and Trust Company Shares Tax, Mutual Thrift Institutions Tax, Insurance Premiums Tax

Local Taxes:

Earned Income/Net Profits Tax, Business Gross Receipts, Business Occupancy, Business Privilege and Mercantile Taxes, Local Real Property Tax, Sales and Use Tax

The KOZ program has been extended on both Crestwood parcels. These extensions expire ten (10) years from the development of the property.



III. General Information

A. Issuing Office and Point of Contact

DWH Strategic Advisors, LLC

www.dwhadvisors.com

Peter Waldt: Peter.Waldt@dwhadvisors.com 973-259-0389

Robert Hutchinson: Hutchinson@dwhadvisors.com 732-270-1900

B. Limits of Liability

The Greater Wilkes-Barre Chamber of Business and Industry assumes no liability for any cost incurred by proposers in responding to this RFP or in responding to any further request for interviews, additional information, etc. prior to the issuance of the contract. Further, the Chamber is under no obligation to accept any proposal submitted in this RFP process.

C. Type of Contract, Fees and Compensation

The Chamber may execute a long-term lease agreement and/or joint venture revenue sharing contract for professional services required to complete the work specified within this RFP. In addition, at the Chamber's discretion, the project may be required to be publicly bid should the Chamber conclude it is in its best interest to own the solar facility.

D. Proposed Target Dates

Site Visit	May 7, 2010
Questions Due	May 14, 2010
Proposals Due	June 16, 2010
Award Contract	August 16, 2010
Execute Contract.....	September 30, 2010
Tentative Work Start and Permitting Process	October 29, 2010
Project completion and operational no later than.....	April 28, 2011



E. Proposal Format

There is no restriction to length of proposals; however, proposers are encouraged to be as concise as possible. All proposals should include:

1. Letter of transmittal and 5 copies of proposal.
2. Financial proposal
3. Project work schedules
4. Proposed equipment, layout & interface with utility, including specifications, engineering details and ability to meet code requirements
5. Permits and Approval list: A complete list of all necessary permits, the agencies responsible for issuance of same, and a proposed schedule for their acquisition in order to assure compliance with appropriate regulatory timetables
6. Plan for ongoing operation
7. Qualifications:
 - a. Personnel
 - b. Experience and facilities of the Firm(s)
 - c. Case Studies - Recent work history for similar projects, if available
 - d. Documents to demonstrate financial strength, including financial statements
 - e. Commitment/offer letters documenting financing
 - f. Letters of Recommendation
 - g. Identification and qualification of subcontractors

F. Business Proposals Options:

Land Lease - Proposer finances, plans, permits, designs, builds, commissions, owns, operates, and maintains system. Proposer pays a 20-year annual land lease fee to the Chamber.

Joint-Venture - In addition to the requirements listed in the Land Lease requirements above, the Chamber shares in electricity sales revenue and Solar Renewable Energy Credits (SRECs) for the proposed term

The Chamber will also consider hybrid arrangements of the land-lease and ownership that would be a direct benefit to both the proposer and the Chamber. If an alternate arrangement should be proposed, it should be fully described in the proposal and include a complete description of the economic benefits to the Chamber of entering into such an agreement.



G. Summary of Benefits

Developer should include a summary of benefits that their proposal offers the Chamber. Developers are encouraged to be creative and identify all benefits, including, but not limited to:

- guarantees on construction costs;
- commercial operation date and solar output;
- end of contract provisions and options;
- and sharing of all environmental benefits.

H. Information and Questions

Questions must be in writing and addressed to the Chamber designated point of contact: Tom Williams by May 14, 2010 at 3:00 pm. Questions may be mailed, emailed or faxed to Mr. Williams. It is the proposer's responsibility to ensure that their questions are received by the Chamber point of contact, prior to the date above. A collective site visit is scheduled for May 7, 2010 at the project sites. Directions to the sites are available from DHW.

It is the developers responsibility to perform due diligence. Failure to perform full due diligence does not relieve developer from fulfilling project requirements.

I. Evaluation Criteria

The Chamber will evaluate proposals based on pricing and other economic factors, environmental benefits to be achieved by the project, detailed technical approach to the project, experience and qualifications of the developer and subcontracts as well as financial strength of the developer. Specific criteria include:

- i. Experience in solar power development
- ii. Experience in solar power installation
- iii. Experience in solar power in Pennsylvania/New Jersey/Maryland/Ohio
- iv. Knowledge of solar power regulations and incentives in Wilkes-Barre market
- v. Experience with PPL and UGI electric utility
- vi. Experience in development/construction in Pennsylvania
- vii. Experience in installation/operation of proposed equipment and similar sites
- viii. Access to financing of solar power development
- ix. Financial wherewithal to construct and operate solar power development
- x. Acceptable Lease/Joint Venture terms



IV. Project Description

A. General Description of Available Sites:

Hanover Industrial Estates (UGI Served) Lots # (a) Rear of Lots 13-27 Stewart Rd; (b) Rear of Lot 12 on park map:

GIS PIN	Long PIN	Situs Address	Deeded Acres
25J9 00A001000	25-J9-00A-001-000	HANOVER INDUSTRIAL ESTS	191.8
01I9 00A001000	01-I9-00A-001-000	ASHLEY ST	20.9

Crestwood Industrial Park (PPL Served) Lots # 28, 26B on park map:

GIS PIN	Long PIN	Situs Address	Deeded Acres
64M9 00A004000	64-M9-00A-004-000	CRESTWOOD DR	27.350
64M9 00A005000	64-M9-00A-005-000	CRESTWOOD DR	27.120

All sites have power lines crossing overhead and substations adjacent or nearby. All sites are a combination of flat and sloping terrain. Please note that Lot 64-M9-A-4 has single story structure that will be razed by the Chamber with the intent of finding an industrial user for the pad. It is anticipated that the balance of the lot will be available for solar. See Attached brochure for more site details.

B. General Technical Information

The Chamber recognizes that the current project scope including technical details will evolve as the project matures. For the benefit of comparing proposals it is requested that proposers attempt to follow the scope as closely as possible recognizing that the project may change if it is in the best interest of the project to do so.

The arrays may be pole or ground-mounted with fixed or module tracking (single or double axis). The Chamber will select the array-mounting configuration that is the most cost effective or revenue beneficial over the life of the project.

For purposes of this RFP, warranties will be the obligation of the owner of the system. Under either business proposal, the minimum warranty requirements are 25 years at the rated power output, 5 years for the inverter(s) and 10 years for installation.



C. System Design

The selected proposer will be responsible for providing a design that meets the Chamber's objectives. Therefore, the preliminary technical design (minus site specific drawings) including drawings or detail sheets showing the PV panels, the inverters, metering, controls and other required components and specifications for all equipment and installation should be submitted with the proposal. Drawings should be provided in AutoCAD 2000 and as pdf files.

Equipment specifications for all equipment and installation should be provided in MS Word format. One (1) set of design documents on CD-ROM should be provided.

D. Real Time Monitoring

The selected proposer will be responsible for providing Web-based monitoring to display the benefits of the PV installation and help promote the project in the community. The monitoring will include instantaneous kW and kWh; daily kWh generation; kW and kWh output on a monthly basis; and actual year-to-date and lifetime kWh.

E. Permits and Licenses

The selected proposer is responsible for permitting of the project. The Proposers and/or the sub-contractor should be registered with the State of Pennsylvania as a licensed installer of Solar Electric equipment. In addition, Land Use Regulation permit (s) issued by the local municipality may be necessary depending on the location of the improvements. The Chamber will assist as necessary with obtaining of permits.

The selected proposer will secure from governing agencies and utility companies all required rights, permits, approvals, and interconnection agreements at no cost to the Chamber. The Chamber will become signatory on applications, permits, and utility agreements only where necessary. The selected proposer will complete and submit all documentations required to qualify for available rebates and incentives in a timely manner.

F. Interconnection and Metering

The selected proposer will be responsible for interconnection and metering. The PV System interconnection will be subject to all requirements of Local Utility as appropriate and/or PJM Interconnection. It is the proposer's responsibility to identify and execute necessary application, interconnection sites, contracts, etc. based on the size of the proposed system.

At the end of the Lease Term, should the Chamber choose not to purchase the system; the Vendor will pay to remove the PV system and to return the site to the pre-existing condition at their expense and at no cost to the Chamber.





25-J9-A-1

01-I9-A-1

01-I9-A-1

W ST MARTY'S ST

UNKNOWN

W ST MARTY'S ST

BARNES ST

CLAY ST

CLAY ST

BARNES ST

CLAY ST

RICHARD ST

CLAY ST

PRESTON ST

PRESTON ST







25-J9-A-1

01-J9-A-1





64-M9-A-4

64-M9-A-5





64-L9-A-9

64-M9-A-4

64-M9-A-5

WATKINS RD

