



REQUEST FOR QUALIFICATIONS
Solar and Battery Energy Storage Systems (BESS) Developers

TO:	All Prospective Developers
SUBJECT:	Solar and Battery Energy Storage Systems (BESS) Developers – Prequalification List Selection
DATE ISSUED:	December 12, 2024
RESPONSES DUE:	January 16, 2025 at 5:00 PM (PST)

I. ABOUT SONOMA CLEAN POWER

SCP is a public, locally-run “community choice aggregation” power provider serving residential and commercial customers in Sonoma and Mendocino Counties (except Healdsburg and Ukiah). SCP’s mission is to help solve the climate crisis while keeping energy affordable. For more information about SCP go to: www.sonomacleanpower.org.

II. PROJECT SUMMARY

Sonoma Clean Power Authority (“SCP”) issues this Request for Qualifications (“RFQ”) to solicit Statements of Qualifications (“Submittals”) from qualified entities (“Developers” or “Submitters”) who develop solar and battery energy storage systems (BESS) between 100 kW and 20 MW located in Sonoma and Mendocino counties. SCP is seeking to establish a list of qualified solar and BESS developers for the design, development, installation, and maintenance of solar power generation and BESS projects for a variety of applications. SCP may utilize any applicable contracting method prior to awarding an agreement for a project and the qualified list is intended to identify qualified developers for future projects.

Businesses that are headquartered in Sonoma or Mendocino counties and/or owned by women, minorities, LGBT, and/or disabled veterans are encouraged to respond to this RFQ. Please visit the www.thesupplierclearinghouse.com to learn more about the Supplier Diversity Program of the California Public Utilities Commission (CPUC).

III. RFQ TIMELINE

Dates below are subject to change by SCP, in its sole discretion, in accordance with the terms of this RFQ:

EVENT	DEADLINE
RFQ Published	December 12, 2024
Deadline for questions to be submitted	January 3, 2025
Responses to questions to be posted on SCP website	January 7, 2025
Submittals due	January 16, 2025 at 5:00 PM (PST)
RFQ Submission review complete	January 24, 2025

IV. PROJECT BACKGROUND & SCOPE

SCP has formed a Capital Projects and Engineering department to investigate local resource investment opportunities. This department will be exploring opportunities to develop local solar and BESS assets. Potential activities include external funding opportunities, research and development, feasibility and cost assessments, site evaluations, and design-build services for solar and BESS systems between 100 kW and 20 MW.

This RFQ aims to establish a list of qualified potential partners and developers with the expertise required to deliver these services. This list will be used to select the most appropriate firm or firms to provide services for opportunities and projects that arise. For specific design-build projects, the selected developer(s) will be invited to submit proposals based on projects requirements.

V. MINIMUM REQUIREMENTS

All Submitters must adhere to the following minimum qualifications. Any Submitter not meeting minimum qualifications will not be considered:

1. Must be licensed, and in good standing, to do business in the State of California and Counties of Sonoma and/or Mendocino as appropriate.
2. At least 5 years in business as a qualified contractor in California, with a C-46 and C-10 contractor's license issued by the California Contractors State License Board (CSLB).
3. A minimum of 10 fully completed and operational solar installations with a capacity of at least 100 kW each, at least 3 in PG&E territory.
4. A minimum of 5 fully completed and operational battery energy storage installations (co-located with solar or standalone) of at least 400 kWh, at least 2 in PG&E territory.
5. Demonstrated experience successfully applying for and receiving approved Interconnection Agreements with PG&E and CAISO.
6. For projects over 1 MW, demonstrated experience successfully applying for and receiving CAISO deliverability.
7. No outstanding demerits or citations by the California CSLB for any reason for the past 5 years or more.
8. Understanding of California's Labor Code for Public Works, including requirements for prevailing wage and apprenticeship utilization.
9. Awareness of SCP's [Draft Energy Project Selection Methodology](#) (starting on page 75) and the possibility this method, or an edited version of it, may be adopted by SCP's governing Board in early 2025. If that occurs, these projects will be considered with those labor, environmental and community considerations in mind.

VI. REVIEW PROCESS

A. Responses will be scored based on:

1. Thoroughness and completeness of Submittal.

2. Professional qualifications and demonstrated ability of Submitter and Submitter's team to perform the work.
 3. Ability and history of successfully completing projects of a similar type, meeting delivery deadlines and experience with similar work.
 4. Quality of references.
 5. Satisfaction of minimum Submitter requirements, as described in this RFQ.
 6. SCP has a desire to include local firms on its List of Pre-Qualified Firms, a weighting will be applied to emphasis that in SCP's selection. A local firm is defined as a business or consultant who has a valid physical address located within Sonoma County from which the vendor or consultant operates or performs business on a day-to-day-basis and holds a valid business license if required by a city within the jurisdiction of Sonoma County. A business shall affirm it qualifies as a local business in a form reasonably requested by SCP.
 7. Any other factors SCP deems relevant.
- B. Depending on the responses to this RFQ, SCP may choose to select any or none of the Submitters, or select firms or individuals, regardless of whether such individual and/or firm responded to this RFQ. SCP staff will evaluate the responses to this RFQ, and may, in its discretion, interview selected firms and individuals that staff determine are most qualified based on the factors outlined above.
- C. Issuance of this RFQ is not a guarantee that SCP will enter into any contract with any respondent. SCP reserves the right, at its sole discretion, to waive irregularities in Submittals, Submittal requirements (including minimum/desired Submitter and Product requirements), to request modifications of any Submittal, to accept or reject any or all Submittals received, and to cancel all or part of this RFQ at any time prior to awards.
- D. Responses that do not satisfy RFQ and Submittal Requirements cannot be adequately evaluated.

VII. DIVERSITY IN NON-POWER PROCUREMENT SOLICITATIONS

All qualified organizations are encouraged to respond, including minority-owned and women-owned business entities.

While California law prevents public agencies like SCP from giving preference to an organization on the basis of the owner's race, sex, color, ethnicity, or national origin, SCP nevertheless encourages responses from organizations owned by women, minorities, disabled veterans, persons with disabilities and LGBT persons. SCP also encourages eligible organizations to register with the CPUC Supplier Diversity Program by visiting the [CPUC's Supplier Clearinghouse](#). Alternatively, businesses can certify as a small business or a disabled veteran-owned business through the [Department of General Services Certification program](#), as appropriate. Certified vendors are listed in directories which make it easier for SCP and other organizations to communicate contracting opportunities.

VIII. QUESTIONS REGARDING THE RFQ; ADDENDA

For questions regarding this RFQ, please contact: Projects@sonomacleanpower.org with the subject line clearly marked "Solar and BESS Developers- RFQ." Questions must be received

no later than the deadline set forth in section III of this RFQ. SCP will not guarantee providing answers to questions submitted after the question deadline but will make reasonable efforts to do so. SCP will post and share responses to all questions submitted by the deadline established in this RFQ publicly.

In the event it becomes necessary to revise any part of this RFQ, SCP will issue written addenda. Any amendment to this RFQ is only valid if it is in writing and issued by SCP. No oral interpretations or answers will bind SCP. All addenda issued by SCP will become part of this RFQ.

IX. RFQ SUBMITTAL PROCESS

- A. Submittal Deadline. The deadline for Submittals is 5:00 p.m. on January 16, 2025. No Submittals will be accepted after that time.
- B. Place and Form of Submittal.
 - 1. Email submittals should be sent to Projects@sonomacleanpower.org with the subject line clearly marked "Solar and BESS Developers - RFQ". Upon submittal, you will receive a confirmation of receipt.
- C. Submission of a Submittal shall be deemed a representation that the Submitter:
 - 1. Has carefully read and fully understands the information provided by SCP as part of this RFQ, including all Attachments and Exhibits;
 - 2. Represents that all information submitted is true and correct;
 - 3. Did not, in any way, collude, conspire to agree, directly or indirectly, with any person, firm, corporation or other firm in regard to the amount, terms or conditions of its Submittal; and
 - 4. Acknowledges that SCP has the right to make any inquiry it deems appropriate to substantiate or supplement information as necessary.
- D. No request for modification of a Submittal shall be considered after submission on the grounds that a Firm was not fully informed about any fact or condition.

X. SUBMITTALS REQUIREMENTS

- A. Submitters should provide only complete and accurate information.
- B. Each Submittal must be signed by an individual who has the legal authority to bind the Submitter on whose behalf that person is signing.
- C. The Submittal shall contain the following sections:
 - 1. Cover Sheet (1 page maximum). Cover sheet signed by individual with authority to bind firm.
 - 2. Company information (2 pages maximum). Submit a brief history and description of your company's operations. Include the following:
 - (a) The scope and nature of your company
 - (b) Years of operation
 - (c) Number of full-time employees

- (d) Identify your company's standard hours of operation
 - (e) Link to your company's website
 - (f) Identify any litigation pending or threatened against your company
 - (g) Identify any instances in which your company was disbarred
3. Experience (6 pages maximum excluding Attachment A)
- (a) Provide a comprehensive list of all solar and BESS projects in the past 5 years. Use the template provided in Attachment A.
 - (b) Demonstrate your firm's expertise (if any) in constructing projects on dual purpose sites (e.g. agrivoltaics, floating solar, remediated sites, etc).
 - (c) Demonstrate your firm's adherence to the Minimum Requirements set out in Section V of this RFQ.
 - (d) Demonstrate your firm's experience with design-build public works projects that are subject to the California Public Contracts Code.
4. Personnel/Team
- (a) List of key personnel, their role, experience on projects of similar size and scope, and experience on public projects.
 - (b) Provide resumes of key personnel.
 - (c) Demonstrate your Firm's available resources

XI. GENERAL TERMS AND CONDITIONS

- A. California Public Records Act. All Submittals submitted in response to this request shall be subject to disclosure under the California Public Records Act. In the event that a Submitter desires to claim portions of its Submittal exempt from disclosure, it is incumbent upon the Submitter to clearly identify those portions with the word "confidential" printed on the lower right-hand corner of the page. SCP will consider a Submitter's request for exemption from disclosure; however, SCP will make a decision based upon applicable laws. Assertions by a Submitter that the entire Submittal or large portions are exempt from disclosure will not be honored. All responses to this Request for Submittals shall become the property of SCP and will be retained or disposed of accordingly.
- B. SCP also reserves the right to negotiate any price or provisions and accept any part, or all parts of any or all submittals, whichever is in the best interest of SCP.
- C. All Submittals received by the specified deadline will be reviewed by SCP for content, including but not limited to amount of discount offered, experience and qualifications of the bidding Submitters.

- D. During the evaluation process SCP may request from any Submitter additional information which SCP deems necessary to determine the Submitter's ability to perform the required services.
- E. Respondents bear all costs associated with responding to this RFQ, and SCP will provide no compensation for these costs.

XII. RIGHTS OF SONOMA CLEAN POWER

- A. This RFQ does not commit SCP to enter into a contract, nor does it obligate SCP to pay for any costs incurred in the preparation and submission of a qualifications statement or in anticipation of a contract.
- B. SCP reserves the right to:
 - 1. Make the selection based on its sole discretion;
 - 2. Reject any and all Submittals;
 - 3. Issue subsequent solicitations;
 - 4. Postpone any of the time periods set forth in this RFQ, for its own convenience;
 - 5. Remedy technical errors in the RFQ;
 - 6. Approve or disapprove the use of particular subconsultants;
 - 7. Negotiate with any, all, multiple or none of the Submitters that respond;
 - 8. Negotiate a final project scope and agreement that includes all, just a portion or related additional items relative to the Proposed Project Scope set forth in this RFQ;
 - 9. Waive informalities and irregularities in the Submittal;
 - 10. Utilize others to perform or supply work of the type contemplated by this RFQ;
 - 11. Request Submittals from others with or without requesting Submittals from contractors for the work of the type contemplated by this RFQ; and/or
 - 12. Enter into an agreement with another firm or re-solicit the Project in the event the originally selected firm defaults or fails to execute an agreement with SCP.
- C. SCP reserves the right not to contract with any Submitter. If SCP decides to contract, SCP will contract with the Submitters whose responses best meet the needs of SCP, consistent with the selection process set forth above.**
- D. An agreement is not binding or valid with SCP unless and until it is executed by authorized representatives of SCP and the Submitter selected.
- E. Evaluation of a response does not constitute a commitment by SCP to acquire such services from any source. SCP is not obligated in any way to proceed with this RFQ or consider or enter into any agreement or undertake any liability to any firm in connection with this RFQ and any and all responses, whether qualified or not, may be rejected without any liability whatsoever to any firm on the part of SCP. SCP shall not be responsible for any costs incurred by a firm to prepare, submit, negotiate, contract or otherwise participate in this RFQ process.