



# County of Fairfax, Virginia

## ADDENDUM

DATE: June 21, 2019

### ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP2000002845

TITLE: Solar Power Purchase Agreement Services

DUE DATE/TIME: July 31, 2019 at 2:00 P.M.

The referenced Request for Proposal is amended as follows:

1. RFP ATTACHMENT C, MASTER LIST OF FACILITIES PHASE I (page 48) move "Stuart High School" to PHASE II and rename as Justice High School (page 60).
2. RFP ATTACHMENT C, MASTER LIST OF FACILITIES PHASE II (pages 60-61) remove "Fairfax County Regional Park Authority" and replace with "Fairfax County Redevelopment and Housing Authority".

Refer to ATTACHMENT 1 of this Addendum for the answers to questions received prior to and during the pre-proposal conference held on June 17, 2019.

All other terms and conditions remain the same.

Patricia S. Wilkerson  
Contract Analyst III

**THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:**

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Name of Firm

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(Signature)

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(Date)

**A SIGNED COPY OF THIS ADDENDUM MUST BE INCLUDED IN THE TECHNICAL PROPOSAL OR RETURNED PRIOR TO DATE/TIME OF CLOSING.**

**Note: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.**

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**Questions for the Fairfax County Government for RFP #2000002845**

- Q1. Please identify the expected timing for stages of selection, award, construction and completion.
- A1. Expected timing of selection and award is between two and three months of the July 31, 2019 closing date. Timing regarding construction and completion is to be negotiated with bundle owners or agencies.
- Q2. Will there be an opportunity for site visits?
- A2. There will not be an opportunity for site visits. Facility locations were provided as part of the RFP to aid offerors in reviewing specific facilities via satellite imagery.
- Q3. If site visits are only expected to be scheduled after the proposal submission, is there an opportunity to refine the proposed pricing based on site conditions post-selection?
- A3. There is no opportunity to refine proposed pricing based on site conditions post-selection.
- Q4. As part of signing the PPA Term Sheet, are bidders permitted to provide a mark-up/list of exception to the form PPA Term Sheet?
- A4. No.
- Q5. Option 1 under the Shortfall Damages provides “(1) The PPA will include a provision for calculating a credit or payment due from Solar Provider to the Fairfax Entity in case the System’s annual electricity output falls below the applicable Output Guarantee.” Does Fairfax want bidders to propose a calculation methodology as part of its bid?
- A5. Yes, a proposal should include the Offeror’s proposed calculation methodology.
- Q6. Will Fairfax share its preferred form of Site License?
- A6. Staff is attempting to locate the preferred site license agreement referenced in Section 5.7 of the RFP.
- Q7. A system buy-out price is identified on the RFP bid sheet. Please define this.
- A7. Please disregard the “System Buy-out Price” row in Attachment B. No system buy-out pricing is required.
- Q8. Please provide 12 months of monthly billing data or interval data for all accounts. This is helpful for preparing financial pro-formas.
- A8. Monthly electricity consumption and costs for most Fairfax County Government and Fairfax County Park Authority facilities are available on the county’s Energy Dashboard (<https://www.fairfaxcounty.gov/apps/energycap>). Monthly electricity consumption and costs for most Fairfax County Public Schools facilities are available on the FCPS Get 2Green site (<http://get2green.fcps.edu/dashboards.html>).
- Q9. If the roof conditions are inadequate to install solar – either structurally or age-related conditions – should the cost of roof replacement be included in the PPA or will Fairfax carry these costs as a separate expense?

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- A9. The age of roofs has been provided. It is up to the offeror to determine if a roof is a candidate for a solar rooftop installation. Fairfax County will not carry roof replacement costs as a separate expense.
- Q10. For bidding purposes, shall we assume that when the roof replacement occurred that the entire roof was replaced? For a few sites, it appears that only sections of the roofs were replaced.
- A10. For bidding purposes, assume the entire roof was replaced unless noted otherwise.
- Q11. Section 3.1 states a termination date of December 31, 2022. Is this the latest expected project COD date for all projects in Phase I and Phase II?
- A11. As provided in Section 3.2., contract renewals may extend the termination date beyond December 31, 2022.
- Q12. Can we propose ground mounts for any of the sites if they are identified during our diligence? Ground mounts are not specifically called out as an option in the table that is given.
- A12. Yes, a ground-mounted system is an option, as stated in Section 1.2.
- Q13. After reviewing the energy usage data provided on the Fairfax County and Schools websites, we still need access to Dominion tariff detail for each site. Can the county provide a copy of each Tariff (if more than one) and any contracts that have been negotiated between the county and the utility provider?
- A13. Offerors can access VEPGA website for rate information: <http://vepga.org/contract-materials/>. Offer will have to request any site specific contracts via request to utility provider if additional information is needed.
- Q14. Can the county provide contact info for the structural engineers for each facility to understand roof load characteristics for each site?
- A14. Access to structural data for all properties may not be available. It is the responsibility of the awarded contractors to have the facilities accessed by a certified structural engineer.
- Q15. Will re-roof + solar options be considered for roof structures at sites identified in the RFP with less than 10 years of remaining warranty?
- A15. Offeror may provide a proposal to replace roofs as an option. All roof work to meet county standards, work process and warranty.
- Q16. The RFP states 130 buildings are in scope for phase 1; only 117 are identified in the RFP?
- A16. Phase 1 to include the 117 facilities listed on RFP.
- Q17. Can the county provide roof manufacturers for each roof? A copy of the warranties would be the best option.
- A17. The county will provide copies roof warranties where they are available.

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- Q18. Do you have a closed landfill or brownfield you would consider the option of putting solar?
- A18. No. Due to the existing state restrictions for solar PPAs, the closed I-95 landfill was not a good. We could certainly consider adding it if the PPA rules change in the future.
- Q19. Is the vendor expected to model out all of the proposed projects for review?
- A19. Fairfax County is not expecting that an offeror will provide modeling results as part of its proposal. The offeror, however, is encouraged to conduct the analysis and research it deems necessary to develop its pricing.
- Q20. The RFP states that one large award is preferred, but in the event of multiple awards will the projects be divided by Fairfax entity or divided within the bundled entities?
- A20. As stated in Section 1.1 of the RFP, the county has an interest in one large award but also may consider multiple awards when determined to be in the county's best interest. In the event of multiple awards, the allocation of projects will be addressed at that time.
- Q21. Is the GIS map loaded yet for the PHASE II projects?
- A21. No, the PHASE II locations will be added as a separate map very soon. The priority was to have PHASE I available for Offerors to propose against.
- Q22. The energy cap link is not working, the page doesn't load. Will this be fixed?
- A22. Fairfax County Public Energy Database using Energy Cap is operational. <https://www.fairfaxcounty.gov/apps/energycap/>. The website works best with Internet Explorer or Chrome. Adobe flash player must be up to date. There are instructions and a link to Adobe Flash Player on the web pages.
- Q23. What's the format for proposal submission with regard to the sites which the vendor determines are not feasible? How do we note this in the proposal? So, we come down to one number from a macro analysis and submit that?
- A24. Yes.
- Q25. Are All facilities under the same tariff with Dominion?
- A25. We are still working to get those values.
- Q26. Can we have different pricing for each bundle?
- A26. Yes
- Q27. Some government buildings have generator power – should we stay away from secure power or propose battery packs, etc?
- A27. Please stay away from secure power
- Q28. The RFP indicates a preference for one vendor. There is a severe shortage of trades people nationwide. How do you plan to complete the work on all of these projects with just one contractor? Do you anticipate a multiple award to meet the full needs? Please address how a multiple award will be evaluated.

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- A28. All proposals will be evaluated on the best value for the County. At this time, we cannot state whether one or multiple awards will occur.
- Q29. Once award is made, will contractor have access to architectural drawings and electrical plans?
- A29. Yes, we will provide whatever information we have.
- Q30. Some of the facilities did not specify which they wanted – a Building Roof Mount vs Parking Lot Mount – are you asking for either or both?
- A30. Each Offeror should submit what you think is the best configuration for the location.
- Q31. Are you aware of any facilities that have special access required- such as high security – which will slow down the installation?
- A31. The only facility that might have additional requirements above those required for a construction project would be in PHASE II and that is the elementary school located on Fort Belvoir.
- Q32. Are there any restrictions on using only domestically manufactured equipment?
- A32. No, Fairfax County does not have any restrictions.
- Q33. There is an attachment that requires SWAM information about the Offeror. Will you consider a coalition of various companies who submit a single proposal, instead of one large company?
- A33. While Fairfax County tracks SWAM data, we do not require set asides the same way that the Commonwealth of Virginia requires of state agencies. The County will evaluate all proposals that are submitted. There is no advantage or disadvantage based on size or type of company.
- Q34. The RFP doesn't call out what type of protection Fairfax County would require ensuring the removal of solar panels at end of life. Will there be bonds that are required? How will this be handled?
- A34. As stated in the PPA Term Sheet (RFP Attachment D), to secure the Solar Provider's performance, including its system removal obligation, the Solar Provider will be required to provide performance security (e.g., parent guaranty, letter of credit or payment and performance bond), as determined by the Fairfax Entity. Offerors are invited to address their ability to provide performance security (of various types) in their proposals.
- Q35. Are you looking for each company to propose their own PPA?
- A35. No, the County will identify the PPA. To accept multiple PPAs would significantly increase the time required for our legal counsel to compare and evaluate the various proposals.
- Q36. On the GIS tool, are property lines shown on the viewer?
- A36. Yes, they are light gray.
- Q37. When will Phase II projects be shown?
- A37. They will be on a different reference map and should be out this week.
- Q38. Please advise if the County is willing to consider measures allowable under Virginia law to mitigate risk to investors under paragraph 29 of the RFP, "Termination for Convenience"?

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A38. Yes, the County is willing to consider measures allowable under Virginia law to mitigate risk to investors under paragraph 29 of the RFP, "Termination for Convenience".

**The following questions relate to the VEPGA program**

Q39. There is a 50 MW limit stated in the program. Is the program limit expected to be increased to cover 100% of the FCG sites?

A39. Unknown. The 50 MW limit was established by the state. See <https://www.scc.virginia.gov/pur/pilot.aspx>

Q40. Will this project consist of four PPAs – one for each authority – or does the “contiguous property” rule (rule a.6) mean each site will require its own PPA?

A40. A PPA will be required for each customer facility for which the contiguous property exemption does not apply.

Q41. The pilot program expires on July 1, 2022 and the termination date stated in the RFP is December 31, 2022. Is the pilot program expected to be extended, renewed or replaced? If PPAs are executed prior to July 1, 2022 program termination, do the PPAs survive the end of the VEPGA program?

A41. The July 1, 2022 expiration date only applies to Appalachian Power Company territory. Moreover, enactment clause 2 explicitly states that the expiration shall not affect any power purchase agreement entered into by the utility during the term of its pilot program. For all of these reasons, the County does not believe that the July 1, 2022 expiration date places any limitation on the contract term contemplated by our RFP. Please refer to enactment clause 2 of Uncodified Chapter 803 of the Acts of Assembly of 2017 and footnote 1 in the SCC's Updated Guidelines Regarding Notice Information for a Third Party Renewable Power Purchase Agreement.