


How to Use Renewable & Alternative Energy Portfolio Standards Services Contract

 EPPs on this Contract

Contract #: FAC83DesignatedDCAMM **Contract Duration:** 01/01/2014 – 12/31/2017

MMARS #: FAC83* **Options to Renew:** One (1) two-year option

Contract Manager: Dave Lewis - Dave.Lewis@state.ma.us - 857-204-1472

This contract contains: Small Business Purchasing Program (SBPP), SDO Contractors and Environmentally Preferable Products (EPP)

UNSPSC: 83-10-19 (Energy conservation); 83-10-19-00-0090 (EPP – Energy conservation)

Last change date: 09/21/2016

Contract Summary

Under the Massachusetts Renewable Portfolio Standard (RPS) and Alternative Portfolio Standard (APS) regulations, all retail electricity suppliers must provide a minimum percentage of kilowatt-hours (kWh) sales to end-use customers in Massachusetts from eligible renewable and alternative energy generating sources. As a result, there is a market for energy generated by such sources and Eligible Entities may be able to receive revenue for generating it. Renewable Energy Certificates (RECs) and Alternative Energy Certificates (AECs) are tools used to trade such energy.

Under this contract, the Contractor must provide all equipment, devices, data collection, testing and any additional products and/or services necessary to qualify Customer Assets for RPS and/or APS. Furthermore, the contractor will compile and submit all necessary documentation required to create and certify all environmental certificates as being marketable and maintain all ongoing certifications as required.



In cases where an Eligible Entity requires services above and beyond those described above, Contractors will be allowed to provide additional/consulting services on a fee-for-service basis related to the markets, assets and types of ECs traded.

This contract is relevant for Eligible Entities that own onsite sources of renewable or alternative energy, or would like to purchase RECs. The contract has been divided into the following categories:

Category 1

Combined Heat and Power (CHP), Flywheel and Other Alternative Portfolio Standard Renewable Energy Systems.

- As needed, qualify CHP and other applicable renewable energy systems for APS.
- As needed, provide equipment, devices, data collection and testing to meet APS eligibility requirements.
- Maintain registration requirements for CHP and other applicable systems as required by APS.
- Market and sell the AECs generated from CHP and other applicable systems.

Cat. 1 Awarded Contractor: Nexant, Inc.

Category 2

Wind, Solar Photovoltaic, Hydroturbine and Hydrokinetic Renewable Energy Systems.

- As needed, qualify solar, wind and hydro renewable energy systems for RPS.
- Maintain registration requirements for solar, wind and hydro systems as required by RPS.
- Market and sell the RECs and/or SRECs from solar, wind and hydro renewable energy systems.

Cat. 2 Awarded Contractors:

- *Category 2 Part 1 (Class 1 and Class 2 Renewable Energy Certificates): EnergyROI*
- *Category 2 Part 2 (SRECs): Nexant, Inc.*

Category 3

Purchase of Renewable Energy Certificates on behalf of Commonwealth Customers.

- Purchase of Green-E Certified and other RECs on behalf of Commonwealth Customers as needed. Green-E RECs must be purchased from Class 1 eligible technologies.

Cat. 3 Awarded Contractor: BGC Environmental Brokerage Services L.P.



Benefits and Cost Savings

Revenue Generating Contract

This contract is designed as a user-friendly way to bring Eligible Entities revenue for generating renewable and alternative energy.

No Upfront Cost

Eligible Entities do not incur any upfront cost for assessing the feasibility of their participation in the program or for qualifying their energy generating sources for RPS and APS. The Contractor is responsible for those costs.

Who Can Use This Contract?

Applicable Procurement Law

MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Eligible Entities and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies;
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of higher education including colleges and universities;
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options

- In Categories 1 and 2, this contract is not associated with any expenditure on the part of the Eligible Entity. The Contractor is paid by taking a percentage of the sale of Renewable Energy Certificates (RECs) and Alternative Energy Certificates (AECs) for energy generated at your facility to buyers.
- In Category 3, the acquisition method for this contract is outright purchase.



Eligible Entity Classification for This Contract

For the purpose of this contract, all Eligible Entities are divided into two groups with contract activity coordinated by different Commonwealth agencies:

Group	Who is Included	Point of Contact
DCAMM Coordinated	Executive, Legislative and Judicial Branches, including all Departments and elected offices therein, and public hospitals owned by the Commonwealth	Dave Lewis Energy Efficiency and Sustainable Buildings Group Division of Capital Asset Management 1 Ashburton Place, 16th Floor Boston, MA. 02108 Phone: 857-204-1472 dave.lewis@State.MA.US
MassDEP Coordinated	Includes independent public authorities, commissions and quasi-public agencies, public institutions of higher education, municipal government entities and all other entities outside of the DCAMM Coordinated group	Patricia Arp Engineer, SRF Program Department of Environmental Protection Central Regional Office 627 Main Street Worcester, MA 01608 Phone: 508-792-7650 x2771 Patricia.Arp@State.MA.US

Process for Engaging the Contractor

Contract users are instructed to contact the contract manager for the contract (see the table above) for guidance on engaging the contractor. In addition, Eligible Entities will be required to:

- Provide access to all necessary areas of its facilities and all available utility information as needed by the Contractor, and,
- Assist MassDEP, DCAMM and the Contractor in a one-time preparation and submittal of information required by DOER for a proper RPS/APS Statement of Qualifications Application (SQA). Information will include but not be limited to: appropriate electrical drawings, equipment specifications, metering specifications (including DAS provider information), utility interconnection authorization and other information as required. The Municipal or Governmental Entity may utilize the Contractor for the SQA application with the understanding that an additional fee will be charged by the Contractor for the service.



- Provide to the Contractor contact lists with names and contact numbers for key employees, and keep the lists current.
- Provide to the contract administrators at least one contact for resolution of operating issues (such as data acquisition issues) and monetary transactions (such as payment confirmation or setting up EFT).
- For organizations using COMMBUYS:

Categories 1&2: No action in COMMBUYS is required in the system for sales transactions with Nexant and energyROI.

Category 3: Create a new Release Requisition and, once approved, PO to be sent to the contractor. The catalog item for the purchase can be located by: PO# PO-16-1019-DCP08-ENR01-00000006356; Vendor ID: 00002393, or description search: "Purchase of Green-E and other Renewable Energy Certificates (RECs)."

Contract Pricing

In Categories 1 & 2: For the duration of their enrollment, Eligible Entities will be paid quarterly a percentage of certificate sales made by the Contractor on behalf of the Eligible Entity's energy generating assets. The Contractor's fee is also a percentage of certificate sales.

Certificate type	Contractor	Fee if Contractor provides DOER SQA Approval services	Fee if site is already qualified
Alternative Energy Certificates (AECs)	Nexant	9% (note 1)	9% (note 1)
Class One Solar RECs (SRECs)		3.5%	3.5%
Class 1 RECs excluding SRECs	energyROI	10% (2 yrs then reverts to 5%)*	5%*
Class 2 RECs		10% (2 yrs then reverts to 5%)*	5%*

*The price is determined by whether the Contractor will be required to file an SQA and obtain DOER generator approval for the generating asset.

Note 1: Very large generators, identified as a system that generates 1500 AECs per quarter or more, are eligible for a discounted fee of 7% instead of 9%.



Payments for DCAMM Coordinated assets will be directed to DCAMM for disbursement to individual facilities. MassDEP will arrange for participating non-DCAMM entities to receive their payments directly from the Contractor either electronically or through paper checks.

Please note that if the Eligible Entity fails to provide metering data to the third-party meter-reading firm or does not obtain an Interconnection Approval from the local electric utility, it will not qualify for credit sales, and will receive no payments.

In Category 3, the Eligible Entity will pay a percentage markup based on the transaction amount. The price is as follows:

Certificate type	Contractor	Fee
Purchase of	BGC Environmental Brokerage Services L.P.	1.5%

Sites may require non-routine work to become eligible to apply as an approved generator of Energy Certificates. Under this contract, non-routine work costs are not included in the above fee structure, but may be included under this contract as a separate charge based on the contracted hourly rate(s) and materials. These non-routine costs can be paid through program revenue if approved by one contract administrator and the Eligible Entity.

Contractor Information

Contractor	EnergyROI	Nexant	BGC
Contact	Bill Sullivan	Christina Powell	Nicole Shaughnessy
	Owner	Sr. Contracts & Markets Operations Manager	Managing Director
Address	381 Congress St #501 Boston, MA 02210	3100 W. Ray Rd. Ste 230 Chandler, AZ 85226	199 water street, 19th flr New York, NY 10038
Phone	617-270-6220	480-768-6018	646-346-6899
email	bill@energyROI.net	cpowell@nexant.com	ns@bgcpartners.com

Summary of Where to Obtain Important Contract Information in COMMBUYS

To obtain in depth contract information please go to the [CommBuys website](#), click on “Contract and Bid Search”, select “Contracts/Blankets” then type in: FAC83 in the “Contract/Blanket Description” and then the “Find It” button on the bottom. Click on the Master Blanket Purchase Order (MBPO) results link at the bottom of the page for information on the contract.



- **Contract User Guide** – the latest version of this document
- **Request for Response (RFR) FAC83designatedDCAMM** – the original solicitation document containing complete service specifications for this contract.
- **Purchase Order Form for Cities and Towns** – a form designed to help Eligible Entities document their service relationships with Contractors.
- **Nexant MBPO #:** PO-16-1019-DCP08-ENR01-00000006354
- **energyROI MBPO #:** PO-16-1019-DCP08-ENR01-00000006355
- **BGC MBPO #:** PO-16-1019-DCP08-ENR01-00000006356

Contract Term

The initial contract term is two years with two renewal options, each for two-years. The initial contract term ends December 31, 2015. Credits for sale under this contract must be minted during the term which means created by NEPOOL prior to January 1, 2016 or minted within the 15-day period following contract expiration. This 15-day period is intended to provide flexibility and a smooth transition for the credits minted on January 10th for the NEPOOL trading period that begins on January 15th. All unsold credits at the end of the contract term plus thirty calendar days are to be promptly transferred to the owner or a new vendor.

Eligible Entities may opt-out of the contract at any time with written notice to the contract administrators and the vendor.

Performance and Payment after Contract Expiration

All agreements for Energy Certificate services entered into by Eligible Entities whose performance and payment time frames extend beyond the duration of this Contract shall remain in effect for performance and payment purposes (limited to the time frame established per each agreement). All such agreements shall be subject to the terms and conditions of this Contract. No written agreement shall extend more than five (5) years beyond the final termination date of this Statewide Contract. No agreements for services under this Contract may be executed after the Contract has expired.



Additional Information

Additional Consulting Services Related to RPS and APS

The Contractor may also be engaged on projects related to RPS and APS but not associated with the sale of renewable and alternative energy certificates. In such cases, the Contractor may charge the following rates:

Contractor	Nexant - AECs	Nexant - SRECs	energyROI	BGC
Employee level	Hourly rate	Hourly rate	Hourly rate	Hourly rate
Executive	200	150	125	N/A
Manager	150	130	125	N/A
Sr Engineer	130	115	110	N/A
Engineer	115	105	90	N/A
Jr Engineer	105	85	75	N/A
Accounting	85	65	60	N/A
Clerical	65	50	40	N/A

Strategic Sourcing Services Team Members

Dave Lewis	DCAMM
Patricia Arp	DEP