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REQUEST FOR PROPOSALS

ENERGY INFRASTRUCTURE PROJECTS

**STATE ENVIRONMENTAL IMPROVEMENT AND
ENERGY RESOURCES AUTHORITY**

December 1, 2022

I. INTRODUCTION:

The State Environmental Improvement and Energy Resources Authority of the State of Missouri (“EIERA” or “Authority”) is a governmental instrumentality and body corporate and politic established pursuant to Sections 260.005 to 260.125 RSMo, as amended. The Authority is authorized to provide for the conservation of air, land and water resources of the State by the prevention or reduction of pollution; to provide for proper methods of disposal of solid waste and sewage; to provide for the furnishing of water facilities and resource recovery facilities; **to provide for the development of the energy resources of the State; and to provide for energy conservation, energy efficiency projects and increased energy efficiency of the State of Missouri.** The Authority is authorized to acquire, construct, and finance projects; to issue bonds and notes; and to make loans to pay the costs of projects.

In furtherance of its purposes, the Authority, in cooperation with the Missouri Department of Natural Resources’ Division of Energy (MoDNR-DE), is developing the Missouri Energy Infrastructure Bank. This bank is intended to play a broad role in financing energy projects, including energy resource development, energy efficiency improvements, deployment of renewable energy sources, and improved resilience for critical infrastructure.



II. OBJECTIVE:

The Authority and Division of Energy (DE) have identified the newly passed Inflation Reduction Act of 2022 (IRA) as a potential source of capital to support the Energy Bank. None of the funding outlined in the IRA has been made available through the federal agencies yet. However, the Authority is also pursuing other potential sources of capital from state sources that could offer additional flexibility.

For the state of Missouri to be better prepared to compete for the IRA funding, the Authority and DE are issuing this Request for Proposals (RFP) to generate an inventory of potential projects. The RFP is intended to provide a better understanding of the number, size and type of projects that are currently seeking assistance and could be better served through the Energy Bank.

Projects can include, but are not limited to, energy efficiency, energy conservation, energy demand management, renewable energy development, or alternative transportation fuel projects.

III. PURPOSE:

The Authority issues this RFP in order to help it determine the financing demand for energy infrastructure projects in Missouri. For purposes of this RFP, “energy infrastructure” is broadly defined to include, but is not limited to, equipment, fixtures, vehicles and other physical capital involved in the development, extraction, production, generation, transmission or transport, distribution, and/or consumption of energy resources, as well as service connections to energy resources, distributed energy resources, and the control or disposal of waste products and/or pollution involved in these processes.

The questions in Section IV are intended to determine and identify specific, prospective in-state projects that could be funded through the Missouri Energy Infrastructure Bank. The Authority is particularly interested in readily deployable Missouri projects, as well as in-state infrastructure that either cannot or is unlikely to be financed in the current market or that would be constructed more quickly if new financial mechanisms become available. The Authority is interested in projects in sectors previously identified as underserved, i.e., agriculture, multifamily housing, commercial, and water/wastewater treatment facilities.

IV. PROJECT DETAILS:

At a minimum, please provide the following information related to your project. Other information relevant to the project is also welcome. Responses should be page numbered and should have an index and/or table of contents referencing the appropriate page number(s).

1. General

1. Provide the proposer's name, mailing address, and primary contact person (along with the primary contact person's name, email, and phone number).
2. Describe the proposer's entity type.
3. Describe the project team, including names, organizational affiliations, resumes, and references.
 - a. Provide each team member's experience, including, but not limited to, recent experience with:
 - i. The project technology.
 - ii. Whom the project will serve.
 - iii. The proposed project delivery and ownership structure.
 - iv. The proposed financing arrangement(s).
 - v. Federal requirements such as those noted below, along with the National Environmental Policy Act, the National Historic Preservation Act, and other applicable requirements (e.g., Clean Air Act, Clean Water Act).
 - b. Describe each of the organization(s) that will be involved in the project, including financials and recent past work. Include relevant supplemental materials such as audited financial statements.
 - c. Confirm each organization's compliance with the laws regarding conducting business in the State of Missouri, as applicable, including certification that each organization is presently in compliance with such laws or shall be in compliance with such laws prior to any potential receipt of financial assistance from the State of Missouri. Indicate each organization's charter number and company name with the Missouri Secretary of State. Additionally, provide proof of each organization's good standing status with the Missouri Secretary of State. If any of the organizations is exempt from registering with the Missouri Secretary of State pursuant to section 351.572, RSMo, identify the specific section of 351.572 RSMo, which supports the exemption.

2. Project Information

1. Provide the project name.
2. Describe the project type (e.g., technology/technologies employed).
 - a. Include engineering, architectural, and/or other similar drawings, plans, and/or specifications
3. Indicate the project location with as much specificity as possible.
4. Describe the purpose of the project.
5. Describe the entities that will be served by the project.
6. Describe the project delivery and ownership structure (e.g., leaseback, customer ownership, Energy-as-a-Service). Include a description of what entities will

undertake project activities such as design, installation, quality control, and ongoing maintenance.

7. Explain expected cost savings, including, but not limited to, energy cost savings and lower operations and maintenance costs, and the entities that would receive these savings.
 - a. Describe how these savings will be tracked.
 - b. Provide documentation to support these projections, including worksheets with links and formulae intact, as well as references to externally derived values and information used in the projections
 8. Explain other impacts (positive and negative) that would be anticipated from the project, such as effects on resilience, reliability, air pollution, improved resilience, wildlife considerations, or use of local labor and materials; where possible, focus on quantifiable impacts with monetized estimates and indicate specific affected entities.
 - a. Describe how these impacts will be tracked.
 - b. Provide documentation to support these projections, including worksheets with links and formulae intact, as well as references to externally derived values and information used in the projections.
 9. Provide a detailed discussion of benefits or harms to any disadvantaged communities; reference the federal government's Justice40 initiative for guidance.
 - a. Describe how these impacts will be tracked.
 - b. Provide documentation to support these projections, including worksheets with links and formulae intact, as well as references to externally derived values and information used in the projections.
 10. Describe the project timeline, including milestones and "go/no-go" decision points.
 11. Identify all environmental permits or requirements involved with the project, including a discussion of how such requirements have been or will be met.
 12. Describe the number of full-time equivalents that will be associated with the project, including specific position descriptions and employment locations.
 13. Provide recent examples of similar projects, preferably those implemented by the project team in the state of Missouri, along with contact information for entities served.
3. Federal Requirements
1. Indicate if the project would be able to adhere to the most recent Buy America requirements; if not, describe what specific project elements would be unable to comply and why they cannot comply, including any available supporting documentation.
 2. Indicate if the project would be able to adhere to the most recent Davis-Bacon Act prevailing wage requirements, including, but not limited to, weekly payroll reporting.

3. Indicate if the project would be able to comply with the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (2 CFR part 200).

4. Project Costs and Financing

1. Provide an itemized cost estimate for the project, along with an indication of what party/parties will incur these costs; include both initial and ongoing costs.
 - a. Provide documentation of these costs, including worksheets with links and formulae intact, as well as references to externally derived values and information used.
2. Describe the project financing plan and business model.
 - a. Indicate how the project plans to leverage available incentives, such as tax credits, rebates, and grants, along with the amount of local funds, additional capital, or owner equity the proposer and third parties will contribute for this project.
 - b. Describe contracts and arrangements that are associated with project, including the statuses of these contracts and arrangements.
 - c. Include a description of any collateral that will be used.
 - d. Provide documentation to support this plan and business model, including worksheets with links and formulae intact, as well as references to externally derived values and information used.
3. Describe the financing mechanism requested from the state of Missouri, such as, but not limited to, a loan loss reserve or interest rate buy down; do not include a request for a direct grant.
 - a. Indicate the funding amount requested.
 - b. Explain why this financing mechanism is needed, including the benefits associated with using the financing mechanism and the consequences of not having access to the financing mechanism.
 - c. Include a transaction diagram.
 - d. Cite any recent examples of this financing mechanism that have been used.
 - e. Describe how this financing model could be scaled or replicated for additional projects.
 - f. Provide supporting information, including worksheets with links and formulae intact, as well as references to externally derived values and information used.
4. Describe how the project would repay any financed amounts through cost savings; if the cost savings are not anticipated to fully cover repayment of financing, describe what other funding will be used.
 - a. Provide documentation to support these projections, including worksheets with links and formulae intact, as well as references to externally derived values and information used.

5. Describe project risks, including, but not limited to, those that could result in non-payment of financed costs.
 - a. Estimate the likelihoods of these risks and their impacts on specific parties and project financing.
 - b. Describe measures that will be taken to mitigate these risks.
 - c. Summarize loss rates and loss experience with similar comparable projects undertaken by the proposer.
 - d. Provide supporting documentation, including worksheets with links and formulae intact, as well as references to externally derived values and information used.

V. DISCLAIMERS AND NOTES:

Responses to the RFP should not be construed as binding the Authority, MoDNR-DE, or the State of Missouri to offer any particular financing programs or products.

- A. The Authority reserves the right to:
 1. Cancel this solicitation;
 2. Reject any or all proposals;
 3. Determine whether conflicts or potential conflicts will preclude a proposer from being considered;
 4. Request or not request additional information and/or an oral interview with individuals, organizations, or references, with such additional information or interviews potentially affecting proposal consideration;
 5. Waive any technicalities that it determines to be in the Authority's best interest.
- B. When evaluating a proposal, the Authority reserves the right to consider relevant information and facts, whether gained from a proposal, a respondent, a respondent's references, or any other source.
- C. Any information submitted with the proposal, regardless of the format or placement of such information, may be considered in making decisions related to the responsiveness and merit of a proposal.
- D. The Authority is not obligated to provide a debriefing for any proposers.
- E. The Authority is not liable for any costs incurred by any parties submitting proposals.
- F. **DO NOT CONTACT THE AUTHORITY BOARD MEMBERS OR AUTHORITY STAFF REGARDING THIS RFP.** Questions regarding this solicitation should be submitted in the manner described in the Submittal Requirements section below.
- G. It is the sole responsibility of the respondent to submit the information requested above, including supporting documentation, and Authority is under no obligation to solicit such information if it is not included with the response. Failure to submit all necessary information may cause an adverse impact on the consideration of the proposal.

- H. Respondents are solely responsible for ensuring timely submission of their solicitation responses. Failure to submit responses prior to the end date of the solicitation period places the respondent and response at risk of not being considered.

If a respondent chooses to submit business sensitive, proprietary, or otherwise confidential information in response to this RFP, such information must be clearly and conspicuously marked in the response. Business sensitive, proprietary, or otherwise confidential information marked in accordance with the instructions below will be treated on a confidential basis by the Authority and MoDNR-DE subject to Section 640.155, RSMo and other applicable laws and rules. The Authority requests that Respondents also provide public (i.e., redacted) versions of responses.

Responses containing business sensitive, proprietary, or otherwise confidential information must be conspicuously marked as described below. Failure to comply with these marking requirements may result in the disclosure of the unmarked information under applicable laws and rules. The State of Missouri is not liable for the disclosure or use of unmarked information, and may use or disclose such information for any purpose.

If your response contains business sensitive, proprietary, or otherwise confidential information, every line and paragraph containing business sensitive, proprietary, or otherwise confidential information must be clearly marked with double brackets or highlighting. The respondent should also include a version of any materials containing business sensitive, proprietary, or otherwise confidential information that redacts the information.

VI. SUBMITTAL REQUIREMENTS:

To be considered, an electronic copy of your proposal must be received by 5:00 p.m. Central Time on February 28, 2023. E-mail proposals to EIERA@eiera.mo.gov. If you do not receive a confirmation of receipt by noon of the business day following your submittal, contact the Authority at (573) 751-4919. The Authority may choose to begin accepting proposals by entering a formal agreement at any time and is not obligated to wait to enter such an agreement until the end of the submission period.

If you have any questions regarding this solicitation, please e-mail them to EIERA@eiera.mo.gov or use the “Contact Us” link on the right-hand side of our website. All questions submitted by 5:00 p.m. Central Time on February 14, 2023, and responses thereto will be available for viewing no later than noon on February 20, 2023, via a link on the Authority’s website found here. Questions and answers may be posted prior to February 20, 2023. Questions submitted after 5:00 p.m. Central Time on February 14, 2023, will not be answered. It is each proposer’s responsibility to check the website for such items. The Authority will not send questions and responses or RFP revisions to individual firms.