Massachusetts Clean Energy Center (MassCEC)
InnovateMass – Special Round
Resilient Service Stations Demonstration Project RFP

RFP FY2017-RSC-01
Release Date: May 16, 2017
Applications Due: July 21, 2017 at 4:00pm
Total Funding Available: $250,000

SUMMARY

The Massachusetts Clean Energy Center ("MassCEC") seeks concept paper applications under a special round of its InnovateMass program (the "Program") for resilient service station demonstration projects under a Resilient Stations Challenge (the "Resilient Stations Challenge"). InnovateMass provides funding and technical support for projects which deploy new clean energy technologies or innovative combinations of existing technologies that demonstrate a strong potential for commercialization while providing significant measureable clean energy and climate benefits.

Under the Resilient Stations Challenge, InnovateMass will provide funding for projects that deploy commercially viable energy resilience technologies and demonstrate innovative and/or replicable business models while providing measureable energy resilience, risk management, clean energy and/or climate benefits to Massachusetts service stations, enabling these facilities to provide critical goods and services to the communities they serve during extended electric grid failures. Successful applicants will propose projects that address important energy and resilience challenges, help to grow the state's clean energy economy, and contribute to Massachusetts' continued clean energy and resilience leadership.

Additionally, the program will provide limited third party project management and performance monitoring and verification services to all awardees to ensure that projects are successful. Specifically, the program technical consultant will review Project Workplans, discuss and help resolve technical and other project-related barriers, and review performance monitoring and evaluation plans.

This request for proposals (the "RFP") invites participation in the following application process: the Program Applicant (the "Applicant") must submit an application that consists of a concept paper and required documentation that meets the criteria outlined below (the "Application"). In the event that further information is required to make a final decision, the Applicant may be invited to pitch the proposal to MassCEC either in-person or via phone.

PROGRAM GOALS AND DESCRIPTION

Massachusetts service stations (retail gasoline and diesel sales, many with connected convenience stores) are positioned to provide critical refueling and other essential services to emergency medical and management-, fire-, and utility-vehicles, in addition to the general public, in the event of an extended electricity grid failure. Yet, service stations are subject to the same grid power losses as other buildings and are often ill-equipped to maintain critical functions, including fuel pumping, refrigeration, and space heating and cooling during extended grid failures.

The goal of the Program is to accelerate the commercialization and market adoption of replicable building-scale energy resilience technologies and related business models in Massachusetts service stations, a widely distributed building typology which, when properly equipped, can provide critical transportation resilience and other services to communities across the Commonwealth in the event of a prolonged power outage. The ideal project will demonstrate the ability of clean energy technologies to play a key role in service station resilience, and how to increase market adoption of clean energy technologies for this application. MassCEC is seeking to support projects integrating technologies that address current significant, persistent gas station resiliency challenges. For example, during a hurricane or other natural disaster, gas stations become critical facilities given their role in providing access to fuel, water, and food to the public. In the case of interruption to electric service, however, these services currently would be unavailable. Furthermore, the Program seeks to support and highlight resilient gas station technical models and business models that can be replicated and scaled regionally.

Sample Station Data and Relevant Project Examples:

1. *Sample Station Data*

Sample anonymized load data from a Massachusetts service station is available in Appendix A. The purpose of this data is to provide a snapshot of potential project loads and characteristics. Please note that this data is being provided for example purposes only and is not intended to capture the full range of stations and scenarios that may be eligible under this Project.

2. Solar Plus Storage for Critical Facilities

Recent emphasis on resilience in the face of climate changes and electricity outages led the City of Boston to install a solar plus storage system at its Frontage Road complex, where its largest fueling station is located, as well as its central fleet maintenance and facilities for the Boston Fire Department, Boston Public Health Commission, and the Transportation Department. Given the critical facilities at this location and their susceptibility to serious floods, the benefits of the solar plus storage system are significant, including increased resiliency in the event of outages and disaster, on-site energy generation capacity, and reduced energy costs.

3. Solar Powered Service Station

British Petroleum, or BP, has installed solar PV at many of its service stations nationwide. Designed to be located on the canopy over the fueling stations, the solar PV systems also incorporate transparent PV elements so that the canopy can simultaneously generate power and provide daylighting for customers at the pump.

4. Solar Powered Evacuation Route with Battery Backup

A designated evacuation route, which runs along Blue Hill Avenue, American Legion Highway, and Hyde Park Avenue in Boston, MA, plays an important role in ensuring the City's emergency preparedness. In order to solidify the resiliency of the evacuation route, the City of Boston has installed solar panels and battery storage systems at a number of the route's key intersections to maintain traffic signals during widespread power outages.

INNOVATEMASS PROGRAM HIGHLIGHTS

The table below shows a snapshot of award details.

Demonstration Project Duration	Maximum of 18 months
Total Funding Available	$250,000
Maximum Grant Over Life of Project	Up to $75,000 per site
Required Cost Share	50%
Anticipated Total Awards	2-5 projects

SELECTION PROCESS

MassCEC will award Applicants who offer the strongest benefits for Massachusetts to address the issues raised in this RFP.

To qualify for Program funding, an Applicant must first respond to this RFP by submitting an Application, which will include a concept paper in the form and substance as described below. Applications will be initially reviewed by MassCEC to determine whether each Application is complete and meets basic eligibility requirements. In the event that further information is required to make a final decision, the Applicant may be invited to present its proposal to MassCEC either in-person or via phone. Please note that being selected to make an additional presentation does not guarantee that the Applicant will be awarded a grant under the Program.

A full timeline of the process is available under Estimated Timeline on page 6.

ELIGIBILITY

APPLICATION TEAM

Applicants are expected to form teams comprised of several entities (the "Application Team") which will work together on the demonstration project, with one entity designated as the lead (the "Lead Applicant"). The Lead Applicant will contract directly with MassCEC. Application Teams may include any combination of public and private entities (e.g. service stations, clean energy companies, project developers, research and development institutions, academic institutions, state, local, and quasi-government agencies, along with school districts and nonprofits.) Entities may submit more than one Application and be part of more than one Application Team.

PROJECT SITE

Application Team composition can vary but must include one or more service stations that are able to provide a site for the demonstration project in addition to funding and/or expertise. The service station(s) must meet the following criteria:

- The service station must be located in Massachusetts within 1 mile of an on- or off-ramp of a Massachusetts evacuation route; and
- The service station must be generally accessible and have the ability to service multiple customers at once.

Both stations with and without natural gas access are eligible. New construction and retrofitted stations are eligible to participate, and Applicant Teams may propose a single station or a multi-station or aggregated station project.

All project sites should work with their utility to identify and implement opportunities for energy efficiency upgrades before considering energy resilience systems. Any project site with existing facilities must have had an energy efficiency whole-building audit completed by a qualified organization (e.g. MassSave[1]) within the past 48 months and show proof of installation of recommended energy efficiency measures along with the Application. Applications will be evaluated competitively for the inclusion of such measures.

Application Teams must build in to their timeline and budget the required resources to account for a 1-2 month interval metering study to examine the load profile at their station host site in order to appropriately size the proposed system, and the required equipment (e.g. CT clamps).

[1] More information about MassSave's energy efficiency programs for new construction/major renovation, large retrofits, and small businesses is available at: http://www.masssave.com/en/business/incentive-programs.

PROJECT CRITERIA

Applications will be judged on the project's projected energy resilience, environmental, and economic benefits, to the Commonwealth of Massachusetts. Projects do not have to be grid connected. A range of ownership and operational models are encouraged to apply.

Further eligibility criteria are as follows:

- The proposed project must contain one or more clean energy[2] technologies with a system Technology Readiness Level[3] of at least 7 ("system prototype demonstration in an operational environment");
- The Applicant(s) has secured the required cost share of **at least 50% of the total grant request**;
- Applicants have developed a partnership which will allow the technology to be validated, including a project site;
- The proposed project must advance the solution's commercialization, increase the potential for replicability, and can be scaled and/or enable the company to secure customers;
- The proposed project must address a critical energy/climate or gas station resiliency issue and reduce or prevent greenhouse gas ("GHG") emissions;
- The proposed project must be able to island and provide backup power and resiliency services, including power for gas pumps, point of sale function, fire suppression, and basic heating and cooling, for a minimum of 72 hours OR 50% longer than a diesel generator alone (if one exists), whichever is longer;
- The proposed project must comply with all applicable National Electric Code (NEC) and National Fire Protection Association (NFPA) standards (e.g. NEC Chapter 5; NFPA 487);
- The proposed project must list, describe, and comply with all required component- and building- safety codes and standards, as well as all supplemental safety codes and standards additionally pursued;
- Technologies must meet and demonstrate all relevant industry-wide safety codes and standards, both at the component- and whole system-level; and
- The proposed project must be viable and feasible within the timeframe allowed by the Program.

INELIGIBLE PROJECTS

The proposed project site cannot be located in a Federal Emergency Management Agency (FEMA) identified flood zone.

[2] As defined in MA General Laws Chapter 23J.
https://malegislature.gov/Laws/GeneralLaws/PartI/TitleII/Chapter23J/Section1

[3] Technology Readiness Level (TRL) is a commonly used measure to assess the maturity of evolving technologies, prior to incorporating that technology into a system or subsystem. Applicants are encouraged to use a TRL and commercial readiness calculator, such as the one developed by NYSERDA, to better inform their Applications.

The following technologies are ineligible for funding:

- Diesel generators
- Gasoline generators

ESTIMATED TIMELINE

The estimated timeline below is subject to change at MassCEC's discretion.

Solicitation Released	May 16, 2017
Deadline for written questions	June 6, 2017 at 4:00pm
RFP Concept Papers Due	July 21, 2017 at 4:00pm
Notification of Concept Papers Selected to Interview/Pitch	August 11, 2017
Applicant Interviews (if necessary)	September 8, 2017
Final award notifications	October 20, 2017
Demonstration Projects Begin	Within 6 months of award notification
Demonstration Projects End	Within 18 months from project start

In the event that a project is projected to exceed the target timeline of 18 months, grantees may request a term extension from MassCEC. It shall be in MassCEC's sole discretion to offer extensions, and such requests will be judged on a case-by-case basis.

HOW TO APPLY AND REQUIRED CONCEPT PAPER APPLICATION COMPONENTS

After forming the Application Team and selecting the Lead Applicant, the Application Team must prepare and the Lead Applicant must submit an Application anchored by a concept paper of up to **six (6) single-spaced pages**.

Applicants must also include the following attachments (please see templates contained in the RFP packet):

- **Application Concept Paper (see *Concept Paper Outline*)**
- **Attachment A: Authorized Applicant's Signature and Acceptance Form**
- **Attachment B: Application Cover Sheet and Statement of Other Funding Sources**
- **Attachment C: Project Workplan Template.** Using the Project Workplan Template in Attachment C, the applicant must briefly describe the key tasks and milestones, responsible parties, and timeline of the proposed demonstration project, including a proposed schedule for monitoring to obtain the required performance data. An approved Project Workplan will serve as the first reimbursable deliverable.
- **Attachment D: Project Budget.** The Applicant must include an estimated budget, including total cost, total match (50% minimum of total cost), and requested MassCEC contribution. The maximum grant award for any one demonstration project is $75,000.

- **Attachment E: Signed Letters of Intent.** A signed Letter of Intent shall serve as the Concept Paper Application Cooperation Agreement indicating that, if awarded, the Application Team has agreed to work together to implement and manage the proposed project. This letter must be signed by each participating organization and must lay out each team member's roles and responsibilities.

The cover sheet and attachments do not count against the six (6) page concept paper limit. It is the sole responsibility of the applicant to ensure that the Application is complete and properly submitted. At its discretion, MassCEC may request supplemental materials from the applicant and such materials must be submitted within ten (10) days of the request or the Application may be rejected without further review.

The completed Application and all other documentation should be submitted to Karen Kao, kkao@masscec.com, and "Resilient Stations Challenge: InnovateMass Application" must appear in the e-mail subject line.

Applications must be received no later than Friday, July 21th at 4:00pm EST.

CONCEPT PAPER OUTLINE

MassCEC seeks to support clean energy technology solutions that address significant, persistent service station resiliency challenges. For example, during a hurricane or other natural disaster, service stations become critical facilities given their role in providing access to fuel, water, and food to the public. In the case of interruption to electric service, these services would be unavailable.

Application concept papers may be **no longer than six (6) pages**. Applicants should describe the specific service station energy or resiliency problem, its significance to Massachusetts, and how the Applicant's proposed technology solution addresses that problem.

In relation to the persistent service station resiliency challenges aforementioned, concept papers should consider the following:

- Site-specific challenges and project options, such as scalability of technology based on station capacity, mobile back-up power versus permanent resilient infrastructure options, siting space restraints and parking/accessibility, geographic diversity and proximity of stations to critical infrastructure (such as evacuation routes), protected vs vulnerable/flood prone sites, etc.;
- Project costs, multiple revenue streams, possible markets, and/or incentives for the implementation of resilient stations; and
- Whether the service station has remedial systems installed for hazardous waste cleanup.

Application Teams are encouraged to think broadly about resiliency challenges to these facilities and should not be limited by the considerations cited above.

The concept paper must include a narrative with the following headings:

Potential of the Proposed Demonstration Project Technology: Describe how the proposed solution addresses the specific service station resiliency problem/opportunity. This description should be reasonably detailed, but does not require a full technical paper.

- Details regarding the relevant technology(ies) to be deployed including:
    - The current state and TRL of the technology(ies), alternative or existing solutions and why the proposed solution is superior. Applicants are encouraged to complete a Technology Readiness Calculator to determine the technology's TRL.
    - A description of how the technology or business model is both innovative and viable, including an identification of innovative differentiating features vs. competitors.
    - Identification of the market for the solution and relevant characteristics (regulatory landscape, trends, technology, market size).
    - A description of existing solutions and a brief overview of why the proposed solution is superior to existing technologies including, if appropriate:
        - Proposed system technical feasibility and projected energy efficiency rating, capacity factor (where applicable), or other relevant performance metrics;
        - Technical risk assessment, extent of identified risks and uncertainties, and proposed strategies for risk mitigation; and
        - Benefits over business as usual scenarios.
    - The technology's anticipated range of run time in resilience operation mode.
- A description of the proposed project, including identification of barriers to success and/or project risks and how those will be addressed.
- A description of how the solution can be widely replicated:
    - Identification of project benefits in relevant metrics (e.g. customer/host productivity or revenue increases, new/retained job projections, etc.).
    - Estimate of product cost (where applicable).
    - Describe how demonstration will move potential customers to choose the proposed solution.

Project Benefits: A detailed description of project benefits, including:

- The energy and/or increased resiliency, environmental, climate, and economic development benefits that are expected from the proposed successful demonstration of the technology and also from widespread adoption of the technology.
- A quantification of the estimated energy, climate, gas station resiliency improvement or environmental benefits to the Commonwealth of Massachusetts, e.g. likely energy use reductions, projected GHG reduction, hours of available backup power, human health impacts, or other measurable environmental and resiliency benefits.
- An explanation of the assumptions and methodology used to quantify the benefits and to calculate the payback.
- The estimated market potential for the technology when deployed under the proposed demonstration conditions.

- The plan for verification of benefits (ie. quantification of the estimated energy, climate, gas station resiliency improvement or environmental benefits) during and after demonstration project completion.

Installation and Islanding Demonstration Plan: A description of the design, scale, location, procurement, and installation plan for the project; potential challenges related to installation and/or system operation; islanding demonstration; and duration of the project:

- Suitability of site for proposed project.
- Proposed method of monitoring and evaluating the proposed project.
- Proposed plan to demonstrate islanding capabilities and performance of resiliency services.

Safety, Operations & Maintenance Plan: A description on how to properly operate and maintain the fully installed system. The Application Team should also identify and describe the standards and certifications with which the system will comply.

Application Team Commitment and Qualifications: The proposed relationships that will support a technically and economically successful project, including the relevant skills, credentials and experiences of key Application Team members. The Application Team should also identify who will be the primary point of contact on this InnovateMass-funded project. It is strongly recommended that teams utilize a dedicated project manager, though there is no requirement that this be a new or current employee, nor that the designated project manager be a full time position.

Budget Narrative: The Applicant must include a budget narrative that provides additional detail on each budget line item, including the proposed project performance monitoring and evaluation plan. Specific project monitoring and performance evaluation plans will be negotiated at the contract stage, should the applicant be selected to receive an award. Applicant should also include an itemized budget related to the ability to island, including related gear, controls, hardware, software, and all necessary components. *(Further budget instructions available below.)*

FEMA Flood Zone Map: The Applicant must include the FEMA flood zone map of their project site location. Maps can be found at: https://msc.fema.gov/portal. The map does not count against the six-page concept paper limit.

Service Station Maps: Applicant should include a site map, photos, one-line diagrams, and other illustrative documents, as relevant. These maps and diagrams do not count against the six-page concept paper limit.

SELECTION CRITERIA

Applications will be judged on a competitive basis against other submitted applications based upon the following criteria:

Criteria	Sub-Criteria
Minimum Threshold	MassCEC reserves the right to only consider applications that, in its sole judgment, meet the following minimum threshold criteria including: 1. The Application Team is eligible for selection. 2. The Application is complete and responsive to the RFP application requirements. 3. The Application Team has committed to the required level of cost share. 4. The Application Team is in good standing with any other awards received through MassCEC.
Project Projected Benefits	1. The energy, resiliency, environmental, climate, and economic development benefits that are expected from the successful demonstration of the proposed technology and also from widespread adoption of the proposed technology; the potential of the technology to successfully deliver these benefits: a) A quantification of the estimated energy, resiliency, climate, and environmental benefits to the Commonwealth of Massachusetts, e.g. likely energy use reductions, projected GHG reduction or other measurable environmental benefits. b) An estimate of the payback of the demonstration technology when it reaches the commercialization stage. 2. The plan for quantifying benefits after demonstration project completion. 3. Project benefits to the Commonwealth, including but not limited to: job growth, company growth and energy cost/consumption reduction.
Potential of the Proposed Technology	Applicants may propose a range of technologies including but not limited to: combined heat and power, fuel cells, advanced energy storage, solar photovoltaics. 1. The system components for the proposed project are widely commercially available. 2. Clear identification of why the solution is innovative. 3. Clear understanding of existing alternative solutions/technologies and demonstration that the technology has the potential to be superior. 4. Demonstration of modelled resilience durations. 5. Demonstration of understanding of barriers and risks to technology/project success and proposed methods of addressing these issues. 6. Demonstration of commercialization potential of the proposed solution, including an identification of market for the product, and how the demonstration project will move potential customers to choose the proposed solution. 7. Clear plan to demonstrate voluntary islanding of the proposed technology to ensure fully functioning capabilities and duration of resiliency benefits.

Potential of the Project	1. Clear plan for the procurement, installation, monitoring and risk management of the project. 2. The proposed project business/ownership model has a strong potential to be replicated and scaled. 3. Clear explanation of why the demonstration site is deemed a critical location. 4. Clear explanation of how the proposed project will be coordinated with local Massachusetts Emergency Management Agency (MEMA) emergency management directors and/or regional Homeland Security Councils to ensure its potential integration into local evacuation plans. Homeland Security Councils are managed by the Metropolitan Area Planning Council.
Project Workplan	1. A Project Workplan (Attachment C), including steps to assess progress and measure success. A strong Project Workplan will include a description of how necessary resources will be mobilized and how the work can be accomplished according to the proposed timeline. Additionally, a) Service stations with attached convenience stores are preferred. b) Integration of electric vehicle charging stations and mobile phone charging stations are encouraged. c) Projects that require minimal to no maintenance are preferred. 2. An estimated timeline that fits the Project Workplan and highlights key project development and deployment landmarks that enables projects to within 6 months of award notification. 3. Project Workplan is relevant to the goals of the Program, and achievable within an 18 month span. 4. A description of how the applicant intends to demonstrate successful completion of milestones under the InnovateMass program. 5. A detailed performance monitoring and verification plan for assessing the performance of pilot demonstration: o A clear articulation of project goals and/or design criteria. o A table listing quantifiable metrics by which the proposed project will be measured upon completion, and how those metrics will be verified.
Project Team	1. Application Team has relevant skills, qualifications and experience to support the project. 2. Application Team includes a service station that will serve as the host site for the demonstration project. 3. Application Team includes team members who are solar installers, electric vehicle (EV) charging station developers, etc.
Budget	1. Reasonableness of the budget relative to the Workplan; cost-effectiveness compared to other similar applications

BUDGET

InnovateMass awards are paid to grantees on a milestone basis to be laid out in the Project Workplan. For all selected Applicants, the first milestone will be the completion of an updated and more detailed Project Workplan, including budget estimates for each milestone; selected Applicants will be eligible for a grant installment of up to (10%) of their total grant for this first milestone. The final milestone for all projects will be the completion of a final report whose topics may include, but will not be limited to: the project's overall execution, findings, challenges and solutions, and intended next steps. No less than 5% of the total grant amount may be allocated to this final milestone.

It is MassCEC's policy not to compensate for general administration, overhead, or general purpose expenses including general purpose materials or facilities. To qualify for reimbursement by MassCEC or use as cost share, an expense must:

- Be uniquely associated with the proposed project;
- Be justified as to why it is a necessary and reasonable part of the project; and
- Be incurred after the execution of an agreement with MassCEC.

Grant funds will not be disbursed until initiation of the project, including the execution of a grant agreement (see Attachment F: Sample Agreement for a sample template) and the final approval of the proposed Project Workplan by the Program Technical Consultant and MassCEC staff. Awardees will be notified in writing when each of these steps is complete. Application Teams should give careful thought to their cash flow needs and must be prepared to carry a cash balance.

If, after a period of six (6) months from the date of the award notification, an awardee has not completed an approved Project Workplan, the award may be rescinded at MassCEC's sole discretion. This does not preclude the awardee from reapplying to the Program in a future funding round. If, after one term extension or 18 months from the award effective date, the project and final project milestone have not been completed, MassCEC reserves the right to rescind any remaining award amounts at its sole discretion.

ELIGIBLE BUDGET / COST SHARE ITEMS

All budget items generally fall into one of three categories: 1) eligible direct reimbursable expenses; 2) eligible cost share expenses; or 3) other budget items ineligible for neither reimbursement nor cost share. Each item must be justified as to why it is necessary for the Project. The following items are eligible for inclusion in the project budget:

- Transport: i.e. transporting a key piece of equipment; proposal should document why transportation is required for the project.
- Materials, Equipment, Facilities and Supplies: The equipment must be a new purchase. May include parts and equipment supplied to selected Applicants as part of a lump-sum contract.
- Travel: Allowable for consultants only.

- Direct Labor directly related to the InnovateMass project: For each employee, list the name, title, anticipated number of hours worked and hourly rate, if applicable. Identify the basis for the pay rate used (e.g., actual salary, composite rate, labor distribution report, technical estimate, state civil service rates, etc.). If composite rates are being proposed for a particular position or group category, please state the rate basis as a composite rate. If new hires are proposed, please explain the basis for how you determined their hourly rate. If Applicants are selected for award negotiations, they will be required to provide payroll information or a certification statement to verify that the proposed rates are the actual rates being paid to the proposed individuals within 2 days after receiving the award notification. If the awardee is dedicating Direct Labor toward its cost share requirement, it may only include gross wages + ER FICA + ER Medicare + SUI + FUTA.
- Related Party Labor directly related to the InnovateMass project: MassCEC must approve the use of any Related Party in writing prior to awardee using MassCEC funds to pay for the expenses associated with such Related Party.

COST-SHARE REQUIREMENT

Cost Share must include at least 20% cash and may also include up to 80% in kind, and must be used directly for the project during the Awardee's contract period.

Cash cost share is where an actual cash transaction occurs which can be documented in the accounting system. Examples of cash cost share payments for the purposes of this RFP include, but are not limited to:

- Payment for a site for the demonstration project, where the use of that site would normally incur a fee
- Payment for materials or the use of equipment directly related to the demonstration project
- Payment for services provided by contractors and consultants on the demonstration project (for monitoring or to assist in installation/maintenance for example)

A cash cost share may not be contributed by another federal or state government entity. However, Application Teams that have a state university or other state entity as a team member with a substantial role in the demonstration project, including having staff members as part of the Application Team, may include cash cost share from their state university or other state entity partner.

INELIGIBLE BUDGET ITEMS

The following items are ineligible for inclusion in the project budget:

- Administrative Expenses (e.g., postage, printing, administrative staff)
- Overhead (including, but not limited to, telephone, electricity, rent for office/lab space)
- Fringe benefits (including but not limited to health insurance, 401K plans or similar or other staff benefits)

CONTACT INFORMATION

Massachusetts Clean Energy Center
Attn: Karen Kao
Phone: 617-315-9347
Email: kkao@masscec.com

Please submit all questions via email to Karen Kao. "Resilient Stations Challenge: InnovateMass Question" should appear in the subject line. Please submit questions **by June 6th, 2017 by 4:00pm.** Answers will be posted publicly.

GENERAL REQUEST FOR PROPOSALS CONDITIONS

NOTICE OF PUBLIC DISCLOSURE

General Statement

As a public entity, MassCEC is subject to Massachusetts' Public Records Law, codified at Chapter 66 of the Massachusetts General Laws. Thus, any documentary material, data, or other information received by MassCEC from an applicant is a public record subject to disclosure. Applicant acknowledges and agrees that MassCEC, in its sole discretion, shall determine whether any particular document, material, data or other information is exempt from or subject to public disclosure. **Applicant agrees and acknowledges that it shall not send MassCEC any confidential or sensitive information under this RFP.**

DISCLAIMER

This RFP does not commit MassCEC to award any funds, pay any costs incurred in preparing an application, or procure or contract for services or supplies. MassCEC reserves the right to accept or reject any or all applications received, negotiate with all qualified Applicants, cancel or modify the RFP in part or in its entirety, or change the application guidelines, when it is in its best interests.

This RFP has been distributed electronically using MassCEC's website. It is the responsibility of Applicants to check the website for any addenda or modifications to a RFP to which they intend to respond. MassCEC accepts no liability and will provide no accommodation to Applicants who submit an application based on an out-of-date RFP document.

APPENDIX A: SAMPLE STATION LOAD

Below is sample anonymized MA service station load for a station in eastern Massachusetts with 3 islands and a total of 6 pumps. Note that a significant portion of the load is attributed to supporting the on-site convenience store and associated functions (note seasonality variation) and that the gas pumping load remains similar month-to-month. The purpose of this data is to provide a snapshot of potential project loads and characteristics. Please note that this data is being provided for example purposes only and is not intended to capture the full range of stations and scenarios that may be eligible under this Project.

Month	kWh	Demand	Gallons
January	23,560	58	160,469
February	22,720	60.8	154,747
March	20,880	58.4	142,215
April	22,280	57.6	151,750
May	22,000	63.2	149,843
June	25,840	64.4	175,998
July	25,520	59.2	173,818
August	28,520	59.6	194,251
September	28,480	56	193,979
October	25,040	55.6	170,549
November	24,840	56	169,187
December	23,960	57.6	163,193
Annual total	293,640	58.9 (avg)	~2,000,000