# Request for Renewable Energy Resources Proposals

VINELAND MUNICIPAL ELECTRIC UTILITY
City of Vineland, New Jersey

**February 23, 2010** 



# **NOTICE**

A Pre-Proposal Conference and site visit is scheduled at the Vineland City Hall on Thursday, March 11, 2010 at 10 AM.

A Notice of Intent to Propose is due Monday, March 22, 2010.

Proposals must be received by Thursday, April 8, 2010

# CITY of VINELAND, NEW JERSEY

# REQUEST FOR RENEWABLE ENERGY RESOURCES PROPOSALS

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#### **Glossary of Terms**

The following definitions shall apply to and are used in this Request for Proposals:

- "City/VMEU" means the City of Vineland/Vineland Municipal Electric Utility, its officers, agents or employees. Except as otherwise expressly provided in this RFP, "agents" shall not include consultants or independent contractors.
- "Designated Proposer(s)" means the Proposer(s) selected to negotiate a contract with the City to provide Renewable Energy Resources.
- "FERC" means the Federal Energy Regulatory Commission.
- "Interconnection Requirements" The City's general interconnection rules See appendix D
- "LMP" means the local marginal price in PJM's RTO.
- "LSA" means the Landis Sewerage Authority.
- **"Power Purchase Agreement"** means the FERC filed and approved agreement between the successful Proposer and VMEU which specifies the terms, conditions and pricing by which VMEU purchases all the output produced by the Renewable Energy Facility.
- "Proposal" means the document submitted by a Proposer in response to this RFP. This will include the Interconnection requirements.
- "OPRA" means the State of New Jersey Open Public Records Act which allows public access to City records.
- "Proposal Due Date" means Thursday April 8, 2010 at 3 p.m. EPT.
- **"Proposal Security"** means the security provided by a Proposer who becomes a Designated Proposer, as explained in Section 2, Paragraph 17.
- "Proposer" or "Proposers" means one who submits a Proposal in response to this RFP, or collectively, all who submit Proposals in response to this RFP.
- "RFP" means this Request for Proposals including any amendments, supplements, addenda and all forms included herein.
- **"RER"** "Renewable Energy Resource" means a carbon free or carbon neutral electricity production facility built, owned and operated by the Proposer. Included in this definition would be solar, wind and biomass energy producers qualifying for NJ class 1 or class 2 Renewable Energy Credits.
- **"PJM" means** PJM Interconnection, LLC a regional transmission organization (RTO) that coordinates the movement of wholesale electricity in all or parts of 13 states and the District of Columbia.
- "State" means the State of New Jersey, including its appropriate administrative, contracting and regulatory agencies and offices.
- "Successful Proposer(s)" means the entity or entities with whom the City will enter into a contract for the provision of a Renewable Energy Resource.
- "Terms Generally" Whenever the context may require, any pronoun used in this RFP shall include the corresponding masculine, feminine and neutral forms and the singular shall include the plural and vice versa.

#### CITY OF VINELAND, NEW JERSEY

#### REQUEST FOR RENEWABLE ENERGY RESOURCES PROPOSALS

#### **SECTION 1**

#### Introduction

**1.** <u>Introduction.</u> The Vineland Municipal Electric Utility ("Electric Utility" or "VMEU") of the City of Vineland, New Jersey ("City") invites Proposals up to 12 MW in greater than 1 MW blocks and no more than 4 MW on any one 12 KV feeder from Renewable Energy Resources. The City requires the RER to be connected to VMEU's distribution system within the City, VMEU will purchase all the output from the RER by means of a long term Power Purchase Agreement filed with FERC. The RER will be electrically located behind VMEU's meter and will not require PJM interconnection. The RER will conform to VMEU's Interconnection Requirements which are included in the attachments.

#### 2. Description of the City and Electric Utility.

A. The City. The City of Vineland was established in 1861 when attorney and developer Charles K. Landis purchased 32,000 acres of burned-over scrub forest after deciding that the area had ideal soil conditions and climate for growing fruits and vegetables. "Intending to make it a vine country, I called it Vineland," he declared. He imagined a city that would combine the best of country and city life – a city with farms and factories, orchards and boulevards. He also knew that the area had a mild winter, and a longer planting season than other locations in the northeast, and he saw the potential the area possessed because of its proximity to Philadelphia and New York.

The City expanded in population, agriculture, and industry. Southern New Jersey had been found to be rich in glass sand, so the glass industry proliferated in the City as early as 1897. Dr. Thomas B. Welch first prepared and bottled his new Welch's grape juice in the City in 1875, for use in church services. Other City inventors developed an electric trolley, a railroad sleeping car, a knitting machine and a walking doll. The City's poultry industry was a leading innovator in the production, grading and quality of its products. Even today, the City continues to host the largest food auction east of the Mississippi, and is known as the "salad, dandelion and eggplant capital of the world." The sandy soil also contributed to the establishment of a high quality reservoir of water known as the Cohansey Basin, which is the last unrestricted basin in New Jersey.

In 1952, the Borough of Vineland and the surrounding Township of Landis consolidated to form the City of Vineland which, at 69.5 square miles, makes Vineland the largest city in New Jersey in terms of land area. The City is located approximately 35 miles southeast of Philadelphia, PA, and the same distance from Atlantic City, NJ. In 1990, State Route 55 was expanded to a four-lane superhighway, providing a direct link to the interstate highway system which serves the major ports of Wilmington, DE, Philadelphia, and New York City. Vineland is additionally served by an extensive rail system that provides bulk transportation to all of the major commerce centers.

The City government is the "strong mayor" type of the mayor-council form of government. The City has a five-member City Council over which the Council President presides.

B. <u>The Electric Utility.</u> VMEU is the only municipally-owned electric utility in the State that owns and operates electric generation facilities. Since its 2004 acquisition of the Atlantic City Electric Company ("ACE") territory within the City, the Electric Utility serves nearly all of the City's electricity customers. The only exceptions are a few pockets in outlying areas of the City.

The Electric Utility maintains interconnections with ACE with a total capacity of 263,000 KVA as summarized in Attachment B. As a member of PJM, the City has access to the market created by PJM, which includes the major investor-owned electric utilities and independent generators in the PJM region. Thus, the Electric Utility is able to meet the demands of its users even in times of emergency, and at times sells excess energy to other utilities when system conditions and economics warrant

The rates and services offered by the Electric Utility are not subject to the jurisdiction of the New Jersey Board of Public Utilities ("BPU") because the Electric Utility does not provide service outside of the City limits. As a Municipal Electric Utility, VMEU is not subject to the NJ State Energy Master Plan.

# SECTION 2 The RFP Process

**1.** The RFP Schedule. This procurement process commences with the issuance of the RFP. The remaining steps and anticipated completion dates are set forth in the Timetable below. The City reserves the right to amend, modify or alter the Timetable upon notice to all potential Proposers.

All times in this RFP are shown in Eastern Prevailing Time ("EPT").

#### **Timetable for Procurement Process**

Release of the RFP - February 23, 2010 (Tuesday)

Notice of Attendance at

Pre-Proposal Conference Due
Pre-Proposal Conference
Proposal Conference
March 8, 2010 (Monday)
March 11, 2010 (Thursday)
March 22, 2010 (Monday)
Proposer Questions Deadline
Proposals Due
March 25, 2010 (Thursday)
April 8, 2010 (Thursday)
Identify Designated Proposer(s)\*
May 7, 2010 (Friday)

<sup>\*</sup> May be extended depending upon the number and complexity of the Proposals received.

2. <u>Pre-Proposal Conference and Optional Site Visit.</u> The City shall conduct a Pre-Proposal Conference and site visit on <u>Thursday, March 11, 2010, 10:00 a.m. EPT</u>, at the Council Chambers, Vineland City Hall, 640 E. Wood Street, Vineland, New Jersey. The purpose of the Pre-Proposal Conference and site visit is to provide any required clarifications to this RFP and any additional information deemed necessary for Proposers to submit their Proposals. Responses to questions raised at the Conference will be provided in writing to all Proposers as soon as possible thereafter. Only the City's written responses shall comprise addenda to this RFP.

Companies that wish to attend the Pre-Proposal Conference should submit a written notice to the Designated Contact Person (see Paragraph 3 below) no later than **Monday March 8, 2010 at 5:00 p.m. EPT.** 

**3.** <u>Interpretations and Addenda.</u> All questions regarding interpretation of this RFP, technical or otherwise, must be submitted in writing or by email to the Designated Contact Person and to backup person:

Ms Yvonne Lewis, RPPO, Purchasing Agent
City of Vineland New Jersey
For U.S. Mail:
640 E. Wood Street, P.O. Box 1508, Vineland, NJ 08362-1508
For courier:
640 E. Wood Street, Vineland, NJ 08360
Fax: 856-794-4327
Email: ylewis@vinelandcity.org

Harry A Maloney, III, P.E., Assistant General Manager

City of Vineland New Jersey
For U.S. Mail:
415 N. West Avenue, P.O. Box 1508, Vineland, NJ 08362-1508
For courier:
415 N. West Avenue, Vineland, NJ 08360
Fax: 856-794-2290

Email: hmaloney@vinelandcity.org

All written questions and requests for information or clarification must be received at the address above before 5:00 p.m. EPT on Thursday, March 25, 2010. The City is not obligated to respond to questions and requests received from Proposers after this deadline. Written responses shall be provided by fax or email to all Proposers. Any changes to this RFP, the RFP Schedule or additional information the City wishes to communicate to Proposers will be in the form of an addendum and provided to Proposers as described above.

No oral interpretation, instruction or information concerning this RFP given by the City or any employee or agent of the City shall be binding on the City, and Proposers relying on such oral information risk having their Proposals deemed unresponsive. The City will not be responsible for any explanation or interpretation of the RFP, unless such explanation or interpretation of the RFP is in accordance with the procedures outlined in this RFP.

- 4. <u>Notice of Intent to Propose.</u> Following the Pre-Proposal Conference, Proposers shall be required to submit to the City written notification of their intent to submit a Proposal in response to this RFP. <u>Notice of Intent to Propose must be received by the Designated Contact Person and Backup Person by 5:00 p.m. EPT on <u>Monday</u>, <u>March 22, 2010</u>. The official Notice of Intent to Propose form is RFP Form 1. All sections of the Notice of Intent to Propose form must be completed in full and the form must be signed by a duly authorized representative of the Proposer. <u>The City will not accept Proposals from companies that do not comply with this requirement.</u></u>
- **5.** <u>Form and Submission of Proposal.</u> Proposers are required to complete and submit the Proposal Summary Form (RFP Form 2), the Minimum Requirements Form (RFP Form 3) and the Proposal Pricing Form (RFP Form 4) included with this RFP. In addition, Proposers must provide thorough, detailed responses and information to the City's requests found in Section 5 of this RFP. Proposals must remain valid until the later of <u>Tuesday</u>, <u>June 1</u>, <u>2010</u> or the date when all regulatory approvals relating to the Proposal as determined solely by the City.

A Proposer may submit more than one Proposal. Each Proposal will be evaluated separately and must, therefore, separately meet all the requirements of this RFP.

Proposers are required to submit two original paper copies and two copies of each Proposal including forms and attachments, in sealed packages to be received <u>before</u> 3:00 p.m. EPT on <u>Thursday</u>, <u>April 8</u>, 2010 (the "Proposal Due Date") to the Designated Contact Person.

Proposals <u>may not</u> be submitted by email or fax. However, an electronic copy of the completed Proposal, pricing information and all other spread sheets included in the Proposal must be submitted in Microsoft Excel or compatible format on compact disc or DVD and included in the Proposal package. Alternatively, the electronic copy of the Proposal may be submitted by email, **but electronic submissions do not waive the requirements in the preceding paragraph to submit two original paper copies.** Proposal packages must be clearly marked "PROPOSAL FOR RENEWABLE ENERGY RESOURCES" for the City of Vineland, New Jersey and clearly state the name of the Proposer.

**6.** <u>Errors, Modification or Withdrawal of Proposal.</u> Proposer must carefully review the information provided in this RFP as it contains important instructions which must be followed in preparing the Proposal. Proposers assume the risk of any noncompliance resulting from errors on their part or their failure to follow the RFP instructions.

Amendments to Proposals will be accepted by the City only if they are submitted in writing prior to the Proposal Due Date.

A Proposer may withdraw its Proposal by giving written notice to the Designated Contact Person prior to the Proposal Due Date. If a Proposal is withdrawn after the Proposer becomes a Designated Proposer, the penalties described in Section 17 may be applied.

- 7. Reserved Rights of the City. The City reserves, holds and may exercise, among other rights, the following rights and options with regard to this RFP and the procurement process in accordance with the provisions of applicable law:
- (a) Reject any and/or all Proposals received in response to this RFP;
- (b) Supplement, amend or modify the RFP through the issuance of addenda, or cancel or suspend this RFP with or without substitution of another RFP;
- (c) Waive errors or omissions in any Proposal if corrected to the City's satisfaction;
- (d) Reject any Proposals not received on or before the Proposal Due Date;
- (e) Conduct investigations of any or all Proposers as the City may deem necessary or convenient, to clarify the information provided in the Proposal;
- (f) Reject any Proposal if the Proposer fails to extend the validity date;
- (g) Abandon this procurement process;
- (h) Issue additional or subsequent RFP's;
- (i) Select one or more Proposers to participate in negotiations;
- (j) Designate another agency, group, consultant, public body or other representative to act at any time during this RFP process in the City's place or on its behalf;
- (k) Not disclose detailed reasons for rejecting a Proposal;
- (l) Request clarifications from Proposers at any time;

The City shall be under no obligation to complete all or any portion of the process described in this RFP. The City shall not be liable to any Proposer if the City determines to terminate the process at any time

**8.** <u>Agreement Negotiations.</u> In the event the City designates one or more Proposers as Designated Proposers, neither such designation nor the commencement of negotiations shall obligate the City to continue negotiations with each Designated Proposer to conclusion. Rather, the City shall be entitled at any time during negotiations, to cease negotiations with any Designated Proposer.

Unless the City terminates the procurement process, negotiations will continue until an Agreement has been executed with the Proposer or Proposers whose final Proposal is deemed by the City to be the most advantageous to the customers of VMEU and is determined to have the greatest likelihood of success in accordance with the City's objectives and goals.

**9.** Procurement Schedule Adherence. The City desires to review and evaluate the Proposals, and negotiate an Agreement, as expeditiously as possible. As a result, an aggressive timetable has been established. In order to efficiently review and evaluate the Proposals received, Proposers shall strictly conform to the submission and format requirements set forth herein. In addition, the City requires that Designated Proposer(s) quickly assemble negotiating teams, including representatives who are authorized to negotiate as required and to make decisions without having to delay negotiations for internal review. The City will look for evidence in the Proposal that the Proposer has sufficient resources to conduct negotiations in an expedited manner and that the Proposer is committed to an aggressive implementation schedule.

- **10. Delay in Negotiations.** The City, in its sole discretion, may exclude a Designated Proposer from further participation in the negotiation process if it determines that a Designated Proposer is failing to progress in the negotiations without any documented reason for delay. Prior to terminating negotiations, the City will notify the Designated Proposer of its intentions. If within three (3) business days the City has not received, in writing, a formal response clarifying the Designated Proposer's reasons for its failure to proceed in negotiations, or if the reasons for delay are determined by the City to be insufficient, notification of that Proposer's exclusion from further negotiations shall be sent in writing, signed by an authorized representative of the City, and delivered by certified mail. In such event, the City will terminate the procurement process with that Designated Proposer, who shall forfeit its Proposal Guarantee.
- **11.** <u>Conditions Applicable to All Proposals.</u> By responding to this RFP, the Proposer acknowledges and consents to the following conditions relative to the submission, review and consideration of its Proposal:
- (a) This RFP is not intended and shall not be construed to commit the City to procure or to contract for the provision of the services described in this RFP.
- (b) Trade secrets and proprietary commercial or financial information will be kept confidential during and after the procurement process to the extent permitted by the New Jersey Open Public Records Act (OPRA), when such information is properly identified by the Proposer as follows:
  - i. "The data on pages \_\_\_\_ identified by \_\_\_\_ (symbol) and labeled 'Proprietary and Confidential Business Information', contains information that is a trade secret and/or which, if disclosed, would cause substantial injury to (Proposer's) competitive position. (Proposer) requests that such data be used only for the evaluation of the Proposal, and understands that disclosure will be limited only to the extent that the OPRA rules determines it proper and to the extent that the OPRA rules deems disclosure necessary under the provisions of applicable law. If a contract is awarded to (Proposer), the City will have the right to use or disclose the data as provided in the contracts."
- (c) All costs associated with the Proposal, including, but not limited to, preparation and negotiation of the Proposal, expert and consultant fees, fees for legal, accounting, and financial services, travel and incidental costs, are to be borne by the Proposer. The City will not reimburse any Proposer for costs incurred in any way in connection with this RFP or for costs incurred during subsequent negotiations.
- (d) Proposals will be available to the public pursuant to the New Jersey Open Public Records Act subject to exclusion of trade secrets and proprietary commercial or financial information to the extent permitted by the New Jersey Open Public Records Act
- (e) The City may request Proposers to send representatives or a team to the City's Administrative Offices to provide personal presentations and respond to questions and requests for clarification from the City.

- (f) The City will reject any and all Proposals not received by the Designated Contact Person at or prior to 3 p.m. EPT on <u>Thursday</u>, <u>April 8</u>, <u>2010</u>.
- (g) Neither the City nor its staff, consultants, professionals or advisors shall be liable for any claims or damages resulting from the solicitation or preparation of the Proposal, nor will there be any reimbursement to Proposers for any costs associated with preparing and submitting a Proposal, attending the mandatory Pre-Proposal Conference, participating in negotiations with the City, or for otherwise participating in this procurement process.
- (h) The information contained in or described in this RFP has been provided to assist Proposers. Neither the City nor its staff, professionals, consultants or advisors shall be liable for the omission of any information that is not contained in or described in this RFP or for the inaccuracy of any information set forth herein or in any other way conveyed to the Proposers.
- **12.** <u>Disqualification of Proposal.</u> A Proposal may be disqualified at any point in the RFP process if the City determines, in its sole discretion, which the Proposer has attempted to gain an advantage through questionable conduct.
- **13.** Addenda or Amendments to the RFP. The City may issue addenda to this RFP, which will be numbered consecutively and distributed to each potential Proposer. Addenda will constitute a part of the RFP, and all responses to this RFP shall be prepared with full consideration of the addenda issued prior to the Proposal Due Date.
- **14.** <u>Withdrawal.</u> A Proposer may withdraw a Proposal prior to the Proposal Due Date and time set for the opening of the Proposals provided that a written request to withdraw the Proposal is hand delivered to the Designated Contact Person by or on behalf of an authorized representative of the Proposer, or is delivered by certified U.S. mail prior to the Proposal Due Date. Once the opening of Proposals has commenced, Proposers may not withdraw their Proposals.
- **15.** <u>Disposal.</u> Unless withdrawn in accordance with Paragraph 15 above, all Proposals shall become the property of the City <u>and will not be returned</u>. At the conclusion of the procurement process, the City shall retain the records per the New Jersey Record Retention Requirements.
- 16. Proposal Security. Proposers who become Designated Proposers may be required to submit up to a \$10,000 Proposal Security in the form of a Proposal Performance Bond or cash. This Proposal Security must be in effect during the City's negotiations all with Designated Proposers. This Proposal Security shall only be subject to forfeiture by the Designated Proposer in the event it either: (i) withdraws from the RFP process after negotiations begin and prior to the date for which Proposals are to remain valid, without the approval of the City; or (ii) materially changes its offer to make it less beneficial to the City than what was represented by the Proposer prior to its becoming a Designated Proposer, as determined solely by the City. All Proposers must include a Commitment Letter detailing the financial instrument to be used in fulfilling the Proposal Security requirement. This Commitment Letter must, at a minimum, indicate the type of financial instrument proposed, the financial institution(s) involved in providing such instrument, the proposed conditions, and provide a clear indication that the stated financial institution(s) are prepared to issue such an instrument if the Proposer becomes a Designated Proposer.

A Proposal Security instrument shall be submitted to the City within ten (10) days of the Proposer being notified that it has been named a Designated Proposer. Any Designated Proposer that does not submit the Proposal Security within the specified time may be deemed to have voluntarily withdrawn from further consideration under this RFP process.

**17. Performance Security.** The City shall require the Successful Proposer(s) to provide performance security in the amount of \$100,000 to minimize the exposure to the City to direct and/or financial damages due to failure of the Proposer(s) to perform under a contract arising from this RFP.

The Proposer(s) performance security shall be held or backed by a financial institution(s) acceptable to the City and shall be in the form of cash, parent guarantee or performance bond as approved by the City.

**18.** <u>Collusion.</u> By submitting a Proposal in response to this RFP, the Proposer certifies that it has not divulged, discussed, or compared his Proposal with other Proposers and has not colluded with any other Proposer.

# **SECTION 3** Technical Specifications

1. Power Supply Requirements. The City is requesting a total of up to 12 MW of Renewable Energy Resources in greater than 1 MW blocks and no more than 4 MW on any one 12 KV feeder. The location of all Renewable Energy Resources shall be within the VMEU service territory and connected to VMEU distribution system. VMEU will purchase the entire output of the Renewable Energy Resource through a long term Power Purchase Agreement which will be filed at FERC. The Power Purchase Agreement will also include provisions pertaining to the disposition of any and all renewable energy and carbon credits which may be earned as a result of the production of renewable energy from the RER. It is possible that the City could award more than one contract for the 12 MW.

The minimum term for an offer is 15 years and maximum of 25 years.

A Proposer could include Proposals to construct the Renewable Energy Resources at a site designated by VMEU at the Landis Sewerage Authority or other sites located within the City's service territory. If the Proposer selects the Landis Sewerage Authority site, the City will lease the site from the Landis Sewerage Authority and the Proposer will sublease the site from the City for a cost as negotiated with over all PPA.

The details and presentation format of the data required to be submitted as a part of Proposals in response to this RFP are specified in Section 5.

**2.** <u>Interconnection Requirements.</u> Proposer will comply with VMEU Interconnection Requirements (attachment B). VMEU will be responsible to assure that VMEU's Distribution system in the proximity to of the Renewable Energy Resource can accept the power output from the Resource. The Proposer is responsible for any dedicated line connecting the proposed Renewable Energy Resource to VMEU's Distribution system.

# SECTION 4 Proposer Qualifications and Experience

- **1.** <u>Minimum Requirements.</u> In order to be included in the evaluation process, a Proposal must satisfy the minimum requirements listed below. Failure to meet the specified minimum requirements may result in rejection of the Proposal. These minimum requirements are intended to demonstrate, to the reasonable satisfaction of the City, that the Proposer has the ability to meet the needs of the City as presented in this RFP.
- (a) Proposer has a valid FERC Power Marketing License and be capable of entering into a long term wholesale Power Purchase Agreement with VMEU. VMEU is permitted to purchase electricity from qualified suppliers, pursuant to NJSA 40A:11-15(24), and requesting the proposer to certify that it qualifies under the definition of NJSA 40A:11-15(24).
- (b) Proposer has completed at least one comparable Renewable Energy Resource within the last 5 years.
- (c) The Proposal shall remain valid to the later of (i) <u>Friday, April 30, 2010</u> or (ii) contract negotiations are complete or (iii) the date for all regulatory approvals relating to the Proposal and related transmission.
- (d) Proposer will possess a credit worthiness rating acceptable to the City using S&P, Moody's, Dun and Bradstreet or equivalent.
- (e) Proper copy of proposer's valid NJ State Certificate of Business Registration certificate.
- (f) The Proposer has completed the appropriate RFP Forms 2 through 7 and 9 and all forms requiring a signature must be signed by a duly authorized official representing the Proposer.
- (g) The Proposer agrees to provide a Letter of Commitment to establish a Proposal Security up to \$10,000 within ten (10) days of being notified that it has been named a Designated Proposer. The proposer agrees to provide another Letter of Commitment to establish a Performance Security up to \$100,000 for the PPA.
- (h) Pricing of the Power Purchase Agreement is provided by the Proposer in sufficient detail for the City to fully analyze each Proposal.
- (i) Proposer shall comply with "Pay to Play" Notice of Disclosure Requirement P.L. 2005, Chapter 271, Section 3 Reporting (N.J.S.A. 19:44A 20.27)
- (1) Any business entity that has received \$50,000 or more in contracts from government entities in a calendar year is required to file an annual disclosure report with ELEC. The instructions and form are available on the ELEC website.
- (2) Annual Disclosures require submission by March 30th of each year covering contracts and contributions for the prior calendar year.
- (3) At a minimum, a list of all business entities that file an annual disclosure report will be listed on ELEC's website at www.elec.state.nj.us.
- (4) If you have any questions please contact ELEC at: 1-888-313-ELEC (3532) (toll free in NJ) or 609-292-8700

2. <u>Compliance with Construction Regulations</u>. It shall be the responsibility of each Proposer to ensure that Successful Proposer facility is in full compliance with OSHA, EPA, Federal and State regulations or other requirements as applicable. The Successful Proposer must obtain approvals for construction from the City and County Planning boards and Zoning Board plus obtain License and Inspection permits.

#### **SECTION 5**

#### **Required Data For Power Supply Proposal**

Proposals <u>must</u> provide the following information. This information shall be provided in sections numbered in accordance with the specific items detailed below. Each section should begin on a new page. The City may disregard information not in the requested format, and reject the Proposal for incompleteness. General information (e.g., promotional material, 'boiler plate', etc.) may be provided with the Proposal, but only the formatted information will be considered in the event of a conflict between the general information and the information relating specifically to this Proposal. The City reserves the right to reject any Proposal that does not contain the requested information. The City may request additional data or clarifying information from Proposers. All Proposal complete documents shall also be submitted on a CD in PDF format identical to the hard copy submittal.

**1.** <u>Identity of Proposer Contact.</u> Provide the full name, job title, business address, telephone number, and facsimile number of the contact person from whom additional information relating to this Proposal may be requested.

#### 2. General Description of Proposal.

- (a) Provide a separate executive summary of no more than three (3) pages.
- (b) Describe in detail the pricing components for the Power Purchase Agreement associated with the proposed RER including lease payments and the disposition of carbon and renewable energy credits.
- **3.** <u>Location of Generating Facilities.</u> Identify the geographic location of the applicable RER resource(s) and the transmission/distribution tie location which interconnects these resources.
- **4.** <u>Schedule.</u> Specify the time frame when the RER will be available for commercial operation.

#### 5. Proposed Agreement Terms.

- (a) Specify proposed contract term within the 15 to 25 year limits.
- (b) Specify any and all proposed provisions for contract renewal, extension, or termination, identifying any conditions under which the above would occur, including whether such events are proposed to be mutually or unilaterally determined.

- (c) The price offered by the Proposer includes the disposition of all carbon and renewable energy credits as well as any lease payment credits if the Proposal contemplates using the LSA site.
- (d) Proposer's Renewable Energy Resources will be constructed utilizing "Prevailing Wage Rates".

#### 6. Financial Information.

- (a) Identify any and all Proposer affiliates.
- (b) Provide audited financial statements, if available, or other financial statements for the last three years, for all entities, including affiliates involved in the transaction. For investor owned utilities, this would include as a minimum FERC Forms 1's and SEC 10K Forms. Proposers should also provide where appropriate, the most recent Dun and Bradstreet report, a description of pending litigation, and the most recent annual report.
- (c) Corporate structure and primary and secondary businesses.
- (d) A list of PPA's and/or supply ventures participated in during the last five (5) years.
- (e) At least one contact (name and telephone number) for each PPA or power supply venture (for reference purposes) as listed in (d) above.
- (f) Description of any current or previous contract dispute(s) involving a similar PPA Proposal(s) in which the Proposer is or was involved during the last five (5) years.
- (g) Separate descriptions, as appropriate, for each member of a consortium or partnership of two or more firms and the relationship between the firms for this Proposal.
- (h) Most recent credit ratings for senior unsecured debt from Standards & Poor, Moody's, and/or Fitch, if rated.

#### 7. Pricing Information.

- (a) Specify on RFP Form 4 Proposal Pricing Form, all proposed payment components. The City requires that Proposals clearly distinguish between energy-based, lease, renewable energy credit and carbon credit pricing components.
- (b) Specify payment stream components, whether explicitly specified or driven by indexing factors. If price indexing factors are proposed, please identify what attribute the proposed factor is meant to represent (e.g., general inflation, general economic growth, etc.), proposed index or other source data to define the escalator (e.g. LMP, CPI, change in GDP, etc.), and Proposer's current projection of the designated escalator for each applicable time period.
- **8.** <u>Additional Information.</u> Please provide any additional information which the Proposer believes will assist the City in an accurate and fair evaluation of the Proposal.

#### **SECTION 6**

#### **Proposal Evaluation**

1. Evaluation Process. The objective of the Proposal evaluation process is to establish a short-list of Proposals that best meet the needs and preferences as expressed in this RFP and from which the City may select one or more Designated Proposers for direct negotiations. The evaluation will be performed in several discrete stages, and at each stage Proposals that do not pass the screening will not be considered at the next stage. Only information provided by Proposers as a part of their Proposal submissions and subsequent clarifications submitted in response to such request(s) from the City will be considered in the evaluation. No unsolicited data received after the Proposal Due Date will be evaluated. The City may request clarifications at any stage in the evaluation process.

The first stage of the evaluation process consists of a screening for compliance with the Form and Submission of Proposal requirements and the Minimum Requirements in Section 5. At the next evaluation stage, initial price screening of Proposals may be accomplished by comparing the Proposals impact to VMEU customers. Detailed price and non-price evaluations, if necessary, may be conducted next. Then, Designated Proposer(s) will be selected for participation in negotiations. The Proposer(s) selected as the Designated Proposer will be notified for commencement of negotiations.

Selection and elimination of Proposals and subsequent notification of Designated Proposers at all stages of the evaluation will be at the discretion of the City. The City intends to notify Proposers of those Proposals that are eliminated from further consideration under this solicitation within a reasonable amount of time.

- **2.** Evaluation Criteria. The following criteria may be utilized for the detailed price and non-price evaluation.
  - A. <u>Price Criteria.</u> The City will evaluate the RER Proposals against each other to determine the lowest priced Proposals. The net impact to VMEU customers will be evaluated and compared between proposals..
  - B. <u>Non-Price Criteria</u>. Each Proposal may be compared to the preferences of the City under various selected criteria and a score may be assigned based on the ability of the Proposal to satisfy the preferences. The maximum score allocated to each criterion may be weighted such that the relative importance of each criterion is reflected in the Proposal's total non-price score.

The following non-price criteria may be assessed in the detailed evaluation stage:

Competitiveness ......Proposals that offer pricing mechanisms that will assure that the proposed sale will remain competitively priced in comparison to other wholesale power sales in the region.

Flexibility	The City values Proposals that would provide the City with the sole rights to extend the contract at the end of the initial term at a predetermined price.		
Type	The City values Proposals that offer electric power from the highest classes of the NJ State Renewable Energy Incentive Program (REIP).		
Technology	Proposals utilizing commercially proven technologies are desirable.		
Location	Proposal that could be constructed on the LSA existing site or other sites within the City which are in the proximity to VMEU's Distribution system and can accept the power output from the RER.		
<b>Experience</b> The City values Proposers with experience providing services similar to that requested in this RFP.			
<b>Environmental</b> The City values Proposals that share the benefits of the CO2 and SREC credits.			
In Service Date	The City values the quick completion and earliest operation date.		
<b>Credit Worthiness</b>			
Of the Proposer	The City desires to contract with an entity that has the financial ability to complete the project and enter into a long term power purchase agreement.		

#### **RFP Form 1**

Page 1 of 2

# City of Vineland, New Jersey

**Notice of Intent to Propose Form** 

Due: Monday, March 22, 2010 (5:00 p.m. EPT)

Date: April 13, 2010

Community Energy Inc. 1. Company Name:

**Brent Beerley** 2. Name of Contact Person:

> 3. Mailing Address: 201 King of Prussia Rd. Suite 550

> > Radnor, PA 19087

4. Telephone: (215) 778-3898

> 5. Fax: (484) 654-2136

6. E-Mail: Brent.beerley@communityenergyinc.com

7. Back-Up Contact:

March 2011 – March 2036 8. Agreement Term:

9. Location of RER System: North - The proposed site is located at 2241 N. Main road, Vineland, NJ. It is approximately 1/3 mile north of the intersection of N. Main road and E. Wheat road. The properties specific coordinates are 39.51707N, 74.99539W. A 12.47kV feeder runs along N. Main road and is anticipated to have capacity for the additional 3MW of proposed generation.

2.)

10. RER Technology: Polycrystalline solar modules

11. Primary Fuel: Solar

12. Proposer Classification: (Utility, Qualified Facility, Exempt Wholesale Generator, Power Marketer, etc.)

RFP Form 1 Page 2 of 2

# City of Vineland, New Jersey

**Notice of Intent to Propose Form** 

Due: Monday, March 22, 2010 (5:00 p.m. EPT)

16. Proposer Qualifications: Describe similar power supply services provided by stating: size, location, contract commencement date, contract term, etc.
(Attach additional sheets as needed)
17. Is there any information on this form considered to be confidential or proprietary per OPRA rules? (Please Describe).
Proposer's Signature:
(Duly Authorized)

# RFP Form 2

Page 1 of 2

# City of Vineland, New Jersey

# **Proposal Summary Form**

1.	Type of Proposal				
2.	Brief Description				
3.	Company Name				
4.	Name of Contact				
5.	Mailing Address				
6.	Telephone				
	Fax				
	E-Mail				
7.	Proposed Contract Start Date				
8.	Proposed Contract End Date				
9.	Information of Proposal Type: (	Check and	d complete correspond	ling section)	

# A. Renewable Energy Resource (RER)

RER OUTPUT (MW)	In-Service Date
(a)	(c)

Page 2 of 2

# **City of Vineland, New Jersey**

# **Proposal Summary Form**

13.	Certification: Proposer hereby certifies that all of the statements and representations made in
	this Proposal package, including attached documents, are true to the best of the Proposer's
	knowledge and belief. Proposer agrees to be bound by its representations and the terms and
	conditions of the Request for Proposals:

Signed:	
(Typed):	
Title:	
Date:	(Duly Authorized)

RFP Form 3 Page 1 of 1

#### City of Vineland, New Jersey

#### **Minimum Requirements Form**

In submitting this form, we agree to the items below and/or have provided documents to attest to the information provided as requested below. We have also provided references to the Proposal in the form of section numbers, page numbers, etc., for information relating to each item.

Name of Company:	
Duly Authorized Signature:	
•	(Date)

Each Proposer must demonstrate the following by providing appropriate information in the Proposal:

- (a) Proposer has a valid FERC Power Marketing License and be capable of entering into a long term wholesale Power Purchase Agreement with VMEU. VMEU is permitted to purchase electricity from qualified suppliers, pursuant to NJSA 40A:11-15(24), and requesting the proposer to certify that it qualifies under the definition of NJSA 40A:11-15(24).
- (b) Proposer has completed at least one comparable Renewable Energy Resource within the last 5 years.
- (c) The Proposal shall remain valid to the later of (i) **Tuesday**, **June 1**, **2010** or (ii) contract negotiations are complete or (iii) the date for all regulatory approvals relating to the Proposal and related transmission.
- (d) Proposer will possess a credit worthiness rating acceptable to the City using S&P, Moody's, Dun and Bradstreet or equivalent.
- (e) Proper copy of proposer valid NJ State Certificate of Business Registration.
- (f) The Proposer has completed the appropriate RFP Forms 2 through 7 and 9 and the all forms requiring a signature have been signed by a duly authorized official representing the Proposer.
- (g) The Proposer agrees to provide a Letter of Commitment to establish a Proposal Security up to \$10,000 within ten (10) days of being notified that it has been named a Designated Proposer. The proposer agrees to provide another Letter of Commitment to establish a Performance Security up to \$100,000 for the PPA.
- (h) Pricing of the Power Purchase Agreement is provided by the Proposer in sufficient detail for the City to fully analyze each Proposal.

- (i) Proposer shall comply with "Pay to Play" Notice of Disclosure Requirement P.L. 2005, Chapter 271, Section 3 Reporting (N.J.S.A. 19:44A 20.27)
  - (1) Any business entity that has received \$50,000 or more in contracts from government entities in a calendar year is required to file an annual disclosure report with ELEC. The instructions and form are available on the ELEC website.
  - (2) Annual Disclosures require submission by March 30th of each year covering contracts and contributions for the prior calendar year.
  - (3) At a minimum, a list of all business entities that file an annual disclosure report will be listed on ELEC's website at www.elec.state.nj.us.
  - (4) If you have any questions please contact ELEC at: 1-888-313-ELEC (3532) (toll free in NJ) or 609-292-8700

# RFP Form 4

Page 1 of 1

# City of Vineland, New Jersey

# **Proposal Pricing Form**

Proposer share clearly state the pricing formula(s) for the life of the unit(s).		

RFP Form 5 Page 1 of 1

# City of Vineland, New Jersey

# **Non-Collusion Affidavit**

# STATE OF NEW JERSEY

COUNTY OF		
I,and	of the Township of	, in the
County of an	d the State of	, of full age, being duly
sworn according to law on my oath depose	•	
I amProposer making the Proposal for the abordfull authority so to do; that said Propose participated in any collusion, or otherwise connection with the project; and that all sand correct, and made with full knowledge contained in said Proposal and in the state the said project.	ove named project, and that I exert has not, directly or indirectly, at taken any action in restraint of a statements contained in the Property of that the Municipality relies up	ecuted the said Proposal with entered into any agreement, free, competitive proposing in osal and this affidavit are true on the truth of the statements
I further warrant that no person esecure such contract upon an agreement contingent fee, except bona fide established (N.J.S.A. 52:34-15)	or understanding for a commiss	ion, percentage, brokerage or
(SIGNATURE)	Subscribed and sworn today of	
(Also type or print name of affiant	Notary Public of	
under signature)	My Commission Expires_	

RFP Form 6

Page 1 of 2

#### City of Vineland, New Jersey

#### **Corporate Disclosure Statement**

Chapter 33 of the Public Laws of 1977 (N.J.S.A.52:25-24.2) provides in pertinent part that no partnership or corporation shall be awarded any contract by the State, County, a Municipal or School District, or any subsidiary or agency thereof, for the performance of any work or the furnishing of any materials or supplies unless accompanying the Proposal of said partnership or corporation, there is submitted a statement containing the following information:

- 1. If the Proposer is a partnership, then the statement shall set forth the names and addresses of all partners who own a 10% or greater interest in the partnership.
- 2. If the Proposer is a corporation, then the statement shall set forth the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class.
- 3. If a corporation owns all or part of the stock of the corporation or partnership submitting a Proposal, then the statement shall include a list of the stockholders who own 10% or more of the stock of any class of that corporation.
- 4. If the Proposer is other than a corporation or partnership, it shall indicate the form of corporate ownership as listed below. (see next page)

#### PROPOSER MUST COMPLETE ONE OF THE FOLLOWING STATEMENTS:

#### A. STOCKHOLDERS:

List Stockholders or Partners owning 10% or more of the company submitting a Proposal:

<u>NAME</u>	ADDRESS	
SIGNATURE	DATE	
		RFP Form 6

Page 2 of 2

# City of Vineland, New Jersey

# **Corporate Disclosure Statement**

B – NO STOCKHOLDERS:	
No Stockholder or Partner ov	wns 10% or more of the company submitting a Proposal:
(check)	
SIGNATURE	DATE
<u>C – INDIVIDUAL:</u>	
Proposal is submitted by an ir (check)	ndividual who operates as a sole proprietorship:
SIGNATURE	DATE
D – CORPORATION OR PARTNERSH	IIP OPERATING AS:
The Proposal is submitted by a corporation (check one of the following)	or partnership that operates as a:
Limited Partnership	Limited Liability Corporation
Limited Liability Partnership	Subchapter S Corporation
List Stockholders or Partners owning 10% above shall provide the following informati	or more of the form of corporation or partnership checked on:
NAME	ADDRESS
SIGNATURE	DATE
	OVE MUST BE COMPLETED, SIGNED, AND DATED. SUBMITTED WITH YOUR PROPOSAL
	RFP Form 7

Page 1 of 3

#### City of Vineland, New Jersey

Affirmative Action Compliance Notice N.J.S.A. 10:5-31 et seq and N.J.A.C. 17:27

Goods and Services Contracts (Including professional Services) (Revised 9/07)

This form is a summary of the Successful Proposer's requirement to comply with the requirements of N.J.S.A. 10:5-31 et seq and N.J.A.C. 17:27.

The Successful Proposer shall submit to the public agency, after notification of award but prior to execution of this contract, one of the following three documents as forms of evidence:

(a) A photocopy of a valid letter that the contractor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

OR

(b) A photocopy of a Certificate of Employee Information Report approval, issued in accordance with N.J.A.C. 17:27-4;

OR

(c) A photocopy of an Employee Information Report (Form AA302) provided by the Division and distributed to the public agency to be completed by the contractor in accordance with N.J.A.C. 17:27-4.

The Successful Proposer may obtain the Affirmative Action Employee Information Report (AA302) from the contracting unit during normal business hours.

The Successful Proposer(s) must submit the copies of the AA302 Report to the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts (Division). The Public Agency copy is submitted to the public agency, and the vendor copy is retained by the vendor.

The undersigned certifies that he/she is aware of the commitment to comply with the requirements of N.J.S.A. 10:5-31 et seq and N.J.A.C. 17:27 and agrees to furnish the required forms of evidence.

The undersigned vendor further understands that his/her Proposal shall be rejected as non-responsive if he/she fails to comply with the requirements of N.J.S.A. 10:5-31 et seq and N.J.A.C. 17:27.

COMPANY:	SIGNATURE:
PRINT NAME:	TITLE:
DATE:	

RFP Form 7

Page 2 of 3

#### City of Vineland, New Jersey

#### Exhibit A

N.J.S.A. 10:5-31 et seq and N.J.A.C. 17:27

Mandatory Equal Employment Opportunity Language Goods, Professional Services and General Service Contracts (Mandatory Affirmative Action Language) (Revised 9/07)

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, or sex. Except with respect to affectional or sexual orientation and gender identity or expression, the contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, or sex. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting for the provisions of this nondiscrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality or sex.

The contractor or subcontractor, where applicable, will send to each labor union or representative or workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer, advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to N.J.S.A. 10:5-31 et seq., as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to make good faith efforts to employ minority and women workers consistent with the applicable county employment goals established in accordance with N.J.A.C. 17:27-5.2 or a binding determination of the applicable county employment goals determined by the Division, pursuant to N.J.A.C. 17:27-5.2.

RFP Form 7

Page 3 of 3

#### City of Vineland, New Jersey

#### Exhibit A

Mandatory Equal Employment Opportunity Language - continue

The contractor or subcontractor agrees to inform in writing its appropriate recruitment agencies including, but not limited to, employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the State of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

In conforming with the applicable employment goals, the contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and layoff to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, or sex, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor shall submit to the public agency, after notification of award but prior to execution of a goods and services contract, one of the following three documents:

Letter of Federal Affirmative Action Plan Approval Certificate of Employee Information Report Employee Information Report Form AA302

The contractor and its subcontractors shall furnish such reports or other documents to the Division of Contract Compliance and EEO as may be requested by the Division from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Division of Contract Compliance & EEO for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code at N.J.A.C. 17:27.

**RFP Form 8** 

Page 1 of 2

City of Vineland, New Jersey

This Project Requires A
Certificate for
Business Registration of
Public Contractors
In Accordance with P.L. 2004,
C. 57

(Effective 9-1-04)

(Separate from requirements of Public Works Contractor Registration Act)

Businesses must complete Form NJ-REG and submit it to the Division of Revenue. The form can be filed online or by mailing a paper form to the Division. Online filing is strongly encouraged. Register online at <a href="https://www.state.nj.us/treasury/revenue/busregcert.htm">www.state.nj.us/treasury/revenue/busregcert.htm</a> Download the paper form and instructions at the same site. Call the Division at 609-292-1730. Write to the Division at Client Registration Bureau, PO Box 252, Trenton, NJ 08646-0252.

Individuals must complete Form NJ-REG-A. The form can be downloaded at <a href="http://www.state.nj.us/treasury/revenue/busregcert.htm">http://www.state.nj.us/treasury/revenue/busregcert.htm</a> . To obtain a copy by mail, call 609-292-1730, or write to the Division at the Client Registration Bureau, PO Box 252, Trenton, NJ 08646-0252.

# THE CERTIFICATE MUST BE SUBMITTED WITH THE PROPOSAL PACKAGE. FAILURE TO SUBMIT PROOF OF REGISTRATION WILL CAUSE THE CITY TO REJECT THE PROPOSAL

#### NEW JERSEY BUSINESS REGISTRATION REQUIREMENTS GOODS AND SERVICES CONTRACTS

N.J.S.A. 52:32-44 imposes the following requirements on contractors and all subcontractors that **knowingly** provide goods or perform services for a contractor fulfilling this contract: 1) the contractor shall provide written notice to its subcontractors to submit proof of business registration to the contractor; 2) prior to receipt of final payment from a contracting agency, a contractor must submit to the contracting agency an accurate list of all subcontractors or attest that none was used; 3) during the term of this contract, the contractor and its affiliates shall collect and remit, and shall notify all subcontractors and their affiliates that they must collect and remit to the Director, New Jersey Division of taxation, the use tax due pursuant to the Sales and Use Tax Act, (N.J.S.A. 54:32B-l et. Seq.) on all sales of tangible personal property delivered into this State.

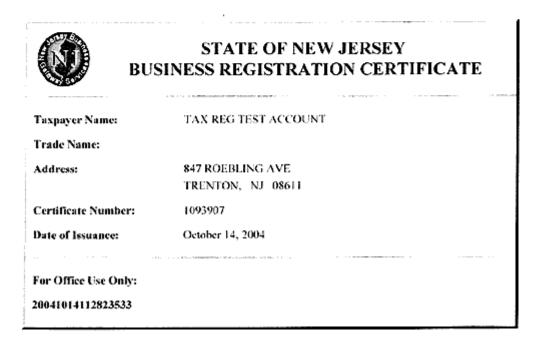
A contractor, subcontractor or supplier who fails to provide proof of business registration or provides false business registration information shall be liable to a penalty of \$25 for each day of violation, not to exceed \$50,000 for each business registration not properly provided or maintained under a contract with a contracting agency. Information on the law and its requirements is available by calling (609) 292-9292.

**RFP Form 8** 

Page 2of 2

# City of Vineland, New Jersey





RFP Form 9

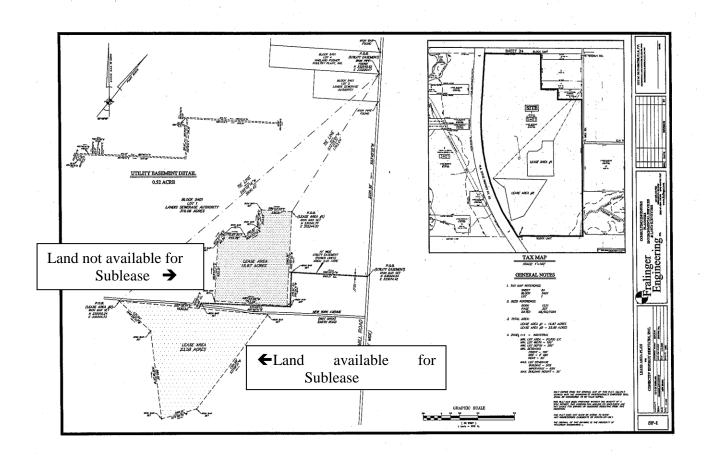
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# City of Vineland, New Jersey

# Checklist

All RFP Forms checked below have been included as part of	of the Proposal *.
RFP Form 2 - Proposal Summary Form	
RFP Form 3 - Minimum Requirements Form	
RFP Form 4 - Proposal Pricing Form	
RFP Form 5 - Non-Collusion Affidavit	
RFP Form 6 - Corporate Disclosure Statement	
RFP Form 7 - Affirmative Action/Equal Employment Opportunity Compliance Form	
RFP Form 8 - Business Registration	
RFP Form 9 - Check-List	
Signature of Proposer:	
Name of Project:	
(*) RFP Form 1 is the Notice of Intent to Propose Form separately from, the Proposal.	which is sent to the City prior to, and
Proposal Document Vineland 2/5/2010	

# Attachment A Summary of City's Land Available



# ATTACHMENT B

**VMEU Interconnection Requirements**