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DATE: April 24, 2018
TO: All Proposers RFP# 118029 – Photovoltaic Installation at Dane County Airport
FROM: Megan Rogan, Purchasing Agent
SUBJECT: ADDENDUM #7

The following answers are provided in response to questions received.

1. Q: Is the inclusion of energy storage a priority for Dane County?
A: Energy Storage is not a priority for the County, but may be included based on bidder preference.
2. Q: Is there a target for energy storage (in MWh, power, capacity, etc.)?
A: Energy Storage is not a priority for the County, but may be included based on bidder preference.
3. Q: Are there specific services intended for the storage (e.g. peak shifting, resiliency, etc.)?
A: Energy Storage is not a priority for the County, but may be included based on bidder preference.
4. Q: Is Dane County seeking a PPA for energy storage
A: Energy Storage is not a priority for the County, but may be included based on bidder preference.
5. Q: Must the project developer lease all 41 acres, or can the developer lease the minimum acreage required for the proposed project?
A: The successful proposal will include an annual lease for the appraised value of 41-acres. The County will consider proposals that do not utilize all 41-acres, but the annual payment will be for all 41-acres.
6. Q: Are there any union labor requirements for the project?
A: All requirements for the project are described in the RFP.
7. Q: Will Dane County Accept an escalator on PPA pricing?
A: Rate scores will be based on the proposed energy rate to the County for 2019.
8. Q: Where is it being planned to interconnect to the Solar?
A: Please see letter from MGE to the County, dated April 19, 2018 (included as Addendum 4.) If you have any additional questions, please contact Cari Anne Renlund, Vice President and General Counsel with MGE, 608-252-7075.
9. Q: What is the Interconnection Voltage and any other relevant info on the Point of Connection?
A: Please see letter from MGE to the County, dated April 19, 2018 (included as Addendum 4.) If you have any additional questions, please contact Cari Anne Renlund, Vice President and General Counsel with MGE, 608-252-7075.

10. Q: We have not developed a project on an airport, but we have developed projects adjacent to airports, about the same distance from the runway to the site as is the proposed location of the solar farm in the RFP. Would proof of such satisfy that requirement?
A: No. However, it should be noted that the minimum qualifications can be met by any member of a team, not just the prime.
11. Q: The Contractor must demonstrate to the FAA that the project will not cause hazardous glare. Does that mean no "yellow glare" whatsoever? Is "green glare" permissible?
A: SGHAT modeling must result in no glare to the air traffic control tower, and only "no glare" or "green glare" to pilot on approach to all runways.
12. Q: I see that the County is willing to purchase more energy above the 3.86 MW AC; do you have any idea of how much additional energy the County would buy?
A: The County is willing to purchase up to their instantaneous demand at any one time. However, the County can only guarantee the minimum demand stated in the RFP. The County's energy purchases, aggregated from 47 accounts in 15-minute increments, were provided with the RFP on March 5, 2018,
13. Q: Section 1.1.2 states that the County will purchase 3.86MW (AC) of instantaneous electrical load and, in addition, is "willing to purchase electrical production above the County's Minimum Electrical Demand only when such a purchase is serving an instantaneous electrical load of the County." Can the County provide 8760 electrical usage data for the purposes of evaluating what kwh capacity the County has for the potential purchase of electricity above the Minimum Electrical Demand?
A: The County's energy purchases, aggregated from 47 accounts in 15-minutes increments, were provided with the RFP on March 5, 2018.
14. Q: Is the system size of 3.86MW (AC) the minimum system size required?
A: Proposals may suggest any size solar array.
15. Q: Are bidders being asked to potentially install a system larger than 3.86MW (AC) if this is of greater benefit economically to the County?
A: Rate scores will be based on the proposed
16. Q: Has the point of Interconnection been identified?
A: Please see letter from MGE to the County, dated April 19, 2018 (Included as Addendum 4.) If you have any additional questions, please contact Cari Anne Rendlund, Vice President and General Counsel with MGE. 608-252-7075.
17. Q: It appears that this is not a Net Metered project and the power will be connected to the MGE grid and a certain amount (TBD) of the power produced from the array will be purchased by the County. Is this assumption correct?
A: Proposers may design the project that best suits their business needs. However, rate scores will be based on the proposed energy rate to the County for 2019. It is anticipated that proposers will seek to connect to the airport through a power purchase agreement with MGE, using MGE's Renewable Energy Rider.
18. Q: Will representatives from MGE be at the vendor conference and be able to answer vendor questions?
A: Please see letter from MGE to the County, dated April 19, 2018 (Included as Addendum 4.) If you have any additional questions, please contact Cari Anne Rendlund, Vice President and General Counsel with MGE. 608-252-7075.
19. Q: Will this project be virtually net metered and the energy purchased by the County show up as a Bill Credit on your MGE bill?
A: It is anticipated that proposers will seek to connect to the airport through a power purchase agreement with MGE, using MGE's Renewable Energy Rider. The County's purchase of electricity

from MGE and the associated billing methodology will be worked out between the County and MGE.

20. Q: If power is sold to MGE as opposed to the County, is MGE only required to buy this power at avoided cost? If yes, can MGE provide it's current avoided cost rate?

A: Please see letter from MGE to the County, dated April 19, 2018 (Included as Addendum 4.) If you have any additional questions, please contact Cari Anne Rendlund, Vice President and General Counsel with MGE. 608-252-7075.

21. Q: Will the power purchase rate be recalculated annually to reflect the change in the Consumer Price Index?

A: YES

22. Q: Should a proposer offer a land lease rate in excess of the \$8,250 stated in as the initial rate in the RFP?

A: No. The land lease rate for year one is locked in at the rate included in the RFP.

23. Q: Will the lease rate change over the term of the lease?

A: The land lease rate will increase by 3% each year.

24. Q: Is there more information available regarding the schedule of evaluation of the responses and selection of a winning response?

A: The selection criteria is outlined in the RFP. Proposals will be evaluated shortly following the proposal submission deadline. After identification of the apparent winning bid, the County will begin internal process to determine a path forward.

25. Q: Is there more information on the potential costs for the interconnection?

A: Please see letter from MGE to the County, dated April 19, 2018 (Included as Addendum 4.) If you have any additional questions, please contact Cari Anne Rendlund, Vice President and General Counsel with MGE. 608-252-7075.

26. Q: Is there capacity at a nearby substation?

A: Please see letter from MGE to the County, dated April 19, 2018 (Included as Addendum 4.) If you have any additional questions, please contact Cari Anne Rendlund, Vice President and General Counsel with MGE. 608-252-7075.

27. Q: Can other entities be party to the renewable rider so as to maximize production on the 41 acres?

A: The Successful proposer will negotiate a PPA with MGE, and the County has committed to purchase that power up to 3.86 MW of instantaneous demand. The successful proposer is welcome to maximize the solar production on the 41-acre site by entering into agreements with other entities.

28. Q: Will the lease be for the full 41 acres, or would the county entertain a lease of less acreage for a smaller project?

A: The successful proposal will include an annual lease for the appraised value of 41-acres. The County will consider proposals that do not utilize all 41-acres, but the annual payment will be for all 41-acres.

29. Q: Are the units in the 15 minute demand data in KWHs?

A: The 15-minutes data consumption, and is in kilowatt-hours (kWh)

30. Q: Has there been any geotechnical analysis done of the site?

A: No geotechnical analysis has been performed. The site has historically been used for agricultural uses.

31. Q: If the county only wanted a 15 year PPA, could the land lease be for a longer term so that the project could serve other customers after the 15 year term ended?

A: The land lease will have the same duration as the PPA.

32. Q: Will consideration be given for projects that reduce demand charges?
A: Projects will be evaluated based on the selection criteria provided in the RFP.
33. Q: Can the developer build a project that generates more than 3.86 MW and cap the county's purchases under the PPA to the 3.86MW?
A: YES
34. Q: Section 4.4 of the RFP suggests that the land lease agreement would have a fixed escalator of 3% per year, but the draft lease agreement appears to include a CPI based escalator. Which is correct?
A: The land lease would have a fixed escalator of 3% per year, and the power purchase agreement would have a variable escalator based on the CPI. (an amendment will correct the language in the draft lease agreement)
35. Q: Explain 62.5:1 Surface:
A: This is a geometric plane that rises at a rate of 1 foot for every 62.5 feet removed from the end of the runway. The solar panels are not allowed to penetrate this geometric plane.
36. Q: What will the County impose for property tax?
A: The improvements will be subject to the standard County taxing requirements.
37. Q: Would the County share in the cost of an interconnection study?
A: The County will not contribute financially to the construction or interconnection of the solar array.
38. Q: Is there a contact with MG&E Available?
A: Please see letter from MGE to the County, dated April 19, 2018 (Included as Addendum 4.) If you have any additional questions, please contact Cari Anne Rendlund, Vice President and General Counsel with MGE. 608-252-7075.
39. Q: Is the Interval Date in KW or KWHours?
A: The 15-minute data is consumption, and is in kilowatt-hours (kWh).
40. Q: Will equipment need to be removed at the end of the project's lifecycle? IS that 15, 20, or 25 years?
A: Proposers should assume that the 41-acre site will be restored to its current state upon completion of the PPA/LLA.
41. Q: Is the quarry adjacent to the parcel near it's end life? Does it belong to the County?
A: The quarry does not belong to the County. The County has reason to believe the quarry is nearing its end-life, but has no official status of this adjacent land.
42. Q: How did we come up with 3.86 MW as our number?
A: The county established the 3.86 MW based on the 99th percentile (minimum) of the County's aggregate energy consumption during peak solar production hours.
43. Q: Are there any energy efficiency upgrades planned with the County?
A: The County may or may not engage in future energy efficiency projects, but is committed to the purchase of a minimum of 3.86 MW of instantaneous demand.
44. Q: Do we have any survey data available on the land?
A: Any survey data that is available will be provided as an amendment.
45. Q: Will you provide a copy of the ALP?
A: The ALP has been added as a separate addendum.
46. Q: As discussed during the vendor meeting, project financing-specifically securing the ITC-typically requires land lease entitlements which extend beyond the term of the PPA. Would Dane County consider a 35-year lease for the land?

A: The County is not prepared to make a commitment on the land lease beyond the term of the PPA. The County will be willing to work with the successful vendor to examine extending the lease and/or PPA a year or two prior to the end of the initial lease, but not at this time.

47. Q: Because of the fluctuating nature of the CPI, each bidder may approach modelling the PPA escalation differently – making an apples-to-apples comparison of bids very difficult. Could you specify a standard escalation assumption, perhaps 2%? This could be modelled in addition to modeling a CPI escalator as originally requested.

A: The county will not modify the language of the RFP on this issue.

48. Q: The RFP states that the County will purchase “...any electricity produced that does not exceed the County’s Minimum Electrical Load.” It then states that “the County will also agree to purchase electricity at the proposed rate for any additional electricity beyond the County’s Minimum Electrical Load as long as it does not exceed the County’s instantaneous electrical load.” Taken together, we interpret these two statements as indicating that the County will at all times purchase the energy delivered to the POI revenue meter from the PV array up to 100% of the County’s airport usage (instantaneous demand), as recorded by the airport billing meters. So, for example, if in a specific demand interval of duration Y hours, the airport consumed 1 MW of power, and during the same interval, the plant produced 3 MW, the county would purchase Y MWh of energy, and plant would be able to sell 2 Y MWh energy to a third party. Please confirm this is correct.

A: Clarifications:

i. The County is purchasing electricity for 47 accounts paid by the County, the airport is only a fraction of that load.

ii. At all times, the County expects to consume a minimum of 3.86 MW.

B: The vendor is free to sell up to the 3.86 MW to the County. The vendor must sell any amount produced above this to another entity. The vendor is free to sell less than 3.86 MW to the County, whether that is due to cloudy skies, or a more lucrative contract with another customer.

49. Q: Please indicate any plans for load growth at the airport over the period of the contract.

A: The County does not have a forecast for load growth at this time. However, the 3.86 MW purchase guarantee is fixed for the duration of the contract.

50. Q: Will Dane County be providing a specific assumption for interconnection costs from MGE and a contact at MGE for bidders to reach out to? We strongly feel that everyone should assume the same interconnection cost and bidders should supply a delta price in ppa of \$/hWh for every \$100K additional cost of interconnect above the baseline. Further, we believe that MGE is at an unfair advantage since it is their line we are interconnecting to, and they can do interconnection study internally...and nothing is preventing them from submitting a response to the RFP.

A: Please see letter from MGE to the County, dated April 19, 2018, included as Addendum 4. If you have any additional questions, please contact Cari Anne Renlund, Vice President and General Counsel with MGE. 608-252-7075.

51. Q: Are all members of a team submitting a proposal required to be a registered vendor? Or is this a requirement of the lead bidder only?

A: Only the prime contractor is required to be a registered vendor.

52. Q: Is Dane County open to a proposal with a fixed escalation rate? OR will Dane County consider proposals that have a fixed escalation rate instead of or in addition to the CPI adjustor suggested in the RFP?

A: Rate scores will be based on the proposed energy rate to the County for 2019.

53. Q: Can you provide some additional clarification on the Usage Data Spreadsheet, including column/row headers?

A: Addendum 6 has been posted to provide clarification on the Usage Data Spreadsheet.

54. Q: Our company was not aware of this RFP until after the Vendor Conference Date had passed, can we still provide a response to the RFP?

A: No, the Vendor Conference was a mandatory requirement to the RFP response.

Please acknowledge receipt of this addendum by noting "Addendum #7 Received" on the bottom of the Signature Affidavit when you submit your bid. If you have any questions regarding this addendum, please contact me at 608-283-1487.

Sincerely,

Megan Rogan
Purchasing Agent