

**Competitive Contracting Report  
Recommendation of an Award  
for a Provider to Furnish Financial Advisory Consulting Services  
for Morris County Improvement Authority Solar Facilities**

**Morris County Improvement Authority**

**Dated: July 14, 2025**

This report is being prepared in accordance with the requirements of competitive contracting under the “Local Public Contracts Law,” *N.J.S.A. 40A:11-4.1 et seq.*, for the reasons explained herein.

The Morris County Improvement Authority (the “Authority”), with the assistance of other Morris County Purchasing staff, undertook the solicitation of competitive proposals for the provision of Financial Advisory Consulting Services (the “Services”) for Authority solar facilities (for Renewable Energy Programs Series 2009A and Series 2011A, collectively, the “Solar Energy Programs”). The requirements for these Services was outlined in the Authority’s request for proposals (the “RFP”) entitled, “REQUEST FOR PROPOSAL USING COMPETITIVE CONTRACTING PURSUANT TO P.L. 1999 c. 440 40A:11-1.(m) FINANCIAL ADVISORY CONSULTING SERVICES FOR THE MORRIS COUNTY IMPROVEMENT AUTHORITY SOLAR ENERGY PROGRAMS CC#25-81.” The solicitation was done in conformance with the competitive contracting process, pursuant to *N.J.S.A. 40A:11-4.1 et seq.*

The RFP was duly advertised, and also placed on the Morris County website (utilizing BidNet, the County’s online procurement platform). Proposals were received from entity(ies) (each, a “Respondent”) on June 10, 2025 at 11:00AM, by the Purchasing Agent of the Authority, in the office of the Morris County Purchasing Division, Suite 517, 5<sup>th</sup> Floor, Administration & Records Building, Court Street, Morristown, New Jersey 07963. Proposals were received from five Respondents: NW Financial, Acacia Financial Group, Inc., Phoenix Advisors, Shining Light Consulting LLC, and Priority Group Services.

The Authority established four evaluation categories for the review of the proposals, and to award the proposal to the Respondent that best met the requirements of these criteria, and the weight assigned to each. The evaluation categories, and a short description of each along with the points assigned are as follows:

**1. PROFESSIONAL QUALIFICATIONS: (30 Points)**

- a. The background, qualifications, skills and experience of the Respondent and its staff in the disciplines covered by this RFP for the Services; and
- b. The Respondent’s references; and
- c. Proven track record of providing the Services to other governmental units and others; and
- d. Interviews with qualified Respondents, if requested by the Authority (may impact Parts 1 and/or 2 of Evaluation).

**2. UNDERSTANDING OF PROJECT SCOPE OF WORK: (30 Points)**

- a. The Respondent's proposed approach to provide the Services; and
- b. The Respondent's understanding of its objectives; and
- c. The degree of completeness of the Respondent's response to the specific requirements of this RFP.

**3. PRIOR EXPERIENCE: (30 Points)**

- a. The Authority's prior experience with the Respondent and the Respondent's familiarity with the work, requirements, and systems of the Authority, if any; and

**4. COST PROPOSAL: (10 Points)**

Respondents shall provide a price quote to perform the Services as listed in the RFP.

Based on the criteria, the aggregate scores for the Respondents were as follows:

<u>Criteria</u>	<u>Maximum Pts. Allowed</u>
1. Professional Qualifications	90
2. Understanding of Project Scope of Work	90
3. Prior Experience	90
4. Cost Proposal	30
<u>Maximum Total: 300</u>	
<u>NW Financial: 280</u>	
<u>Acacia Financial Group, Inc: 271</u>	
<u>Phoenix Advisors: 247</u>	
<u>Shining Light Consulting LLC: 135</u>	
<u>Priority Group Services: 125</u>	

NW Financial received the highest aggregate score. The Authority is recommending the appointment of NW Financial as the provider of the Services sought by the RFP, commensurate with the requirements of the RFP, and NW Financial's response thereto. The Authority was particularly impressed with NW Financial's 20+ year relationship with the County and the Authority, their current provision of the Services to Morris County, their experience in working with several improvement authorities throughout the State of New Jersey, and their experience in Renewable Energy and Solar Consulting. NW Financial has been a part of Morris County's pooled

energy program since its inception. NW Financial has clearly demonstrated their experience in the general sense, and as applied to the Authority and Morris County. NW Financial undertook a thorough analysis and due diligence with respect to the formulation of its proposal to provide the Services. NW Financial has the financial and technical experience, capabilities and staff to provide the Services for the Solar Energy Programs.

Beyond the foregoing, NW Financial was clear and comprehensive on its approach to the Services for the Solar Energy Programs. NW Financial evidenced a willingness to work with the Authority, Morris County and their respective representatives to meet the goals and objectives of the Authority in connection with the Services for the Solar Energy Programs.

For all of those reasons, the Authority recommends an award of this contract to NW Financial.

This recommendation will be made to the Board of Commissioners of the Morris County Improvement Authority at its regular meeting of July 16, 2025, scheduled to occur in the Knox Conference Room, 5<sup>th</sup> Floor, Morris County Administration Building, Morristown New Jersey at 5:00 p.m. A copy of NW Financial's proposal, along with a copy of this Report, is available for public inspection in the office of the Morris County Purchasing Agent, during normal business hours:

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10 Court Street, Suite 517  
Morris County Purchasing Division  
Morristown, New Jersey 07963  
[aaponte@co.morris.nj.us](mailto:aaponte@co.morris.nj.us)

That office's phone number is 973-285-6323.

This Report was prepared with the assistance of general counsel to the Morris County Improvement Authority, McManimon, Scotland & Baumann, LLC.