

**Competitive Contracting Report  
Recommendation of an Award  
for a Provider to Furnish Operational and Maintenance Services  
for Morris County Owned Solar Facilities**

**Morris County Improvement Authority**

**Dated: June 1, 2020**

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, with the assistance of the Authority’s general counsel and other Morris County Purchasing staff, undertook the solicitation of competitive proposals for the provision of Operational and Maintenance Services for Morris County Owned Solar Facilities (for Morris Tioga Solar, Phase I, 2009A Series). The requirements for these services was outlined in the Authority’s request for proposals (RFP) entitled, “REQUEST FOR PROPOSALS FOR THE PROVISION OF SERVICES FOR OPERATION AND MAINTENANCE SERVICES FOR COUNTY-OWNED SOLAR FACILITIES.” The solicitation was done in conformance with the competitive contracting process, pursuant to *N.J.S.A. 40A:11-4.1 et seq.*

Request for proposals were duly advertised, and also placed on the Morris County website (utilizing BidNet, the County’s online procurement platform). Proposals were received on May 19, 2020 at 10:30AM, in the offices of the Morris County Purchasing Division, 10 Court Street, Suite 517, Morristown, New Jersey 07963. Proposals were received from the following one company: SunLight General Capital / Azimuth 180 Solar Electric (“SunLight General”).

The Authority established criteria for the review of the proposals, and to award the proposal to the entity that best met the requirements of these criteria, and the weight assigned to each. The criteria and a short description of each of the criteria along with the points assigned are as follows (A full description of the criteria can be found within the RFP):

**1. APPROACH/PROJECT UNDERSTANDING/OFFICE LOCATION: (35 Points)**

- a. The Respondent’s proposed approach to the Scope of Services; and
- b. The Respondent’s understanding of the project and its objectives; and
- c. The degree of completeness of the Respondent’s response to the specific requirements of this RFP; and
- d. Geographical location of the Respondent’s offices and key personnel.

**2. QUALIFICATIONS/PROJECT EXPERIENCE/REFERENCES/PAST EXPERIENCE WITH SIMILAR PROJECTS (35 Points)**

- a. The background, qualifications, skills and experience of the Respondent and its staff in the disciplines covered by this RFP for the Operations and Maintenance

Services; and

- b. The Respondent's references; and
- c. 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
- d. The Respondent's experience in interacting with various regulatory agencies including NJBPU, etc., if so required by the Scope of Services; and
- e. Proven track record of providing Operations and Maintenance Services to other governmental units and others; and
- f. Interviews with qualified respondents, if requested by the Authority (may impact Parts 1 and/or 2 of Evaluation).

**3. COST PROPOSAL: (30 Points)**

Respondents shall provide a price quote to perform the Operations and Maintenance Services, as listed in Section 3.2(b)(iv) of this RFP, in accordance with the parameters thereof.

Based on the criteria, the composite score for SunLight General was as follows:

<u>Criteria</u>	<u>Maximum Pts. Allowed</u>	<u>SunLight General</u>
Approach, Project Understanding, etc.	35	31
Qualifications, Experience, etc.	35	31
Cost Proposal	30	30
Totals	<u>100</u>	<u>92</u>

Since SunLight General as the sole responder received the highest composite score, the Authority is recommending the appointment of that entity as the provider of the Solar Operational and Maintenance Services sought by the RFP, commensurate with the requirements of the RFP, and SunLight General's response thereto. The Authority was particularly impressed with the scope and breadth of SunLight General's experience not only with the development, operation and maintenance of solar photovoltaic systems in general, but also, with its deep experience with Morris County solar projects going back almost a decade at this point in connection with Morris County Phase II Solar (Series 2011A Local Unit projects). It has clearly demonstrated its experience in the general sense, and as applied to the County of Morris. SunLight General undertook a thorough analysis and due diligence with respect to the formulation of its proposal to provide similar services to Morris County Phase I Solar. SunLight General has the financial and technical experience, capabilities and staff to implement a successful operation and maintenance plan for Morris County Phase I Solar.

Beyond the foregoing, SunLight General was clear and comprehensive on its approach to operational and maintenance services for the Morris County Phase I Solar projects, including operational and maintenance plan development and implementation, and a continuing appreciation of the importance of renewable energy production to help meet environmental goals and carbon reduction, a national and international goal. SunLight General 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 operational and maintenance needs of the Morris County Phase I Solar sites.

With respect to its cost and fee proposal, SunLight General proposed a cost and fee structure not dissimilar to that which is currently in place for the Morris County Phase II Solar operation and maintenance. In that regard, the proposed cost and fee structure would be consistent between the two tranches of the Morris County solar projects in general.

For all of those reasons, the Authority recommends an award of this contract to SunLight General.

This recommendation will be made to the Board of Commissioners of the Morris County Improvement Authority at its regular meeting of June 3, 2020, scheduled to occur in the Freeholder Meeting Room, on the 5th Floor of the Morris County Administration and Records Building, Washington & Court Streets, Morristown, New Jersey, at 5:00 p.m. (subject to COVID-19 protocols for public participation). A copy of the SunLight General 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:

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