

REQUEST FOR PROPOSALS

Iowa Economic Development Authority (IEDA)
Community Development Division
Iowa Energy Office

The Iowa Economic Development Authority's ("IEDA" or "Authority") Community Development Division, is seeking bidders to perform a deep dive of energy storage technology as well as an assessment of its economic development potential in the state of Iowa.

TITLE OF RFP:	Iowa Energy Storage Economic Development Assessment	
Departments:	Iowa Economic Development Authority (IEDA)	
State seeks to purchase:	IEDA is seeking proposals from bidders to conduct an assessment of the economic development potential of energy storage in the state of Iowa.	
Anticipated Contract Length:	6-12 months	Start: January 15, 2020
State Issuing Officer:	Ryan Young, Project Manager at IEDA	
Email:	ryan.young@iowaeda.com	
Address:	200 East Grand Avenue, Des Moines, IA 50309	
PROCUREMENT TIMETABLE—Event or Action:		Date/Time (Central Time):
State Posts Notice of RFP on TSB website:		October 28, 2019
State Issues RFP:		October 30, 2019
Proposals Due Date:		November 27, 2019 / 5:00 PM CST
Iowa Economic Development Authority Board (IEDA) Approval:		December 20, 2019
Anticipated Date to issue Notice of Intent to Award:		December 24, 2019
Anticipated Date to execute contract:		January 15, 2020
Internet website where Addenda to this RFP will be posted:		http://bidopportunities.iowa.gov/

Background

After the formation of the Iowa Energy Storage Committee, there were many discussions about the potential benefits of storage applications throughout Iowa and across various sectors but there was also a recognition of not having a full grasp on what the full potential of storage could be for our state. The need for an assessment was a common topic that was discussed to determine where the best opportunities to capture the energy and economic benefits of storage applications existed. The Iowa Economic Development Authority (IEDA) also envisions investigating other ways to think creatively and strategically on how Iowa can further maximize the economic opportunities that come from an uptick in energy storage adoption (battery storage projects, electric vehicle growth, etc.) along with the synergies and strength of our manufacturing partners and renowned academic institutions. Based on the Storage Committee's recommendation, the IEDA is pursuing this effort to provide helpful and detailed information in the form of this requested assessment. The intent is for it to be utilized as a resource for future storage discussions and decisions when determining how best to support this emerging technology and opportunity for Iowa.

Iowa Energy Storage Action Plan Recommendation: *IEDA should fund a study to evaluate potential benefits, as well as identify barriers, to expand the storage industry and the application of that storage in Iowa. Additionally, where possible, available information on Iowa's current and past storage pilot projects should be included for public education and awareness. With this study, appropriate and decisive decisions can be formed to produce the desired energy and economic benefits.*

Form, Content, and Deadlines

Proposals must be emailed to ryan.young@iowaeda.com and brian.selinger@iowaeda.com in a PDF or Microsoft Word format. IEDA shall not be responsible for any proposals not received due to spam filters or other electronic intercepts. The Issuing Officers identified in the Request for Informal Bids are the points of contact from the date of issuance until a Notice of Intent to Award the Contract is issued.

Proposals should include the Service Provider's cost proposal and sufficient information (including examples) regarding the Service Provider's ability to perform the services sought to enable the IEDA to make a judgment about the Service Provider's ability to perform the work identified in the Scope of Work. The Service Provider must include references and its affiliated Quality Assurance Provider with its proposal. All information submitted by a Service Provider may be treated as a public record by the IEDA unless the Service Provider properly requests that the information be treated as confidential information in accordance with the public

records laws of the State of Iowa at the time its proposal is submitted. The Service Provider must indicate what type of entity it is from this list: State Government, County Government, City Government, Council of Governments, K-12 Education, Community College, State University, Private 2-year College, Private 4-year University/College, Non-Profit Organization, Faith-based Organization, Individual, Regional Planning Commission, For-Profit – Publicly Traded, For-Profit – Privately Held, Other, Public, or Private. The winning Service Provider is required to provide a Form W-9 available from the IRS at www.irs.gov/pub/irs-pdf/fw9.pdf. The Service Provider must also provide its Dun & Bradstreet D-U-N number.

The deadline to respond to this request for informal bids is **5:00 p.m. (CST) November 27, 2019**. Any proposal received after this deadline will be rejected and returned to the Service Provider.

IEDA shall negotiate and execute a Contract no later than sixty (60) days from the bid date deadline or such other time as designated by IEDA. If the successful Contractor fails to negotiate and deliver an executed Contract by that date, the IEDA, in its sole discretion, may cancel the award and award the Contract to the remaining Contractor the IEDA believes will provide the best value to the State. IEDA will not necessarily award the Contract(s) to the Contractor(s) offering the lowest cost to the IEDA. Instead, the IEDA will award the Contract(s) whose Responsive Proposal(s) the IEDA believes will provide the best value to the State. IEDA will either chose to award one contract for all scope of work & deliverables described or choose to award

multiple contracts, whichever IEDA determines is in the best interests of IEDA. IEDA reserves the right to reject all proposals and choose not to issue an award(s).

Scope of Work

The IEDA and the Iowa Energy Office would like to initiate an energy storage assessment that will perform an extensive review of energy and economic development opportunities of storage in the state of Iowa as well as identify potential benefits, barriers and paths to implementation in Iowa. The consultant will analyze Iowa-specific data including battery supply chain, potential storage users, policies, regulations and the utility landscape to the extent that it impacts energy storage opportunities.

Below is a list of topics that should be addressed in the assessment and included in the final report. These are high level discussion points and the expectation is that each topic will be explored, researched and presented in a way that highlights potential, opportunity, economic development and the benefits storage brings to Iowa.

1. Fully capture and realize the benefits of energy storage for all stakeholders
2. Mechanisms to support growth of the storage industry
3. Economic models to show projected high/low level growth and what that means to the industry/Iowa
4. Effects on the grid, resiliency, ratepayers, industry, etc.
5. Perceived regulatory/legislative barriers
6. Benefits and barriers to storage that could be deployed at each sector of customer, industry, distribution system, and transmission systems, given the rural nature of Iowa's communities and its significant rural agricultural and manufacturing base
7. US/State incentives snapshot
8. Samples of Iowa/national pilot projects/best practice models
9. Repurpose/Recycle/Re-use of retired batteries and the possibility of Iowa filling that need
10. Supply chain/economic development benefits and opportunities
11. Resiliency opportunities
12. Purposes for & economics associated with residential/commercial/industrial/utility-scale applications
13. Benefits in the form of cost savings/reductions to ratepayers, utilities and industry

Review Criteria

Proposals will be reviewed with the following criteria:

- Professional experience and capacity to complete services as proposed;
- Cost efficiency of service;
- Value to the IEDA. The evaluation committee will award the contract to the responsible Service Provider submitting the best proposal. The lowest priced proposal is not necessarily the best proposal;
- Proposed plan to implement services.

Questions, Requests for Clarification, and Suggested Changes

Service Providers are invited to submit written questions and requests for clarifications regarding the RFP. The questions or requests for clarifications must be in writing and received by the Issuing Officer by noon Local time Des Moines, IA **November 4, 2019**. Oral questions will not be permitted. If the questions, requests for clarifications, or suggestions pertain to a specific section of the RFP, Contractor shall reference the page and section number(s). The IEDA will send written responses to questions, requests for clarifications, or suggestions received from Contractors on or before **November 7, 2019**. The IEDA's written responses will become an addendum to the RFP. If the IEDA decides to adopt a suggestion that modifies the RFP, the IEDA will issue an addendum to the RFP.

Term of the Contract

This Contract is anticipated to be executed on **January 15, 2020** and take approximately 6-12 months to complete. Each Contactor is expected to use this timeframe when preparing their proposal, but it is at the Contractor's discretion as to how long the project will take and in turn use on the proposal based on the workload projected to create the final report.

No Minimum Guaranteed

The IEDA does not guarantee any minimum level of purchases under the Contract. The IEDA reserves the right to reject any or all Proposals received in response to this RFP at any time prior to the execution of the Contract.

IEDA will not necessarily award the Contract to the Contractor offering the lowest cost to the IEDA. Instead, the IEDA will award the Contract whose Responsive Proposal the IEDA believes will provide the best value to the State.

Insurance: IEDA reserve the right to require the winning vendor to secure professional liability coverage, general liability, personal injury, property damage coverage and any necessary workers' compensation and employer liability insurance, as required by Iowa law with no additional cost to the state beyond vendor's original bid.