

## REQUEST FOR PROPOSALS

Revised 12/12/25



### **Solar + Storage Microgrid Installations**

“Microgrids for Resilience in Western North Carolina,” a project of Land of Sky Regional Council, Footprint Project, and the North Carolina Sustainable Energy Association, funded by the North Carolina Department of Environmental Quality (NCDEQ)

**RFP Contact Name and Email:** Ian Baillie, [ian@landofsky.org](mailto:ian@landofsky.org)

## **Project Overview:**

Western North Carolina is no stranger to storms and their impact on our electrical grid. In 2024, Hurricane Helene made its way up to the Blue Ridge Escarpment as a tropical storm, dumping record amounts of rainfall and generating high winds. The resulting damage devastated the mountain communities of Western North Carolina, destroying infrastructure including roads, bridges, water, and power. Almost 400,000 were without power following the storm, and some of those remained unserved a month or more later.

To provide further resiliency to Western North Carolina, NCDEQ, with funds from the U.S. Department of Energy appropriated as part of the Bipartisan Infrastructure Law, is supporting the development of a regional solar powered microgrid initiative. This initiative will help provide broader community resiliency in times of extreme weather such as winter storms, floods, landslides, and wildfire while showcasing the versatility of the technology.

Land of Sky Regional Council is a multi-county local government planning & development organization in Western North Carolina. Its mission is to provide creative regional solutions to relevant and emerging issues in Buncombe, Henderson, Madison and Transylvania counties while providing a standard of excellence in the delivery of federal, state, and regional services for our member communities. The Land of Sky Regional Council Economic and Community Development department has designed and operated regional Energy and Resiliency initiatives, leading to community investment.

In collaboration with the North Carolina Sustainable Energy Association (NCSEA) and Footprint Project, and with funding from the North Carolina Department of Environmental Quality (DEQ); Land of Sky Regional Council (LOSRC) is seeking proposals from contractors for the design and installation of permanent solar + storage microgrids.

## **Project Goals:**

The intent of these installations is to provide resilient energy to community hubs in the event of an electrical grid interruption. These decentralized energy assets will help communities respond to disruptions and support each other in times of need.

## **Scope of Work:**

Contract is for Design-Build of island-able photovoltaic systems with battery storage at the below sites. Contractor will be responsible for engineering and design, permitting, procurement, installation, interconnection, and commissioning of said system and all associated fees. Contractor is responsible for ensuring that procurement is carried out in accordance with federal procurement guidelines (2 CFR 200) and Build America Buy America (2 CFR 184) policies, including FEOC compliance. Contractor is also responsible for abiding by Davis-Bacon Act labor standards for services in excess of \$2000.00. Contractor will be responsible for supplying all necessary BABA/DBA reporting documentation to LOSRC on request.

- 1) Beacon of Hope  
5111 US Hwy 25-70  
Marshall, NC 28753
  
- 2) Burnsville Fire Department  
305 Pineola Street  
Burnsville, NC 28714
  
- 3) Bills Creek Community Center  
198 Club House Road  
Lake Lure, NC 28746
  
- 4) East Asheville Public Library  
3 Avon Road  
Asheville, NC 28805
  
- 5) Buladean Community Center  
12190 N 226 Hwy  
Bakersville, NC 28705

Additional site information can be found in Appendix A

## **RFP Schedule and Administration:**

RFP Issued: **December 8, 2025**

MANDATORY Q&A Call: **December 18, 2025 10:00am ET-and/or Jan 12<sup>th</sup> 1pm ET**

Questions Due by: ~~**December 30, 2025 5:00pm ET**~~

**January 7<sup>th</sup> 2026, 5pm ET, responses expected by January 12<sup>th</sup> 2026**

**Site Visit Schedule Published- December 19<sup>th</sup>, 2025**

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Site Visits: ~~December 15<sup>th</sup>-22<sup>nd</sup>, 2025~~ **Rescheduled Jan 5<sup>th</sup>- 9<sup>th</sup> 2026**

- 1) Beacon of Hope
- 2) Burnsville Fire Department
- 3) Bills Creek Community Center
- 4) East Asheville Library
- 5) Buladean Community Center

Proposals Due by: ~~January 1<sup>st</sup>, 2026 5:00pm ET~~

**January 16<sup>th</sup>, 2026 5:00pm ET**

Please submit all proposal questions to:

Ian Baillie [ian@landofsky.org](mailto:ian@landofsky.org)

## **Submission Requirements:**

Respondents' proposal must contain each of the elements listed below. Submissions must be clear, complete, and concise. To be considered as a contractor for this project, proposals must be emailed to the designated RFP contact; received no later than

~~January 2nd, 2026 5:00pm ET~~

**January 16<sup>th</sup>, 2026 5:00 pm ET**

## **Submission Format:**

The following is a list of information required in proposal submissions.

### **1) Summary of Bidder- Cover Sheet**

Date of proposal submission

Business Name

Business Address

Individual bidder's name

Individual bidder's email address and phone numbers(s) and preferred method of communication

Bidder's legal for (i.e.-sole proprietor, partnership, corporation, etc.)

Bidder's Federal Employee Identification Number (FEIN)

Evidence of legal authority to conduct business in North Carolina (Business license/registration)

For goods/services exceeding \$10,000, the contractor's official insignia, stamp, or signature (see Appendix B)

## 2) **Qualifications and Experience**

The proposal should describe the respondent organization's expertise and experience conducting similar work from the scope of services listed above. Please provide examples of previous similar work, and list personnel experience and education.

### **Required Qualifications**

- Minimum three (3) years of experience with all aspects of the successful design, development, and construction of solar + storage microgrid projects,

### **Preferred Qualifications**

- Experience/understanding of WNC topography, resilience goals, program partners, and program goals
- Experience incorporating multiple renewable technologies (e.g. small-scale hydropower or biogas digesters) into microgrid designs.
- Demonstrated experience with supporting projects with federal government requirements such as Davis Bacon Act, BABA, FEOC, etc.
- ~~Qualified Engineer on Staff~~

The proposal should also include information on any entities that the respondent's firm, or their subcontractors, may hold certifications with the Federal Small Business Administration (SBA). Additional information about federal requirements for contracting with small businesses, minority businesses, women's business enterprises, veteran-owned businesses, and labor surplus area firms can be found at [§2 CFR 200.321](#)

## 3) **Description of Proposed Services**

Respondent should provide a written description (may contain visualizations or images) describing the overall approach, plans, and qualifications for accomplishing the services described. A general outline of how the respondent will work with customers and stakeholders to perform site due diligence and screening, complete pre-feasibility analysis and preliminary system design, and an example timeline should be included.

**Updated:**

**Clarification to “Submission Requirements.” This RFP covers five sites in four counties in Western North Carolina. Respondents are encouraged but not required to submit bids for all five sites in their response. A respondent is allowed to choose any or all of the sites to respond to. Please include in your submission a concise list of which sites you are bidding on.**

**4) Cost of Services**

Respondents should provide details of the cost and pricing structure proposed for the scope of services with as much detail as possible. LOSRC will consider bids on sites individually or batched as a group of projects. Respondents may submit pricing for each individual item in the scope of services. Cost and payment structures that incentivize success will be viewed favorably, such as milestone-based payments as projects move through the process.

**Goods/Services Requirements**

- Evidence of established track record for providing goods and/or services requested in this proposal
- List all relevant goods or services available to contribute to the project and the number of each
- List of any equipment or services required of a subcontractor, along with a brief explanation
- Summary of work to be completed and proposed timeline for completion
- All goods applicable for this proposal must comply with current Build America Buy America (BABA) standards. The chosen bidder is responsible for supplying supporting documentation for any goods that fall under BABA.

All labor services greater than \$2000.00 USD for this proposal must comply with current Davis Bacon (DBA) labor standards. The chosen bidder is responsible for showing experience complying with Davis Bacon and compliance for this project.

### Cost Summary and Breakdown Requirements

- Unit price and extended price
- Shipping charges
- Delivery fee
- Taxes (where applicable)
- Design/Engineering fees
- Labor broken out by job tasks
- Permits/Inspections fee(s)
- Payment information and terms

### 5) **References**

Respondent should provide at least three (3) references of clients for whom similar services were provided, including a description of work completed, dates of service, and contact information.

### 6) **Insurance Coverage Information**

Land of Sky Regional Council requires that contractors performing this work must maintain, at a minimum, workers' compensation insurance, adequate commercial general liability insurance coverage, and automobile liability insurance, and that any contractor performing engineering work must also be covered by errors and omissions insurance (or secure a bond for such).

Provide a description of the insurance coverage provided by respondent for performing the work, including:

- Whether such coverage is on a "comprehensive" or "commercial" form
- All endorsements excluding coverage of any nature, if any
- All limits, including aggregate limits and the current remaining coverage amounts under those limits
- Effective date
- This information should be provided in an appendix to the proposal.



7) **Conflict of Interest Disclosure:**

Respondent must disclose any direct or indirect, actual, or potential conflicts of interest the respondent or its subcontractors may have with Land of Sky Regional Council in its proposal.

A “direct or indirect conflict” is defined as any situation in which an individual or a member of their family or close business or personal acquaintance, is employed by Land of Sky Regional Council, or may be reasonably construed to have a direct or indirect personal or financial interest in any business affairs of Land of Sky Regional Council, whether because of a proposed or actual contract or transaction to which Land of Sky Regional Council may be a party or may be interested or is under consideration, or whether such conflict is purely conceptual, because of similarity of business interests or affairs. Respondent’s disclosure must specifically address any existing contracts between Land of Sky Regional Council and the respondent, its staff, or any of its proposed subcontractors. If a potential conflict of interest is identified by the respondent, then the respondent should propose strategies to mitigate the conflict. If no conflict is identified by the respondent, the respondent will explicitly provide such a statement in their RFP response. The determination of whether a conflict of interest exists is left to the sole discretion of Land of Sky Regional Council. This information should be provided in an appendix to the proposal.

8) **Representations and Signatures Page**

Respondent’s proposal must contain the signature of a duly authorized officer or agent of the respondent company submitting the proposal. Respondent’s duly authorized officer or agent shall sign Appendix B certifying to the representations stated in Appendix B. The signed page should be provided as an appendix to the proposal.

**RFP Contact Name and Email:** Ian Baillie, [ian@landofsky.org](mailto:ian@landofsky.org)

## **Evaluation Criteria and Process:**

LOSRC will pursue the best offer for the goods and services, considering the quality, price, past performance, and history with respect to the goods and services considered and their effective and efficient delivery or execution.

All contractors to be used for construction must be licensed and insured to work in North Carolina and must abide by prevailing wage labor standards as stated in the Davis Bacon Act.

Proposals will only be considered if submitted by the below stated deadline. These proposals will be reviewed and evaluated by a panel based on a point scoring system.

## **Revisions to RFP:**

Land of Sky Regional Council reserves the right to edit information or cancel programs in this RFP during the course of the RFP schedule if necessary. **LOSRC revised this original document 12/12/25**

## **Right to Accept or Reject Proposals, Multiple Awards**

Land of Sky Regional Council reserves the right to make multiple awards, reject any and all proposals and to waive any nonconformity in proposals received, to accept or reject any or all of the items in the proposal, and award the contract in whole or in part as it is deemed in Land of Sky Regional Council's best interest. Land of Sky Regional Council may also choose to negotiate any of the proposals prior to contracting.

## **Confidentiality**

Respondents shall clearly identify only those portions of their proposals that they do not want to be revealed to third parties and label such portions as "Confidential Information". Except as required under law or for regulatory purposes, Land of Sky Regional Council will maintain confidentiality of such information. Normal business practices will be observed in handling proposal materials.

## **Ownership and Return of Materials**

All materials submitted in response to this RFP shall become the property of Land of Sky Regional Council and shall not be returned to the respondent.

### **Land of Sky Regional Council Rights Reserved**

Land of Sky Regional Council reserves the right, in its sole discretion, to reject any or all proposals in whole or in part, to waive any minor irregularities or informalities in a proposal, and to enter into any agreement deemed to be in its best interests.

In addition to any other enumerated reserved rights and/or options as stated in this RFQ, Land of Sky Regional Council may in its sole discretion do any one or more of the following:

- Determine which proposals are eligible for consideration for this RFP.
- Disqualify proposals that do not meet the requirements of this RFP, in the sole determination of Land of Sky Regional Council.
- Negotiate with any respondent to amend any proposal.
- Select and negotiate and/or enter into agreements with respondent(s) who, in the project teams sole judgment, are most responsive to the RFP and whose proposals best satisfy the interests of the project, in its sole discretion, and not necessarily on the basis of price alone or any other single factor.
- Issue additional subsequent solicitations for proposals, including withdrawing this RFP at any time and/or issuing a new RFP that would supersede and replace this one.
- Vary any timetable or schedule, add or change any provisions discussed herein.
- Conduct any briefing session or further RFP process on any terms and conditions.
- Suspend or modify the RFP process at any time.
- Enter into relationships with more than one respondent.

### **Resulting Contract(s)**

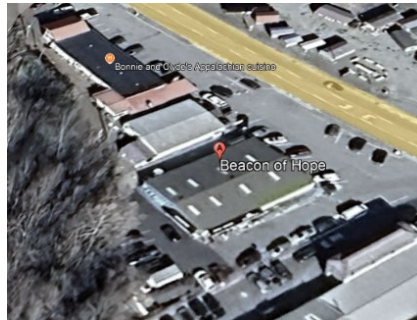
The selected respondent will be required to execute a written contract(s) with Land of Sky Regional Council to perform the evaluation work. No award will be considered a commitment, and no obligations or legal relations shall exist between Land of Sky Regional Council and the selected respondent until a final and binding contract has been executed by and between Land of Sky Regional Council and the contractor. Time is of the essence with regard to this program's evaluation work, and prolonged contract negotiations will not

be undertaken. In general, Land of Sky Regional Council strongly prefers contracts that are consistent with Land of Sky Regional Council's standard terms and conditions; negotiations for such contracts can generally be completed quickly. In some cases, a few terms and conditions may need to be substituted or waived, in accordance with contract negotiations. Any party involved in these contract discussions can terminate negotiations at any time and for any reason. If it appears that contract negotiations are not proceeding in a timely manner, Land of Sky Regional Council may opt to terminate the discussions and select another respondent

**Appendices:**

- A) Individual Site Information
- B) Representations and Signature Page
- C) Addendum- Details on 12/12/25 revision

### - SITE 1 -



### Beacon of Hope

5111 US Hwy 25-70

Marshall, NC 28753

- Beacon of Hope hosts a food pantry (most critical service) and a laundromat (secondary service). Each service is powered by its own meter.
- Primary Loads (Food Pantry):
  - Food pantry uses multiple refrigerators and freezers:
    - 1 walk-in cooler, 1 walk-in freezer
    - 1 free standing cooler, 3 free standing freezers
    - Identify which freezer/cooler units to power during grid outage based on efficiency & circuit layout.
  - HVAC must be powered for food safety, guidelines stipulate that indoor space must remain at or below 70 degrees for safe food handling.
    - The heat from the coolers/freezers competes with the building's air conditioning during warm months. Electrical usage increases significantly in the summer.
- Secondary Loads (Laundromat):
  - Dryers are heated with gas.

Initial site evaluation estimates the following system specifications:

- Utility Service: **240v split-phase, French Broad EMC**
- PV array of approximately **30kW DC**
- Inverter size approximately **24kW AC**
- BESS approximately **62.5kWh**

\*Specifications are recommendations given as a guideline for respondents to consider and are based upon site energy consumption, available PV mounting space, and a survey of critical loads. Respondents are encouraged to do a site evaluation on the provided date/time and to adjust as they see fit to provide backup power to the site. Battery specification is based off operating at 1/2-1/4 total load for 12-24 hours without sunlight or grid power.

### SITE 2



#### Burnsville Fire Department

305 Pineola St

Burnsville, NC 28714

Site is a First Responder Facility that supports emergency needs in the Burnsville community, as well as being a resource hub in times of need. Has existing gas generator, may have sufficient switchgear in place.

Critical loads to include:

- Emergency Response Systems
  - Communications systems
  - Shorelines for emergency apparatus
  - Air compressors & other tools
- Lighting
- Well pump (yet to be installed)
- Refrigeration, cooking appliances, ventilation, hot water
- Possibly HVAC

Initial site evaluation recommends the following system specifications:

- Utility Service: **208v 3-phase, French Broad EMC**
- PV Array of approximately **36kW AC**
- Inverter output of approximately **30kW DC**
- BESS approximately **65kWh**

\*Specifications are recommendations given as a guideline for respondents to consider and are based upon site energy consumption, available PV mounting space, and a survey of critical loads. Respondents are encouraged to do a site evaluation on the provided date/time and to adjust as they see fit to provide backup power to the site. Battery specification is based off operating at ½ total load for 12-24 hours without sunlight or grid power.

### SITE 3



#### **Bills Creek Community Center**

198 Club House Road

Lake Lure, NC 28746

This location has served as a community hub in Rutherford County after Helene. The site has a very small energy demand, and as such, we intend to install a whole-building backup system if possible.

Critical loads to include:

- Well Pump
- Refrigerator
- Lighting
- Water Heater
- Electric Range
- Heat Pump

Initial site evaluation estimates the following system specifications:

- Utility Service: **240v split-phase, Rutherford EMC**
- PV array of approximately **9 kW DC**
- Inverter size approximately **4.6 kW AC**
- BESS approximately **24 kWh**

\*Specifications are recommendations given as a guideline for respondents to consider and are based upon site energy consumption, available PV mounting space, and a survey of critical loads. Respondents are encouraged to do a site evaluation on the provided date/time and to adjust as they see fit to provide backup power to the site. Battery specification is based off operating average winter total load for 12-18 hours without sunlight or grid power.

### SITE 4



#### **East Asheville Public Library**

3 Avon Road

Asheville, NC 28805

This site is an energy-efficient building that serves as a community hub in East Asheville/Haw Creek. The building has an existing grid-tied PV array of 85.9kW DC (67.2kW AC). The intent with this installation is to provide roughly half of the battery storage and inverter needs of the building, while providing appropriate infrastructure for the site owners to add additional BESS and inverters without needing to upgrade any switchgear or load panels.

Critical loads to include:

- HVAC
- Lighting
- Digital Systems
- Future water storage/filtration system

Initial site evaluation estimates the following system specifications:

- Utility Service: 208V three-phase, Duke
- PV array of approximately N/A kW
- Inverter size approximately 60 kW
- BESS approximately 120 kWh

\*Specifications are recommendations given as a guideline for respondents to consider and are based upon site energy consumption, available PV mounting space, and a survey of critical loads. Respondents are encouraged to do a site evaluation on the provided date/time and to adjust as they see fit to provide backup power to the site. Battery specification is based off operating at near-total load for 4-6 hours without sunlight or grid power.



### SITE 5



#### **Buladean Community Center**

12190 N 226 Hwy

Bakersville, NC 28705

The Buladean Community Center is a community center in rural Mitchell County, NC, that served as a hub for supplies, assistance, and other needs following the storm. The community of Buladean has only one roadway entering and exiting, and as such, can easily be isolated from outside resources. Exact load information is not available at this time, but the critical services in this building are listed below.

Critical loads to include:

- Community Health Clinic
- Food Pantry
- Kitchen

Initial site evaluation estimates the following system specifications:

- Utility Service: **208V three-phase, French Broad EMC**
- PV array of no larger than **59 kW DC**
- Inverter size approximately **47 kW AC**
- BESS approximately **77 kWh**

\*Specifications are recommendations given as a guideline for respondents to consider and are based upon site energy consumption, available PV mounting space, and a survey of critical loads. Respondents are encouraged to do a site evaluation on the provided date/time and to adjust as they see fit to provide backup power to the site. Battery specification is based off operating at ½-1/4 total load for 12-24 hours without sunlight or grid power.

**Representations and Signature page**

I, the undersigned declare that;

1. I am an authorized agent of the respondent and have authority to submit this proposal on behalf of the respondent.
2. The information provided in this proposal is true and correct to the best of my knowledge.
3. I have read this Request for Proposal in its entirety and agree unconditionally to all of its conditions and requirements.
4. The respondent has not directly or indirectly induced or solicited any other respondent to submit a false or sham proposal.
5. The respondent has not solicited or induced any other person, firm, or corporation to refrain from proposing.
6. The respondent has not sought by collusion to obtain for itself any advantage over any other respondent or Land of Sky Regional Council.
7. The respondent's proposal is genuine; not made in the interest of, or on behalf of, any undisclosed person, firm, or corporation; and is not submitted in conformity with an agreement of rules of any group, association, organization, or corporation.
8. I understand and accept that the approval or rejection of respondent's request is within the sole discretion of Land of Sky Regional Council and that there is no legal commitment until all due diligence has been performed and a properly authorized contract has been duly and properly executed.
9. I authorize the representatives of Land of Sky Regional Council to investigate the business financial credit history of respondent, its affiliates, and all associated partners, principals and management and authorize the release of all said information.
10. I agree that I will report immediately, in writing, to Land of Sky Regional Council any changes to the information contained herein at any time while I am under consideration for funding. The information contained in this proposal and any part thereof, including its exhibits, schedules, and other documents and instruments delivered or to be delivered to Land of Sky Regional Council is true, accurate, and complete. This proposal includes all information necessary to ensure that the statements therein do not in whole or in part mislead Land of Sky Regional Council as to any material fact.

Authorized Signature: \_\_\_\_\_

Name and Title (*please print*): \_\_\_\_\_

Date: \_\_\_\_\_

## Appendix C

### Addendum

December 12, 2025

#### NOTICE:

This Addendum to the previously released Request for proposals shall act as the latest official document and will enact the following changes to the original document. Only the below changes to the document are effective as of December 12, 2025. All other portions of the original RFP remain intact.

#### Changes to RFP “Microgrids for Resilience in WNC”

1. Adjustment to due date for Q&A question submittal
  2. Adjustment to schedule for site visits
  3. Adjustment to final proposal due date
  4. Clarification to “Qualified Engineer,” statement
  5. Clarification to “Submission Requirements”
  6. Addition of one Q&A call in January
- 
1. The original due date for question submittal on the released RFP is shown to be Dec 31, 2025 at 5:00pm ET. As of the issuance of this addendum, the new deadline to submit questions to the project team will be **Wednesday, January 7, 2026 at 5:00pm ET**. Responses can be expected by **Monday, January 12, 2026 at 5:00pm ET**.
  2. The date(s) for site visits in the RFP are listed as Dec 15-19, 2025. Due to the upcoming federal holidays as well as deadlines related to the expiration of solar tax credits, site visits will be rescheduled for the week of **January 5-9,**

**2026.** Respondents are encouraged but not required to attend the site visits. Each site will have one day and time that all respondents can visit and collect information specific to that site. Site visits will be scheduled in a manner to maintain the least amount of travel necessary per day. Site visit schedule will be published no later than **Friday, December 19<sup>th</sup>, 2025 at 5:00PM ET**. Some preliminary site assessment information will be made available to respondents before January.

3. The original Due date for proposal submission is listed as January 1, 2026 at 5:00pm ET. This was a clerical error in the released document. Due to the upcoming federal holidays as well as deadlines related to the expiration of some of the solar tax credits, the date has been changed to **Friday, January 16, 2026 at 5:00pm ET**.
4. Clarification to statement asserting the need for a “Qualified Engineer,” on-staff at responding contractors. This project has a very tight schedule for completion before funds are no longer available. The intent in requiring firms to have an engineer on staff is to reduce the amount of time that it takes to get engineering products created and signed off during permitting and construction. Having an engineer on staff will not be a hard requirement for acceptance of a respondent’s bid. However, all respondent firms should ensure that they are able to meet engineering needs of the project without significant delays.
5. Clarification to “Submission Requirements.” This RFP covers five sites in four counties in Western North Carolina. Respondents are encouraged but not required to submit bids for all five sites in their response. A respondent is allowed to choose any or all of the sites to respond to. Please include in your submission a concise list of which sites you are bidding on.
6. In the RFP, there is one identified “Required Q&A Call,” set for **December 18, 2025 at 10:00AM ET**. In order to provide adequate Q&A opportunities to all potential respondents, an additional opportunity has been added on **Monday, January 12, 2026 at 1:00PM ET**. All respondents are required to attend ONE of the two calls in order to be considered for the project. Please email [ian@landofsky.org](mailto:ian@landofsky.org) to be added to the call of your choosing.