

Request for Proposal



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

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 (BABA) (2 CFR 184) policies, including Foreign Entities of Concern (FEOC) compliance where applicable. 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 FEOC/BABA/DBA reporting documentation to LOSRC on request.

1) Union Mills Community Development Club

6097 Hudlow Rd

Union Mills, NC 28167

2) Reconciliation House

20 Academy St

Burnsville, NC 28714

3) Linville Central Rescue Squad

1940 Linville Falls Hwy

Newland, NC 28657

Additional site information can be found in Appendix A

RFP Schedule and Administration:

Potential Respondents MUST register an email address through this form:

<https://forms.gle/eppsbfxtcYBApGA9>

ALL email correspondence for this RFP will be sent ONLY to the registered email.

RFP Issued: **August 14, 2026**

MANDATORY Q&A Call: **August 25, 2026 10:00am ET**

OR

September 10, 2026 10:00am ET

Questions Due by: **September 11, 2026 5:00pm ET**

Responses Delivered: September 16, 2026 1:00PM

Site Visits: August 26-28, 2026 Specific Times/Dates TBD

- 1) Union Mills Community Development Club
- 2) Reconciliation House
- 3) Linville Central Rescue Squad

Proposals Due by: **September 18, 2026 5:00pm ET**

Please submit all proposal questions to:

Ian Baillie 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

September 18, 2026 5:00pm 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 format (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 generation methods (e.g. small-scale hydropower, fossil-fuel generators) into microgrid designs.
- Demonstrated experience with supporting projects with federal government requirements such as Davis Bacon Act, BABA, FEOC, etc.

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.

4) **Cost of Services**

Respondent 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 both experience complying with Davis Bacon, and full compliance for this project. Compliance will include filling out and submitting completed WH-347 forms to LOSRC.

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

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 above 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.

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

Reconciliation House

20 Academy Street
Burnsville, NC 28714



Reconciliation House is dedicated to ensuring that no one in our community goes hungry or cold. In the immediate aftermath of Helene, we operated 14 hours a day, seven days a week for two and a half weeks. We transitioned into a community hub, providing meals from our commercial kitchen and assisting families with financial aid and relief information. On an ongoing basis, we operate a client-choice food pantry three days a week and maintain office hours five days a week to assist residents with utility bills, rent, and mortgages. We also provide free clothing and household items.

The site has one meter #128359, and a 22 kW natural gas backup generator and transfer already installed. PV will need to be roof-mounted, shingle roof is fairly new.

Critical Loads:

- Walk-in Cooler (downstairs)
- Walk-in Freezer (downstairs)
- Upright Cooler (downstairs)
- Assortment of other residential-style freezers (downstairs)
- Lights & some receptacles
- HVAC for food pantry (downstairs)

Additional Potential Loads:

- Upright Freezer (upstairs)
- HVAC for upstairs area



French Broad Electric Membership Corp.

3043 Highway 213
PO Box 9
Marshall, NC 28753

Bakersville Office: 828-688-4815
Burnsville Office: 828-682-6121
Marshall Office: 828-649-2051
www.frenchbroademc.com

Appendix A

Any past due balance is subject to a late fee of 1.5% or \$5.00 whichever is greater. Call 1-844-294-5697 to pay by Credit Card.

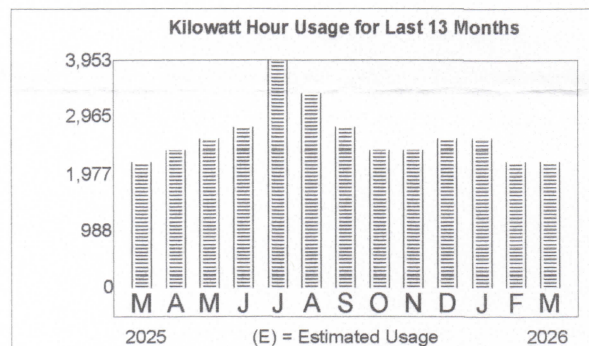
Marshall Office: (828) 649-2051
Burnsville Office: (828) 682-6121
Bakersville Office: (828) 688-4815

Account No 52811098	Cust. Name SOUTHERN RECONCILIATION
CIN No 87054	Service Address ACADEMY ST:20

Route	Rate Type	Bill Date	Purchase Pwr & Fuel Chg./kWh	Total Usage:
351	SM COM 1PH	03/16/26	0.003920	2257

Meter No.	Previous	Present	From	To	Days Billed	Multiplier	Demand (kW)	Usage (kWh)
128359	61120	63377	02/12/26	03/13/26	29	1	0.00	2257

Compare Your Usage				
Period	Days	Usage (kWh)	AVG Daily Usage	AVG Daily Cost
Current	29	2257	78	11.92
Last Month	29	2256	78	11.59
Year Ago	28	2144	77	11.07



CHARGES:	Posting Date	Description	Amount
		Previous Balance	336.14
	03/06/26	Payment	-336.14
	03/16/26	Electric Charge	270.84
	03/16/26	Purchase Power Fuel Charge	8.85
	03/16/26	Facilities Charge	35.00
	03/16/26	NC Renewable Energy Recvry Fee	2.98
	03/16/26	NC Energy Efficiency Rider	-4.55
	03/16/26	(1) Security Light	10.00
	03/16/26	Tax	22.62

Total Due: 345.74

Due Date applies to current charges. Any previous balance is subject to immediate disconnection. Any past due balance is subject to a late fee of 1.5% or \$5.00 whichever is greater.



French Broad EMC

3043 Highway 213
PO Box 9
Marshall, NC 28753

Bill Date 03/16/26	Cutoff Amount --	Cutoff Date --	Route 351
Account No 52811098	Current Charges \$345.74	Due Date 04/06/26	Total Due \$345.74

Amount Enclosed:

\$

SOUTHERN RECONCILIATION
PO BOX 1147
BURNSVILLE NC 28714-1147

ACADEMY ST:20



Union Mills Community Development Club

6097 Hudlow Road
Union Mills, NC 28167



Our Story: We are a longstanding community center. We provide a safe place for our community to meet. Because of the extended power outage we were unable to provide support in the days following Helene. With power we could have set up a distribution center for the affected families. We had donations being sent to us that we had to send elsewhere. We have a fully functioning kitchen where we could have provided meals for those without power and store medications for individuals. Many families lost food in their freezer which could have been cooked at our facility for their families or to share. This would have helped the power company workers a place to eat and rest . We have a well, so clean fresh water could have been made available to those in need.

This site has an older roof, and will require the PV to be ground-mounted, on the North side of the building, as the South lawn is used for parking and events. The meter base and power are both also on the North side of the building. The building has one meter, and one panel. With a building this small, the project is interested in being able to power most or all of the loads in the building.

Critical Loads:

- Lights
- HVAC (2 split heat pumps)
- Well Pump
- Kitchen Equipment (stove, fridge, etc.)



duke-energy.com
800.653.5307

Your Energy Bill

Page 1 of 3

Service address

UNION MILLS CLUB HSE
UPPER HUDLOW RD
UNION MILLS NC 28167

Bill date Jan 20, 2026
For service Dec 16 - Jan 16
32 days

Account number 9100 3107 8076

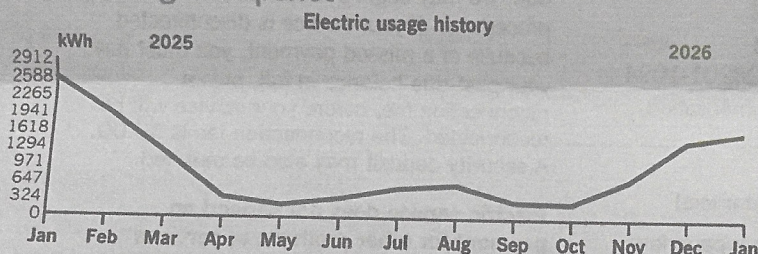
Billing summary

Previous Amount Due	\$267.13
Payment Received Jan 07	-267.13
Current Lighting Charges	21.10
Current Electric Charges	258.20
Taxes	19.54
Total Amount Due Feb 17	\$298.84



Thank you for your payment.

Your usage snapshot



Average temperature in degrees

38° 47° 56° 64° 68° 77° 81° 73° 70° 60° 53° 44° 51°

	Current Month	Jan 2025	12-Month Usage	Avg Monthly Usage
Electric (kWh)	1,633	2,588	9,649	804
12-month usage based on most recent history				

Mail your payment at least 7 days before the due date or pay instantly at duke-energy.com/billing. Late payments are subject to a 1.0% late charge.

Please return this portion with your payment. Thank you for your business.



Duke Energy Return Mail
PO Box 1090
Charlotte, NC 28201-1090

Account number
9100 3107 8076

Amount due

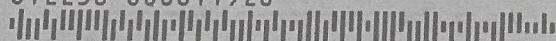
\$298.84
by Feb 17

After Feb 17, the amount due
will increase to \$301.83.

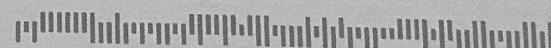
\$ _____ \$ _____
Add here, to help others with a
contribution to Share the Light

Amount enclosed

012238 000011920



UNION MILLS CLUB HSE
2378 CENTENNIAL RD
UNION MILLS NC 28167-9613



Duke Energy Payment Processing
PO Box 1094
Charlotte, NC 28201-1094

88910031078076000440000000000000002988400000298849

26011720374587 a/p-24475-000011920
sb.dec.d

Linville Central Rescue Squad

1940 Linville Falls Highway
Newland, NC 28657



Linville Central Rescue is the primary technical rescue response agency in Avery County. Their campus has three buildings, the focus of this project is the largest of the buildings, which houses their vehicles, equipment, and staff spaces; and any other critical loads on the main meter. Meter is # 2170278, marked as *LCR_Main_Meter* in images. There is a second meter at the “third building,” which does not make sense to address with this build.

PV will likely need to be roof-mounted, the lot experiences considerable shading from surrounding trees. Some trees on the East side may be partially removed in the near future.

Critical electrical loads are:

- Vehicle bay doors
- Lights
- Both VHF and UHF base station radios
- Television and Starlink to monitor weather events
- Two refrigerators and two trunk freezers
- Key Fob door entry system
- HVAC System(s) - Split Heat Pumps (2)

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: _____