



November 21, 2025

Solicitor:

Traverse City Light & Power (TCLP) is issuing this Request for Qualifications (RFQu) to identify qualified third-party contractors and consultants capable of supporting TCLP customers in the exploration, design and implementation of Distributed Energy Resources (DERs). These resources may include, but are not limited to, solar photovoltaic systems, battery energy storage systems, and demand response technologies,

The purpose of this RFQu is to develop a publicly available list of qualified service providers. This list will serve as a **non-endorsed informational resource** to assist TCLP customers in evaluating and pursuing DER solutions.

Traverse City Light & Power (TCLP) will receive responses in the office of TCLP, 1131 Hastings Street, Traverse City, Michigan, 49686, until **Friday, December 12, 2025, at 2:00 PM EST** for the following project:

It is the sole responsibility of the Solicitor to check the website for updates and addenda prior to the Response being submitted. Updates can be found using the following link:
<http://www.tclp.org/Display/Items/RFPs>.

TCLP reserves the right to accept or reject any or all responses, waive irregularities, and to accept the responses either on an entire or individual basis that is in the best interest of TCLP.

TCLP accepts no responsibility for any expenses incurred by the Solicitor in the preparation and presentation of a response. Such expenses shall be borne exclusively by the Solicitor.

Only the successful solicitors will be notified. If you desire, you may call for results.

You must indicate on the **outside** of the sealed envelope that the response is for the “**Distributed Energy Resources (DER) RFQu**”.

You must submit **TWO (2) SEALED COPIES** of the response to TCLP prior to the above-indicated time and date or the Response will not be accepted.

Alternatively, e-mailed Responses will be accepted. Please indicate in the subject line of the e-mail that you are submitting a “Sealed Response” together with the project description “**Distributed Energy Resources (DER) RFQu**” and submit your e-mailed response to **jschwarz@tclp.org**.

Please note that if you have previously submitted an informal quote, you will still need to submit a sealed response prior to the date and time specified above to be considered. Please ensure that all requirements listed in the specifications are met.



Please direct ALL questions to: Jeff Schwarz, Procurement Administrator, Traverse City Light & Power, at jschwarz@tclp.org. The deadline for questions and/or clarifications is **December 2, 2025, at 2:00 PM EST**.

PLEASE SUBMIT RESPONSE TO: Jeff Schwarz, Procurement Administrator
Traverse City Light & Power
1131 Hastings Street
Jschwarz@tclp.org

A. SPECIFICATIONS

Scope of Work

TCLP's mission is to serve as the trusted community partner for delivering innovative, affordable, reliable and environmentally sustainable energy and telecom solutions.

In alignment with this mission, TCLP is committed to empowering customers to adopt clean, efficient and resilient energy technologies. This RFQ seeks to identify entities with demonstrated experience in customer-facing DER services. Please note:

- The qualified provider list does not constitute a contract with TCLP.
- TCLP does not guarantee any work or compensation.
- The list is intended solely as a resource for TCLP customers.

TCLP DER Support Tools:

Net Billing Rate

TCLP offers a net billing rate structure designed to encourage customer-generated energy. This rate reflects seasonal on-peak and off-peak pricing, potentially offering higher outflow credits than traditional flat net metering, while supporting a community-owned, customer-focused energy model.



Customer Generation Program

TCLP has established a formal application, approval and contract process for customer generation, detailed in the utility's Rules Regulations located at [Microsoft Word - POLICY - Rules and Regulations](#). Additionally, the utility has a dedicated webpage outlining the Customer Generation Program located at [Customer Generation – Traverse City Light & Power](#).

Qualified entities may provide one or more of the following services:

- Site assessments for DER feasibility (solar, storage, electrification)
- System design and engineering
- Installation and commissioning
- Permitting and interconnection support
- Incentive and financing consultation
- Customer education and engagement
- Ongoing maintenance and performance monitoring

Instructions to Solicitors

- a. All responses must be submitted on the forms provided. Complete and return ONLY the following forms:
 1. Section C – Iran Economic Sanctions Act
 2. Section E – Submission Form
 3. (Optional – Additional Documents, i.e. unit lists, etc.)

Interested entities must submit a Statement of Qualifications (SOQ) that includes:

- Cover letter expressing interest and relevant service categories
- Company profile and years in business
- Financial information demonstrating capacity to perform service
- Description of relevant experience with DER technologies
- Key personnel and certifications/licenses
- Service area coverage (geographic)
- References from at least two recent DER projects
- Proof of insurance and applicable license



B. IRAN ECONOMIC SANCTIONS ACT

**Sworn and Notarized Affidavit of Compliance
Iran Economic Sanctions Act
Michigan Public Act No. 517 of 2012**

All solicitors must submit the following certification statement in compliance with Public Act No. 517 of 2012 (the “Iran Economic Sanctions Act”) and attach this form to the Response. **Traverse City Light & Power shall not accept any Response that does not include this sworn and notarized certification of statement.**

The undersigned, the owner or authorized officer of _____ (the Solicitor), hereby certifies, represents and warrants that the Solicitor (including its officers, directors and employees) is not an “Iran linked business” within the meaning of the Iran Economic Sanctions Act, and that in the event the Solicitor is awarded a contract for the **Distributed Energy Resources (DER) RFQ**, the Solicitor will not become an “Iran linked business” at any time during the course of performing the work or any services under the contract.

The Solicitor further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or 2 times the amount of the contract or proposed contract for which the false certification is made, whichever is greater, the cost of Traverse City Light & Power’s investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to Response on a Request for Proposal for 3 years from the date it is determined that the person has submitted the false certification.

SOLICITOR

By: _____
Its: _____
Date: _____

STATE OF _____)
COUNTY OF _____)

This instrument was acknowledged before me on the _____ day of _____, _____, by _____.

_____, Notary Public
_____, County, _____
My Commission Expires: _____
Acting in the County of: _____



C. RESPONSE SUMMARY

Solicitor – Please complete and return

TITLE: Distributed Energy Resources (DER) RFQu

DUE DATE: Friday, December 12, 2025, at 2:00 PM EST

Having carefully examined the specifications and any other applicable information, the solicitor proposes to furnish all items necessary for and reasonably incidental to the proper completion of this response. Solicitor submits this response and agrees that the Response may not be withdrawn for a period of thirty (30) days from the actual date of the opening of the response.

Solicitor submits this Response and agrees to meet or exceed all TCLP's requirements and specifications unless otherwise indicated in writing and attached hereto.

Response forms are to be completed, including response sheet, and submitted. Items not meeting specifications must be noted in the "comply" column and solicitor shall fully describe every variance, exception, and/or deviation. Additional sheets may be used and submitted with Response.

Solicitor is also required to submit, with the response, the latest printed manufacturers' specifications and advertising literature on the equipment (including components) to be provided. Completed unit MUST be equipped in compliance with all applicable ANSI, OSHA, State and Federal Motor Vehicle Safety standards and regulations in effect at time of manufacture.

Solicitor understands that TCLP reserves the right to accept any or all Responses in whole or in part and to waive irregularities in any response in the best interest of TCLP. The responses will be evaluated and awarded based upon the best value to TCLP. Criteria used will include, but not be limited to, solicitor/Successful Solicitor's ability, qualifications, experience, type and amount of equipment, purchase price, maintenance cost(s), insurance, resale, license and permits and overall capability meeting the needs of TCLP. TCLP is sales tax exempt – Government.

Solicitor shall pay all sales, consumer, use and other similar taxes required to be paid by Solicitor in accordance with the Laws and Regulations of the place of the Project which are applicable during the performance of the work.

The Solicitor certifies that it is in compliance with the City of Traverse City's Nondiscrimination Policy as set forth in Administrative Order No. 47 and Chapter 605 of the City's Codified Ordinances.

The Solicitor certifies that none of the following circumstances have occurred with respect to the Solicitor, an officer of the Solicitor, or an owner of a 25% or more share in the Solicitor's business, within 3 years prior to the response:



- a) conviction of a criminal offense incident to the application for or performance of a contract;
- b) conviction of embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, or any other offense which currently, seriously and directly reflects on the Solicitor's business integrity;
- c) conviction under state or federal antitrust statutes;
- d) attempting to influence a public employee to breach ethical conduct standards; or
- e) conviction of a criminal offense or other violation of other state, local, or federal law, as determined by a court of competent jurisdiction or an administrative proceeding, which in the opinion of the City indicates that the solicitor is unable to perform responsibility or which reflects a lack of integrity that could negatively impact or reflect upon TCLP, including but not limited to, any of the following offenses or violations of:
 - i. The Natural Resources and Environmental Protection Act.
 - ii. A persistent and knowing violation of the Michigan Consumer Protection Act.
 - iii. Willful or persistent violations of the Michigan Occupational Health and Safety Act.
 - iv. A violation of federal, local, or state civil rights, equal rights, or non-discrimination laws, rules or regulations.
 - v. Repeated or flagrant violations of laws related to the payment of wages and fringe benefits.
- f) the loss of a license or the right to do business or practice a profession, the loss or suspension of which indicates dishonesty, a lack of integrity, or a failure or refusal to perform in accordance with the ethical standards of the business or profession in question.

Pre-delivery Inspection: Successful solicitor shall make a complete inspection of vehicle (and/or equipment) to ensure it meets specifications and perform any pre-delivery service(s) required before the vehicle is delivered. Acceptance shall be subject to complete inspection and approval of TCLP.



Terms:

Solicitor certifies that as of the date of this response, Solicitor's company or Solicitor is not in arrears to TCLP or the City of Traverse City for debt or contract and is in no way a defaulter as provided in Section 152, Chapter XVI of the Charter of the City of Traverse City.

TCLP may require an in-house equipment demonstration for your Response to be considered.

Solicitor agrees that the response may not be withdrawn for a period of thirty (30) days from the actual date of the opening of the Response.

Disclaimers

- Inclusion on the list does **not** constitute endorsement, recommendation, or warranty by TCLP.
- TCLP assumes no liability for the performance or conduct of any listed contractor or consultant.
- Customers are encouraged to perform their own due diligence before engaging any service provider.

Response Deadline and Contact

All responses must be submitted by **Friday, December 12, 2025, at 2:00 PM EST** to:

Jeff Schwarz
Procurement Administrator
Traverse City Light & Power
1131 Hastings Street
Email: jschwarz@tclp.org

Outreach and Review

This RFQu will be shared with the **Michigan Energy Innovation Business Council (EIBC)** to ensure broad industry awareness.



D. RESPONSE FORM

By submitting a response to this RFQu, you acknowledge that TCLP may be required from time to time to release records in its possession under the Michigan Freedom of Information Act. By submitting a response, you hereby give permission to TCLP to release any records or materials submitted by you as TCLP may be requested to do so as permitted by the Freedom of Information Act, MCL 15.231 et seq.

Submitted by:

_____ Signature		_____ Company Name	
_____ Name and Title (Print)		_____ Company Address	
_____ Phone	_____ Fax	_____ City,	_____ State, Zip
		_____ Sole proprietorship/partnership/corporation	
		_____ If corporation, state of corporation	

The Successful solicitor's name:

Company Name

Name and Address:

Attention

Street Address

City, State, Zip

Email Address



SAFETY QUESTIONNAIRE:

Please provide responses to the following:

1. Recordable injury incidence rate for the last three (3) years.

2. Lost workday incidence rate for the last three (3) years.

3. Experience Modification Rating (EMR).

4. Safety citations, violations or warnings from regulatory agencies over the last five (5) years.



REFERENCES: (include name of organization, contact person, and daytime phone number).

1.

Name of Organization

Contact Person

Phone Number

2.

Name of Organization

Contact Person

Phone Number

3.

Name of Organization

Contact Person

Phone Number