



Responses to All Questions Received

PSC LICENSING

1. Will the selected Contractor be required to hold a Maryland PSC Subscriber Coordinator license prior to contract execution? If the project is exempt, will firms that already hold the registration receive additional evaluation credit under Experience & Qualifications?

The selected Contractor must be qualified and authorized to perform all subscriber coordination, customer service, reporting, and compliance functions required for a Maryland community solar project. If PSC registration, licensure, approval, or other authorization is required for the Contractor's proposed role, the Contractor must hold or obtain it before performing those services.

Applicable Maryland community solar experience or existing authorization may be considered under Experience & Qualifications. The Town will not waive any PSC, utility, statutory, or program requirement.

2. Given that Chestertown Solar I's target Permission to Operate is Q1 2027, can the Town confirm that a pending Subscription Coordinator Number application in good standing satisfies the requirement to "hold or obtain" the necessary authorization prior to performing subscriber coordination services?

Contractors with a pending Subscription Coordinator Number may be considered a reasonable response to the PSC requirements at the time of this proposal.

CHESTERTOWN I – COMMUNITY SOLAR

3. What is the projected energization / Permission-to-Operate date, and when is subscription billing expected to begin?

The current target for energization / Permission to Operate is Q1 2027, subject to interconnection, utility approval, construction schedule, and other project-development conditions. Bidders should provide the proposed timeline to achieve full subscription before the expected energization/Permission to Operate date.

Subscription billing is expected to begin after PTO. Bidders should clearly state all assumptions regarding outreach, pre-enrollment, enrollment timing, utility setup, and billing start date.

4. What is the estimated first-year production factor for the Chestertown Community solar array, expressed as annual kWh divided by system size in kW DC?

First year of production is estimated to be 1700 kWh. For proposal purposes, bidders should state the production assumption used in their subscription model and explain how that assumption affects subscriber sizing, credit allocation, revenue, and LMI compliance.



Unless expressly stated in the final contract, the Town is not guaranteeing a specific production factor. Subscriber allocations must be managed based on actual production, utility crediting, and Maryland program requirements.

5. Will the Town allow small commercial accounts for local Chestertown businesses to subscribe, provided their subscription terms, savings, and rate match the residential offering?

No. The Town will not allow commercial accounts to subscribe to the community solar offering.

The Chestertown Community Solar Array will be limited to residential subscribers, including the required low- and moderate-income subscriber allocation. This structure is necessary to remain consistent with the Town's municipal bond financing structure, Maryland community solar requirements, and the Town's intended public-benefit objectives.

6. For the 40% LMI requirement, is eligibility governed by a Maryland state LMI program standard or a federal LMI program standard, and will categorical eligibility be accepted in lieu of income documentation? Or will self-attestation be acceptable?

The project must comply with applicable Maryland community solar program requirements, including the required LMI allocation unless a controlling authority determines otherwise.

The Town prefers accepted verification methods that minimize burden on residents. Income documentation should be required only when necessary. Self-attestation may be used only if permitted under applicable PSC, utility, or program rules.

Bidders should describe their proposed LMI verification process, including documentation, categorical eligibility, privacy protections, data retention, and procedures for maintaining compliance as subscribers move, cancel, or change eligibility status.

7. Will the Town provide resident contact data for direct subscriber outreach, or only the ability to include inserts in Town mailings?

The Town expects to support local outreach through approved channels, which may include water/sewer billing inserts, Town communications, website notices, public meetings, and other public-information tools.

Any use or disclosure of resident information for direct outreach would require Town approval and compliance with applicable privacy, public-records, and legal requirements.

Bidders should describe how they would conduct outreach using Town-approved channels and how they would protect customer information obtained through the subscription process.

8. Does the contract include any performance penalties or hard deadlines tied to the subscription fill-rate timeline or the 40% LMI requirement?

The final contract is expected to include performance obligations for subscriber acquisition, subscription management, and ongoing compliance, including the LMI requirement. Failure to maintain required compliance would be a material performance issue.



The Town has not yet determined the final structure of any liquidated damages, payment holdbacks, cure periods, or other remedies. Bidders should propose a realistic fill timeline, identify key assumptions, and describe any performance commitments or remedies they are willing to provide.

It is anticipated that the bidder will have an existing wait-list of eligible Maryland LMI subscribers or will develop such a wait list in order to readily address the loss of existing LMI Subscribers to the Chestertown array while continuing to meet the 40% LMI requirement.

CHESTERTOWN II – ANEM

9. How many Town accounts/meters are included in the ANEM aggregation, and what is the combined annual kWh and applicable Delmarva rate schedule(s)?

The Chestertown II (ANEM) array is intended to serve Town municipal electric loads through aggregated net energy metering. Chestertown II will initially produce about 2100 MWh/yr and will be distributed to about 30 Town meters. Most of the meters are on Delmarva SGS or LGS rate-schedules.

10. We are not familiar with ANEM programs and how they are similar to or different from the Community Solar program. Can you provide some high-level detail on ANEM and State/Utility policies that apply?

Respondents should be familiar with applicable Maryland and Delmarva Power rules governing ANEM eligibility, account aggregation, bill crediting, meter allocation, and reporting.

The contractor's role for Chestertown II (ANEM array) is expected to focus on utility coordination, allocation and account management, performance tracking, SREC credit monitoring, and reporting to the Town and/or utility.

OTHER

11. Does the Town or project owner own the SRECs generated by these arrays, or are they assigned to a third party?

The Town expects SRECs and other environmental attributes to remain with the Town as project owner unless the final contract expressly provides otherwise.

Bidders should not assume that SRECs are available as part of subscriber coordinator compensation. Any alternative proposal must clearly identify the proposed treatment of SRECs and separately quantify the financial value to the Town.

12. When will the draft contract amendment be released, and are insurance, indemnification, and liability-cap terms negotiable?

Any necessary draft contract amendment or supplemental contract language will be provided through the RFP process. Insurance, indemnification, liability, and related risk-allocation terms will be subject to Town review and final contract negotiation.



Bidders should identify any requested exceptions or proposed modifications in their proposal. The Town reserves the right to reject changes that do not adequately protect the Town, the project, its subscribers, or the public interest.

Overall, the Town is seeking a qualified service provider that can support a Town-owned community solar project in a manner that is compliant, financially transparent, locally beneficial, protective of subscribers, and consistent with the Town's public ownership of the asset.

13. Is the RFP focused solely on the subscription acquisition, billing, customer service, account management, and utility coordination on behalf of the Town of Chestertown, or are there additional areas that we could assist with?

The scope is limited to that which is described in the RFP. There are no other/additional services requested at this time.