



**Town of Bernardston Request for Proposals  
Right to Lease Town Land to Develop a Solar Landfill Project**

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**Appendix C Proposal Cover Sheets**

This form must be completed and used as the cover sheet for each of the Technical Proposal and the Price Proposal, as applicable.

"Response to the Town of Bernardston  
RFP Solar Landfill Projects  
TECHNICAL PROPOSAL"

Or

"Response to the Town of  
Bernardston RFP Solar Landfill  
PRICE PROPOSAL"

The Respondent has received and reviewed RFP addenda number(s) 1 through 5,

Signature of Respondent contact: 

Respondent contact (print or type): Scott Ameduri, President

Name of Respondent: Enerlogics Solar LLC

Address: 7935 Cliffview Drive  
Youngstown OH 44514

Telephone: 216-362-3000 x303

Email: sameduri@enerlogics.com

Date: 8/16/2021



August 17, 2021

Town of Bernardston  
Select Board Office  
38 Church St.  
Bernardston, MA 01337  
bos@townofbernardston.org

Re: RFP for Right to Lease Town Land to Develop a Solar PV Facility at the Closed Municipal Landfill in the Eversource MA West Area

Dear Town of Bernardston team:

Please find attached our response for the above referenced Request for Proposals (RFP) that is due on Tuesday August 17, 2021, at 5:00PM local time. Our Project Team is submitting this binding response to the Town of Bernardston (“the Town”).

This proposal is submitted by the joint team of Enerlogics Solar LLC, Melink Solar, Madison Energy Investments, and ML Schmitt as the development team to develop, engineer, construct, own, and operate the system. Note that additional team members, subcontractors and service providers are identified in our response as key parts of our team. The designated lead for the response is Enerlogics Solar LLC. Accordingly, the following information is provided:

Vendor Legal Name:	Enerlogics Solar LLC
Principal Place of Business:	Enerlogics Solar LLC 7935 Cliffview Drive Youngstown OH 44514
Contact Information for Primary Contact:	Scott Ameduri Office: 216.362.3000 x303 Fax: 866.381.2761 sameduri@enerlogics.com

We believe our proposal provides the Town with an excellent opportunity to be a statewide leader in solar and energy storage systems while ensuring local residents, institutions and companies are part of the Town’s success. Our team has decades of experience and experts in the energy field as well as established businesses and innovative programs that embody a meaningful community partnership.

Our proposal ensures that local trades and local subcontractors are used throughout our project. We will build meaningful local partnerships and training programs with area high schools and colleges, including the Town, to give residents opportunities to participate and build a career in the solar industry. In summary, our proposal reflects technical excellence, strong pricing, and meaningful community benefit and opportunities for local residents.

The Project Team’s offer is to provide turnkey services to the Town, including all development, design, engineering, construction, financing, and operational capability. The team accepts all provisions of the scope of service in the RFP. Our proposal includes both a solar and energy storage system that enables the Town to achieve significant lease revenue from the site.

**Key Technical Information**

The Project Team proposes the following system designed to maximize the benefits to the Town while permitting flexibility within the permitting and Smart MA solar program. Key information is indicated below:

Solar + 2 Hour ESS	
<b>Solar</b>	
System Type	Ballasted Fixed Tilt
Size (kWdc)	1,252
Size (kWac)	996
Initial Year Energy (kWh)	1,654,351
Yield (kWh/kWdc)	1,321.5
<b>Energy Storage System</b>	
Coupling	DC
Storage Capacity (kW)	1,000
Capacity (kWh)	2,304
Storage Hours at Rated Capacity	2
<b>Smart MA</b>	
Block Rate	9
Block PPA Rate (Level, 20-year term)	\$0.10307
Adder (Landfill)	\$0.04000
Energy Storage Adder (\$/kWh)	\$0.05140
<b>Site Lease</b>	
Annual Combined Lease and PILOT Payment	\$18,400
Annual Lease Payment	Split to be determined with Town
Annual PILOT Payment	Split to be determined with Town

Notes:

(1) Includes \$200k interconnection budget; costs in excess of \$200k will include consideration with the Town

Our proposal combines several key facets that enable the Town to maximize the benefits of a large-scale solar and energy storage system deployment while optimizing the financial savings. These key areas include:

- **Strong Project Team Members:** By leveraging the strengths of the Project Team members with proven track records, our solution optimizes the benefits for the Town.
- **Proven Delivery for Similar Program:** Project Team members are currently delivering similar programs including: City of Cleveland Heights Ohio solar program; City of Lakewood Ohio solar program; and the Kent State University regional campus solar program.



- **Local-First Commitment:** Our Project Team is committed to reducing project costs through utilization of local labor and content and ensuring local participation and support through educational outreach.

In short, our proposal enables the Town to achieve significant site lease revenue and solidifies the Town as a leader in the deployment of solar and energy storage systems.

The corporate resolution approving this submission can be found attached to this letter.

If you have any questions, please feel free to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott Ameduri".

Scott Ameduri  
216.362.3000 x303  
sameduri@enerlogics.com



**ACTION BY WRITTEN CONSENT  
OF THE MEMBERS AND MANAGING MEMBERS OF  
ENERLOGICS SOLAR LLC**

The undersigned, being all of the Members and Managing Members of Enerlogics Solar LLC, an Ohio limited liability company (the “Company”), do hereby certify that the Company’s management is vested in its Managing Members, and that the following resolutions are hereby adopted:

**BACKGROUND**


A. All of the Members of the Company are Kathie Ameduri and Scott Ameduri and all of the Managing Members of the Company are Kathie Ameduri and Scott Ameduri.

**NOW THEREFORE**, be it:

**RESOLVED**, that the Company is hereby authorized to submit the Technical and Pricing Proposal to the Town of Bernardston MA for a solar and energy storage system to be developed and constructed at the Closed Municipal Landfill in the Eversource MA West Area.

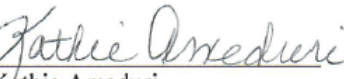
**FURTHER RESOLVED**, that the Company is hereby authorized to enter into the Letter of Intent and proposal for the project.

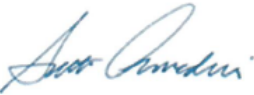
**FURTHER RESOLVED**, that Scott Ameduri (whose signature appears below) as Authorized Representative of the Company, the sole member of the Company be, and he hereby is, authorized and directed to execute the Letter of Intent and any additional documents and to take any and all additional actions necessary or desirable, to effectuate the intent of the foregoing resolutions.

Name	Title	Authorized Signature	Signing Authority
Scott Ameduri	Authorized Representative of Enerlogics Solar LLC		Sole Full Authority

The foregoing constitutes a complete record of all actions taken by all of the Members and the Managing Members of the Company effective as of August 16, 2021.

**MEMBERS:**

By:   
Kathie Ameduri

By:   
Scott Ameduri



# Response to RFP for Right to Lease Town Land to Develop a Solar PV Facility at the Closed Municipal Landfill in the Eversource MA West Area

## Pricing Proposal

August 17, 2021

## Response From:



Enerlogics Solar LLC  
7935 Cliffview Drive  
Youngstown OH 44514

Coordinating Contact:  
Scott Ameduri  
President  
Office: 216.362.3000 x303  
Mobile: 602.361.1395  
sameduri@enerlogics.com



Melink Solar & Geo  
5140 River Valley Rd.  
Cincinnati, Ohio 45140

Coordinating Contact:  
Seth Parker  
Vice President & General  
Manager  
513-965-7348  
sparker@melinkcorp.com



Madison Energy Investments  
379 West Broadway  
2nd Floor  
New York, NY 10012

Coordinating Contact:  
Richard Walsh  
Managing Partner, Business  
Development  
646.586.3085  
richard@madisonei.com



ML Schmitt Inc.  
371 Taylor St.  
Springfield, MA 01105

Coordinating Contact:  
Peter L. Coppez  
President  
Mobile: (413) 348-1742  
Office (413) 733-7868  
PeteC@MLSchmittElectric.com



## Price Proposal

The Project Team brings together industry-leading expertise in solar and energy storage project development, EPC, project finance and ownership, and long-term operations to maximize the value for the Town. We believe our proposal provides the Town an excellent opportunity to lead the state in solar energy and energy storage, while ensuring local residents, institutions and companies are part of the Town's success. Our team has decades of experience and experts in the energy field as well as proven businesses and innovative programs that embody a meaningful community partnership.

The Project Team's offer is to provide turnkey services to the Town including all development, design, engineering, construction, financing, and operational capability. The team accepts all provisions of the scope of service in the RFP. Our proposal includes solar and optional energy storage, which enables the Town to achieve significant site lease revenue starting in 2022. This approach provides the Town with maximal flexibility to select those project site(s) that provide the Town with optimal benefit.

The Project Team's offer is to provide turnkey services to the Town, including all development, design, engineering, construction, financing, and operational capability. The team accepts all provisions of the scope of service in the RFP. Our proposal includes both a solar and energy storage system that enables the Town to achieve significant lease revenue from the site.



The Project Team proposes the following system designed to maximize the benefits to the Town while permitting flexibility within the permitting and Smart MA solar program. Key information is indicated below:

<b>Solar + 2 Hour ESS</b>	
<b>Solar</b>	
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<b>Smart MA</b>	
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Block PPA Rate (Level, 20-year term)	\$0.10307
Adder (Landfill)	\$0.04000
Energy Storage Adder (\$/kWh)	\$0.05140
<b>Site Lease</b>	
Annual Combined Lease and PILOT Payment	\$18,400
Annual Lease Payment	Spit to be determined with Town
Annual PILOT Payment	Spit to be determined with Town
Initial Non-Refundable Payment	\$50,000

(1) Includes \$200k interconnection budget; costs in excess of \$200k will include consideration with the Town

**Notes:**

- Note that the pricing proposal is based on Block 9 rates. Earlier block eligibility can result in higher lease and/or PILOT payments.
- Lease payments are paid monthly in advance

Our proposal combines several key facets that enable the Town to maximize the benefits of a large-scale solar and energy storage system deployment while optimizing the financial savings. These key areas include:

- **Strong Project Team Members:** By leveraging the strengths of the Project Team members with proven track records, our solution optimizes the benefits for the Town.
- **Proven Delivery for Similar Program:** Project Team members are currently delivering similar programs including: City of Cleveland Heights Ohio solar program; City of Lakewood Ohio solar program; and the Kent State University regional campus solar program.
- **Local-First Commitment:** Our Project Team is committed to reducing project costs through utilization of local labor and content and ensuring local participation and support through educational training.





In short, our proposal enables the Town to achieve significant site lease revenue and solidifies the Town as a leader in the deployment of solar and energy storage systems. Our fully integrated Project Team provides a cohesive ability to develop and deliver the project at the lowest total cost for the Town.

The Project Team is comprised of the following core team member companies:



Enerlogics Solar (“Enerlogics”) brings industry-leading expertise in solar and energy storage project development, demand response, and energy efficiency program execution to enable cost-effective delivery of the project. Enerlogics has a multi-decade connection to northeastern Ohio and is the developer of the recently completed CURP-I solar project in Brooklyn Ohio as well as the developer for the Cuyahoga County Aggregated Solar Program and for the 6 regional campus solar program for Kent State University. Enerlogics is based in Youngstown Ohio.



Melink Solar & Geo (“Melink”) is also a full-service solar engineering, procurement, and construction contractor. Melink has been designing and installing clean energy solutions for commercial and utility clients across the United States since 2007.



Madison Energy Investments (“Madison”) is a platform that deploys capital into distributed generation projects within the commercial and industrial sector across the United States. To date, the team has deployed over \$1B of capital into distributed generation projects across more than 20 states.



ML Schmitt Inc. (“ML Schmitt”) is a Western Massachusetts-based electrical contractor founded in 1923. Nine decades later, ML Schmitt is still a family-run business with a tradition of excellence and workmanship. ML Schmitt has constructed or installed over 48 MWs of solar in Massachusetts and throughout the northeast.

Details on each team member company are found throughout the technical proposal.