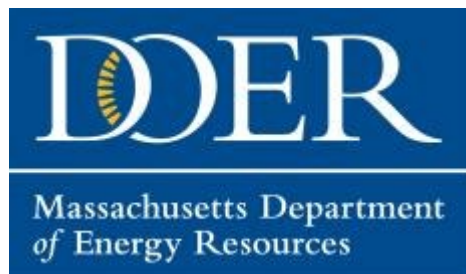


Section 83C RD4 Offshore Wind Procurement

Bidders Conference
October 5, 2023
11:00AM - 12:30PM



Today's Bidder Conference

- The requirements, criteria, processes, and all other aspects of this solicitation are governed by the document titled Request For Proposals (RFP) for Long-Term Contracts For Offshore Wind Energy (OSW) Projects (Round 4), issued on August 30, 2023.
- This Bidders Conference presentation is:
 - Provided for discussion purposes only and may not provide authoritative guidance regarding the solicitation
 - Highlight changes from previous solicitation(s)
 - Describe additional enhancements
- Official responses will be provided to all stakeholders in writing to questions submitted by Prospective Bidders by **October 17, 2023** to MARFP83C@gmail.com.
 - Questions submitted by Prospective Bidders after this date will be responded to on a best-effort basis

Representatives at Today's Conference

- Department of Energy Resources (DOER): Joanna Troy, Austin Dawson
- Massachusetts Electric Distribution Companies (EDCs):
 - Eversource Energy: Keith McWhorter
 - National Grid: Katherine Wilson
 - Unitil: Lisa Glover
- Grid Innovation Program (GIP) Transmission Projects:
 - Eversource Energy: Carissa Sedlacek
 - National Grid: Barry Ahern
- Massachusetts Supplier Diversity Office (SDO): Bill McAvoy
- Massachusetts Clean Energy Center (MassCEC): Bruce Carlisle

Today's Agenda

- Introduction from DOER Commissioner Mahony
- Presentation of the RFP: Team Composition and Background
- Key Differences of Round 4 From Past Rounds
 - Indexed Adjustment Mechanism
 - Multi-State Coordination
 - GIP Transmission Projects
- Presentation by SDO
- Presentation by MassCEC
- Schedule
- Q&A

A copy of this presentation will be posted on macleanenergy.com

RFP Team Composition

- **Evaluation Team** – DOER, EDCs, and the Executive Office of Housing and Economic Development (now Executive Office of Economic Development, EOED) in consultation with the Independent Evaluator
- **Evaluation Team Consultant** – Entity or entities that will contract with the EDCs to assist the Evaluation Team with the technical methodologies, analysis, and findings for eligible proposals
- **Independent Evaluator (IE)** – As required by Section 83C, the IE will monitor and report on the solicitation and bid selection process to ensure the proceedings are open, fair and transparent.
 - DOER and Attorney General have jointly selected Power Advisory LLC
- **Selection Team** – DOER in consultation with the IE
- **Contracting Parties** – EDCs
 - DOER, at its discretion, may request the IE to monitor contract negotiations between the EDC's and a winning bidder(s).

Background

- Round 4 RFP for OSW energy generation and associated environmental attributes under 83C of Chapter 169 of the Acts of 2008, as amended by the Energy Diversity Act, and the Act Driving Clean Energy and Offshore Wind.
- RFP Drafting Process
 - Stakeholder input requested by DOER in February 2023
 - Attorney General consulted on solicitation method
 - IE monitored and reported on solicitation process
- DOER and EDCs filed draft RFP to Massachusetts Department of Public Utilities (DPU) on May 2, 2023
- DPU authorized RFP on August 23, 2023
- Stakeholder input requested on Indexing Adjustment Mechanism on August 25, 2023
- RFP issued on August 30, 2023

Summary of Changes from 83C RD3

- **Solicitation Target, Allowable Bid Size and COD requirements** (2.2.1.2 & 2.2.1.3 of RFP)
 - Procurement is at least 400 MW and up to 3,600 MW of OSW energy and renewable energy certificate (RECs)
 - Proposals allowed from 200 MW up to approximately 2,400 MW
 - All proposals must provide a scheduled commercial operation date (COD) before January 1, 2032.
- **Ability to Finance Proposed Project and Bidder Experience** (2.2.2.3 & 2.2.2.4 of RFP)
 - Demonstration of financial viability and an explanation of why assumptions are sufficient at the specified price offered in Round 4
 - History of financial difficulties by the bidder and demonstration of how proposed project in Round 4 differs materially
 - Demonstration of experience supporting similar projects
- **DPU Regulatory Approval Support** (2.7.1 of RFP)
 - A condition of participation in this RFP is that a successful bidder shall support efforts by the EDC's to obtain DPU approval for all signed contracts.

Summary of Changes from 83C RD3 (cont): Pricing Requirements (2.2.1.4 of RFP)

- Price cap removed
- For phased projects under multiple contracts the nominal levelized price per MWh must still be the same across all phases
- Pricing for RECs as a percentage of the total proposed pricing of both OSW energy and RECs must be no less than 35%, subject to a maximum of \$40/REC, for each year of a proposal*
- Proposed prices must be firm and may not be subject to increase for any reason.*
- Bidders must state their assumptions regarding the availability of federal or state tax credits, subsidies, or grants or other incentives, and state how they would consider the EDCs customers in the event of receipt of such credits

Summary of Changes from 83C RD3 (cont): Alternative Indexed Pricing Option (RFP 2.2.1.5)

- All bidders must submit a non-indexed price with each bid proposal
- **"Alternative Indexed Pricing"** is optional: bidders may submit pricing that would be subject to an index adjustment
 - Fixed bid price is adjusted by a composite set of indices, weighted by an estimated impact of each index on project's capital costs
 - Price after applying the adjustment cannot exceed an increase or decrease greater than 15%
 - Adjustment takes place one year following final, appealable DPU Order approving contracts
- **Purpose of Alternative Indexed Pricing Option** is to provide a mechanism to reduce the risk premium from uncertainties in underlying commodity and other costs
 - Not intended to shift all or most market and development risk to customers

Summary of Changes from 83C RD3 (cont): Indexed Pricing Adjustment Mechanism

- The Indexed Pricing Adjustment Mechanism is:

$$PPA_{final} = PPA_{base} \times \left[0.25 + \left(0.30 \times \frac{CPI_f}{CPI_i} \right) + \left(0.12 \times \frac{Steel_f}{Steel_i} \right) + \left(0.06 \times \frac{Copper_f}{Copper_i} \right) + \left(0.07 \times \frac{Fuel_f}{Fuel_i} \right) + \left(0.11 \times \frac{Labor_f}{Labor_i} \right) + \left(0.09 \times \frac{Fab_f}{Fab_i} \right) + (0.67 \times (Interest_f - Interest_i)) \right]$$

- Where:

- PPA_{final} is the PPA price after applying the Indexing Adjustment on the Adjustment Date
- PPA_{base} is the PPA price as bid on the Bid Due Date

- Data sources for each index used in the formula is available in the Informational Filing made to the DPU on Sep 29, 2023
- Initial values for each index will be published as soon as possible, but in no event later than **December 31, 2023** on macleanenergy.com

Summary of Changes from 83C RD3 (cont)

- **Security Requirements** (2.2.2.14 of RFP)
 - \$80,000/MW of Contract Maximum Amount = Required level of development period security
 - Additional \$40,000/MW = if bidder or its affiliate defaulted/terminated a PPA prior to commercial operation
 - Additional \$75,000/MW of Contract Maximum Amount = phased projects
- **Form Economic Development MOU** (2.2.1.12 of RFP)
 - Bidders must submit marked versions of the MOU (contained in Appendix L) with their bid. Bidders are discouraged from proposing any material changes or conditions
 - Any marks will be considered in Stage Two Qualitative Evaluation
- **Utilization of Tracking System** (2.2.2.10 of RFP)
 - Bidders must demonstrate utilization of an appropriate tracking system to ensure a unit-specific accounting in order to enable the Massachusetts Department of Environmental Protection, in consultation with DOER, to accurately measure progress towards the GWSA Goals

Summary of Changes from 83C RD3 (cont)

- **Stage Two: Quantitative and Qualitative Analysis (100-pt scale)**
 - Maximum possible score of 70 points for Quantitative factors
 - Maximum possible score of 30 points for Qualitative Factors
 - 15 points for Economic Development and Project Impact Criteria
 - 15 points for Bidder Experience and Project Viability Criteria
 - The assessment of Bidder Experience and Project Viability criteria may include both positive and/or negative points, up to 10 negative points in total and may result in a score above and/or below zero.
- **Economic Benefits to the Commonwealth (2.2.2.9 & 2.2.4.1 of RFP)**
 - Proposals will be subject to review by EOED
 - Additional benefits to low-income communities, low-income ratepayers, employment opportunities for minority-owned business, federally recognized and state acknowledged tribes in the Commonwealth and others
- **Additional Requirements for Environmental Justice, Diversity Equity and Inclusion and Fisheries Mitigation Plans (2.2.2.12, 2.2.2.13 & 2.2.2.11 of RFP)**
 - For more details on evaluation, see Section 2.2.4 of the RFP

Summary of Changes from 83C RD3 (cont)

Stage Three

- **Additional considerations in Stage 3** (2.4 of RFP)
 - Past experience with the bidder and its affiliates in offshore wind solicitations
 - Maximization of and contractual commitment to share federal or state tax credits, subsidies or grants or other incentives as described in Section 2.2.1.4(h)
 - Minimization and mitigation of ratepayer bill impacts
 - Sensitivity analyses to evaluate how the benefits of the project/portfolio change based on applying different ranges of reasonable assumptions
 - The GIP Alternative Bid and Index Price Bids may be evaluated as sensitivities in this stage

Multi-State Coordination

- On October 4, DOER and Rhode Island Energy Resources (RI OER) and Connecticut Department of Energy and Environmental Protection (CT DEEP) announced an offshore wind multi-state coordination MOU, pursuant Section 1.1.1 of the RFP
 - DOER, RI OER, and CT DEEP seek multi-state offshore wind proposals
 - The requirements for bids will follow the requirements of each single state RFP
 - Any other requirements to make the multistate bid consistent with multistate consideration will be included in the forthcoming multi-state bid process
 - Multi-state selections will result in separate negotiations and contract execution following the rules of each states' procurement
 - The MOU can be found at: <https://www.mass.gov/doc/ma-ri-ct-offshore-wind-procurement-collaboration-memorandum-of-understanding/>

Bid Submittal

■ ShareFile Upload

- By **January 15, 2024**, submit an email to marfp83C@gmail.com requesting a bid-specific ShareFile URL to use to submit both the confidential and public bid packages. Each bidder will receive a unique ShareFile URL that will only be accessible for viewing and downloading by members of the Evaluation Team and the IE.
- It is the responsibility of the bidder to ensure that it does not publicly disseminate its unique ShareFile URL.
- Both the Public and Confidential Versions of all bids should be uploaded to the bid-specific ShareFile URL by **12:00 p.m. EDT on January 31, 2024. In order to be considered, all bid fees must be received by this deadline as well.**

Non-refundable Bid Fees (1.10 and 2.2.1.13 of RFP)

Non-refundable Bid Fees

- The minimum bid fee will be \$600,000 which includes one pricing offer.
- Each additional pricing offer, including any Alternative Indexed Price Bid, will require an additional non-refundable \$25,000 fee. This only applies to variations in pricing for the same project.
- For all cases where there is a change to any physical aspect of a project, an additional non-refundable bid fee of \$50,000 is required.
- Bid Fees for GIP Alternative bids will be \$50,000

Bid Fee Example A

- Bidder proposes 800 MW facility with one additional pricing offer and one additional interconnection point:

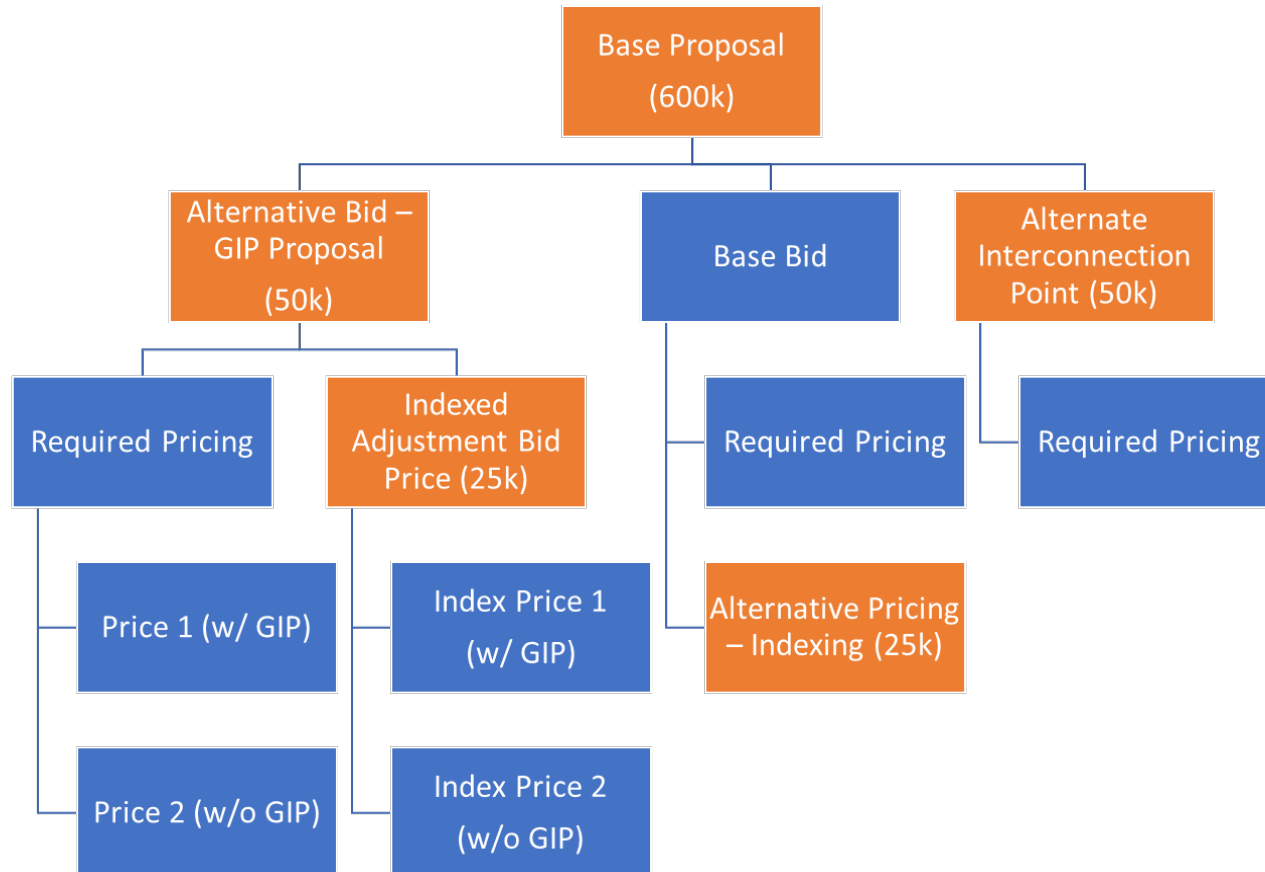
$$\$600,000 + \$25,000 + \$50,000 = \underline{\$675,000}$$

Bid Fee Example B (GIP-alternative):

- Bidder proposes bid in Example A
- Bidder proposes 1,200 MW alternative facility utilizing GIP that includes required pricing with- and without incorporating GIP transmission upgrades, and additional pricing offers on each price:

$$\text{Example A Fee } (\$675,000) + \$50,000 + \$25,000 = \underline{\$750,000}$$

Non-refundable Bid Fees Flowchart



Evaluation Process

- **Stage 1** (2.2 of RFP)
 - Proposals will be reviewed to ensure that they meet eligibility (2.2.1 of RFP) and threshold (2.2.2 of RFP) requirements.
- **Stage 2** (2.3 of RFP)
 - Proposals will be evaluated based on specified quantitative (2.2.3 of RFP) and qualitative (2.2.4 of RFP) criteria.
- **Stage 3** (2.4 of RFP)
 - Further evaluation of remaining proposals to ensure selection of proposal(s) which provide the greatest impact and value.
- Evaluation Team reserves the right, at any stage, to disqualify and eliminate from further consideration any proposal that it reasonably believes does not meet the requirements.

Contracting (2.5 of RFP)

- Bidders will be notified whether they have been selected to negotiate a PPA; such selection does not accept any mark-ups or guarantee that a contract will be awarded to bidder.
- Selected Bidders will enter into separate contracts with each EDC if the negotiations are successful.
- Bidders are not permitted to revise their bids in contract negotiations
- Bidders are responsible for satisfying all local, state and federal requirements, and making all necessary filings and submissions to obtain all approvals for their projects.
- Each bidder will be responsible for posting 100% of their development period security with the EDCs at contract execution.

Schedule (3.1 of RFP)

Event	Anticipated Date(s)
Issue RFP	August 30, 2023
Bidders Conference	October 5, 2023
Deadline for Submission of Questions	October 17, 2023
Due Date for Submission of Confidential and Public Proposals	January 31, 2024
Selection of Projects/Commence Negotiation	June 12, 2024
Execute Long Term Contracts and MOU with DOER	August 13, 2024
Submit Long Term Contracts for DPU Approval	September 18, 2024

Please be advised that a ShareFile URL must be requested no later than **January 15, 2024**

onshore support for

OFFSHORE WIND DEVELOPMENT

EVERSOURCE nationalgrid

About Eversource

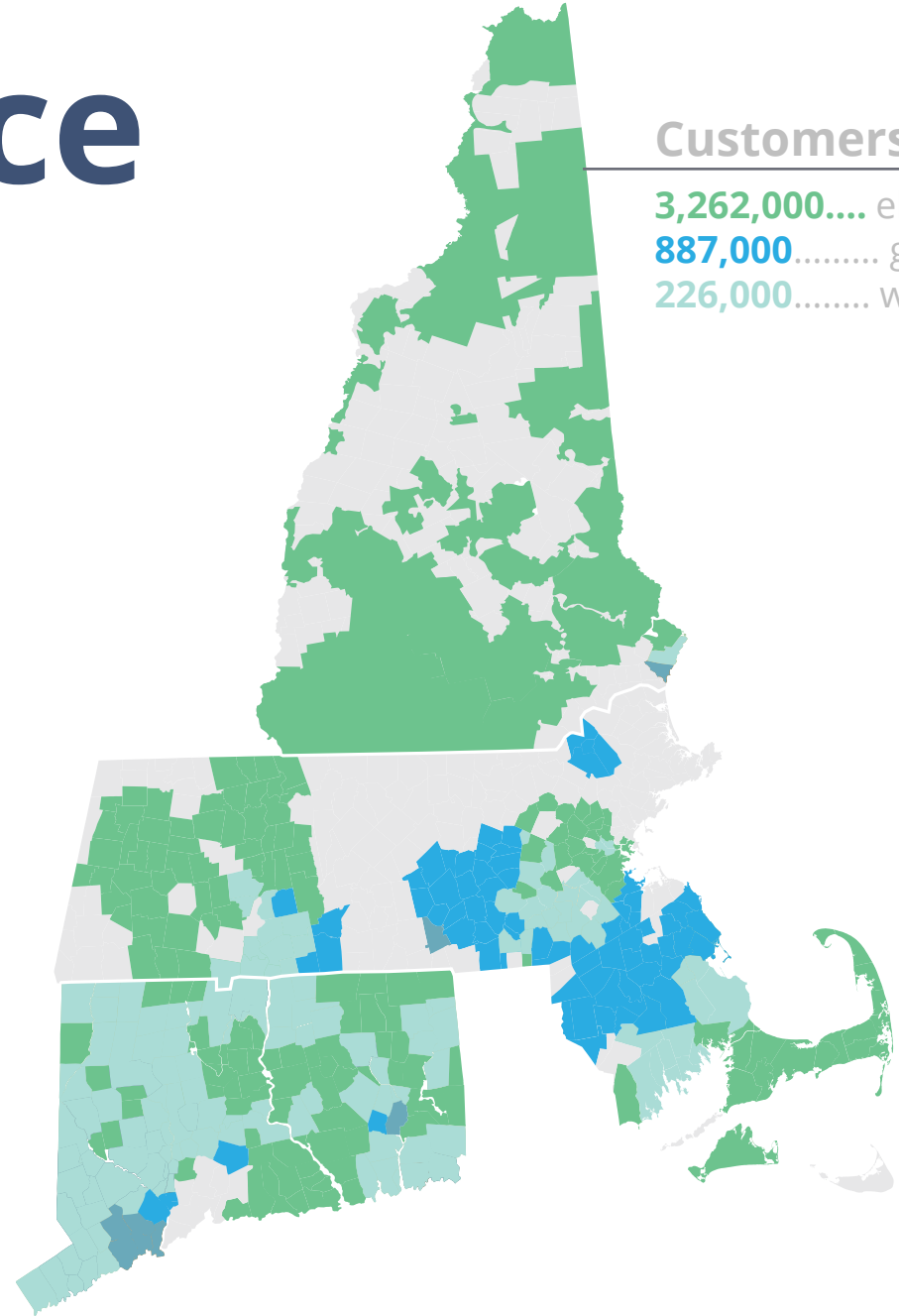
We're New England's largest energy delivery company with **4.4 million customers** across 525 communities in Connecticut, Massachusetts and New Hampshire.

Eversource aims to be **carbon neutral by 2030**, and the benefits of our regional clean energy initiatives will more than offset Eversource's greenhouse gas emissions.

EVERSOURCE

Customers

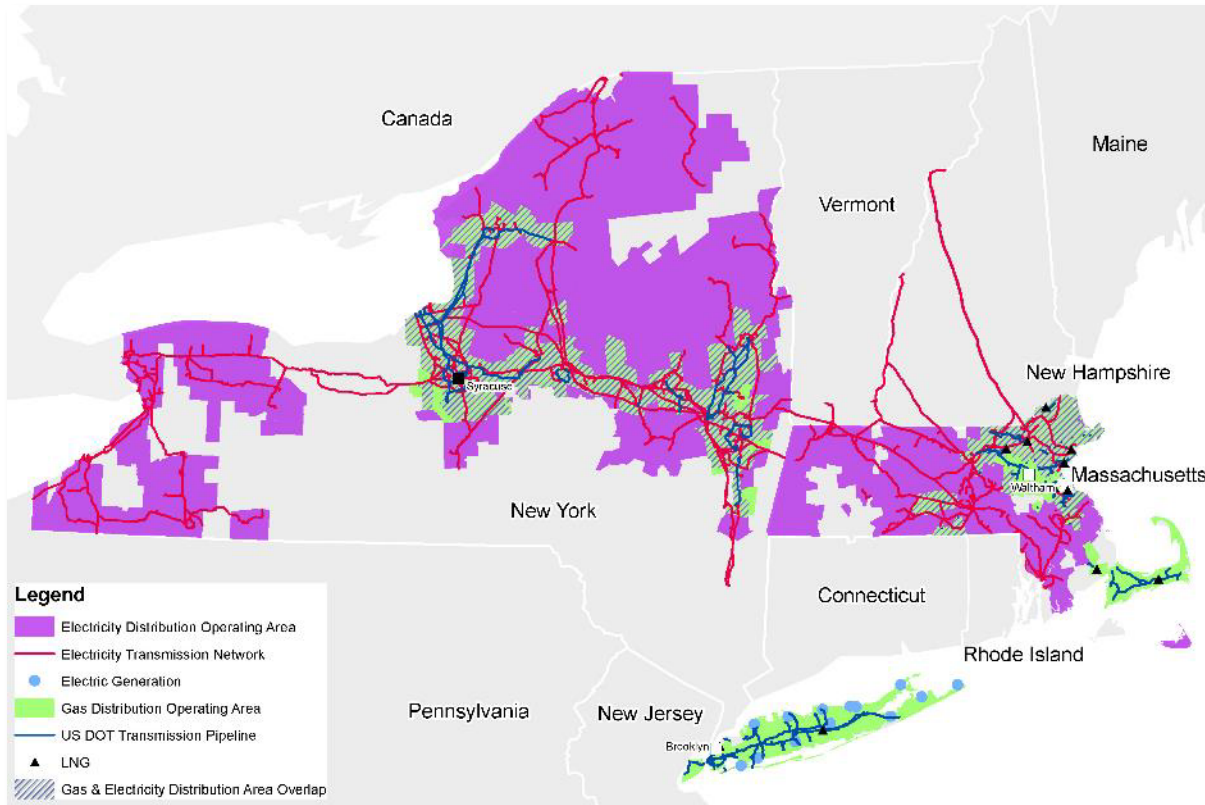
3,262,000.... electric
887,000..... gas
226,000..... water



About National Grid

national**grid**

We are one of the largest investor-owned energy companies in the US — serving more than 20 million people throughout New York and Massachusetts.



Serving 20 million people

5.3M Residential + 600k Commercial
= 5.9 million customer accounts

Residential & Commercial
customers by region:

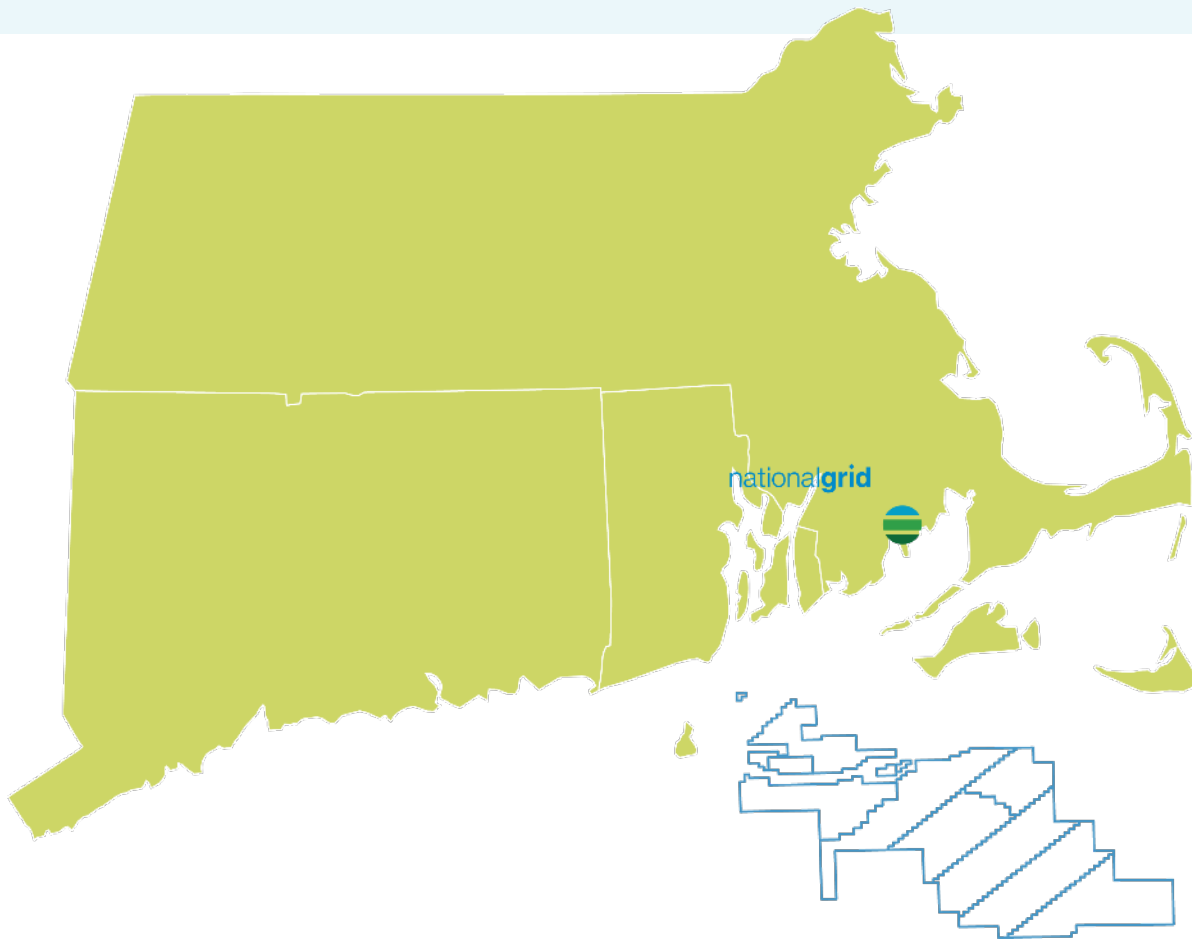


UNY 1.7 million
LI 0.6 million
NYC 1.3 million

RFP Protocols

- This presentation does not replace any of the requirements of the Massachusetts 83C Request for Proposal (RFP) but rather is intended to provide additional information to all bidders in a transparent manner.
- Suggested Eversource and/or National Grid Points of Interconnection (POI) are presented herein at a high-level. Additional information, including technical characteristics and topology changes, will be made available to any interested bidders upon request through DOER.
 - Example: PSS/E iddev file for power flow analysis.

ONSHORE TURN-KEY SOLUTIONS



Transmission upgrades to **enable 3,600 MW of offshore wind** to interconnect to the New England power grid

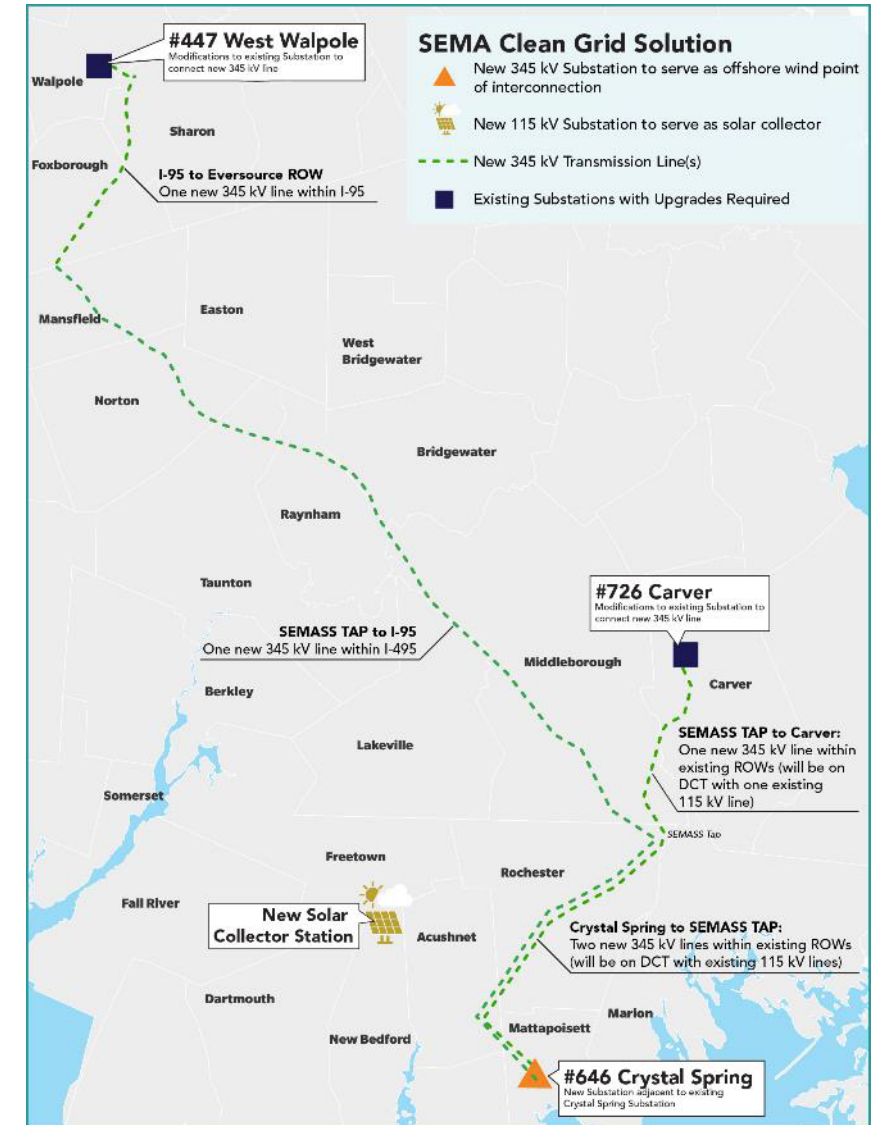
Secured **Electric Transmission Upgrade (ETU)** positions for 345 kV in the ISO-NE interconnection queue for Massachusetts

Assessments from various onshore landing sites to ETU locations have been performed to determine feasibility for interconnection

SEMA Clean Grid Project



- 1. Offshore Wind POI & 345 kV path** - New 345 kV transmission lines, a new 345 kV substation, and established connections to existing 345 kV substations.
 - The new 345 kV substation, located in Mattapoisett, would create a new point of interconnection for OSW resources that is attractive due to its proximity to the federal wind lease areas – only 97 miles from the BOEM lease area.
 - The 345 kV transmission path on the South Coast designed to enable interconnection and delivery of 1,200 MW of OSW at a new point of interconnection.
 - The 345 kV transmission path in southeastern MA is also designed to complete the 345 kV loop that enables interconnection and provides an alternate pathway for delivery of OSW energy from Cape Cod to the rest of the Commonwealth.
- 2. Solar Collector Station** –New 115/14 kV substation on the South Coast, designed to enable interconnection and delivery of 300 MW of DER solar.
 - New 115/14 kV substation, located in the New Bedford/Freetown area, and connections with the 115 kV network serves to address a growing solar interconnection queue.

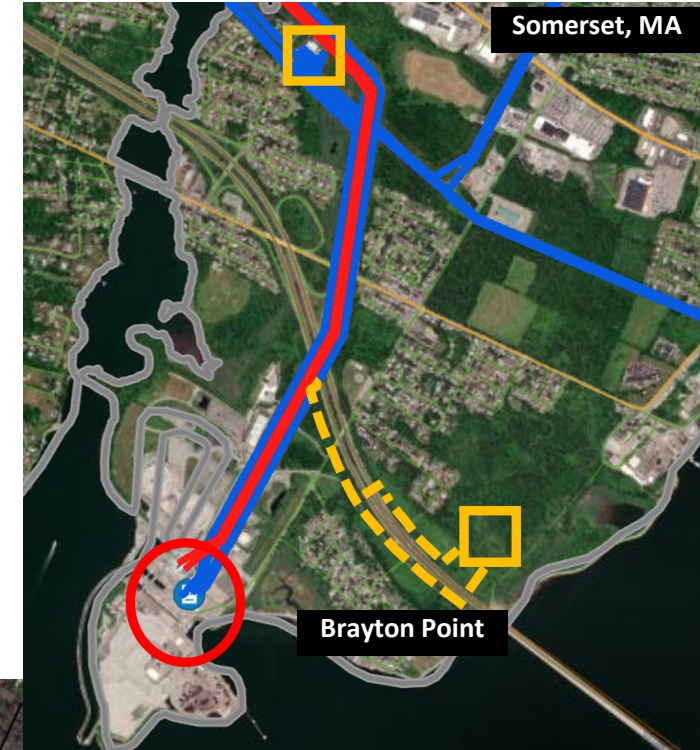


Greener Grid Brayton Point Project

nationalgrid

- 1. Onshore Wind Hub** - New 345 kV indoor gas-insulated substation (GIS). Connects to the existing 115 kV Grand Army substation.
 - Designed to resolve onshore congestion triggered by high volumes of OSW, efficiently distributing the power and mitigating required upgrades to other parts of the system.
 - Will utilize the existing 345 kV ROW. The existing two 345 kV lines will be segmented into four lines with the new 345 kV GIS.
- 2. Offshore Wind POI** – New 345 kV substation and connect lines on National Grid-owned land near the existing Brayton Point substation.
 - Enables greater interconnection points for future OSW and battery energy storage systems (BESS). Also allows for a future landing point of a mesh connection from another region or devices that may be required to regulate system voltage.
- 3. Reconductoring** - Reconductoring two existing 345 kV lines between the Brayton Point and Grand Army substations. National Grid also proposes to reconductor 2.6 miles of two existing 115 kV lines.
- 4. Adding Dynamic Line Rating (DLR)** to the 345 kV lines between Brayton Point and Grand Army substations.
 - DLR will improve the efficiency of existing transmission line utilization by providing real-time monitoring of transmission line capacity. Advantage of this approach is the use of higher transmission line capacity when local weather conditions (e.g., wind speed) are more favorable while also complying with limitations (e.g., maximum conductor).

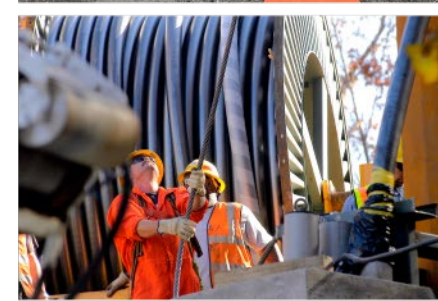
Map of Brayton Point Area. Red oval represents existing Brayton Point substation. Orange rectangle (right) represents new Onshore Hub for OSW. Orange rectangle (top) represents the New Grand Army substation.



Landfall, Routing and Siting

Efforts to date:

- Identified **community-supported landfall sites**, all within 100 miles of the BOEM lease area.
- Conducting routing analysis for offered POIs **to improve siting and permitting success**.
 - The routing analysis will identify route options that the Transmission Owner's believe **best balance minimization of environmental impacts, reliability, and cost**.
- Maintaining long-standing, professional relationships with community leaders, who are actively providing feedback on landing site options, which improve **community partnerships** for the offered POIs.
- Initiated **advanced stakeholder engagement** to enhance local support for interconnection and siting process.



Coordinating Transmission Development with Offshore Wind Procurements

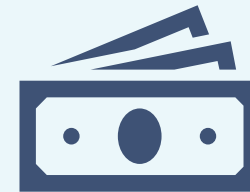
Offers Multiple Benefits



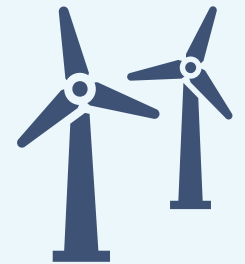
Closely coordinating transmission development with procurement of offshore wind **will minimize costs and project risks**



Holistic planning **can achieve economies of scale**



Greater cost certainty to the developer



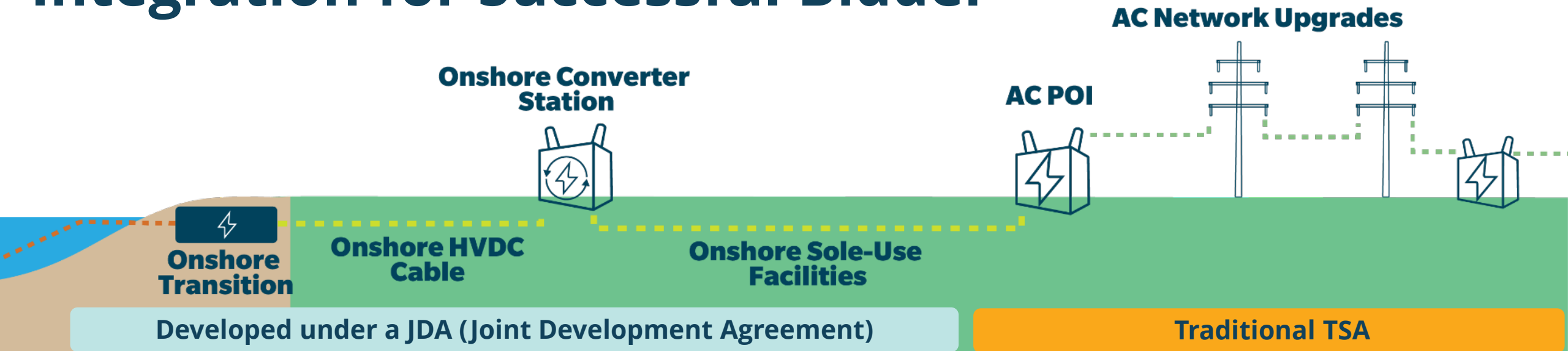
Manageable financial terms as defined in a long-term commercial agreement

We stand ready to be your Onshore Transmission Providers

GIP Project Cost Recovery

- **Eversource and National Grid have supported state applications** to the Department of Energy's Grid Innovation Program (GIP) for the SEMA Clean Grid and Greener Grid Brayton Point projects (GIP Transmission Projects).
- If the state's application receives Department of Energy (DOE) approval, Eversource and National Grid intend to **file Tariff revisions with FERC to recover the costs** of the GIP Transmission Projects.
- Eversource and National Grid **anticipate full cost recovery for our GIP Transmission Projects** through the DOE grant and FERC filing
 - No SEMA Clean Grid or Greener Brayton Point costs are expected to be allocated to 83C RFP bidders.
- Costs of any transmission other than the GIP Transmission Projects will be borne by bidders.
 - This includes costs for any additional upgrades identified as the result of ISO-NE studies pursuant to Schedule 22 of the Tariff (i.e., System Impact Study), Capacity Network Resource (CNR) Group Studies, etc.

Potential Commercial Arrangements for OSW Integration for Successful Bidder



- Ability to tailor interconnection plans to your organization's individual needs
- The Transmission Provider can play multiple roles in the development of required onshore infrastructure for the successful bidder including:
 - Routing/Siting/Permitting, Outreach, Community Relations
 - Engineering, Procurement, Construction
 - Operations & Maintenance
 - Infrastructure Ownership
- Accomplished through a variety of commercial agreements with the successful bidder:
 - Joint Development Agreement
 - Transmission Service Agreement (TSA)
 - Operating Agreements, etc.

- A TSA could include Transmission upgrades identified via the ISO-NE Interconnection Tariff, Schedule 22 for the generator
 - Beyond what was identified for the Elective Transmission Upgrade (ETU)

Next Steps

- If an OSW developer is interested in obtaining **technical characteristics** of a proposed Eversource and/or National Grid POI (including a PSS/E .idev file) a request shall be made in writing and sent to: John Dalton, Representative for the Independent Evaluator at jdalton@poweradvisoryllc.com. Information will be provided after the notification of award from the Department of Energy but at least 60 days prior to the bid submission deadline.
- To receive technical or Landfall/Routing information a **Non-Disclosure Agreement (NDA) may be required** as well as CEI clearance in accordance with ISO-NE policy
- Questions may be submitted in writing following the process outlined by the Evaluation Team after this Bidders Conference through October 17, and will be addressed in a timely manner. DOER will determine if questions are more appropriately addressed by the GIP Developers and will provide those questions to the GIP Developers. Answers will be posted for all bidders and will denote whether the answer is provided by the Evaluation Team or the GIP Developers.



BIDDER'S CONFERENCE: OFFSHORE WIND ENERGY PROJECTS

Commonwealth of Massachusetts Supplier Diversity Office (SDO)



SDO Mission: *To promote diversity, equity, and inclusion in state contracting by:*



1

Certifying certain diverse businesses and small Massachusetts-based businesses

2

Connecting these companies with business opportunities and resources that enhance their marketability when bidding on public contracts

3

Collaborating with Executive Agencies and public organizations to:

- a. Identify and remove barriers for diverse and small businesses and
- b. Increase diverse and small business spending



Diversity, Equity, and Inclusion Plan*



Bidders must submit a diversity, equity, and inclusion plan that includes:

- **Workforce Diversity Plan:** Include descriptions of the type, duration, and salary of the employment created and identify the recruitment efforts aimed at hiring diverse candidates for these employment opportunities
- **Supplier Diversity Program (SDP) Plan:** Include descriptions of the subcontracting, vendor, investor, and ancillary (operational) business opportunities that will be provided by diverse businesses
 - In the development of the SDP Plan, bidders may consult with the Massachusetts Supplier Diversity Office (SDO) to help identify businesses that may be able to assist them in achieving the commitments in their bid submission

***Section 2.2.4.3 of the RFP, Qualitative Evaluation**

Section 13.8 of Appendix A



Please provide a diversity, equity, and inclusion plan that includes a Workforce Diversity Plan and the Supplier Diversity Program Plan as outlined in Section 2.2.4.3 of the RFP. Describe consultation with the Massachusetts Supplier Diversity Office (SDO) as applicable.

Enter appropriate explanation in this space or reference applicable attachment(s)



Note: Bidders must also provide workforce diversity and supplier diversity information on the Economic Development Summary Sheet posted in the “Documents” section of the 83C IV procurement.

SDO's Participation in Offshore Wind RFP



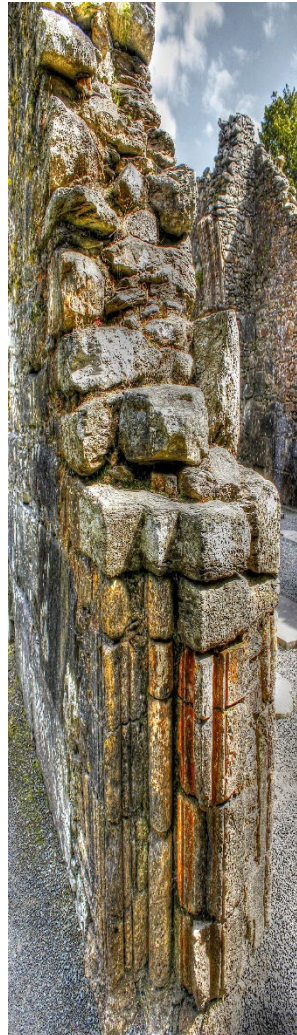
To avoid conflict, we are separating SDO's participation in this RFP into 2 distinct SDO groups:

Guidance to Procurement Team:

Katherine Thomas

Buyer Engagement, Training, and Policy
Manager

katherine.l.thomas@mass.gov



Guidance to Prospective Bidders:

John Fitzpatrick

Supplier Diversity Programs Director

john.b.fitzpatrick@mass.gov

SDO's Participation in Offshore Wind RFP



Guidance to Prospective Bidders:

The SDO can assist with:

- Finding businesses that may help them achieve the commitments in their bid submission
- Demonstrating how to access the SDO's publicly searchable Directory of Certified Businesses
- Providing information about certification criteria and processes for potential partner businesses seeking certification

The SDO can *not* assist with:

- Interpreting RFP or RFP related contract terms
- Contacting potential diverse partners
- Reviewing or developing any component of the Bidder's Response Package in response to the RFP, including but not limited to, the Supplier Diversity Program (SDP) Plan
- The Workforce Diversity Plan component described in the RFP



SDO's Participation in Offshore Wind RFP



Guidance to Procurement Team:

The SDO can assist with:

- Responding to Bidder questions related to the Supplier Diversity Program (SDP) Plan
- Determining the RFP evaluation criteria for SDP Plan
- Interpreting the SDP Plan bid evaluation criteria

The SDO does not participate in actual bid evaluation scoring

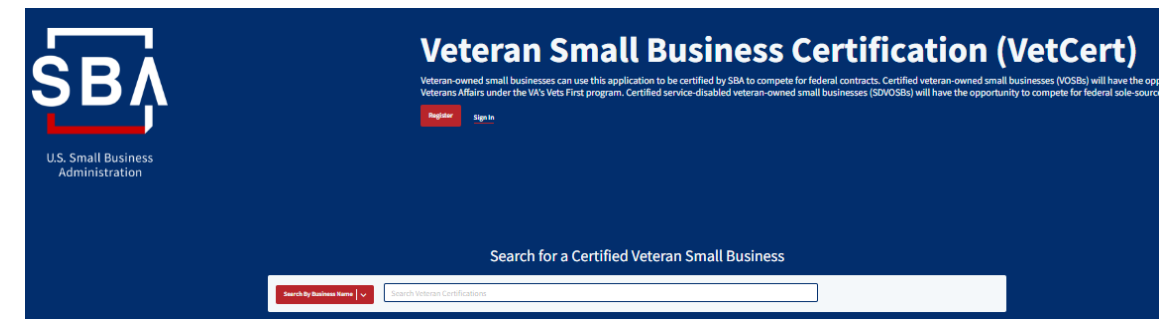
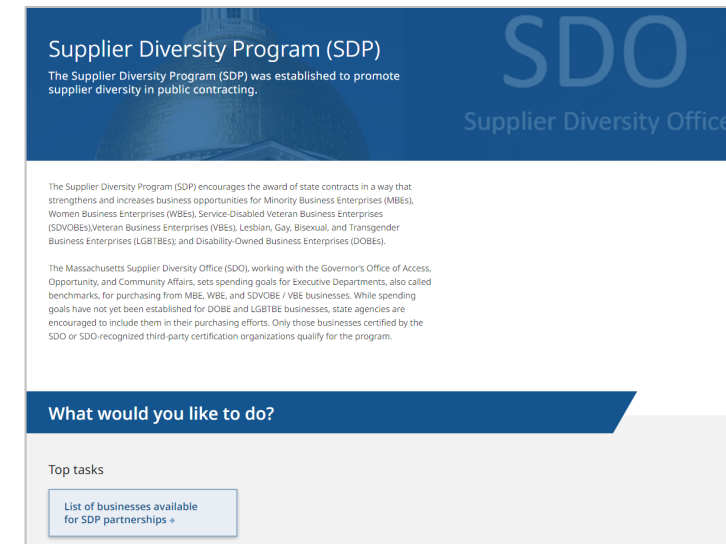


Finding Partners

Online Directories of Certified Businesses

- 1 The SDO Directory of Certified Businesses**
 - More than 3,700 certified businesses
 - MBE, WBE, VBE, SDVOBE, DOBE, LGBTBE
 - [SDO Directory of Certified Businesses](#)

- 2 Veteran Small Business Certification (VetCert)**
 - More than 14,000 certified businesses
 - VOSB, SDVOSB
 - [Veteran Small Business Certification \(sba.gov\)](#)



Resources and Contact Information



Our Website

www.mass.gov/sdo

SDO Contact for Bidders

John Fitzpatrick

Director, Supplier Diversity Programs

617-502-8851

Email: John.b.Fitzpatrick@mass.gov

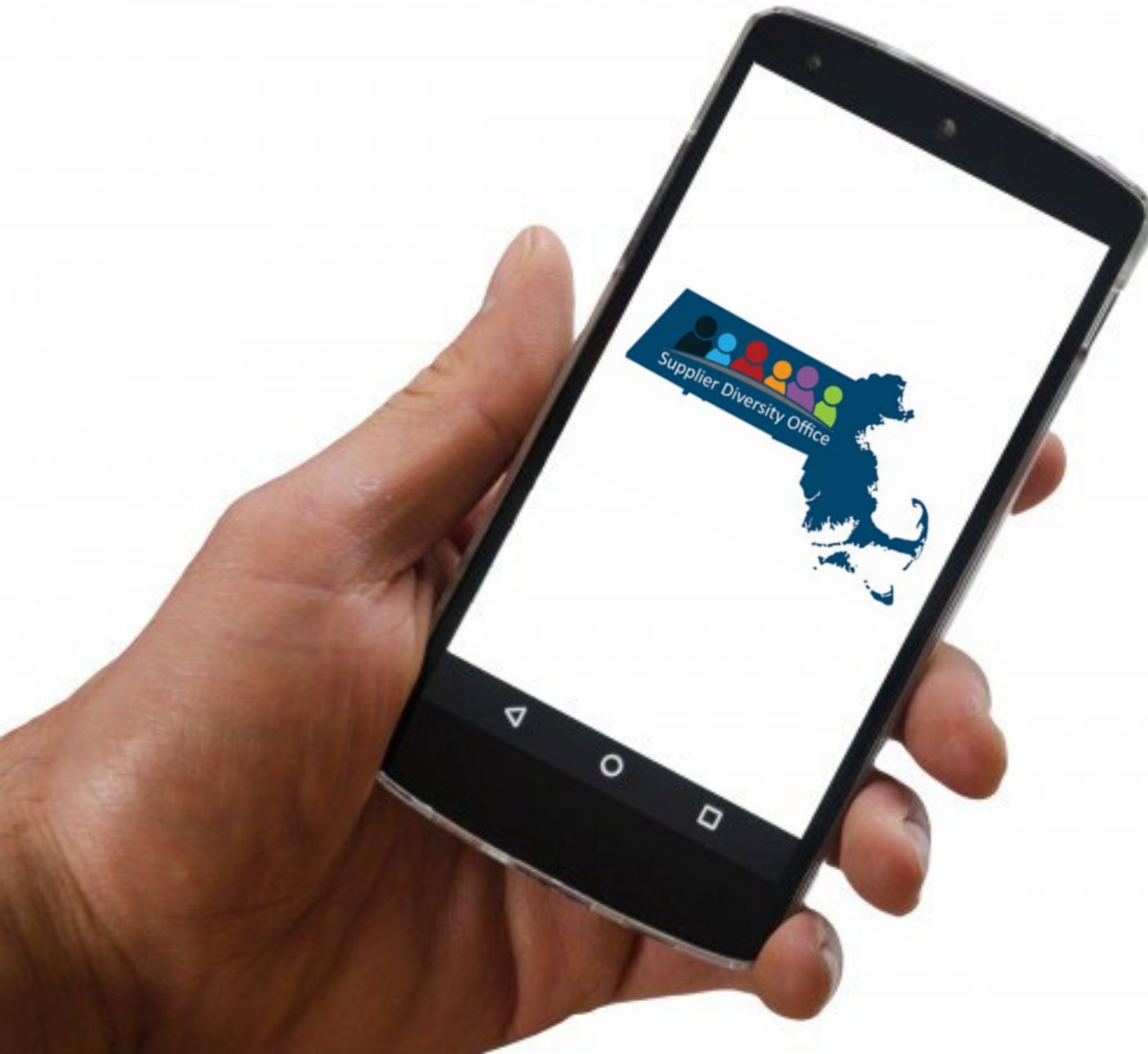
SDO Contact for Procurement Team

Katherine Thomas

Buyer Engagement, Training and Policy Manager

857-319-8022

Email: Katherine.I.Thomas@mass.gov



Consultation with the SDO does not guarantee contract award or SDO certification approval. Content contained herein is for educational purposes only and is not to be construed as legal advice.

Bidder's Conference: Requests for Proposals For Long-Term Contracts For Offshore Wind Energy Projects

Massachusetts Clean Energy Center

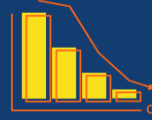


MASSACHUSETTS
CLEAN ENERGY
CENTER®



Mission:

The Massachusetts Clean Energy Center's mission is to accelerate the clean energy and climate solution innovation that is critical to meeting the Commonwealth's climate goals, advancing Massachusetts as an international climate leader while growing the state's clean energy economy.



Getting Massachusetts to Net-Zero

Today's technologies, applications, and business models are insufficient to reach our climate goals. MassCEC is uniquely positioned to identify, support, demonstrate, and accelerate clean energy and climate solutions to the market.



Reducing Costs by Engaging Markets

Targeted public sector investment in cutting-edge climate solutions de-risks and attracts private sector investment, reducing the cost of achieving net-zero for all energy users.



Making MA a World-Class Cleantech Hub

When Massachusetts supports early-stage ideas and innovations from companies with a worldwide market, it increases our state's future competitiveness, economic prospects, and global impact.



Optimizing Implementation & Outcomes

Positioned at the intersection of industry and policy, MassCEC can iterate and optimize future policy solutions, accelerating policy outcomes and improving cost-effectiveness.



MassCEC's Role in Workforce Development

Build stronger pipelines to the Clean Energy industry with a priority on increasing **equity and access to opportunities** by:

- Providing funding and technical assistance to help support programs in under-resourced communities and increase pipelines for climate-critical occupations
- Connecting community-based organizations and training providers with employer partners
- Designing grant and support opportunities that are responsive to input and feedback from the communities and individuals whom we seek to engage

Support Clean Energy Employers
by:

- Expanding the awareness of industry opportunities among students, incumbent workers, underemployed individuals, and those currently on the sidelines
- Guiding the increased use of existing workforce programs like the Workforce Training Fund, MassHire Market Makers, and MassCEC's own internship, on-the-job training, and career pathway programs
- Collaborating to design and refine workforce development programs

Build capacity within existing systems (MassHire, CTE and Comprehensive High Schools, Post-Secondary Institutions, etc.) by helping them:

- Form partnerships with each other to collaborate on Clean Energy Workforce Development
- Understand the industry trends and build connections with Clean Energy employers
- Develop and revise curricula to address skills needs
- Expand support services to broader populations.

2.2.2.13 Diversity, Equity and Inclusion (page 28 of the RFP)

Section 83C requires that projects include opportunities for diversity, equity and inclusion, including, at a minimum, a workforce diversity plan and a supplier diversity program plan. The strengths of these benefits and robustness of the commitments shall be evaluated based on the criteria outlined in more detail in the Qualitative Evaluation section.

Offshore wind developers may consult with MassCEC as established in Section 19 of Chapter 179 of the Acts of 2022 in the development of diversity, equity and inclusion opportunity provisions within their proposals and MassCEC shall provide the offshore wind developer with feedback and recommendations.

Additionally, bidders will be required to negotiate and execute an MOU with DOER and MassCEC based on the Form MOU provided in Appendix L to memorialize the commitments made in the Diversity, Equity, and Inclusion Plan and provide mechanisms to report on progress on the Plan to MassCEC. Any selected bidders under this RFP will be required to provide MassCEC with complete, unredacted versions of their Diversity, Equity, and Inclusion Plans following selection.

2.2.4.3 Diversity, Equity, and Inclusion (page 34 of the Qualitative Evaluation Section of the RFP)

Demonstrated commitment to diversity, equity and inclusion, including employment and procurement/contracting opportunities, for minority, women, veterans, LGBT and persons with disabilities.

- A diversity, equity and inclusion plan that includes, at a minimum, both a Workforce Diversity Plan and a Supplier Diversity Program Plan described below. The diversity, equity and inclusion plan should describe the proposed strategy to actively promote access to employment and contracting opportunities for, and to actively recruit, diverse workers, vendors, contractors, and investors, including certified minority-owned and women-owned small business enterprises in the Commonwealth, and include how the direct, specific and measurable employment and contracting benefits created by the proposed project provides employment and procurement/contracting opportunities for minority, women, veterans, LGBT, members of federally recognized and state acknowledged tribes in the Commonwealth, workers from low-income communities, and persons with disabilities.
- **Workforce Diversity Plan:** Include descriptions of each of the type, duration, and salary bands of the employment created and identify the recruitment efforts aimed at hiring diverse candidates for these employment opportunities;
- **Supplier Diversity Program (SDP) Plan:** Include descriptions of the subcontracting, vendor, investor, and ancillary (operational) business opportunities that will be provided by diverse businesses if the bidder is awarded Long Term Contracts. In the development of the Supplier Diversity Program Plan, bidders may consult with the Massachusetts Supplier Diversity Office (SDO) in order to determine the identity of businesses that may be able to assist them in achieving the commitments they will include in their bid submission.

Process for Seeking Consultation

- **Step 1 - Attend the Introductory Webinar** (or watch the recorded version)
 - **Monday, October 30th, 1-2 p.m.**
 - **The webinar is a required step prior to consultation and will include:**
 - An overview of MassCEC workforce development programs
 - An overview of relevant sections and findings from *Powering the Future, a Massachusetts Clean Energy Workforce Needs Assessment*
 - Resources that provide best practices on Diversity, Equity, and Inclusion
 - How to prepare for your consultation appointment
 - General Question and Answers
- **Step 2 - Sign up for a Consultation Appointment**
- **Step 3 - Provide a summary of your Diversity, Equity, and Inclusion draft plan** to MassCEC at least 5 business days prior to your consultation slot.
 - Suggested format is 5-7 slides or 2-3 pages, outlining key provisions and questions/topics for MassCEC consultation
- **Step 4 - Attend your Consultation Appointment**
 - Appointment options will be sent with the registration link for the webinar
- **Step 5 - Review the written summary of the consultation**

Consultation

Pursuant to Section 2.2.2.13 MassCEC will provide Bidders with:

- Information and resources about effective workforce diversity practices
- A directory of current MassCEC Workforce Equity and Offshore WindWorks Grantees and overviews of their programming
- Guiding questions to consider additional practices that will support their Workforce Diversity Plan
- Links to additional statewide, National, regional, and local workforce resources that can support the further development of a Workforce Diversity Plan

MassCEC will not provide Bidders with:

- Interpretation of RFP or RFP-related contract terms
- Direct recommendations for, or introductions to, potential partners for their Workforce Diversity Plan or Supplier Diversity Plan
- Assistance with developing any component of Bidder's Response Package in response to the RFP, including but not limited to Workforce Diversity Plan or the Supplier Diversity Program (SDP) Plan

MassCEC Contact Information

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Today's Q&A Protocol

- Purpose of Q&A is to assist bidders in preparing bids.
- All answers provided at this forum are for information only.
- Official responses will be provided in writing to questions submitted to MARFP83C@gmail.com.
- To ask a question:
 - Please use the “raise hand” function
 - The host will call on you
 - Please announce your name and the entity you represent before asking your question
- Panelists will attempt to answer questions but may call on other members of the team to assist.
- A copy of this presentation will be posted on macleanenergy.com