



## OPEN SOLICITATION FOR FINANCING NEEDS OF CLEAN ENERGY IMPROVEMENTS

Open Solicitation – Send to [RFP@mcgreenbank.org](mailto:RFP@mcgreenbank.org) at any time.

***This Open Solicitation for Financing Needs aims to support:***

- ***Owners of private commercial buildings in Montgomery County, including multifamily residential properties, that:***
  - ***seek to improve the energy performance of one or more properties and***
  - ***need affordable, flexible financing to support the implementation of these improvements.***

### **I. OVERVIEW**

The Montgomery County Green Bank (“Green Bank”) is a publicly chartered, 501(c)3 nonprofit organization established by Montgomery County, Maryland (the “County”) in 2016 to accelerate energy efficiency and renewable energy in the County by providing financing options that enhance the availability of capital in the market to support these upgrades.

This Open Solicitation for Financing Needs (the “Solicitation”) is being issued by the Green Bank to engage building owners of any commercial and industrial (including multifamily) properties (“Building Owners”) in discussions on financing needs of the Building Owners to undertake improvements on their properties to improve property energy performance.

Building Owners who have participated in the County’s Benchmarking Program may find this financing of benefit, particularly if they have developed plans for improving their properties score and the Green Bank could be a source of financing to these Building Owners to support undertaking the improvements.

Clean Energy Improvements can include, for example:

- Building envelope
- Lighting
- Chillers
- HVAC systems
- Controls
- Renewable energy (e.g., solar PV, geothermal)
- Building Tune-Ups
- Energy Storage
- Combined Heat and Power
- EV Stations

The Green Bank's principles of this Solicitation include:

- when energy performance improvements are undertaken, those improvements can result in energy cost savings benefits and overall lower operational expenses;
- in some instances, Building Owners wishing to undertake energy savings improvements do not have available financial resources to fund the improvements, or wish to preserve cash with a limited upfront cash solution;
- the Green Bank is able to finance energy performance improvements and seeks options to help Building Owners move forward with such improvements; and
- the use of Green Bank financing products could help Building Owners to move more quickly to make energy improvements/investments to their buildings and thereby lower their energy costs and help the County meet its greenhouse gas emissions reduction goals.

## II. Financing Options Available

The Solicitation seeks to gain an understanding of your needs and assist with a discussion on solutions that the Green Bank might offer to meet your needs. The Green Bank has several options that could be considered to meet your needs::

- *Immediate financing through our Partner Banks that offer the Commercial Loan for Energy Efficiency and Renewables (CLEER).*

Access already available financing through the Green Bank's CLEER program offered by Participating Lenders. Information on CLEER offered by Participating Lenders can be found at <https://mcgreenbank.org/all-programs/commercial-project-financing/>. Send a simple email inquiry to [RFP@mcgreenbank.org](mailto:RFP@mcgreenbank.org) and we can connect you to the Participating Lenders.

- *Tailored financing that responds to expressed needs in a direct inquiry submitted by this Solicitation to [RFP@mcgreenbank.org](mailto:RFP@mcgreenbank.org).*

## III. CRITERIA FOR SUBMITTING A TAILORED FINANCING INQUIRY

The Green Bank is seeking inquiries from Building Owners for Green Bank investment in energy savings improvements that meet the following criteria:

- 1) Building Owners who wish to undertake one or more of the following:
  - a. Limited energy retrofit measures that address a single piece of equipment or single energy system, including renewable energy systems;
  - b. Extensive whole-building energy retrofit measures where Building Owner installs a number of different energy performance measures to improve the whole building's energy use; AND / OR
  - c. Energy efficiency or renewable energy improvements on a property they are in the process of acquiring that is subject to the Benchmarking Law.
  
- 2) Projects that enable a Building Owner to achieve at least one of the following:
  - Make energy improvement upgrades/retrofits that are at or above-code and reduce the energy consumption for the property with a target of 15% over current conditions; OR
  - Add renewable energy improvements onto the property.
  
- 3) Projects where the projected energy efficiency improvement and/or renewable energy investments are expected to deliver positive operating cost savings.

#### **IV. INQUIRY SUBMISSION REQUIREMENTS**

Submit an inquiry electronically via email at: [RFP@mcgreenbank.org](mailto:RFP@mcgreenbank.org). Inquiries may be submitted at any time and will be reviewed as received. The subject line should read: "Inquiry for Energy Improvement Financing Needs." The Green Bank will review and contact responders as inquiries are received. If you have questions please send an email to [rfp@mcgreenbank.org](mailto:rfp@mcgreenbank.org) or [info@mcgreenbank.org](mailto:info@mcgreenbank.org) or call 240-453-9000.

Inquiries should include:

##### **1) BUILDING OWNER AND PROJECT CONTACT INFORMATION**

Please provide contact information for the relevant parties who can agree to building upgrades and parties that can consider financing strategies.

##### **2) PROPERTY INFORMATION**

A description of the property including information on the systems considered for retrofit or replacement.

##### **3) ENERGY PERFORMANCE CONTRACTOR**

Please provide if presently working with a third-party contractor.

##### **4) ENERGY SAVINGS PROJECT DESCRIPTION, INCLUDING ENERGY SAVINGS POTENTIAL**

Will the potential activity achieve a level of energy efficiency improvement, renewable energy deployment, or resiliency goals above what would normally have occurred at the project?

**5) PROJECT TIMETABLE**

Projects should consider execution timeframe and the consideration of financing strategies to help in project execution.

**6) OVERAL PROJECT FINANCING STRUCTURE AND GREEN BANK FINANICNG NEEDS**

How does the proposed Green Bank financing help the project? Are you seeking suggestions of project structuring or ready to execute a structure you know will work for you.

Submission of your inquiry constitutes acknowledgement of the acceptance of the following terms, and conditions:

The Green Bank reserves the right to accept or reject any or all of the inquiries received in response to the Solicitation. The Green Bank reserves the right to seek clarification from any proposer regarding its submission. The Green Bank reserves the right, at its own cost and expense and with concurrence of proposer, to perform a complete financial review and on-site investigation of any proposer's project and / or plans prior to any final determination. The Green Bank will not be responsible for any expenses incurred in conjunction with the preparation or presentation of any inquiry with respect to this Solicitation, and no materials submitted will be returned. The Green Bank's selection of one or more Building Owners through this Solicitation is not an offer and the Green Bank reserves the right to discontinue negotiations with the selected Building Owners or continue discussion with selected Building Owner until the parties reach a mutual agreement.