



EcoMotion – Sustainability Solutions

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Proposal to the North Central Texas Council of Governments for Solar Energy Consulting Services

November 11, 2024



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Tab A: Cover Letter

Dear North Central Texas Council of Governments Officials:

Thank you for considering us as your consultant for a solar feasibility assessment of your municipal facilities. We salute NCTCOG's quest for on-site renewable electricity generation, and its desire to fully assess the six facilities presented in the Request for Proposals.

Performing solar suitability assessments is the function where EcoMotion shines most. We have focused on solar + storage for almost two decades. We have had the honor and pleasure to shepherd cities and other organizations through the solar development process. We have seen so many projects from start to finish, over 50 MW of behind-the-meter installations.

Solar feasibility analysis has been at the core of our work for many years. We have worked for cities, evaluating municipal facilities of all kinds in many cities. We have worked for school districts helping to get good deals for major, multi-site installations. We work for corporations, tapping incentives and rate shifts in cases to maximize savings. We began with solar alone and in the past years have added storage to all of our analyses.

Our work now is even more sophisticated, focusing on energy resilience using carbon-free solar generation. As we did for Clean Power Alliance, EcoMotion is currently providing services for Ava Community Energy to frame up a portfolio of "hardened" municipal buildings within its service territory. These facilities will operate during grid outages. We do this with solar, storage, and sophisticated controls, creating microgrids.

We look forward to reviewing your cities' facilities. Our feasibility assessments for NCTCOG will involve a number of fronts. We will analyze facilities' current and projected energy use. How much solar can we load up to serve each facilities' demand? We will assess opportunities for rate shifts and battery energy storage systems. We will investigate financial incentives to drive down system costs. And we will present clear findings.

Thank you again for your consideration. We appreciate the opportunity to serve NCTCOG, as we are committed to delivering results for you. We've learned a lot of lessons about framing up clean energy portfolios. EcoMotion is a staunch supporter of on-site power generation through photovoltaics, and it would be an honor to help NCTCOG take this step in building out its solar potential.

Sincerely,



Ted Flanigan
President, EcoMotion

Primary Point of Contact for EcoMotion

Ted Flanigan, President

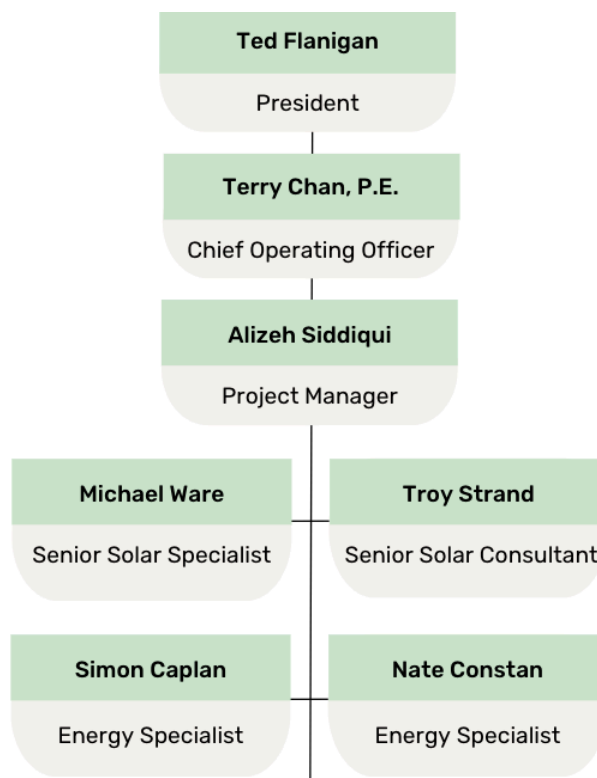
EcoMotion, 216 W. Kenneth Road, Glendale, CA 91202

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Statement of Understanding

EcoMotion understands the needs presented in this request for proposals. We specialize in such analyses of sites for solar and storage, and more and more, for energy resilience. We are equipped to provide the services requested and look forward to doing so.

We understand that the job is to be at the ready, to be on call to provide services to your member agencies as they need and see fit. We welcome a wide diversity of sites and types of projects, and will customize our support and solutions for each facility and member agency.



Tab B: Key Personnel

Ted Flanigan, President

Ted Flanigan, born and raised in New York, is dedicated to fostering sustainable energy development. For the past 40 years, Ted has advocated smart and responsible energy management, working within two major electric utilities on both the East and West coasts – New York Power Authority and Los Angeles Department of Water & Power – providing strategic consulting services for schools, universities, cities, utilities, and others across the country and in many foreign countries. He lives in a solar-powered home and drives solar-powered electric cars.



Ted served as the Energy Program Director for Rocky Mountain Institute; then he was funded by the John D. and Catherine T. MacArthur Foundation to research the most successful efficiency and green power strategies throughout America and then in Europe and Asia. As Director of IRT Environment, Ted Flanigan was in the original consulting team for ICLEI's Urban CO₂ Reduction Project, linking and developing emissions mitigation strategies, policies, and programs for major North American and European cities from Portland to Helsinki. He was Managing Director of The Energy Coalition in Southern California, designing and implementing innovative efficiency and demand response partnerships for Southern California Edison, Pacific Gas & Electric Company, Southern California Gas, and San Diego Gas & Electric.

For the past 17 years, Ted Flanigan has led the EcoMotion team. He's managed dozens of projects for schools and universities including Garden Grove Unified School District, Bryant University, Fisher College, St. Joseph's College of Maine, Shenandoah University, Central New Mexico Community College, Poway Unified School District, Savannah School District, Cypress School District, the University of Southern California, and Loyola Marymount University. He's managed projects for local governments including Santa Monica, Palm Desert, Rancho Mirage, Mammoth Lakes, Sonoma County, Association of Bay Area Governments, Anaheim Public Utilities, Burbank Water and Power, Corona Water and Power, and Moreno Valley Utilities. And he's managed projects for corporate clients such as LA Metro, Sempra, Capital Group, Cathay Bank, Kimco Realty, and EcoMedia.

Michael Ware, Senior Solar Specialist



Michael Ware joined the EcoMotion team in 2007 to be an “honest broker” of efficiency and solar systems. Today he is EcoMotion’s Senior Solar Specialist and involved in all facets of project management and energy management operations. Prior to working at EcoMotion, he worked at PermaCity Solar.

Michael has become one of the region’s foremost energy advisors. His expertise is applied to focusing on solar and storage opportunities, measuring potentials, and developing implementation strategies. For instance, Michael analyzed all the rooftops of Santa Monica College, then worked with the college’s director of operations to develop an implementation plan, based on remodeling, rate structures, and a sequenced approach. Some years ago, the College celebrated the installation of its first 400 kW of solar. The seed was planted for subsequent systems. Michael went on to assist the Santa Monica Malibu Unified School District with PPA financing for its elementary schools. He is currently deep in a PPA procurement for LA Metro.

As an expert in utility rate structures and how they impact the returns of a given investment, Michael has developed tools for weighing the value of different components and comparing different scenarios. With a sparkle in his eye, he calmly presents complicated findings to both expert and less experienced stakeholders in such a way as to facilitate decision-making.

Michael managed EcoMotion’s solar project in Millbrook, New York, where a private prep school has pledged to go carbon neutral. In addition to the 1.73 MW solar system – funded in part by a \$1.25 million grant from the New York Energy and Research Administration -- the project involves energy efficiency in 43 buildings on campus, adding geothermal, and will potentially include a biofuel plant.

Michael has managed EcoMotion’s solar consulting for Metro for the past eight years. Metro, the local transportation agency, has more than 2,000 parcels of land in the greater Los Angeles area. Similar to a Los Angeles Unified School District project, he managed to identify the best sites for solar from a vast array of school properties. Michael and his EcoMotion colleagues are guiding Metro to its best opportunities given rate offsets, the structural integrity of rooftops; development plans and contingencies; and unique considerations.

Troy Strand, Senior Solar Specialist

Troy brings 24 years of solar experience to EcoMotion Solar Services. He's worked many sides of the solar business, from utility, to academia, as a solar developer, and now consultant. He's worked at Southern California Edison, the National Renewable Energy Laboratory (NREL), and was founder and chief operating officer of Independent Energy Solutions, a photovoltaic system designer and installer that specialized in military, utility and commercial installations. Among his other specialties are the design and installation of remote power systems, notably a large micro-grid for a remote Caribbean Island and for U.S. embassies in Africa.



Troy has a B.S. in Electrical Engineering and over 30 years of experience in system design, engineering, and integration of complex photovoltaic power systems. Throughout his career, he has personally overseen the design and installation of hundreds of photovoltaic, energy storage, and micro-grid power systems in the U.S. and around the world.

Troy served on the board of directors for the San Diego Chapter of CALSEIA. He has published numerous technical and white papers. He conducted pioneering solar research at the National Renewable Energy Laboratories. He has also served on several standards and code-making committees for the Institute of Electrical and Electronics Engineers (IEEE) and the National Electric Code (NEC Article 690). He is a member of the Society of American Military Engineers and a member of the Vistage Chief Executive Group 12.

Terry Chan P.E., Chief Operating Officer



Terry Chan P.E. is a Professional Engineer licensed in the State of California for 35 years. She holds a B.S. in Electrical Engineering from University of California at Los Angeles, an M.S. in Power Systems Engineering from University of Southern California, and an Executive MBA from the University of Southern California. In addition, she is a Certified Energy Manager and a certified Green Building Professional.

For 32 years, Terry held a number of positions within the Los Angeles Department of Water and Power including responsibilities with power systems design, underground and overhead circuit design, load forecasting, rate design and customer services focused on major accounts. In addition, for eight years she has served as a Commissioner of Glendale Water and Power, including two terms as President. Terry has traveled extensively on

EcoMotion's International Solar Study Tours, was an advisor to EcoMotion for eight years prior to joining the team. She is fluent in Cantonese, Mandarin, Spanish, and English.

Alizeh Siddiqui, Project Manager

Alizeh Siddiqui is EcoMotion's Project Manager and chief coordinator. She works on all projects, supporting IT functions, scheduling, generating and formatting reports and presentations. She coordinates EcoMotion's social media and is responsible for scheduling, uploading, and enhancing Flanigan's Eco-Logic Podcast.



Alizeh has also served specific projects such as EcoMotion's work establishing the Office of Sustainability for the City of Glendale. She managed the development of Strategic Energy Management Plans for Palm Desert Charter Middle School and Murrieta Valley Unified School District, a Carbon-Free Pathways 2020 Plan for MAST, a magnet school in Miami, Florida, as well as a Pathways to Carbon Neutrality Plan for La Cañada Flintridge Country Club.

A proud native of Mississippi, she was a Summa Cum Laude graduate of the University of Mississippi. Prior to joining the EcoMotion team, Alizeh worked in publishing for Thomas Reuters in Sydney, Australia and then remotely as a marketing specialist for Innovarge LLC, a Pakistani import/export firm. In addition to Spanish proficiency, she is fluent in Urdu and Hindi.

Simon Caplan, Energy Specialist



Simon Caplan is a sustainable development practitioner with a resolute commitment to decarbonizing the energy sector. He's the EcoMotion team's newest addition, and brings an interdisciplinary perspective to it along with valuable skill sets including data analysis, geographic information systems, and legal research.

He excelled in his academic endeavors at college, graduating with honors from the Columbia Undergraduate Scholars Program with a B.A. in sustainable development from Columbia University. His studies encompassed a cross-section of different environmental and social subjects, including classes which ranged from climate science to energy law and took him to both South America and Asia for field research.

Outside of school, Simon has experience in Southern California environment and energy policy. Working with the City Hall office of Los Angeles City Council President Paul Krekorian, Simon gained experience in legal research while augmenting his knowledge surrounding some of the many energy and environment issues facing the city. He also gained valuable perspective

regarding how city governance interacts with public agencies and regulatory frameworks, from the municipal level up. Simon is happy to be working in the energy space, and grateful to have the opportunity to work towards solutions that are mutually beneficial to stakeholders while advancing decarbonization.

Nate Constan, Energy Specialist

Nate Constan is an environmental professional with experience in the nonprofit and private sector. He is an experienced program manager, climate researcher, and environmentalist in the sustainable urbanism space. Nate's strengths include research analysis, project management, stakeholder engagement, and cross-cultural communication.



Nate graduated from the University of Washington with a B.A. in Environmental Studies and worked as a Research Fellow and Assistant at the Center for Environmental Politics, where he became a twice published co-author in Forbes for topics on tree equity and energy distribution inefficiency.

Prior to his work at EcoMotion, Nate was in the inaugural cohort of the California Climate Action Corps, where he advanced small and large-scale urban greening and urban forestry efforts in Northeast and South Los Angeles. Nate played a key role in outreach campaigns to disadvantaged communities through the Los Angeles Urban Forestry Master Plan.

Outside of work, Nate is the Operations Lead for the United States Green Building Council-California (USGBC-CA) Emerging Professional Committee and a Committee Member for the Green Roofs for Healthy Cities (GRHC) Emerging Professionals Committee. He is focused on nature-based solutions and sustainable infrastructure.

With a passion for sustainable urbanism and an understanding of the immigrant, Indigenous and Latinx perspective from a place of environmental equity, Nate is excited about projects that work to create more resilient, sustainable, and connected communities.

Tab C: References

Mountain View School District, 10 Solar Campuses

**Mountain View Elementary School District
10-Site Solar + Storage Feasibility Analysis, Procurement Support**

2021 - Present

EcoMotion routinely helps school districts in California to attain valuable solar deals. We firmly believe that for years contracts were signed that benefitted investors, not schools. Thus we bring our owner's rep service to schools, and work on their behalf to create maximum benefit so that savings go to schools' primary mission of education.

Mountain View School District had had a bad experience with a solar consultant. Its Board was not happy with this individual's lack of professionalism. After a year-long pause, EcoMotion was introduced to the Board and hired to serve as the District's owner's representative. Our independent analysis revealed great savings in going solar at MVSD's 10 campuses. The analysis excited the Board, the project got the green light, and ever since we have guided the District in selecting a suitable vendor. Currently two campuses are built with the others sequenced for implementation.

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Ava Community Energy, 62 Resilient Buildings

Ava Community Energy

2021 - Present

Energy-Resilient Municipal Facilities

Ava Community Energy, formerly East Bay Community Energy, hired EcoMotion to frame up a portfolio of hardened municipal buildings in its service territory as we had done for Clean Power Alliance and in 35 member agencies' (33 cities and two counties) portfolios. For Ava, our team did deep dives into municipal facilities in Berkeley and Hayward, and supported assessments in Livermore and Pleasanton. We are currently supporting Ava with 62 sites slated for resilience – maintaining the sites' NEM2 status in preparation of microgrid construction and commissioning.

For Ava and then later for CPA as well, our engineering partner, Point Energy Innovations, a blue-chip San Francisco-based electrical engineering company, evaluated the condition of the electrical equipment on site, delineating the point of interconnection. For Ava, our structural engineering partner KPFF evaluated every rooftop site, checking conditions, estimating upgrades if needed, and signing off on each site with a written report. Same thing for roofing. Blues Roofing Company checked and reported on every roof that we deemed viable for our Ava resiliency works. Thus, in every case, we built an impressive dossier of facility information... fully informing proposers and thus making them sharpen their pencils for their proposed services.

Feliz Ventura
Resilience Programs Manager
Ava Community Energy
(510) 963 - 0210
fventura@avaenergy.org

Chula Vista Elementary School District, 49 Solar Campuses

Chula Vista Elementary School District hired EcoMotion in February 2019 to provide a comprehensive solar and storage feasibility study for each of its 47 campuses and facilities. In March 2020, the District was awarded bonding authority for the project that now includes a cutting-edge vehicle-to-grid resilience project. To frame up the project, EcoMotion did thorough assessments of how to cut each campus's bill by 90%. Our team analyzed interval bill data, SDG&E rate structures and time-of-use periods, and performed spatial and financial analysis of all sites plus two new campuses. At the end of the day, Engie was hired to install 8.1 MW of solar representing ~\$88 million in savings over 25 years.



In Chula Vista, EcoMotion spearheaded the effort to develop a request for proposal, to identify suitable firms for installation, and managed the procurement process. At this time, all systems are built and interconnected. EcoMotion is also serving as Del Mar Unified School District's solar consultant, having assessed each of its sites' solar and storage feasibility while coordinating with its two-campus construction schedule. And we're "back on campus" in Chula Vista, doing a comprehensive performance verification of the 49 campus project.

Mark Pong
Chief Financial Officer
Chula Vista Elementary School District
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Chula Vista, California 91910
(619) 425 - 9600

City of Santa Monica, California: Hundreds of Solar Installations

Solar Santa Monica Project Management

2006 – Present

The City of Santa Monica has enlisted EcoMotion's solar expertise for the past 17 years, helping to make it one of the greenest cities in the country. EcoMotion developed the Solar Santa Monica program in 2006 and has managed it for the City ever since.

Solar Santa Monica is a program that helps residents, businesses, schools, the college, and the City itself go solar. Our job has been to stimulate solar installations throughout the City. So far, solar capacity in City the has risen from 376 kW to well over 10 MW. We now provide resiliency, EV charging, and electrification advisory services there as well.

Over the years, EcoMotion has provided a breadth of services to the City — from household audits for solar and efficiency, to crafting stage legislation for a feed-in tariff, to providing testimony at the California Public Utilities Commission, and beating a steady drum advocating solar in the City. EcoMotion's solar financial analysis for Santa Monica solar sites now includes pairing solar with storage, and now, more and more, EV charging.

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Capital Group Companies, Three Major Solar Arrays

Capital Group Companies

2008 – Present

Irvine, California; San Antonio, Texas, Carmel, Indiana

Capital Group Companies first hired EcoMotion in 2008. The result in 2010 was a 1 MW solar system. It was Orange County's largest at the time. The installation was at its campus in Irvine, CA, covering three parking garage decks. It achieved a 4.1- year payback.



Capital Group then retained EcoMotion to explore and help it become eligible for a new feed-in tariff program in San Antonio, Texas. That project was completed some years later in a conventional

behind-the-meter, net metered installation within the Central Public Service service territory.

In 2019 and thanks to a utility rule change, EcoMotion was back in Irvine, adding 1.6 MW on six major rooftops and a parking structure. That was completed in September, 2020. In 2023, EcoMotion supported the feasibility analysis for a 2.5 MW solar project at Capital Group's facilities in Carmel, Indiana. It is now built. In 2024, EcoMotion conducted a detailed system performance check for Phase 1 in Irvine and worked diligently to remedy a number of operational Phase 2 issues.

Kathy Dempsey, Vice President
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Global Facilities Division
Capital Group Companies
6455 Irvine Center Drive
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(949) 975 - 5507

Tab D: Experience and Qualifications

EcoMotion is an S-Corporation, incorporated in 2001, which has a history of promoting renewable energy, smart energy management, and climate protection. EcoMotion's President, Ted Flanigan, has spearheaded projects in the United States and overseas for 40 years. EcoMotion's managers are a strong team, integral to our successful work. We also maintain a consulting team of experts for select projects, one of whom we will call upon for this project.

EcoMotion has a track record of steering society toward a sustainable energy future and a reputation for getting things done. The company raises awareness and spurs efficiency gains and renewable energy investments that make sense. This takes many forms, from solar + storage spatial and financial analyses and project support to carbon neutrality advising and implementation support.

EcoMotion has an able staff, a prestigious consulting team, and a network of professionals in the "green space." We sustain our staff and offset our footprints through wellness days, subsidized mass transit, instruction in defensive driving, and flex time. We're a paperless company, drive hybrids and EVs, recycle, drink city water, and practice what we preach. EcoMotion is proud to be part of the thriving clean-tech and energy innovation economy.

EcoMotion was incorporated in 2001 and began operations in the current mode in 2006. Since then, we have provided planning services for a host of clients that range from cities, to

universities, to corporations. For seventeen years we have planned and managed the Solar Santa Monica program. For ten years, we have been the solar consultants for the LA Metro system, planning and prioritizing parcels and maintenance facilities for renewable energy deployment. We maintained an office in Palm Desert, California for several years to manage the Climate Action Planning for six cities and a tribe within the Coachella Valley Association of Governments. We maintained a Boston office for seven years, where we managed climate action planning for universities and schools in Massachusetts, Maine, and Virginia.

EcoMotion Clients

- Ava Community Energy, “hardening” municipal facilities
- Banning Unified School District, mediation
- Boston Architectural College
- Bryant University, Smithfield, Rhode Island – student programs, offsite solar feasibility
- Campbell Union High School District
- Campbell Union High School District, microgrid development
- Capital Group Companies, solar project management
 - Irvine Campus
 - San Antonio Campus
 - Carmel, Indiana Campus
- Central New Mexico Community College
- Centralia School District – eight campuses in Orange County
- Cenveo Corporation – a printing corporation that also leases unused space
- Charter Schools
 - Santa Rosa Academy, Menifee, CA
 - Palm Desert Charter Middle School
 - Sycamore Academy,
 - Los Angeles Leadership Academy
 - Gorman Learning Academy
- City of Chino, EV Charging
- City of Chino, PV system for Police Department
- City of Santa Monica
- Chula Vista Elementary School District, 49-site solar project, microgrid, V2G
- City of West Hollywood, supporting its new multi-family program, EV charging
- City of Brea, GHG and CAP
- City of Indio, GHG and CAP
- Clean Energy Collective – Colorado-based community solar developer
- Clean Power Alliance, municipal building microgrid development
- Coachella Valley Association of Governments, GHGs and CAPs

- City of Palm Desert
- City of Palm Springs
- Rancho Mirage
- Cathedral city
- Indio
- Desert Hot Springs
- Bythe
- Coachella Band of Cahuilla Indians
- Cypress School District, new construction solar development
- Dehesa School District, solar project development
- Del Mar Unified School District, 8 campus solar project
- EcoMedia
 - City of Miami, historic City Hall, solar system, efficiency upgrades
 - City of Long Beach, demonstration solar installation at Long Beach Airport
- Fallbrook Union School District, HVAC upgrades
- Fillmore Unified School District
- Fisher College, Boston, student engagement
- Fremont Unified School District
- Gateway Unified School District, 6 campus solar feasibility analysis
- Glendale Community College, fuel cell and solar analyses
- Irvine Ranch Water District, Microgrid Solutions financial third party analysis
- Jordan Wolfson, Copake New York, private solar development, 100 acres
- Kimco Realty, New Jersey Solar LLC Development
- La Canada Flintridge Country Club, energy master plan, solar system development
- Latitude 39 Resort, Lake Tahoe, sustainability conscience.
- LeFiell Manufacturing – an aerospace manufacturer, rooftop solar
- Los Angeles Unified School District
- Loyola Marymount University, energy master plan, carbon reduction pathways
- Los Angeles Metropolitan Transportation Authority, solar consultation, repairs, training
- Miami Academy of Science and Technology (MAST) carbon neutrality pathways analysis
- Millbrook School, New York, 1.78 MW ground-mount solar
- Mountain View School District, 10-campus solar
- Murrieta Valley Unified School District, comprehensive lighting retrofits, carbon analysis
- Orange Unified School District, 12 + 13 campus PPAs
- Panorama City Indoor Swap Meet, Reroofing and 476 kW ballasted bifacial system
- New York Yankees, Yankee Stadium, solar and storage analyses
- Park Century School, Los Angeles, solar and storage, EV charging design
- PermaCity Solar
- Plug In America, Board Meeting facilitation

- Poway Unified School District, Lighting, recommissioning controls, HVAC upgrades
- Rescue Union School District, 10-campus solar
- San Diego Community College District, energy management plan, GHG inventory, CAP
 - Mainspring Linear Generator tech assessment
- Saint Joseph's College, Main, GHG and CAP
- Saint Mark's School, student engagement
- Santa Rita Union Elementary School District, 6 carbon-free microgrids
- Savanna School District
- Scott Brother Dairy, Chino, 2.6 MW solar, 800 kW/2400 kWh storage
- Shenandoah University, Virginia, Greenhouse Gas Inventory and Climate Action Plan
- Solomon Clean Energy Partners, Director of Rural Electrification, Solomon Islands
- Thayer Academy, Braintree MA, student engagement
- U.S. Department of Energy, "SolSmart:" 8 South Bay cities; SBCOG, Solar Foundation
- Valley Indoor Swap Meet in Pomona, 650 kW rooftop, ballasted
- Warner Unified School District, Benefactor Investment Model Option R
- Wine Warehouse, rooftop solar evaluation
- Yucaipa Calimesa Joint Unified School District

Owner's Rep Services

Today, EcoMotion is squarely in the Sustainability Solutions business. We are an Owner's Representative for solar and storage, for cost and carbon savings as well as energy/climate resilience. EcoMotion helps clients strategize and optimize solar and storage benefits, frame up and get the best deal for robust renewable energy infrastructure.

Three EcoMotion projects paint a picture of our works: First, we were working for Kimco Realty, a New York based firm that owns 1,200 shopping malls across North America. Our job was to find the optimal sites for solar given solar insolation levels, state and local regulations, local market labor rates, etc. That resulted in three large, rooftop installations in New Jersey and the formation of a new business unit, Kimco Solar LLC. For LA Metro, we documented and analyzed hundreds of sites for solar, doing "deep dives" in 20+ sites, four of which are slated for a solar PPA. We have managed the Solar Santa Monica program for 13 years, providing advice and expertise to advance solar. Our team prioritized municipal sites there for resiliency, modeling levels of resilience given different critical loads and durations desired.

Here are some other examples and further explanation of our works:

Solar + Storage Services

EcoMotion has provided professional solar consulting services for all manner of configurations. We've done rooftop solar, ground-mount solar, solar-ports, and dual-axis tracking systems.



A favorite solar-port system that we developed is at the Cathay Bank headquarters in El Monte, California. There, with Gensler Architects, solar-ports cover 350 parking spaces, and our team earned a Los Angeles architectural award for the solar-ports' chevron design with clad steel and LED lighting.

The Suite of Solar + Storage Services

Project Planning

- Conceptual planning and design- aesthetics, functionality
- Management education- solar and storage incentives, technologies, industry trends
- Harvesting incentives, grants, tax credits, depreciation benefits

Site Analysis

- Rooftop analysis- condition, tilt, orientation, etc.
- Structural and roofing condition analyses
- 365-day shading analysis
- Glare analysis; review of adjacent parcels
- Ownership/use analysis and opportunities
- Helioscope solar system layouts
- Meter location and interconnection
- Energy storage location

Proposal/Project Review

- Technical equipment reviews and analysis
- Assistance with module, inverter, racking, conduits
- Bill analysis and rate structure offset, rate scenarios
- Net energy metering aggregation, and Virtual NEM
- Special conditions- local ordinances, CC&Rs, historical, SEC, FAA, etc.

Financial Analysis

- Solar production estimates

- Energy storage scenario planning
- Net cost analysis (incentives, tax credits, NEM)
- Verification of financial returns (Proprietary tools, Energy Toolbase software)
- PPA review of costs, terms, buy-outs, escalators. guarantees

Project Management

- Comprehensive service through design, engineering, and installation
- Request for proposal development and bid analysis
- Weekly project facilitation, reporting, flagging key issues
- Expert electrical third-party reviews, field inspections, quality control

Public Relations

- Ribbon cutting
- Press release
- Articles in trade journals
- Communications with employees and building occupants
- Photographic documentation throughout

PV System Maintenance

- Technical and rooftop trainings
- Management of system repairs

Inspections and Ongoing Monitoring

- Solar system inspections (utility and electrical)
- Third-party system monitoring
- Alarms and field recommendations

Quality Assurance / Quality Control (BTM and utility-scale)

- On-site system inspections, rooftop and utility-scale
- Thermographic imaging
- Performance verification / data analysis

Energy Resilience

While NCTCOG has not specifically requested resilience services, battery storage can be integral to the installation of useful solar systems which pencil out. When remuneration from energy exports is very low, it can be best to store electricity that would otherwise be exported, and call on it once the sun goes down, for instance. Instead of exporting energy during the daytime for a very low rate, and paying for more expensive utility electricity in the evening, you can hold onto the electricity you've already generated, and further limit the utility electricity you're

purchasing. Though it may not be a priority for NCTCOG to achieve energy resilience with Solar + Storage microgrids, we present this section to demonstrate our ability to work with battery energy storage systems too. The projects further described in this section each utilized solar + storage in their microgrids. We're of the opinion that an adequate feasibility assessment will necessarily investigate opportunities for battery storage, and we plan to conduct such analysis for NCTCOG.

One of the arenas EcoMotion works in is developing carbon-free microgrids, or energy systems that can operate in "islanded" mode when the grid goes down. These microgrids can operate not only independently, but indefinitely.

For us it's "old hat" as we have told the story many times: In early 2019, the six campus, carbon-free microgrid project EcoMotion developed in Northern California for the Santa Rita Union School District was interconnected and given permission to operate. With seven-hour battery capabilities, each campus was designed to island from the grid using a combination of solar (to cover each campus's entire load), significant storage, and controls.

The campuses can operate indefinitely in a carbon-free mode during prolonged outages. The systems were financed "at parity," where the annual cost to finance and operate the microgrids -- payments to the owner-operator -- equaled the prior annual utility cost to Pacific Gas and Electric.

Since developing six microgrids for the Santa Rita Union School District in Salinas, much of our work has been about energy resilience. We did extensive analysis and grant writing for the Campbell Union High School District to couple its impressive solar with resilience. EcoMotion also studied resilience for a number of Santa Monica facilities. And for our client in South LakeTahoe, we consulted on how to integrate resilience into high-end condos using both Power Walls and Vehicle Grid Integration for every unit.



For the past four years, EcoMotion has been immersed in analyzing municipal buildings and determining how to create carbon-free energy resiliency for another project. In 2020, EcoMotion was selected by Clean Power Alliance to develop energy-resilient facilities (microgrids) for each of its 32 member agencies. We've developed a portfolio of the best sites for carbon-free energy resilience. EcoMotion evaluated over 120 sites. In each case the EcoMotion team dug into facilities supported by structural engineers and roofing experts. Our team of solar experts found ways to decarbonize cost-effectively, building energy resilience

through solar and storage coupled with sophisticated controls. The portfolio currently stands at 11 sites. These will become carbon-free microgrids that will be able to operate indefinitely in the event of a long-term grid outage.

EcoMotion has been engaged in the same kind of work for Ava Community Energy. In partnership with Point Energy Innovations, our teams have done “deep dives” at sites in Berkeley and Hayward and desktop analyses in Livermore, Pleasanton, Oakland, San Leandro, Emeryville, and Fremont. Our job has been to determine how to make them carbon-free... and resilient... and to decarbonize as cost-effectively as possible. The first phase of projects there has grown from 31 to 62 municipal facilities with 10.2 MW under consideration.

Tab E: Technical Proposal

Energy Assessments

One of the first tasks that we routinely complete for interested clients is an energy assessment. How much energy is being used on site, or at each site? How many meters are there? What rate structure is being used? What is the likelihood of fulfilling that demand with solar? We begin by getting a clear understanding and granular look at a facility’s electric utility bills.

Interval Utility Data and Remote Review

EcoMotion starts by analyzing historical energy usage data at each site, including interval data, the value of energy used on a 15-minute basis for the year. We will also be collecting power bills to identify/clarify the rate structures and energy and demand charges. Our team will work closely with the host city – and/or the local government entity – staff to gather detailed energy profiles, including peak demand periods and overall kWh consumption. This data will help us understand the baseline energy needs.

Helioscope Spatial Modelling

At this stage of desktop review, our team uses satellite imagery to study potential shading obstacles and rooftop features, e.g., vents, HVAC equipment, and access stairways that might affect solar installation and performance. We assess the solar potential at each site, testing a number of possible layouts.

By inputting obstacles and refining applicable parameters, we forecast the arrays’ generation potential. The tool allows us to model the expected solar energy generation based on historical weather data and site orientation. It accounts for shading, and other losses, providing an

outlook at generation output for all 365 days of the year. With this knowledge, we model solar energy's impact and rough order of magnitude bill savings and ROI that it will generate.

On-Site Analysis

Next comes the physical site assessment. During these onsite visits, we'll visually assess areas that would be conducive to solar arrays, rooftop or otherwise. For roofs, we address condition, pitch, obstacles might be intrusive, and the height of parapet walls, for example.

Energy Efficiency Assessment

Each step in this process is documented with photos and videos, using a service called Fulcrum, for organized tracking of site details. Media acquired onsite is often sufficient for EcoMotion to later prepare requests for proposals, allowing for a less-costly transition from feasibility assessment to the procurement process.

Roofing and Structural Engineering

If a roof's condition is dubious, we highlight the need for repair or replacement. If an owner wants us to do so, we partner with roofing companies to carefully check conditions. In some cases, structural engineering is required to assure that a roof can handle the additional weight of solar.

Examination of Electrical Switchgear

Other elements of site visits include documenting electrical switchgear equipment, and assessing likely path of travel for electrical conduit. This gives us a much better sense of the costs associated with solar installation, and any additional challenges that site equipment or layout might produce.

Financial Analysis

EcoMotion is expert at providing cost-benefit analyses. This includes payback periods and return on investment.

Energy Toolbase Financial Analysis

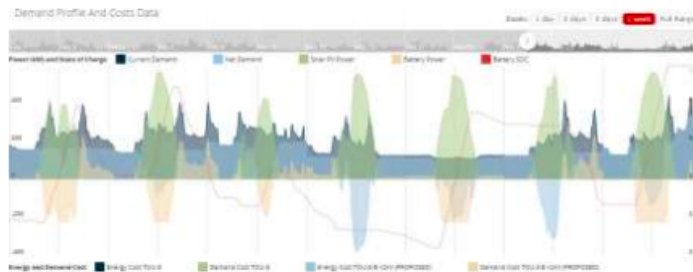
We marry the Helioscope assessment with modeling on a platform called Energy Toolbase, another industry standard tool, which specializes in financial analysis. This process consists mainly of modeling electricity cost savings by inputting modeled solar power generation, and finding the cost of net consumption through the use of interval data and the proper electricity rate. We estimate likely solar system installation prices based on our experience in the market,

and see how they stack up against the price of utility power and estimated price escalations going forward.

Battery Energy Storage

Additional modeling will be done to assess the value of battery energy storage. Also using Energy Toolbase, we'll generate an instructive idea of the value proposition or added cost

associated with adding various amounts of battery storage to modeled solar systems. We can look at what the added savings might be if batteries of different sizes are paired with the systems and work with the city and the software to determine whether they would add value.



Incentives, Grants, Tax Credits

For whatever cities we serve, EcoMotion will serve as an advocate, scouring the regulatory and market landscapes for federal incentives, state incentives, and grants. We'll also look to see if there is non-government funding that might be available for solar projects.

We're currently acting as owner's representatives for the City of Chino for a 1.2 MW solar installation. We led the City through the solicitation process and helped it select a provider. Through this process we've helped to keep costs low, while gaining the commitment from the select contractor that the system would be built with sufficient domestically produced steel to boost the federal government's Investment Tax Credit from 30% to 40%.

Through this process, we also uncovered the fact that the site was in an "Energy Community" in 2023, as per the Inflation Reduction Act and therefore could qualify for an additional 10% tax credit or Direct Pay. This meant that if the City elected to buy the system, it would be eligible to receive one-half of the project cost from the government as a reimbursement under the Inflation Reduction Act's Direct Pay provision.

Solar Leasing vs. Ownership

For landowners and building owners, to provide analysis of the essentials of land and roof lease agreements. This covers key aspects such as lease rates, equipment management and maintenance, and end-of-life terms for solar installations. Provide information about the logistics and economics of owning a solar power system, covering costs, ROI, incentives, permits, zoning, and feasibility studies.

Project Feasibility

At this stage in project development, the simple question has to be answered: Is the project feasible? Does the site make sense for solar and perhaps storage as well? Is the project within the zoning requirements and limitations? How about the project's economics? What about regulatory and potentially legislative changes? What risks does the project entail?

Feasibility Checklist

Risk Assessment

We have experienced many risks in our tenure working with solar power, from risks in the supply chain, to installation risks, operations, and insufficient maintenance. These will be presented in a direct and factual way for city officials' consideration.

- Supply Chain Risks
 - Lack of product
 - Higher cost for product
- Installation
 - Permitting delays
 - Concerns over tree removal
 - A pandemic strikes... how unlikely
 - Systems cause neighborhood glare issues
- Operations
 - Equipment failure
 - "Thermal events" aka fires
 - Faults, trips
- Maintenance
 - Human errors that cause faults and failures

Project Oversight and Quality Control

The project has made it through feasibility... It is feasible. EcoMotion helps with procurement support. A contractor is selected and put to work.

During design, permitting, and construction, EcoMotion serves in a project oversight and quality control capacity. Coordinating with our host city contacts/project managers, we will track the project(s) on behalf of cities and other clients, flagging issues, and working toward their speedy resolution.

Design, Permitting, and Compliance

EcoMotion has a long track record of tracking and facilitating permitting, making sure that the select contractor has secured all necessary permits, and working to identify and ensure regulatory compliance from the onset.

Ongoing System Operations Support

Monitoring / Performance Verification

For interested clients, EcoMotion is pleased to provide remote system monitoring. We gain access to each system's monitoring portal, track generation, address any discrepancies, and field alerts. EcoMotion serves in this capacity for LA Metro, also providing a detailed annual inspection and providing a detailed annual report of the portfolio.

Operations and Maintenance

EcoMotion has worked for Los Angeles Metro for over ten years managing solar system maintenance. We train Metro's Facilities Maintenance staff on routine solar maintenance... cleaning panels, checking inverters, and tracking system generation. More and more, EcoMotion is helping clients with aging solar systems. We're providing performance testing, remediation, and QA/QC work for both behind the meter and utility scale solar.

Troubleshooting and Repairs

For a number of city, school, and corporate clients, EcoMotion provides solar system troubleshooting services. For Capital Group Companies, this has involved remediation of a thermal event in Irvine. For a school district in Chula Vista, we are addressing vandalism and how to stem future incidents. For another school district, the work has involved a dispute over power factor, exacerbated by solar and thus solar is locked out by the local utility. Our most recent work has involved weeks of QA/QC and performance verification on a 10% random sampling of a 330 MW solar system.

Tab F: Pricing

EcoMotion welcomes the opportunity to be qualified to serve your member agencies. We will be at the ready, eager to provide our technical services to advance renewable energy projects that make sense.

Boosting the Commission to 4%

And, we will be pleased to pay the 2% commission to NCTCOG... in fact, we'll double it to 4%.

Providing a 10% NCTCOG Discount

In addition to this commission for leads from the COG, we also offer a 10% discount of our professional consulting rates for this work.

For your cities interested, we will confer and develop an agreed-upon scope of work. Our work plans detail tasks and anticipated hours by professional by quarter or month. Here are our professional rates for North Central Texas Council of Governments:

EcoMotion Professional Consulting Rates

<u>Name, title</u>	<u>Normal Rate</u>	<u>NCTCOG Discounted Rate</u>
Ted Flanigan, President	\$265	\$238.50
Troy Strand, Senior Solar Specialist	\$225	\$202.50
Michael Ware, Senior Solar Specialist	\$185	\$166.50
Simon Caplan, Nate Constan, Energy Specialists	\$165	\$148.50
Alizeh Siddiqui, Project Manager	\$165	\$148.50

The Single Facility Special \$1,000

EcoMotion hereby offers a special flat rate price for remote solar and storage reviews of facilities. Member cities interested need only to gather their bills, or provide EcoMotion access to their bills, and EcoMotion will prepare a report of the site's potential. Our team will use Google Earth, Helioscope, and Energy Toolbase to prepare the report.

We have learned over the years that onsite assessments can range in price due to a number of factors. How large is the facility? What is access like? How many meters are on site? Is there a generator? While we have done many comprehensive assessments – including roof and structural and electrical – and have seen costs on the ~\$5,000 per site. This price is dependent on multiple sites being assessed at once to amortize EcoMotion costs.

EcoMotion bills monthly for agreed-upon services. Highlights are presented that detail progress. EcoMotion does not accept credit cards at this time.

Attestation of Clean Record

Note that EcoMotion has not been prematurely terminated from any contracts within the past three years, nor for our entire 17-year history. We have never been terminated for non-performance.

Tab G: Required Attachments

TXShare

Your Public Sector Solutions Center

REQUEST FOR PROPOSALS

For

Solar Energy Consulting Services

RFP # 2025-005

Sealed proposals will be accepted until 2:00 PM CT, **November 20, 2024**, and then publicly opened and read aloud thereafter.

EcoMotion Incorporated

Legal Name of Proposing Firm

Ted Flanigan

President

Contact Person for This Proposal

Title

(949) 292 - 7314

Contact Person Telephone Number

TFlanigan@EcoMotion.us

Contact Person E-Mail Address

216 West Kenneth Road

Glendale, California

91202

Street Address of Principal Place of Business

City/State

Zip

216 West Kenneth Road

Glendale, California

91202

Mailing Address of Principal Place of Business

City/State

Zip

Daniel Mark

Business Development Director

Point of Contact for Contract Negotiations

Title

(310) 699 - 6823

Point of Contact Telephone Number

DMark@EcoMotion.us

Point of Contact Person E-Mail Address

Acknowledgment of Addenda (initial): #1 _____ #2 _____ #3 _____ #4 _____ #5 _____

NOTE: Any confidential/proprietary information must be clearly labeled as "confidential/proprietary". All proposals are subject to the Texas Public Information Act.

COVER SHEET

CHECKLIST

Please utilize this checklist to ensure that all required documents are included with your proposal. IF AN ATTACHMENT DOES NOT APPLY, PLEASE MARK AS “**NOT APPLICABLE**” AND SUBMIT WITH THE PROPOSAL. FAILURE TO SUBMIT **ALL REQUIRED DOCUMENTS** MAY NEGATIVELY IMPACT YOUR EVALUATION SCORE.

- ☒ Cover Sheet & Statement of Understanding
- ☒ Key Personnel
- ☒ References
- ☒ Project Related Experience and Qualifications
- ☒ Technical Proposal
- ☒ Attachment I: Instructions for Proposals Compliance and Submittal
- ☒ Attachment II: Certification of Offeror
- ☒ Attachment III: Certification Regarding Debarment
- ☒ Attachment IV: Restrictions on Lobbying
- ☒ Attachment V: Drug-Free Workplace Certification
- ☒ Attachment VI: Certification Regarding Disclosure of Conflict of Interest
- ☒ Attachment VII: Certification of Fair Business Practices
- ☒ Attachment VIII: Certification of Good Standing Texas Corporate Franchise Tax Certification
- ☐ Attachment IX: Historically Underutilized Businesses, Minority Or Women-Owned Or Disadvantaged Business Enterprises
- ☒ Attachment X: Federal and State of Texas Required Procurement Provisions
- ☒ Attachment XI: CIQ Form
- ☒ Exhibit 1: Categories Selected, Discounts for Pricing & Current Published Price List
- ☐ Exhibit 2: Sample Market Basket Form (if applicable)
- ☒ Exhibit 3: Service Area Designation Forms
- ☒ Exhibit 4: Questionnaire

Respondent recognizes that all proposals must be submitted electronically through **PUBLICPURCHASE.COM** by the RFP due date and time. All other forms of submission will be deemed non-responsive and will not be opened or considered.

**ATTACHMENT I: INSTRUCTIONS
FOR PROPOSALS COMPLIANCE AND SUBMITTAL**

Compliance with the Solicitation

Submissions must be in strict compliance with this solicitation. Failure to comply with all provisions of the solicitation may result in disqualification.

Compliance with the NCTCOG Standard Terms and Conditions

By signing its submission, Offeror acknowledges that it has read, understands and agrees to comply with the NCTCOG standard terms and conditions.

Acknowledgment of Insurance Requirements

By signing its submission, Offeror acknowledges that it has read and understands the insurance requirements for the submission. Offeror also understands that the evidence of required insurance must be submitted within ten (10) working days following notification of its offer being accepted; otherwise, NCTCOG may rescind its acceptance of the Offeror's proposals. The insurance requirements are outlined in Section 2.2 - General Terms and Conditions.

EcoMotion Incorporated

Vendor Name

Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

ATTACHMENT II: CERTIFICATIONS OF OFFEROR

I hereby certify that the information contained in this proposal and any attachments is true and correct and may be viewed as an accurate representation of proposed services to be provided by this organization. I certify that no employee, board member, or agent of the North Central Texas Council of Governments has assisted in the preparation of this proposal. I acknowledge that I have read and understand the requirements and provisions of the solicitation and that the organization will comply with the regulations and other applicable local, state, and federal regulations and directives in the implementation of this contract.

I also certify that I have read and understood all sections of this solicitation and will comply with all the terms and conditions as stated; and furthermore that I, Ted Flanigan (typed or printed name) certify that I am the President (title) of the corporation, partnership, or sole proprietorship, or other eligible entity named as offeror and respondent herein and that I am legally authorized to sign this offer and to submit it to the North Central Texas Council of Governments, on behalf of said offeror by authority of its governing body.

EcoMotion IncorporatedVendor Name
Authorized SignatureTed FlaniganTyped NameNovember 11, 2024Date

**ATTACHMENT III: CERTIFICATION
REGARDING DEBARMENT, SUSPENSION AND OTHER RESPONSIBILITY MATTERS**

This certification is required by the Federal Regulations Implementing Executive Order 12549, Debarment and Suspension, 45 CFR Part 93, Government-wide Debarment and Suspension, for the Department of Agriculture (7 CFR Part 3017), Department of Labor (29 CFR Part 98), Department of Education (34 CFR Parts 85, 668, 682), Department of Health and Human Services (45 CFR Part 76).

The undersigned certifies, to the best of his or her knowledge and belief, that both it and its principals:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal department or agency;
2. Have not within a three-year period preceding this contract been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or Local) transaction or contract under a public transaction, violation of federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification, or destruction of records, making false Proposals, or receiving stolen property;
3. Are not presently indicated for or otherwise criminally or civilly charged by a government entity with commission of any of the offense enumerated in Paragraph (2) of this certification; and,
4. Have not within a three-year period preceding this contract had one or more public transactions terminated for cause or default.

Where the prospective recipient of federal assistance funds is unable to certify to any of the qualifications in this certification, such prospective recipient shall attach an explanation to this certification form.

EcoMotion Incorporated

Vendor Name

Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

ATTACHMENT IV: RESTRICTIONS ON LOBBYING

Section 319 of Public Law 101-121 prohibits recipients of federal contracts, grants, and loans exceeding \$100,000 at any tier under a federal contract from using appropriated funds for lobbying the Executive or Legislative Branches of the federal government in connection with a specific contract, grant, or loan. Section 319 also requires each person who requests or receives a federal contract or grant in excess of \$100,000 to disclose lobbying.

No appropriated funds may be expended by the recipient of a federal contract, loan, or cooperative agreement to pay any person for influencing or attempting to influence an officer or employee of any federal executive department or agency as well as any independent regulatory commission or government corporation, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with any of the following covered federal actions: the awarding of any federal contract, the making of any federal grant, the making of any federal loan the entering into of any cooperative agreement and the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

As a recipient of a federal grant exceeding \$100,000, NCTCOG requires its subcontractors of that grant to file a certification, set forth in Appendix B.1, that neither the agency nor its employees have made, or will make, any payment prohibited by the preceding paragraph.

Subcontractors are also required to file with NCTCOG a disclosure form, set forth in Appendix B.2, if the subcontractor or its employees have made or have agreed to make any payment using nonappropriated funds (to include profits from any federal action), which would be prohibited if paid for with appropriated funds.

(Continued on next page)

**LOBBYING CERTIFICATION
FOR CONTRACTS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS**

The undersigned certifies, to the best of his or her knowledge or belief, that:

1. No federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an officer or employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal loan, the entering into of any cooperative Contract, and the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative contract; and
2. If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, and or cooperative contract, the undersigned shall complete and submit Standard Form – LLL, “Disclosure Form to Report Lobbying”, in accordance with the instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers and that all sub-recipients shall certify accordingly.

EcoMotion Incorporated

Vendor Name

Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

ATTACHMENT V: DRUG-FREE WORKPLACE CERTIFICATION

The EcoMotion Incorporated (company name) will provide a Drug Free Work Place in compliance with the Drug Free Work Place Act of 1988. The unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited on the premises of the EcoMotion Incorporated (company name) or any of its facilities. Any employee who violates this prohibition will be subject to disciplinary action up to and including termination. All employees, as a condition of employment, will comply with this policy.

CERTIFICATION REGARDING DRUG-FREE WORKPLACE

This certification is required by the Federal Regulations Implementing Sections 5151-5160 of the Drug-Free Workplace Act, 41 U.S.C. 701, for the Department of Agriculture (7 CFR Part 3017), Department of Labor (29 CFR Part 98), Department of Education (34 CFR Parts 85, 668 and 682), Department of Health and Human Services (45 CFR Part 76).

The undersigned subcontractor certifies it will provide a drug-free workplace by:

Publishing a policy Proposal notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace and specifying the consequences of any such action by an employee;

Establishing an ongoing drug-free awareness program to inform employees of the dangers of drug abuse in the workplace, the subcontractor's policy of maintaining a drug-free workplace, the availability of counseling, rehabilitation and employee assistance programs, and the penalties that may be imposed on employees for drug violations in the workplace;

Providing each employee with a copy of the subcontractor's policy Proposal;


Notifying the employees in the subcontractor's policy Proposal that as a condition of employment under this subcontract, employees shall abide by the terms of the policy Proposal and notifying the subcontractor in writing within five days after any conviction for a violation by the employee of a criminal drug abuse statute in the workplace;

Notifying the Board within ten (10) days of the subcontractor's receipt of a notice of a conviction of any employee; and,

Taking appropriate personnel action against an employee convicted of violating a criminal drug statute or requires such employee to participate in a drug abuse assistance or rehabilitation program.

EcoMotion Incorporated

Vendor Name


Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

**ATTACHMENT VI: DISCLOSURE OF CONFLICT OF INTEREST
CERTIFICATION REGARDING DISCLOSURE OF CONFLICT OF INTEREST**

The undersigned certifies that, to the best of his or her knowledge or belief, that:

“No employee of the contractor, no member of the contractor’s governing board or body, and no person who exercises any functions or responsibilities in the review or approval of the undertaking or carrying out of this contract shall participate in any decision relating to this contract which affects his/her personal pecuniary interest.

Executives and employees of contractor shall be particularly aware of the varying degrees of influence that can be exerted by personal friends and associates and, in administering the contract, shall exercise due diligence to avoid situations which give rise to an assertion that favorable treatment is being granted to friends and associates. When it is in the public interest for the contractor to conduct business with a friend or associate of an executive or employee of the contractor, an elected official in the area or a member of the North Central Texas Council of Governments, a permanent record of the transaction shall be retained.

Any executive or employee of the contractor, an elected official in the area or a member of the NCTCOG, shall not solicit or accept money or any other consideration from a third person, for the performance of an act reimbursed in whole or part by contractor or Department. Supplies, tools, materials, equipment or services purchased with contract funds shall be used solely for purposes allowed under this contract. No member of the NCTCOG shall cast a vote on the provision of services by that member (or any organization which that member represents) or vote on any matter which would provide a direct or indirect financial benefit to the member or any business or organization which the member directly represents”.

No officer, employee or paid consultant of the contractor is a member of the NCTCOG.

No officer, manager or paid consultant of the contractor is married to a member of the NCTCOG.

No member of NCTCOG directly owns, controls or has interest in the contractor.

The contractor has disclosed any interest, fact, or circumstance that does or may present a potential conflict of interest.

No member of the NCTCOG receives compensation from the contractor for lobbying activities as defined in Chapter 305 of the Texas Government Code.

Should the contractor fail to abide by the foregoing covenants and affirmations regarding conflict of interest, the contractor shall not be entitled to the recovery of any costs or expenses incurred in relation to the contract and shall immediately refund to the North Central Texas Council of Governments any fees or expenses that may have been paid under this contract and shall further be liable for any other costs incurred or damages sustained by the NCTCOG as it relates to this contract.

EcoMotion Incorporated

Vendor Name

Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

ATTACHMENT VII: CERTIFICATION OF FAIR BUSINESS PRACTICES

That the submitter has not been found guilty of unfair business practices in a judicial or state agency administrative proceeding during the preceding year. The submitter further affirms that no officer of the submitter has served as an officer of any company found guilty of unfair business practices in a judicial or state agency administrative during the preceding year.

EcoMotion Incorporated

Vendor Name

Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

**ATTACHMENT VIII: CERTIFICATION OF GOOD STANDING
TEXAS CORPORATE FRANCHISE TAX CERTIFICATION**

Pursuant to Article 2.45, Texas Business Corporation Act, state agencies may not contract with for profit corporations that are delinquent in making state franchise tax payments. The following certification that the corporation entering into this offer is current in its franchise taxes must be signed by the individual authorized on Form 2031, Corporate Board of Directors Resolution, to sign the contract for the corporation.

The undersigned authorized representative of the corporation making the offer herein certified that the following indicated Proposal is true and correct and that the undersigned understands that making a false Proposal is a material breach of contract and is grounds for contract cancellation.

Indicate the certification that applies to your corporation:

Yes

The Corporation is a for-profit corporation and certifies that it is not delinquent in its franchise tax payments to the State of Texas.

The Corporation is a non-profit corporation or is otherwise not subject to payment of franchise taxes to the State of Texas.

Type of Business (if not corporation):

☐ Sole Proprietor

☐ Partnership

☐ Other

Pursuant to Article 2.45, Texas Business Corporation Act, the North Central Texas Council of Governments reserves the right to request information regarding state franchise tax payments.

EcoMotion Incorporated

Vendor Name

Ted Flanigan
Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

**ATTACHMENT IX: HISTORICALLY UNDERUTILIZED BUSINESSES,
MINORITY OR WOMEN-OWNED OR DISADVANTAGED BUSINESS ENTERPRISES**

Historically Underutilized Businesses (HUBs), minority or women-owned or disadvantaged businesses enterprises (M/W/DBE) are encouraged to participate in the solicitation process.

NCTCOG recognizes the certifications of most agencies. HUB vendors must submit a copy of their certification for consideration during the evaluation of their proposal. Please attach the copy to this form. This applies only to the Offeror and not a subcontractor.

Texas vendors who are not currently certified are encouraged to contact either the Texas United Certification Program, State of Texas HUB Program, or the North Central Texas Regional Certification Agency, among others. Contact:

State of Texas HUB Program
Texas Comptroller of Public Accounts
Lyndon B. Johnson State Office Building
111 East 17th Street
Austin, Texas 78774
(512) 463-6958
<http://www.window.state.tx.us/procurement/prog/hub/>

North Central Texas Regional Certification Agency
624 Six Flags Drive, Suite 100
Arlington, TX 76011
(817) 640-0606
<http://www.nctrca.org/certification.html>

Texas United Certification Program
USDOT website at
<https://www.transportation.gov/DBE>

You must include a copy of your certification document as part of this solicitation to receive points in the evaluation.

Vendor to Sign Below to Attest to Validity of Certification:

Not applicable

Vendor Name

Authorized Signature

Typed Name

Date

**ATTACHMENT X: NCTCOG FEDERAL AND STATE OF TEXAS
REQUIRED PROCUREMENT PROVISIONS**

The following provisions are mandated by Federal and/or State of Texas law. Failure to certify to the following will result in disqualification of consideration for contract. Entities or agencies that are not able to comply with the following will be ineligible for consideration of contract award.

**PROHIBITED TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT
CERTIFICATION**

This Contract is subject to the Public Law 115-232, Section 889, and 2 Code of Federal Regulations (CFR) Part 200, including §200.216 and §200.471, for prohibition on certain telecommunications and video surveillance or equipment.

Public Law 115-232, Section 889, identifies that restricted telecommunications and video surveillance equipment or services (e.g., phones, internet, video surveillance, cloud servers) include the following:

- A) Telecommunications equipment that is produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliates of such entities).
- B) Video surveillance and telecommunications equipment produced by Hytera Communications Corporations, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliates of such entities).
- C) Telecommunications or video surveillance services used by such entities or using such equipment.
- D) Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, Director of the National Intelligence, or the Director of the Federal Bureau of Investigation reasonably believes to be an entity owned or controlled by the government of a covered foreign country. The entity identified below, through its authorized representative, hereby certifies that no funds under this Contract will be obligated or expended to procure or obtain telecommunication or video surveillance services or equipment or systems that use covered telecommunications equipment or services as a substantial or essential component of any system, or as a critical technology as part of any system prohibited by 2 CFR §200.216 and §200.471, or applicable provisions in Public Law 115-232 Section 889.

☒ **The Contractor or Subrecipient hereby certifies that it does comply with the requirements of 2 CFR §200.216 and §200.471, or applicable regulations in Public Law 115-232 Section 889.**

Not Applicable

Vendor Name

Authorized Signature

Typed Name

Date

-OR-

☐ **The Contractor or Subrecipient hereby certifies that it cannot comply with the requirements of 2 CFR §200.216 and §200.471, or applicable regulations in Public Law 115-232 Section 889.**

Vendor Name

Authorized Signature

Typed Name

Date

(Continued on next page)

DISCRIMINATION AGAINST FIREARMS ENTITIES OR FIREARMS TRADE ASSOCIATIONS

This contract is subject to the Texas Local Government Code chapter 2274, Subtitle F, Title 10, prohibiting contracts with companies who discriminate against firearm and ammunition industries. TLGC chapter 2274, Subtitle F, Title 10, identifies that “discrimination against a firearm entity or firearm trade association” includes the following:

- A) means, with respect to the entity or association, to:
- can** I. refuse to engage in the trade of any goods or services with the entity or association based solely on its status as a firearm entity or firearm trade association; and
 - II. refrain from continuing an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association; or
 - III. terminate an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association.
- B) An exception to this provision excludes the following:
- I. contracts with a sole-source provider; or
 - II. the government entity does not receive bids from companies who can provide written verification.

The entity identified below, through its authorized representative, hereby certifies that they have no practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association; and that they will not discriminate during the term of the contract against a firearm entity or firearm trade association as prohibited by Chapter 2274, Subtitle F, Title 10 of the Texas Local Government Code.

☒ **The Contractor or Subrecipient hereby certifies that it does comply with the requirements of Chapter 2274, Subtitle F, Title 10.**

EcoMotion Incorporated

Vendor Name

Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

-OR-

☐ **The Contractor or Subrecipient hereby certifies that it cannot comply with the requirements of Chapter 2274, Subtitle F, Title 10.**

Vendor Name

Authorized Signature

Typed Name

Date

(Continued on next page)
BOYCOTTING OF CERTAIN ENERGY COMPANIES

This contract is subject to the Texas Local Government Code chapter 809, Subtitle A, Title 8, prohibiting contracts with companies who boycott certain energy companies.

TLGC chapter Code chapter 809, Subtitle A, Title 8, identifies that "boycott energy company" means, without an ordinary business purpose, refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations with a company because the company:

- I. engages in the exploration, production, utilization, transportation, sale, or manufacturing of fossil fuel-based energy and does not commit or pledge to meet environmental standards beyond applicable federal and state law; and
- II. does business with a company described by paragraph (I).

The entity identified below, through its authorized representative, hereby certifies that they do not boycott energy companies, and that they will not boycott energy companies during the term of the contract as prohibited by Chapter 809, Subtitle A, Title 8 of the Texas Local Government Code.

☒ The Contractor or Subrecipient hereby certifies that it does comply with the requirements of Chapter 809, Subtitle A, Title 8.

EcoMotion Incorporated

Vendor Name

Authorized Signature

Ted Flanigan

Typed Name

November 11, 2024

Date

-OR-

☐ The Contractor or Subrecipient hereby certifies that it cannot comply with the requirements of Chapter 809, Subtitle A, Title 8.

Vendor Name

Authorized Signature

Typed Name

Date

Revised 1/1/2021

EXHIBIT 1 **CATEGORIES SELECTED, DISCOUNTS FOR PRICING & CURRENT PUBLISHED PRICE LIST**

- Please place a checkmark next to each Category that you are offering in your proposal:

<u>Yes</u>	Category 1: Energy Assessments
<u>Yes</u>	Category 2: Site Analysis
<u>Yes</u>	Category 3: Permitting and Compliance
<u>Yes</u>	Category 4: Installation Oversight
<u>Yes</u>	Category 5: Financial Analysis
<u>Yes</u>	Category 6: Maintenance & Troubleshooting
<u>No</u>	Category 7: Other Ancillary Services

- Proposed Contractual Discounts on Pricing for Categories Offered

For each of the categories you selected above, provide your proposed **discount** off your list price on the attached *Proposal Discount Offer Worksheet*. You may offer tiers of discounts based on the different bid items or the sale quantity.

10% discount applied to all labor

- Current Published Price List for Items Offered

For each of the bid items you wish to offer, please provide the current published list price. Please attach this information to your proposal on a separate sheet or via a weblink. Please match the Category item number from the Proposal Discount Offer Worksheet to the matching item on your current published price list.

NOTE: The current price list will NOT be a part of your contractual obligation and may be modified at your discretion during the term of any contract that is awarded to you. You are however requested to provide us with an updated version of the current price list whenever it is updated. Only the percentage discount is contractually obligated.

PROPOSAL DISCOUNT OFFER WORKSHEET FOR RFP #2025-005

Service Category #1: Solar Energy Consulting Services

Item	Description	% Discount Off Your Regular Rate
-------------	--------------------	---

1 Consulting Services

10%

Service Category #2: Other Ancillary Services

Item	Description	% Discount Off Your Regular Rate
-------------	--------------------	---

2

Describe Services Below:

A		
B		
C		

EXHIBIT 2
SAMPLE MARKET BASKET FORM

Not applicable.

EXHIBIT 3
SERVICE DESIGNATION AREAS

	Texas Service Area Designation or Identification		
Proposing Firm Name:	EcoMotion Incorporated		
Notes:	Indicate in the appropriate box whether you are proposing to service the entire state of Texas		
	Will service the entire state of Texas	Will not service the entire state of Texas	
		North Central Texas COG members only	
	If you are not proposing to service the entire state of Texas, designate on the form below the regions that you are proposing to provide goods and/or services to. By designating a region or regions, you are certifying that you are willing and able to provide the proposed goods and services.		
Item	Region	Metropolitan Statistical Areas	Designated Service Area
1. Yes	North Central Texas	16 counties in the Dallas-Fort Worth Metropolitan area	
2.	High Plains	Amarillo Lubbock	
3.	Northwest	Abilene Wichita Falls	
4.	Upper East	Longview Texarkana, TX-AR Metro Area Tyler	
5.	Southeast	Beaumont-Port Arthur	
6.	Gulf Coast	Houston-The Woodlands-Sugar Land	
7.	Central Texas	College Station-Bryan Killeen-Temple Waco	
8.	Capital Texas	Austin-Round Rock	
9.	Alamo	San Antonio-New Braunfels Victoria	
10.	South Texas	Brownsville-Harlingen Corpus Christi Laredo McAllen-Edinburg-Mission	
11.	West Texas	Midland Odessa San Angelo	
12.	Upper Rio Grande	El Paso	

(Exhibit 3 continued on next page)

(Exhibit 3 continued)

Nationwide Service Area Designation or Identification Form							
Proposing Firm Name:	EcoMotion Incorporated						
Notes:	<p>Indicate in the appropriate box whether you are proposing to provide service to all Fifty (50) States.</p> <table border="1"> <tr> <td>Will service all fifty (50) states</td> <td>Will not service fifty (50) states</td> </tr> <tr> <td></td> <td>Will not serve nationally</td> </tr> </table> <p>If you are not proposing to service to all fifty (50) states, then designate on the form below the states that you will provide service to. By designating a state or states, you are certifying that you are willing and able to provide the proposed goods and services in those states.</p> <p>If you are only proposing to service a specific region, metropolitan statistical area (MSA), or City in a State, then indicate as such in the appropriate column box.</p>			Will service all fifty (50) states	Will not service fifty (50) states		Will not serve nationally
Will service all fifty (50) states	Will not service fifty (50) states						
	Will not serve nationally						
Item	State	Region/MSA/City (write "ALL" if proposing to service entire state)	Designated as a Service Area				
1.	Alabama						
2.	Alaska						
3.	Arizona						
4.	Arkansas						
5. Yes	California	ALL					
6. Yes	Colorado	ALL					
7.	Connecticut						
8.	Delaware						
9.	Florida						
10.	Georgia						
11.	Hawaii						
12.	Idaho						
13.	Illinois						
14.	Indiana						
15.	Iowa						
16.	Kansas						
17.	Kentucky						
18.	Louisiana						
19.	Maine						
20.	Maryland						

21.	Massachusetts		
22.	Michigan		
23.	Minnesota		
24.	Mississippi		
25.	Missouri		
26.	Montana		
27.	Nebraska		
28.	Nevada		
29.	New Hampshire		
30.	New Jersey		
31.	New Mexico		
32. Yes	New York	ALL	
33.	North Carolina		
34.	North Dakota		
35.	Ohio		
36.	Oregon		
37.	Oklahoma		
38.	Pennsylvania		
39.	Rhode Island		
40.	South Carolina		
41.	South Dakota		
42.	Tennessee		
43.	Texas		
44.	Utah		
45. Yes	Vermont	ALL	
46.	Virginia		
47.	Washington		
48.	West Virginia		
49.	Wisconsin		
50.	Wyoming		

End of Exhibit 3

**EXHIBIT 4
QUESTIONNAIRE**

Please answer the following questions using this questionnaire. You may add pages or attachments where necessary but please number them to correspond with the questions you are answering.

5.1 Technical Specifications

5.1.1 Can you provide consulting services for energy assessments as described in Section 5.1.1? If so, please elaborate:

EcoMotion provides detailed energy audits of lighting, HVAC, other loads

EcoMotion can provide range of detail up to ASHRAE Level 3 Audits

~~Solar and storage, detailed spatial and financial analysis, energy resilience considerations too~~

5.1.2 Can you provide consulting services for site analysis as described in Section 5.1.2? If so, please elaborate:

Spatial for solar and storage, roofing condition, structural condition, electrical gear inspection

Evaluate conduit runs, location(s) of meter(s)

5.1.3 Can you provide consulting services for permitting as described in Section 5.1.3? If so, please elaborate:

Work with local jurisdiction having authority, city building department etc.

Ascertain if any unusual permitting is necessary, flood zone, heritage site, shading, tree cover, etc.

Coordinate with select contractor; facilitate process

5.1.4 Can you provide consulting services for installation oversight as described in Section 5.1.4? If so, please elaborate:

Periodic inspections throughout the construction period

Check racking, panel installation, wire management, DC and AC hook-up

5.1.5 Can you provide consulting services for financial analysis as described in Section 5.1.5? If so, please elaborate:

Yes we use Energy Toolbase for our financial modelling. With granular utility data, and site detail

Our team is able to model returns given system sizing, rate switches, presumed escalation rates

5.1.6 Can you provide consulting services for maintenance and troubleshooting as described in Section 5.1.6? If so, please elaborate:

Favorite topic! Work is led by Troy Strand, one of Southern California's noted and highly

regarded solar experts. Understands systems through and through and can spot issues and remedies.

5.1.7 Can you provide consulting services for solar lease analysis as described in Section 5.1.7? If so, please elaborate:

Solar leases are popular, though less so given the change to IRS tax credit rules that now all

For direct pay. We have lots of school and city experience with leasing, like the maintenance being

on the provider... the buyer only buying kiowatt-hours. (PS some like tax exempt leases for solar)

5.1.8 Can you provide consulting services for solar system ownership as described in Section 5.1.8? If so, please elaborate:

~~Ownership, the pathway to the greatest financial savings~~

Owners must put aside money for maintenance, and for 10-year inverter replacements

EcoMotion has recently vetted a dozen solar O&M providers in SoCal for clients

5.1.9 Can you provide consulting services for feasibility as described in Section 5.1.9? If so, please elaborate:

Feasibility... the last step before decision-making! How feasible is a project... the space, the savings,

c

Can it be interconnected? Cleaned? Overall, does it pencil??

5.1.10 Can you provide consulting services for financial modeling as described in Section 5.1.10? If so, please elaborate:

Energy Toolbase Financial modelling... awesome tool to test various scenarios.

5.1.11 Can you provide consulting services for preliminary site and zoning analysis as described in Section 5.1.11? If so, please elaborate:

Recently worked on a project in New York State, only to find that the town's zoning was extremely

Restrictive given an invasion of utility-scale solar arrays recently installed, very unbecoming

EcoMotion has worked with zoning and other restrictions in New York, Florida, and California...

5.2 Project Related Experience and Qualifications

5.2.1 Provide a general explanation and chart which specifies project leadership and reporting responsibilities, and how the team will interface with Customer's project management and team personnel.

Please see organizational chart in the attached formal proposal.

5.2.2 Any goods or services not outlined in the Scope of Work that you wish to offer?

We provide energy resilience consulting services... the icing on top of solar and storage

If NCTCOG cities was help in developing carbon-free, resilient buildings... we can help.

5.2.3 Any major requirements of the RFP that cannot be met by your firm?

None

5.2.4 List the business location(s) out of which your firm's team members will work from. You are encouraged to provide options to cover multiple geographic areas outside of Dallas/Fort Worth.

EcoMotion is a California-based firm. We will travel to perform site visits.

California location: 216 W Kenneth Road, Glendale, California 91202

5.2.5 Provide an overview of proposing firm's organization, size, years in business, and experience; major clients; and other information that you feel would assist in our evaluation process.

California S Corporation, also a certified B Corporation

Incorporated in 2006, 18 years in business, especially proud of longstanding clients

City of Santa Monica (17 years); Capital Group Companies (12 years); LA Metro (12 years)

5.2.6 Describe your invoicing process. Payment terms? Is payment by credit card accepted?

We issue monthly invoices for tasks completed, with detailed highlights

Payments are due within a month; we not accept credit cards at this time

5.2.7 Include a list of at least five (5) similar contracts awarded within the last 5 years.

Chula Vista Elementary School District, 49-campus project from feasibility to performance validation

Clean Power Alliance, evaluation of 120+ buildings for solar, storage, financed resilience

Ava Community Energy, evaluation of 50+ buildings for solar, storage, financed resilience

City of Santa Monica, evaluation of 500+ homes, 100+ businesses, college, city facilities for solar

San Diego Community College District, energy master plan for this 100,000+ student district

5.2.8 Identify any contracts within the past three years that were terminated due to non-performance.

None

5.2.9 State the warranty and length of same that may apply to the goods or services you are proposing.

Two years