



**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VA 22201
(703) 228-3410**

REQUEST FOR INFORMATION (RFI) NO. 24-DES-RFI-371

ELECTRONIC SEALED RESPONSES WILL BE RECEIVED BY ARLINGTON COUNTY VIA VENDOR REGISTRY, UNTIL 3:00 P.M. ON THE 8TH DAY OF JANUARY 2023 FOR:

WATER POLLUTION CONTROL BUREAU BIOGAS MARKET ASSESSMENT

REGISTRATION IS NOT REQUIRED TO DOWNLOAD THE RFI. VENDORS ARE REQUIRED TO REGISTER ON [VENDOR REGISTRY](#) IN ORDER TO SUBMIT QUESTIONS OR A RESPONSE TO THIS RFI. NO RESPONSES WILL BE ACCEPTED AFTER THE RESPONSE DUE DATE AND TIME.

Responses will not be publicly opened.

NOTICE: FOR ANY FUTURE SOLICITATION RELATING TO THIS RFI, ANY OFFEROR ORGANIZED AS A STOCK OR NONSTOCK CORPORATION, LIMITED LIABILITY COMPANY, BUSINESS TRUST OR LIMITED PARTNERSHIP, OR REGISTERED AS A LIMITED LIABILITY PARTNERSHIP, MUST BE AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VIRGINIA BEFORE CONTRACT AWARD.

Arlington County reserves the right to reject any and all proposals, cancel this solicitation, and waive any informalities as defined in the Arlington County Purchasing Resolution.

Arlington County, Virginia
Office of the Purchasing Agent

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I. INTRODUCTION TO REQUEST FOR INFORMATION PROCESS

Arlington County, Virginia, is requesting information from Respondents having experience and abilities in the areas identified in this solicitation. This Request for Information (RFI) is for research and budget planning purposes only. It is not a competitive solicitation and will not result in a contract for any products or services. Responding to this RFI will not prequalify vendors nor does failure to respond preclude vendors from responding to any future RFP related to the areas identified in this solicitation.

Respondents who wish to suggest a product or service for consideration are requested to submit relevant information as outlined in this RFI.

Information realized as a result of this RFI may be used as part of a competitive process for the selection of such goods and services and may be used to construct a list of prospective vendors. The County may request demonstrations of the Respondent's solution. There is no commitment implied or otherwise by Arlington County to continue with a procurement process. It is not the intent to restrict the competitive process. Those vendors not responding to this RFI can respond to a Request for Proposal (RFP), if issued.

II. INFORMATION FOR RESPONDENTS

1. SOLICITATION SCHEDULE

RFI No. 24-DES-RFI-371 – TENTATIVE SCHEDULE

RFI ISSUANCE	November 7, 2023
QUESTION DEADLINE	November 17, 2023, at 5:00 p.m.
ADDENDUM ISSUANCE (if applicable)	November 24, 2023
RESPONSES DUE	January 8, 2023, at 3:00 p.m.

2. QUESTIONS AND ADDENDA

RESPONDENTS MUST BE REGISTERED IN VENDOR REGISTRY TO SUBMIT A QUESTION FOR THIS REQUEST FOR INFORMATION. All communications relating to this solicitation must be submitted online using Vendor Registry. For a question to be considered, the question must be entered in the Question Section of the **RFI No. 24-DES-RFI-371**.

QUESTIONS REGARDING THE REQUEST FOR INFORMATION MUST BE SUBMITTED BY NOVEMBER 17, 2023, AT 5:00 P.M. EASTERN TIME TO BE CONSIDERED FOR ADDENDUM. ALL QUESTIONS RECEIVED BY THE QUESTION DEADLINE WILL BE RESPONDED TO WITHIN VENDOR REGISTRY AND POSTED FOR ALL RESPONDENTS. THE SYSTEM WILL NOT ACCEPT ANY QUESTIONS AFTER THIS DATE AND TIME.

If any questions or responses require revisions to this Request for Information, such revisions will be by formal Addendum only. Respondents are cautioned not to rely on any written, electronic, or oral representations made by any County representative or other person, including the County’s technical contact, that appear to change any portion of the solicitation, unless the change is ratified by a written Addendum to this solicitation issued by the Office of the Purchasing Agent.

3. TRADE SECRETS OR PROPRIETARY INFORMATION

Trade secrets or proprietary information that a Respondent submits in connection with a procurement transaction may be exempted from public disclosure under the Virginia Freedom of Information Act (“VFOIA”). However, the Respondent must invoke VFOIA protection clearly and in writing on the Trade Secrets or Proprietary Information Form for County review. The Trade Secrets or Proprietary Information Form must include at least the following: (1) the data or other materials sought to be protected and (2) specific reasons why the material is confidential or proprietary. It is the Respondent’s sole responsibility to defend such exemptions if challenged in a court of competent jurisdiction.

III. INTRODUCTION TO REQUEST FOR INFORMATION NO. 24-DES-RFI-371

The intent of this solicitation is to obtain information from Respondents having experience and abilities in innovative methods for procuring, operating, and maintaining a Renewable Natural Gas (“RNG”) facility, as well as marketing of physical RNG and its respective environmental attributes, on behalf of the Arlington County Water Pollution Control Bureau (WPCB).

The County intends to use the information gathered through responses to this Request for Information to:

1. Understand the level of market interest in the Project.
2. Confirm the ability to market participants to deliver the Project.
3. Confirm the received bankability and deliverability of the Project.
4. Refine the Project scope and structure as relevant.
5. Develop the procurement approach.

IMPORTANT NOTICE AND DISCLAIMER

This Request for Information and any accompanying information and materials (collectively, the Materials) have been prepared by the Arlington County Water Pollution Control Bureau (WPCB) located within Arlington County, Virginia (County) and its advisors. As part of the County’s Re-Gen Program, the County is seeking innovative methods for procuring, operating, and maintaining a Renewable Natural Gas (RNG) facility, as well as marketing of physical RNG and the environmental attributes that go with them.

The Materials are provided for general information purposes and have been prepared for the purpose of providing the Respondents with general information concerning a future RNG project. The quantities described herein are preliminary estimates and may not represent the rate of production of the new processes either at startup or over the lifespan of the systems described.

BACKGROUND/PURPOSE OF SOLICITATION

Arlington County (County) is implementing new facilities at the WPCP that will consist of upgraded solids handling processes (referred to collectively as the “Facilities”). The WPCP’s Re-Gen Program (Program) is a comprehensive program that will include the engineering, design, construction, maintenance, startup, and operation necessary to add sustainable equipment and systems to effectively recover the County’s renewable resources, produce a Class A biosolids product, and most efficiently utilize the biogas. The new Facilities will entail upgrades or replacement of nearly all existing solids handling processes. A thermal hydrolysis process (THP) followed by anaerobic digestion (AD) form the backbone of the new treatment train. The THP process uses temperature and pressure to break down the solids and remove pathogens, while the AD process stabilizes the solids and generates a methane (CH₄)-rich biogas that is suitable for further upgrading to RNG. The solids end product is a marketable Class A biosolids product. The overall process flow diagram for the Facilities is shown in Figure 1. The Facilities are expected to begin detailed design in 2024, begin construction in 2025, and be fully operational by 2029.

This Request for Information is anticipated to further advance the County’s goal of recovering and beneficially using renewable resources (biogas) to help achieve County-wide sustainability goals.

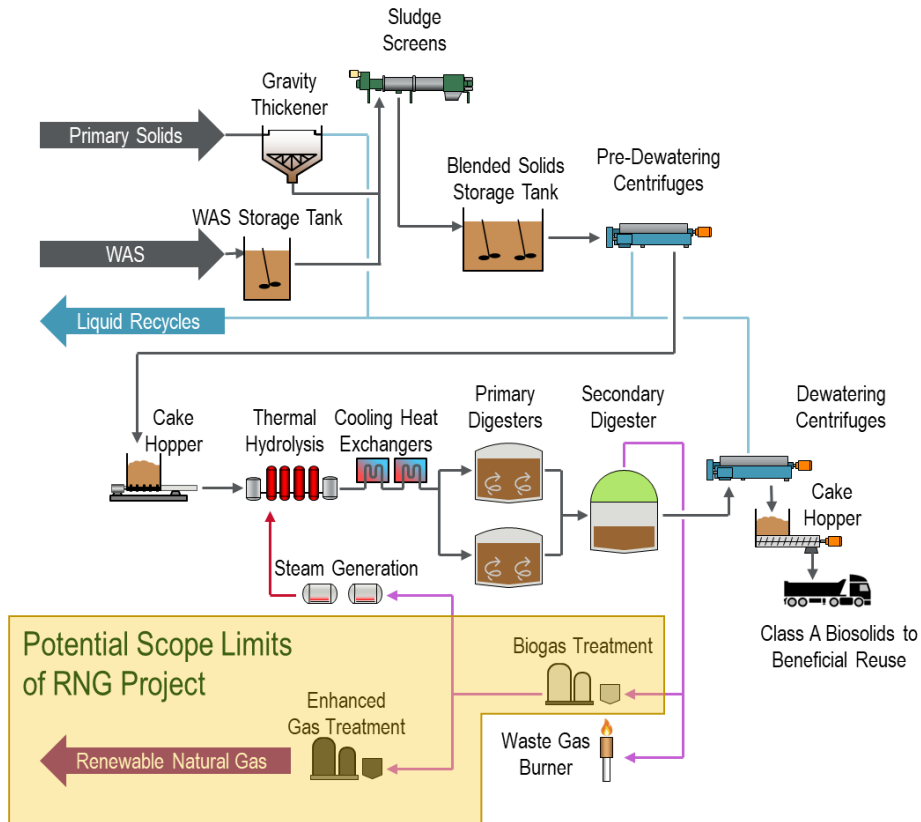


Figure 1. New Solids Handling Process Flow Diagram

A. PROJECT CONTEXT

The WPCP is located on an approximately 32-acre campus at 3402 S Glebe Road in Arlington, Virginia. Figure 2 below shows the location of the Project.



Figure 2. Project Location

The WPCP has a permitted design capacity of 40 million gallons per day (mgd) and provides enhanced nutrient removal wastewater treatment through physical, chemical, and biological processes. The WPCP currently treats an average of 23 mgd each day from the County and portions of the neighboring localities of Alexandria, Fairfax, and Falls Church, Virginia.

Currently, the primary solids (PS) are thickened in gravity thickeners (GTs) and waste activated solids (WAS) are thickened in dissolved air flotation thickeners (DAFTs). Thickened solids are dewatered by centrifuges and combined with lime to stabilize them to a Class B biosolids product that are beneficially used by land application in Virginia.

1. Previous Studies and Reports

Several previously completed Arlington County planning reports and documents serve as a foundation for the Program evaluations:

- a. Arlington County Community Energy Plan (2019)
- b. Arlington County WPCP Solids Master Plan (2018)
- c. Arlington County WPCP Re-Gen Facilities Plan, Volumes 1 to 3 (2022, Facilities Plan)
- d. Arlington County WPCP Re-Gen Biogas Utilization Final Report (2022, Biogas Utilization Report)

Of those listed above, the most relevant of the previous reports are the final two on the list, the Facilities Plan and the Biogas Utilization Report. Both of these reports are provided as Appendices A and B, respectively. This Request for Information does not seek to revisit the previous Arlington County–adopted decisions addressed in either the Facilities Plan or the Biogas Utilization Plan, but rather to provide background information for the biogas utilization alternatives to meet the objectives on this Request for Information as well as further advancing the County’s goal of recovering and beneficially using renewable resources to help achieve County-wide sustainability goals.

2. Anticipated Biogas Production

The WPCP’s Re-Gen Biogas Utilization Final Report details the process requirements for production of biogas including the solids production, biogas production, and anticipated steam demand for the THP process. The planning period for the study is defined in the Biogas Final Report with the target year selected as 2052 when the design flows and loads will reach approximately 40 dry tons per day. Based on the current solids production of 30.7 dry tons per day, it is anticipated that the solids production will increase linearly by approximately 0.37 dry tons per year, or roughly 1.0 percent per year based on anticipated population growth. Similarly, the biogas production will follow the same pattern of growth over the planning period. The assumed biogas yield is 17 standard cubic feet (scf) of biogas produced per pound (lb) of volatile solids destroyed. It is anticipated that the biogas will be approximately 60 percent methane.

Table 1 below presents the biogas production values for the planning period in 5-year increments.

Table 1. Biogas Production, values in standard cubic feet per minute (scfm)

Parameter	Start-up 2028	2032	2037	2042	2047	Design 2052
Average	392	408	428	445	466	486
30-day max	516	536	562	587	612	637
14-day max	562	584	611	639	666	693
7-day max	595	618	647	676	705	734
3-day max	655	681	713	745	777	809

The Biogas Utilization Report also describes the gas production in terms of energy content and subsequently steam demand should a portion of the gas be used for steam generation within the THP process, building heating, etc. Request for Information participants should consider that decisions for the gas final end uses have not been fully determined.

3. Anticipated Program Schedule

The Program schedule is outlined in the Facilities Plan (Appendix A). Key dates are provided below:

- a. Construction completion and Project startup: 2028
- b. Full-scale operation: 2029

The County is seeking feedback on the deliverability and relative attractiveness of technical and commercial aspects of the components needed to produce RNG. It will also help the County to confirm, refine, or revise assumptions regarding a potential project scope and structure, including the anticipated biogas conditioning equipment, financing structure, risk allocation, and procurement process.

If the County issues a subsequent Request for Proposal, the County will seek a partner to potentially assist with delivery and execution of the anticipated project. The future partner may be an energy service company, RNG marketer, RNG producer, developer, operator, broker, manufacturer, private entity seeking renewable resources, or natural gas utility, among other organizational arrangements.

Underpinning this process are several key commercial, technical, and sustainability objectives that the County hopes to address, shown below.

Develop a business model that manages the risk and maximizes the capabilities of the biogas from the WPCP and the Re-Gen Program. The long-term viability, reliability, and performance of the biogas systems and wastewater systems in Arlington County is of utmost importance.

Provide effective risk and revenue allocation between the County and its potential partner, including biogas revenue, and long-term responsibility for capital investment and operations and maintenance (O&M). The County is open to varying arrangements on delivery, ownership, and operations and maintenance of the assets and components of the Project. Revenue from RNG could come from federal, state, or private programs, potentially including the Renewable Fuel Standards (RFS) and Low Carbon Fuel Standard (LCFS).

Provide sustainability benefits to the County. Greenhouse gas (GHG) emission reduction credits associated with the use of RNG should be accounted for within the County. The County uses the Greenhouse Gas Global Protocol for Community-Scale GHG Emissions (GPC) and, where appropriate, the GHG Protocol Corporate Accounting Standard methodologies for calculating GHG emissions. To enhance the GHG emission credits available, the County would like to consider carbon capture or beneficial reuse off of the tail gas, which is high in carbon dioxide, from the gas upgrading system.

Other innovative uses of the biogas could also be considered, including generation of renewable hydrogen.

Provide reliable RNG to County operations. The County owns and operates a fleet of compressed natural gas (CNG) buses. These buses will transition to electric over the next 10 years. Prior to this transition, the County desires to use as much RNG as possible in its bus fleet.

Benefit from private-sector competition for the Project, including innovation. The County seeks to structure a Project that is attractive to the private sector and promotes competition and innovation in service delivery.

Minimize complexity, management, and administrative burden. The County seeks to structure a Project that minimizes burden on the County and is straightforward to administer.

Provide wastewater rates that are equitable and competitive with those of the Washington, D.C., metro area. The County seeks to maximize revenue from RNG to maintain equitable water and sewer rates.

B. PROJECT SCOPE AND STRUCTURE

The County understands that a spectrum of services could be provided by a future partner and/or the County, and that the risk and revenues will be determined by the services provided by each. The following terms are used in the discussion of project scope and structure:

1. Utility: This party is the natural gas utility.
2. O&M services: Labor, materials, and chemicals required to effectively operate and maintain the biogas equipment.
3. Designer: Engineering services for the design of the biogas system.
4. Construction contractor: The general contractor and associated subcontractors to construct the biogas system.
5. RNG services: Services necessary to register, certify, and administer the requirements of the Renewable Fuel Standards (RFS) and Low Carbon Fuel Standard (LCFS) and market the RNG to obligated parties.

The County is looking for feedback on how best to structure the partnership, including which services should be provided by the County and by its future partner as described in the various options.

Project Scope

There are multiple scenarios for partnership on the project between the County and its future partner. In this section, potential scenarios are discussed; in each the future partner takes on a different role, risk profile, and contract with the County. Other scenarios with appropriate risk allocation not described below may be described by respondents.

- **Option 1: Full Service.** Arlington County would enter into a long-term contract to sell raw biogas to the future partner at a fixed rate or a variable tied to the RNG market. The future partner would own, operate, and maintain the gas upgrading Facilities. The future partner would find end uses and market the RNG, including the commodity and the environmental

attributes.

- **Option 2: Partial Service.** Arlington County would sell the RNG to the future partner at a fixed rate or a variable rate tied to the RNG market. The future partner would find end users and market the RNG, including the commodity and the environmental attributes.
- **Option 3: Wholesale Service.** The County would produce and market the RNG and market and sell the commodity to customers. The future partner would act as a broker to find obligated parties to purchase the environmental attributes through the RFS and other programs.

Option 1: Full Service, Scope

In Option 1, the future partner would receive raw biogas from the County and would provide a turnkey approach for gas management and marketing. In this option, the future partner would own the gas upgrading equipment and be responsible for the design, construction, and operation and maintenance of the equipment. The future partner would also market and sell the commodity RNG and environmental attributes and provide any other needed gas services. The contract between the County and the future partner would be set up based on a share of the RNG revenue or another profit-sharing scenario as agreed to by the parties. Figure 3 below further illustrates the Full-Service option.

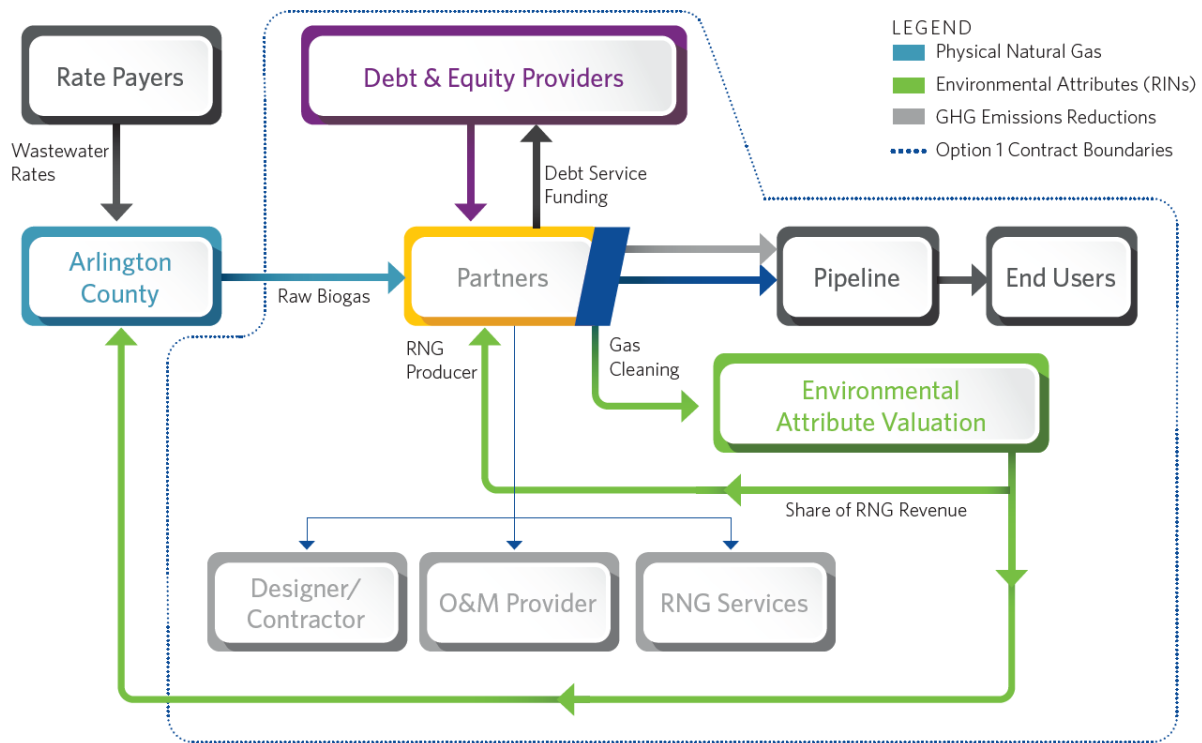


Figure 3. Option 1: Full Service

Option 2: Partial Service, Scope

In Option 2, the future partner would receive conditioned product RNG from the County and would provide RNG services, finding end users of the commodity RNG as well as marketing and sales of the

environmental attributes. The County would own, operate, and maintain the biogas upgrading equipment and would be responsible for meeting gas quality requirements. The contract between the County and future partner would be set up based on a share of the RNG revenue or another profit-sharing scenario as agreed to by the parties. Figure 4 below further illustrates the Partial Service option.

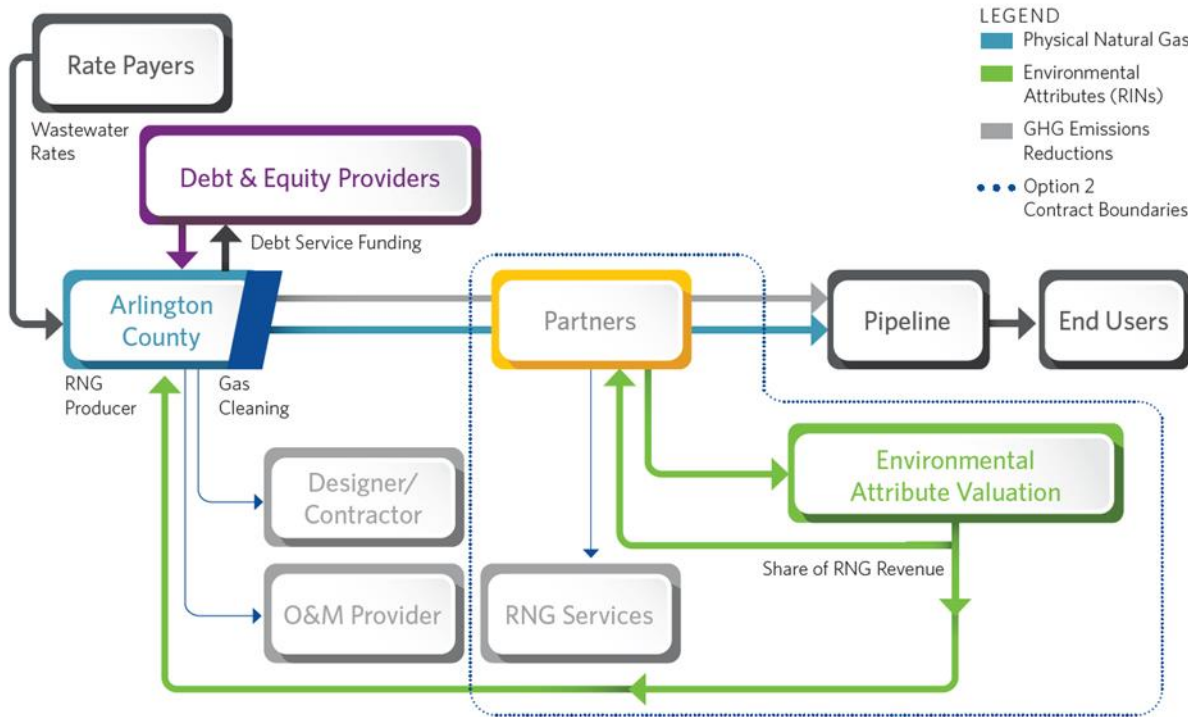


Figure 4. Option 2: Partial Service

Option 3: Wholesale Service, Scope

In Option 3, the future partner would serve as a broker to market and sell the environmental attributes to obligated parties through the RFS and other programs. The County would own, operate, and maintain the biogas upgrading equipment and be responsible for meeting gas quality requirements. The County would also market and sell the commodity RNG. The contract between the County and future partner would be set up based on a share of the RNG revenue or another profit-sharing scenario as agreed to by the parties. Figure 5 below further illustrates the Wholesale Service option.

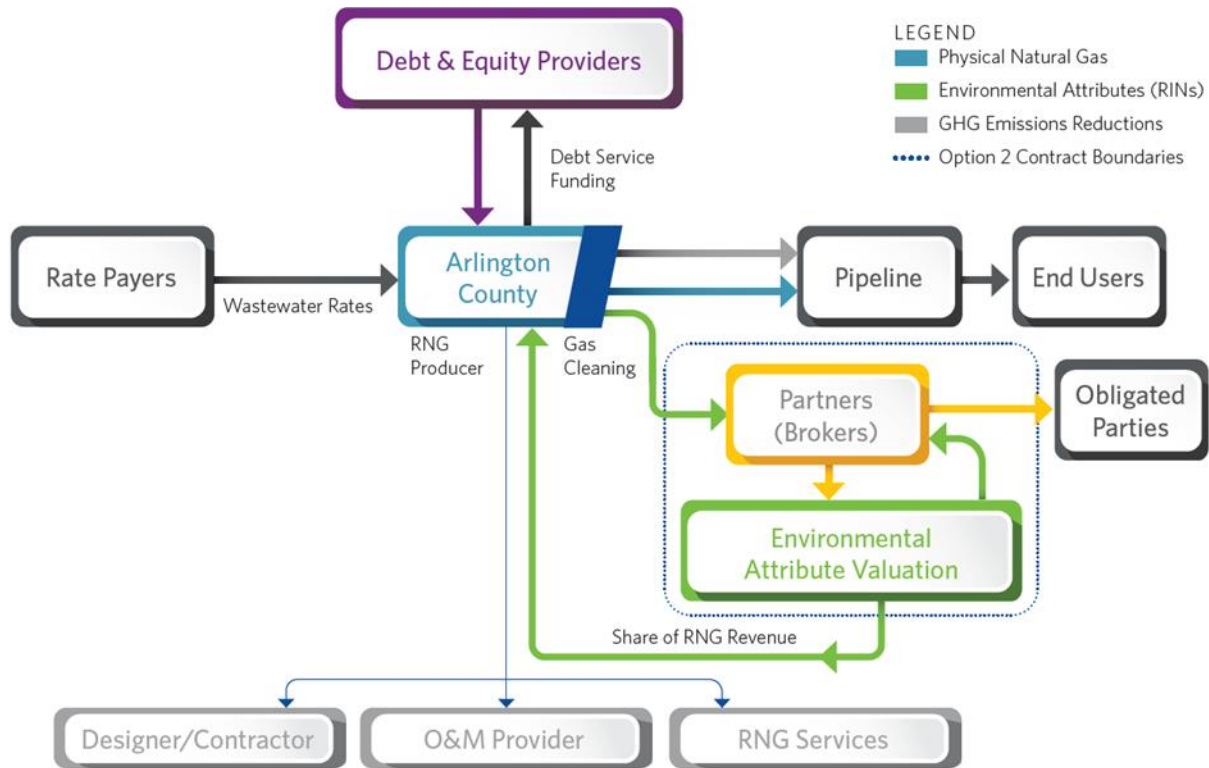


Figure 5. Option 3: Wholesale Service

Allocation of Risk

The County is committed to allocating risk according to the public-private partnership (P3) principle that the risk should be assigned to the party best able to manage it and the County is open to input on this risk allocation. Table 2 through Table 4 represent a summary of the key responsibilities identified by the County and each of the three options discussed within this section. Options other than those presented may be considered. In all cases, the gas utility will own the interconnection to the gas pipeline and have their own gas quality monitoring equipment.

Option 1: Full Service

Table 2 provides the presumed allocation of responsibilities for the Full-Service option.

Table 2. Option 1: Full Service, Allocation of Responsibilities

Responsibility	Future Partner	County/Others
Project Delivery		
Ownership	Owns the biogas upgrading equipment, with an acceptable interface as agreed to be the parties.	County owns all raw biogas components. Utility owns the necessary facilities to interconnect the RNG to pipeline.

<p>Design</p>	<p>Designs all improvements in accordance with proposed technical approach and design approved by the County.</p>	<p>County assigns a third-party engineer to monitor design and progress and compliance with defined requirements.</p> <p>Utility designs all components associated with the Facilities to interconnect RNG to pipeline; interconnect facilities.</p>
<p>Right-of-way and easements</p>	<p>Is subject to lease agreement with the County for Partner-owned equipment on County site.</p>	<p>County owns all property the Facilities are located on.</p>
<p>Permitting</p>	<p>Obtains all permits associated with the construction of the biogas upgrading Facilities.</p>	<p>County obtains all permits associated with the construction of other facilities.</p>
<p>Site conditions</p>	<p>Undertakes supplemental site investigations as necessary, such as survey or geotechnical.</p>	<p>County provides general site condition information for informational purposes only.</p>
<p>Construction</p>	<p>Constructs all infrastructure in accordance with proposed technical solutions and design approved by the County.</p>	<p>County assigns a third-party engineer to monitor construction progress and compliance with defined requirements.</p>

		Utility constructs all components associated with the Facilities to interconnect RNG to pipeline interconnect facilities.
O&M	Is responsible for all day-to-day operations and maintenance of the biogas upgrading Facilities.	Utility is responsible for day-to-day operations and maintenance of interconnect. County is responsible for all day-to-day operations and maintenance of other facilities.
Performance risk	Is responsible for meeting mutually agreed-upon performance specification per contract, subject to relief where biogas does not meet predefined input characteristics.	County is responsible for providing raw biogas at certain quality. Responsible for monitoring and enforcing applicable pretreatment ordinances for commercial and industrial system users.
Renewal/life-cycle work	Is responsible for all asset life-cycle works associated with the biogas upgrading system.	Utility is responsible for all asset life-cycle works associated with the interconnect. County Is responsible for all asset life-cycle works associated with the other facilities.
Insurance	Is responsible for procuring and	N/A

	maintaining industry standard coverage.	
Retail interface	As needed to verify that the RNG is being used as vehicle fuel or other end uses like voluntary programs.	N/A
Future phase scope and delivery	Responsibilities for potential future phases are negotiated between the parties.	Responsibilities for potential future phases are negotiated between the parties.
Financing		
Project financing	Is responsible for obtaining Project financing for the biogas upgrading system (unless alternative approach agreed with the County).	County is responsible for obtaining Project financing for the other facilities.
Refinancing	Is able to refinance debt but the County must approve.	County shares in any refinancing gain.
Market		
Pricing	Payments for biogas are fixed rate or based on market pricing indices.	N/A
Utility/commodity costs	Assumes consumption risk for all O&M activities associated with biogas upgrading.	N/A
Revenue and Environmental Attributes		
Payments	Negotiates required payments at procurement,	N/A

	subject to a contractually agreed payment mechanism.	
Environmental Attributes	Markets environmental attributes with goal of maximizing sustainable benefits for the County.	County works with the Partner to maximize County sustainable benefits.

Option 2: Partial Service

Table 3 provides the presumed allocation of responsibilities for the Partial Service option.

Table 3. Option 2: Partial Service, Allocation of Responsibilities

Responsibility	Future Partner	County
Project Delivery		
Ownership	No ownership of on-site facilities.	<p>County owns all raw biogas and biogas upgrading components.</p> <p>Utility owns the necessary facilities to interconnect the RNG to pipeline.</p>
Design	N/A	<p>County designs all improvements in accordance with proposed technical approach and design approved by licensed engineer.</p> <p>Utility designs all components associated with the Facilities to interconnect RNG to pipeline.</p>
Right-of-way and easements	N/A	County owns the property the Facilities are located on.
Permitting	N/A	County obtains all permits associated with the work.
Site Conditions	N/A	County is responsible for all site conditions.
Construction	N/A	County contracts with others to construct all infrastructure in accordance with

		<p>proposed technical solutions and design approved by Owner in conjunction with Partner.</p> <p>Utility constructs all components associated with the Facilities to interconnect RNG to pipeline interconnect facilities</p>
O&M	N/A	<p>Utility is responsible for day-to-day operations and maintenance of interconnect.</p> <p>County is responsible for all day-to-day operations and maintenance of all other facilities.</p>
Performance risk	<p>Partner helps establish mutually agreed-upon performance specification based on current and anticipated treatment requirements and establishes RNG characteristics.</p>	<p>County is responsible for meeting mutually agreed-upon performance specification per contract.</p>
Renewal/life-cycle work	N/A	<p>Utility is responsible for all asset life-cycle works associated with the interconnect.</p>

		County is responsible for all asset life-cycle works associated with the other facilities.
Insurance	Is responsible for normal and customary business insurance.	County is responsible for procuring and maintaining industry standard coverage for constructed assets.
Retail interface	As needed to verify that the RNG is being used as vehicle fuel or other end uses like voluntary programs.	N/A
Future phase scope and delivery	Responsibilities for potential future phases are negotiated between the parties.	Responsibilities for potential future phases are negotiated between the parties.
Financing		
Project financing	Is responsible for any financing required to facilitate services.	County is responsible for obtaining all Project-related financing.
Market		
Pricing	Payments for RNG are fixed rate or based on market pricing indices.	N/A
Utility/commodity costs	N/A	County assumes consumption risk for all O&M activities.
Revenue and Environmental Attributes		
Payments	Negotiates required payments procurement, subject to a	N/A

	contractually agreed payment mechanism.	
Environmental Attributes	Markets environmental attributes with goal of maximizing sustainable benefits for the County.	County works with the Partner to maximize County sustainable benefits.

Option 3: Wholesale Service

Table 4 provides the presumed allocation of responsibilities for the Wholesale Service option.

Table 4. Option 3: Wholesale Service, Allocation of Responsibilities

Risk or Responsibility	Partner	County
Project Delivery		
Ownership	No ownership of on-site Facilities.	<p>County owns all raw biogas and biogas upgrading components.</p> <p>Utility owns the necessary Facilities to interconnect the RNG to pipeline.</p>
Design	N/A	<p>County designs all improvements in accordance with proposed technical approach and design approved by licensed engineer.</p> <p>Utility designs all components associated with the Facilities to interconnect RNG to pipeline.</p>
Right-of-way and easements	N/A	County owns the property the Facilities are located on.
Permitting	N/A	County obtains all permits associated with the work.
Site conditions	N/A	County is responsible for all site conditions.
Construction	NA	<p>County contracts with others to construct all infrastructure in accordance with proposed technical solutions and design.</p> <p>Utility constructs all components associated with the Facilities to interconnect RNG to pipeline interconnect facilities.</p>
O&M	N/A	Utility is responsible for day-to-day operations and maintenance of interconnect.

		County is responsible for all day-to-day operations and maintenance of all other facilities.
Performance risk	Partner helps establish mutually agreed-upon performance specification based on current and anticipated treatment requirements and establishes RNG characteristics.	County is responsible for meeting performance specification required by utility and customers.
Renewal/life-cycle work	N/A	Utility is responsible for all asset life-cycle works associated with the interconnect. County is responsible for all asset life-cycle works associated with the other facilities.
Insurance	Is responsible for normal and customary business insurance.	County is responsible for procuring and maintaining industry standard coverage.
Retail interface	As needed to verify that the RNG is being used as vehicle fuel or other end uses like voluntary programs.	N/A
Future phase scope and delivery	Responsibilities for potential future phases are negotiated between the parties.	Responsibilities for potential future phases are negotiated between the parties.

Financing		
Project financing	Is responsible for any financing required to facilitate services.	County is responsible for obtaining all Project-related financing.
Market		
Pricing	Payments for environmental attributes are fixed rate or based on market pricing.	County assumes all risks associated with commodity pricing.
Utility/commodity costs	N/A	County assumes consumption risk for all O&M activities.
Revenue and Environmental Attributes		
Payments	Negotiates required payments at procurement, subject to a contractually agreed payment mechanism.	N/A
Environmental Attributes	Markets environmental attributes with goal of maximizing sustainable benefits for the County.	County works with the Partner to maximize County sustainable benefits.

IV. RESPONSE REQUIREMENTS

1. GENERAL

Responses and all documents related to this solicitation become the property of the County upon receipt.

2. PROPOSAL SUBMISSION

The Response must be submitted electronically via Vendor Registry no later than the date and time specified in this solicitation. The Vendor Registry system will not accept responses after the close date and time. The County will not accept emailed or faxed responses.

ONLY ELECTRONIC SUBMISSION IS ALLOWED. ANY RESPONSE SUBMITTED VIA ANY MEANS OTHER THAN A VENDOR REGISTRY ELECTRONIC UPLOAD WILL NOT BE ACCEPTED. Arlington County is not responsible for late submissions, missed Addendums, or questions not submitted before the end date and time.

Timely submission is solely the responsibility of the Respondent.

3. RESPONSE STANDARDS

Responses submitted in response to this solicitation should be accurate and grammatically correct and should not contain spelling errors.

4. UNNECESSARILY ELABORATE RESPONSES

The County may view unnecessarily elaborate brochures or other presentations, including elaborate or expensive artwork, visuals, and other presentations, as an indication of the Respondent's lack of cost consciousness.

5. EXPENSES INCURRED IN PREPARING RESPONSES

The County accepts no responsibility for any expense incurred by any Respondent in the preparation or presentation of a proposal.

V. INFORMATION TO BE SUBMITTED FOR THIS REQUEST FOR INFORMATION

REQUIRED INFORMATION

The County is requesting Respondents that currently have experience and abilities in the areas identified in this solicitation to respond to this Request for Information. The information requested below outlines specific areas of interest to the County. Respondents to this RFI are encouraged to also provide any information not specifically identified in this RFI, but which the Respondent feels will better describe its solution's capabilities.

Based on the background information provided on the County's Re-Gen Program, please provide feedback as requested below. Suggested page counts are provided for each section. These are not strict page limits, but the Respondent is requested to be concise and efficient in their response.

A. BUSINESS INFORMATION (1 PAGE)

1. Full legal business name, (including DBA if applicable).
2. Principal place of business, including the complete mailing address for the location of the primary control, direction, and management.
3. Contact Information for this RFI and future contracting opportunities, including contact name, title, email address, and phone number]
4. Company website address.
5. Type of Business, such as energy service company, RNG marketer, RNG producer, developer, operator, broker, manufacturer, private entity seeking renewable resources, natural gas utility, etc.

B. GENERAL INFORMATION (3 PAGES)

1. In the context of your market focus, the information contained in the Request for Information, and the specific role you would likely seek in a future partnership, what is your view of the overall attractiveness of a potential RNG project with the County and why? Please provide perspectives on what minimum design, construction, O&M, and finance experience/requirements should be required from a potential partner group.
2. Please describe which Option is most preferable to you and why. For your preferred Option, would you recommend changing the approach as it has been described?
3. Please describe any key changes or points of clarification the County should provide in advance that would add value to a future selection process.
4. Please describe your firm's perspective on ownership of environmental attributes and impacts to County Greenhouse Gas accounting. What opportunities are there to maximize the sustainability benefits to the County?
5. Please describe your firm's perspective on the potential for carbon dioxide capture and beneficial reuse, if produced at an average rate of 11 tons per day.
6. Please describe your firm's perspective on other potential innovative uses for the biogas, such as creation of renewable hydrogen.
7. Please discuss any challenges on the County's desire for use of RNG in the County bus fleet until RNG buses are retired.

C. PARTNERING RELATIONSHIP AND FINANCING (3 PAGES)

1. The County is open to new ideas on the type of partnering relationship that could be established to benefit both parties and the ratepayers. Please provide some preliminary thoughts on your preferred partnering arrangement, the potential challenges associated with the arrangement, and the potential benefits to both parties. Include risks and financial, commercial, and operational considerations in your potential benefits.
2. Please describe your firm's likely approach to financing the improvements in terms of sources of finance and anticipated weighted average cost of capital ("WACC")?
3. What are the commercial or contractual terms you would see as beneficial for your preferred partnering arrangement (understanding that the County is not obligated to include such language in a future RFP)? Please describe the value added of the County pursuing some element of state revolving fund (SRF) or federal-based financing for the necessary and explain why?
4. Does the type of partnership arrangement impact the amount of due diligence needed or anticipated schedule for making the needed improvements and getting the Facilities into operation? If so, how?

D. INTEGRATION WITH THE RE-GEN PROGRAM QUESTIONS (1 PAGE)

1. Please describe the challenges that need to be overcome to make a potential RNG project work efficiently with the remainder of the Re-Gen Program?
2. From an operations perspective, are there efficiencies for the same firm operating the biogas cleaning equipment and responsible for sales of the RNG? If so, please provide some additional details.

E. NEXT STEPS QUESTIONS (2 PAGES)

1. Please describe when it would be advantageous for the County to issue a Request for Proposals, understanding that construction of the Facilities is expected to begin in 2025, with full operation in 2029.
2. Would your firm be willing to respond to a future Request for Proposals? What information would you be looking for within the RFP to be able to develop a business plan as part of the response to the RFP?
3. Please provide any additional comments or questions you have regarding the facilities, the procurement process, or other.

VI. TRADE SECRETS OR PROPRIETARY INFORMATION FORM

TRADE SECRETS OR PROPRIETARY INFORMATION:

Trade secrets or proprietary information submitted by a Respondent in connection with a procurement transaction will not be subject to public disclosure under the Virginia Freedom of Information Act. Pursuant to Section 4-111 of the Arlington County Purchasing Resolution, however, a Respondent seeking to protect submitted data or materials from disclosure must, before or upon submission of the data or materials, identify the data or materials to be protected and state the reasons why protection is necessary.

Please mark one:

- No, the proposal that I have submitted does not contain any trade secrets and/or proprietary information.
- Yes, the proposal that I have submitted does contain trade secrets and/or proprietary information.

If Yes, you must clearly identify below the exact data or materials to be protected and list all applicable page numbers, sections, and paragraphs, of the proposal that contain such data or materials:

State the specific reason(s) why protection is necessary and why the identified information constitutes a trade secret or is proprietary:

If you fail above to identify the data or materials to be protected or to state the reason(s) why protection is necessary, you will not have invoked the protection of Section 4-111 of the Purchasing Resolution. Accordingly, the response will be open for public inspection consistent with applicable law.

RESPONDENT NAME: _____

ADDRESS: _____

E-MAIL: _____