
CITY OF MANCHESTER, NEW
HAMPSHIRE DEPARTMENT OF
AVIATION
REQUEST FOR PROPOSAL

RENEWABLE NET ENERGY METERING
CREDIT AGREEMENTS FOR OFFSITE
RENEWABLE SYSTEMS



MANAGED BY

COMPETITIVE ENERGY SERVICES, LLC

148 MIDDLE ST., SUITE 506

PORTLAND, ME 04101

1.0 GENERAL INFORMATION

1.1 Summary

The City of Manchester, NH, Department of Aviation: Manchester-Boston Regional Airport (“Airport”) is soliciting proposals for group net energy metering credits generated by renewable systems less than 5MW located off-site in Eversource New Hampshire territory pursuant to New Hampshire’s group net energy metering allowances and regulation as described in NH Title XXXIV PUBLIC UTILITIES Chapter 362-A Limited Electrical Energy Producers Act, RSA Section 362-A:9 Net Energy Metering. The Airport is not offering any sites for development and is seeking proposals from either existing projects or projects currently under development. The term length of any associated Utility Credit Purchase Agreement(s) is expected to be up to 20 years. Additionally, the Airport is interested in understanding options to purchase bill credits with and without the associated environmental attributes (where possible).

The Airport is aiming to select a partner that can take advantage of all available project incentives to offer the most attractive pricing for a utility bill credit purchase. In the proposal submission, Bidders should highlight how The Airport may maximize the value of project options.

This Request for Proposals (“RFP”) is being managed by Competitive Energy Services, LLC (“CES”) as the consultant to the Airport for this purpose. As noted elsewhere in this document, respondents shall not communicate in any manner with The City of Manchester personnel or the Airport personnel regarding this RFP. All communications shall be made directly with the Airport Procurement Contact and CES as described herein.

1.2 City of Manchester, NH, Department of Aviation: Manchester-Boston Regional Airport

The Airport is located within the service territory of Eversource New Hampshire in ISO New England’s New Hampshire load zone. The Airport is located partially in Hillsborough County (City of Manchester) and partially in Rockingham County (Town of Londonderry) in Southern NH. The City of Manchester, NH is home to a population of roughly 110,000 and is located along the banks of the Merrimack River. The Airport has an interest in exploring renewable energy options that result in favorable economics and potential community and environmental benefits.

More information about the Airport can be found here: <https://www.flymanchester.com/>

2.0 INSTRUCTIONS TO BIDDERS

2.1 RFP Schedule

Milestone	Date and Time
RFP Release Date	7/23/2026
Deadline for Bidder Questions	8/6/2026
Responses to Bidder Questions	8/13/2026
Proposal Due Date via email	8/28/2026
Award Date	TBD

The Airport may change these dates at its sole discretion.

2.2 Submission Process

All proposals must be received via email at procurement@flymanchester.com and at dlong@competitive-energy.com on or before 5:00 P.M. EST on the date designated in Section 2.1. The email subject line should read: **"RESPONSE to Manchester-Boston Regional Airport Renewable Net Metering RFP"** and must include the following documents.

- Attachment 1 Quantity and Price Proposal (in Excel Form provided)
- Attachment 2 Bidder Information
- Qualifications per Section 6.0

In addition to the electronic documents to be submitted via email, one hardcopy of the proposal documents shall be submitted to the Airport in a sealed envelope addressed to the following:

Manchester-Boston Regional Airport
Attn: Procurement – Renewable Net Energy Metering RFP
One Airport Road, Suite 300
Manchester, NH 03103-7450

2.3 Questions

Bidders are encouraged to notify CES of their interest in this RFP and intent to participate. This registration should be done by email to procurement@flymanchester.com and at dlong@competitive-energy.com. Registration in no way binds any Bidder to submit a proposal. It does put the Bidder on a list for any subsequent information CES or the Airport may disseminate regarding this RFP and the process, including any Addenda issued prior to the submission due date. Failure to register does not disqualify any Bidder from submitting a proposal.

All questions with regards to this RFP must be submitted in writing. Bidders must submit written questions via e-mail to procurement@flymanchester.com and dlong@competitive-energy.com. The email subject line must read: **"QUESTIONS Regarding Manchester-Boston Regional Airport Renewable Net Metering RFP"**. Questions will be compiled and responses will be assembled into an RFP Addendum that will be posted to the Airport's website and will be emailed to all registered bidders by 7/31/2026.

2.4 Contact Information

Except as may be noted otherwise herein, the coordinating entity and primary contact for the coordinating and dissemination of all information regarding this RFP is:

Competitive Energy Services, LLC
148 Middle St., Suite 506
Portland, ME 04101

Daniel Long, Senior Energy Services Advisor
dlong@competitive-energy.com
Tel: (203) 376-0516

Keith Sampson, Vice President
ksampson@competitive-energy.com
Tel: (617) 633-9320

2.5 Accept/Reject Proposal

The Airport reserves the right to reject any or all proposals, wholly or in part; to waive technicalities, irregularities, and omissions; to make the award in a manner deemed to be in the best interest of The Airport, and to correct any award erroneously made as a result of a clerical error on the part of The Airport or CES.

2.6 Withdrawal of Proposal

This RFP in no manner obligates the Airport to the eventual purchase of any products or services described, implied, or which may be proposed, until confirmed by written agreement, and may be terminated by the Airport without penalty or obligation at any time prior to the signing of an agreement.

2.7 Obligation

This RFP in no manner obligates the Airport to the eventual purchase of any products or services described, implied, or which may be proposed, until confirmed by written agreement, and may be terminated by the Airport without penalty or obligation at any time prior to the signing of an agreement.

2.8 Expenses

Expenses for developing and presenting proposals shall be the entire responsibility of the Bidder and shall not be chargeable to the Airport or CES.

3.0 MANCHESTER-BOSTON REGIONAL AIRPORT TERMS AND CONDITIONS

3.1 Proposal Materials

All material submitted in response to the RFP shall become the property of the Airport upon submission and will be considered as part of this RFP. The Bidder may not materially alter its bid response after the bids have been opened. Only the Airport may deem what constitutes a material alteration to a proposal.

3.2 Confidentiality

All respondents should note that the Airport is subject to public procurement laws. As such, any proposals or materials submitted may be shared publicly as required by law. However, during the bid submission and review process, bids will remain confidential as is standard practice.

3.3 RFP Interpretation

Interpretation of the wording of this document shall be the responsibility of the Airport and that interpretation shall be final.

3.4 Addendum

The Airport reserves the right to issue an addendum to all known Bidders via email and to the Airport's public website prior to the proposal due date.

3.5 Proposal Modification

Any exceptions/ additions/ alterations to the terms and conditions contained herein must be included in the Bidder's proposal response. Failure to provide the required data to allow for evaluation of the Bidder's response to the RFP, or failure to follow and complete the RFP proposal format and accompanying documents may be grounds for rejecting the proposal offer. The Airport reserves the right to reject any proposals that alter the terms specified in the RFP.

4.0 CONTRACT

4.1 Utility Credit Purchase Agreement

The Airport expects to enter into a purchase agreement for renewable net metering credits under New Hampshire net metering regulations. The Airport will work with selected Bidder(s) to negotiate agreeable contracts terms.

4.2 Site Permits and Utility Interconnection Agreements

The Airport expects that the awarded Bidder(s) will be responsible for obtaining all federal, state, and local permit requirements and interconnection agreement(s). Any permitting or interconnection costs should be included in any pricing submitted in response to this RFP. Bidder(s) are asked to please state any assumptions used in determining these costs and how those assumptions might influence project economics, if applicable.

5.0 QUANTITY AND PRICE

Pursuant to NH group Net Energy Metering laws, the Airport is interested in contracting to purchase remotely generated net energy metering credits. In addition, the Airport is interested in options to own the environmental attributes (Renewable Energy Credits or "RECs") associated with the project generation. Bidders are asked to specify their price per kWh of Net Energy Metering credits generated with and/or without environmental attributes included, as well as pricing with RECs transferring to the Airport after year 10 of operations.

The Airport will consider a credit purchase price utilizing either a fixed price or fixed discount structure. The Airport has a preference for discount structures that lack a floor price, in order to minimize potential for financial risk due to future credit rates. Developers are welcome to offer multiple pricing options in their submission, using the Excel form in **Attachment 1**.

In addition to pricing details, developers are asked to offer any and all available details regarding the project, including the technology being used, nameplate capacity, estimated annual generation, location, commercial operations date, and other key development details. Also, if your project has any compelling environmental or social benefits, please note this in the response form. If all else is equal, preference will be given to projects with compelling social or environmental benefits. This will help the Airport to compare projects and determine when credits might be expected to be received.

6.0 BIDDER QUALIFICATIONS

6.1 Company History and Qualification

Each Bidder must submit a brief description of its company history and qualifications. Please include information on financial resources and creditworthiness.

Bidders Response:

[Please attach response]

6.2 Renewable Energy Development and Management Qualifications

Each Bidder must submit a brief description of its renewable energy development and management qualifications. In particular, the Airport is interested in experience with developing, owning, and or operating existing projects located in New Hampshire and more broadly, New England. Please also include at least three references for similar projects, that includes a contact name, phone number and email address that the Airport or CES may contact to verify bidder qualifications.

Bidders Response:

[Please attach response]

7.0 AWARDS

The Airport reserves the right to reject any or all bids, to waive technicalities and informalities, and to accept the proposal deemed best for the Airport.

Any resulting contract shall be construed under and governed by the Laws of New Hampshire.

The terms of any resulting contract cannot be modified, altered, or changed without the specific written approval of the Airport.

8.0 TITLE VI SOLICITATION NOTICE

Manchester-Boston Regional Airport, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 USC §§ 2000d to 2000d-4) and the Regulations, hereby notifies all bidders or offerors that it will affirmatively ensure that in relation to any contract entered into pursuant to this advertisement, disadvantaged business enterprises will be afforded full and fair opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.

9.0 LIST OF ATTACHMENTS

Attachment 1: Price Response Form

Attachment 2: Bidder Information

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Attachment 1 – PRICE RESPONSE FORM

(please request editable Excel file from dlong@competitive-energy.com and procurement@flymanchester.com or find the file attached to original RFP distribution)

City of Manchester, NH, Department of Aviation, Manchester-Boston Regional Airport:

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Competitive Energy Services

RFP Price Response Form - Attachment 1



Instructions to Bidders: Please fill out the blue cells in the following price proposal table to submit pricing for your offsite project. If there are alternative pricing formats that bidders want to propose, please add the necessary rows. To submit pricing for multiple projects, please duplicate this sheet as needed.

PROJECT INFORMATION	Units	Respondent Inputs	Notes
Developer Name			
Project Name			
Technology			
Project Capacity	MW DC		
Project Capacity	MW AC		
Est Year 1 Generation	MWh		
Location	Address, City/Town		
COD (Est or Actual)	QQ YYYY		
Available Subscription	%		
Status of Site Control	(description)		
Status of Interconnection Agreement	(description)		
Status of permitting/approvals	(description)		
Unique Project Attributes/Other Details	(description)		
PRICING:			
<i>Option 1</i>			
Price	\$/MWh or % Discount		
Term	Years		
Annual Price Escalator (if applicable)	%		
Floor Price (if applicable)	\$/MWh		
RECs Included?	Y/N		
<i>Option 2</i>			
Price	\$/MWh or % Discount		
Term	Years		
Annual Price Escalator (if applicable)	%		
Floor Price (if applicable)	\$/MWh		
RECs Included?	Y/N		
<i>Option 3</i>			
Price	\$/MWh or % Discount		
Term	Years		
Annual Price Escalator (if applicable)	%		
Floor Price (if applicable)	\$/MWh		
RECs Included?	Y/N		

Developers may add additional rows for alternative pricing options, if needed

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Attachment 2 – BIDDER INFORMATION / SIGNATURE

BIDDER INFORMATION:

Company name: _____

Address: _____

Tax I.D./FEIN: _____

OR

S.S.N. # (if individual)

CONTACT PERSON (Name) _____

Telephone Number: _____

Fax Number: _____

Email: _____

SIGNATURE:

Signature of owner or Authorized Officer: _____

Please print name and title of signer: _____

Date Submitted: _____