



MICHIGAN DEPARTMENT OF
ENVIRONMENT, GREAT LAKES, AND ENERGY

ENERGY STORAGE ROADMAP

REQUEST FOR PROPOSALS

Issue Date: August 17, 2020

Response Due: September 14, 2020

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Energy Storage Roadmap Request for Proposals

PART I GENERAL INFORMATION

I-A Purpose

The Michigan Department of Environment, Great Lakes, and Energy, (EGLE) Energy Services, is offering a grant to an organization to analyze current policies, programs, and opportunities related to energy storage in the state of Michigan (State). The purpose of this solicitation is to identify opportunities, policy barriers, and make recommendations for energy storage in Michigan.

I-B Grant Award

A total of \$200,000 in funding is expected to be available. Applicant(s) must provide a complete budget using the [Approved Budget Form](#) (See Section IV-B). Budgets must be itemized and be accompanied by a budget narrative which adequately describes each budget category.

All applicants must provide a **minimum 25 percent match** of the total requested grant funds (a.k.a. "State share"). Applicants may use cash, bond proceeds, tax-exempt leasing and/or Michigan SAVES financing for some or all their match, and those that do will receive favorable consideration. This may result in different match/funding scenarios if desired, in order to increase the percentage of leveraged funds and/or incentivize larger projects. The sum of the State share plus the Recipient share of allowable costs will equal the total allowable project cost (see Section IV-B).

Energy Services will award funds to applicants that agree to the terms set forth in this Request for Proposals (RFP) and the [grant agreement](#). Energy Services, which is an entity within the EGLE, will be the primary contact with applicants and grantees and negotiate the scope of work, budget, reporting periods, report format, and reporting content. All other requirements are non-negotiable. Funds must be expended by **September 30, 2021**.

I-C Eligibility Requirement

Any organization is eligible to apply (See Sections III-G, III-H, and the grant agreement for additional requirements).

I-D Issuing Office and Point of Contact

This RFP has been issued by Energy Services. Questions that arise as a result of this RFP must be submitted to Energy Services by email only. Telephonic questions cannot be answered. All questions must be submitted on or before 5:00 PM (EST), August 28, 2020. All questions regarding this solicitation should be directed to Jake Wilkinson, WilkinsonJ8@Michigan.gov

- I-E Changes to the RFP and Responses to Questions
Written answers to questions, changes, and/or clarifications will be posted at: https://www.michigan.gov/climateandenergy/0,4580,7-364-85453_85455_85516_85523-536951--,00.html by August 31, 2020.
- I-F Pre-proposal Conference
No pre-proposal conference will be held for this RFP. Any inquiries should be submitted as outlined in Section I-D.
- I-G Proposals
To be considered, applicants must submit a complete response to this RFP, addressing the Work Statement provided in Part III, and using the format and attachments provided in Part IV. **An electronic copy of each proposal must be submitted to the issuing office through the online application site [SurveyMonkey.com/r/EnergyStorageRFP](https://www.surveymonkey.com/r/EnergyStorageRFP). Proposal must be original and cannot be funded in part or whole by another entity without Energy Services' consent.** An official who is authorized to bind the applicant to its provisions (an "Authorized Negotiator") must sign the proposal. For this RFP, the proposal must remain valid for at least sixty calendar days.
- I-H Response Date
Proposals must arrive at the issuing office by 4:00 PM on September 14, 2020.

A PDF document of the signed proposal must be submitted to the RFP issuer. An electronic copy must be sent through the link shown in section I-G. Proposals must be submitted as complete documents. Additional information pertaining to the proposal received after the due date and time will not be accepted.
- I-I Oral Presentation
Applicants may be required to make an oral presentation of their proposal to the State. These presentations provide opportunity for the applicant to clarify the proposal to ensure thorough mutual understanding. The issuing office will schedule these presentations as necessary.
- I-J Project Clarifications/Revisions
During the proposal review process, applicants may be contacted for clarification and for the purpose of negotiating changes in project activities, timetables, and budgeted costs. The issuing office reserves the right to award funds for an amount other than that requested and/or request changes to, or clarification of, the proposed project.
- I-K Rejection of Proposals
Energy Services reserves the right to reject any, and all proposals received as a result of this RFP or to negotiate separately with any source whatsoever in any manner necessary to serve the best interest of the State and Energy Services. Energy Services will not pay for the information solicited or obtained as a result

of a consultant/vendor's response to any RFP.

I-L Acceptance of Proposal Content

The contents of this RFP and the proposal of the selected applicant become grant obligations if a grant award ensues. Failure of the selected applicant to accept these obligations shall result in cancellation of the award.

The successful applicant(s) will be required to accept all terms and enter into a grant agreement with the State within 45 calendar days of being notified of funding availability. The grant agreement consists of standard contract language, applicant's work plan, timetable, and budget information, a compensation clause that adheres to guidelines in this solicitation, and terms and conditions that outline additional requirements.

I-M Incurring Costs

The State is not liable for any costs incurred by an applicant prior to issuance of a grant agreement.

I-N Economy of Preparation

Proposals should be prepared simply and economically, providing a straightforward, concise description of the applicant's ability to meet the requirements of the RFP. Professional bindings, colored displays, promotional materials, and so forth, are not desired. Emphasis should be on completeness and clarity of content.

I-O News Releases

News releases (including promotional literature and commercial advertisements) pertaining to the grant or project to which it relates must not be made without prior written State approval, and then only in accordance with the explicit written instructions of the State.

I-P Disclosure of Proposal Contents

All information in a bidder's proposal and any grant resulting from this RFP is subject to the provisions of the Freedom of Information Act, 1976 Public Act No. 442, as amended, MCL 15.231, et seq.

I-Q Davis-Bacon Act Requirements

The Davis-Bacon Act requires that all laborers and mechanics that are non-government employees receive prevailing wages. This requires that the Department of Labor (DOL) wage rate report is included with agreements that are affected by the Davis-Bacon Act requirement. If applicable, all positions that are related to an agreement subject to the Davis-Bacon Act must be classified accordingly. Weekly time reporting requirements and necessary forms are listed in the Grant Agreement, Addendum to Part II. Detailed information about the Davis Bacon Act can be found at the [U.S. Department of Labor website on Federal Contracts-Working Conditions](#).

I-R Copyrighted Materials

See Section 3.1 of the grant agreement for a summary of intellectual property provisions.

I-S Prime Applicant Responsibilities

The selected applicant will be required to assume responsibility for all grant activities offered in the proposal whether, or not, that applicant performs them. Further, the State will consider the selected applicant (Recipient) to be the sole point of contact with regards to grant matters, including but not limited to payment of any, and all costs resulting from the anticipated grant. If any part of the work is to be subcontracted, the Recipient must notify Energy Services and identify the subcontractor(s), including firm name and address, contact person, complete description of work to be subcontracted, descriptive information concerning subcontractor's organizational abilities, Federal Employer Identification Number (FEIN), DUNS number, and/or state license number. The State reserves the right to approve subcontractors for the project and to require the Recipient to replace subcontractors found to be unacceptable. The Recipient is totally responsible for adherence by the subcontractor to all provisions of the grant. For additional information, see Section 2.2 of the grant agreement for a summary of delegation provisions.

I-T Partner Responsibilities

Organizations partnering with selected applicant(s) must comply with the requirements of the solicitation and will be held to the same standards as prime applicants (See Section I-S).

PART II SELECTION CRITERIA

All proposals received shall be subject to an evaluation by Energy Services. The evaluation will be conducted in a manner appropriate to select the applicant(s) for the purpose of entering into a grant agreement to perform the proposed project within the established timeline. Initial screening of the applications will be conducted to ensure applicants and projects meet all eligibility requirements.

Proposals failing to meet the eligibility requirements described in Sections I-C, III-G, and III-H that do not comply with the requirements of the grant agreement, and/or which are incomplete, **will be rejected automatically**. Proposals meeting the eligibility requirements will be evaluated according to the scoring criteria and weighting factors below. Applicants may be asked to make oral presentations before a final decision is made.

Total maximum points - 100.

Project Approach & Objectives (25 Points)
Proposals will be evaluated based on the scope of work, the approach and its merit, and the quality of information submitted. The proposal problem statement, goals and objectives, and timeline are of especial interest.

Project Feasibility (25 Points)
Fee schedule: fees are reasonable. Proposals will be evaluated on their likelihood of success and feasibility to achieve the purpose, outcomes, and tasks required by this RFP within the established timeframe.

Project Impact (25 Points)
Proposals will be evaluated on their anticipated short and long-term impacts.

Experience of Organization/Project Team (15 Points)
Proposals will be evaluated on the experience and qualifications of the organization and project team in carrying out related projects.

Program Priorities (10 Points)
Proposals will be evaluated on the incorporation of the Energy Services program priorities, Energy Storage Roadmap (see Part III, Section III-F).

PART III WORK STATEMENT

III-A Purpose

EGLÉ, Energy Services is offering financial assistance to analyze current policies, programs, and opportunities related to energy storage in Michigan. The purpose of this solicitation is to identify opportunities, policy barriers, and make recommendations for energy storage in Michigan.

NOTE: The State reserves the right to award funds for an amount other than that requested and/or request changes to, or clarification of any, and all proposals received as a result of this RFP.

III-B Problem Statement

As energy production in Michigan continues to include more renewable energy resources, energy storage will play a key role in providing quality, reliable power to homes and businesses in the state. Planning for an increase in energy storage capacity will be important to the future of grid performance and reliability in Michigan with the addition of more intermittent energy production to the generation portfolio in the state. This includes determining optimal locations to ensure that storage installations in the future are effective. Developing an energy storage roadmap will document issues and barriers, while also identifying opportunities that aid in achieving adaptable, affordable, reliable energy and environmentally protective actions for Michigan's future.

III-C Objectives

The objectives of the Energy Storage Roadmap, this RFP, and projects funded hereunder are:

To create an energy storage roadmap to determine energy storage potential in Michigan and develop recommendations to inform investment and policies regarding energy storage.

III-D Tasks

Applicants must clearly and succinctly explain how they will accomplish each required task below, which must be completed during the grant period. Applicants are encouraged to design additional tasks that address the expressed needs of the program and the State, but also capitalize on the strengths of the applicant.

1. Identify what benefits energy storage provides to Michigan. This could include efficiency, demand management, resiliency, disaster preparedness, health impacts, or other benefits identified by the applicant.
2. Evaluate the potential for energy storage at different location types (behind the meter, distribution integrated, and transmission integrated) in Michigan.

3. Complete energy modeling for a series of scenarios as shown below:
 - a. Energy storage integrated with the generation system to optimize grid performance in the lower peninsula of Michigan.
 - b. Projection of optimal capacity of energy storage to support renewable generation consistent with current plans in utility integrated resource plans.
 - c. Projection of optimal capacity of energy storage to support part b above plus high levels of electric vehicle adoption.
 - d. Projection of optimal capacity of energy storage to support a policy requiring 100 percent energy generation from renewable resources plus high levels of electric vehicle adoption.
 - e. Identify and evaluate what value storage can provide to customers (specifically small commercial and large industrial) behind the meter for customers in both, of the largest electric utilities in Michigan.
 - f. Determine if energy storage can help defer new transmission and distribution system investments.
4. Complete a survey of the energy storage industry to identify market participants, business models, and summarize existing utility scale projects in Michigan.
5. Identify market opportunities existing in other states, barriers in Michigan, and growth potential of energy storage in Michigan.
6. Identify technologies complimentary to energy storage and which technologies are competing with energy storage.
7. Convene a stakeholder meeting including at least policy makers, developers, energy storage companies, utilities, the Michigan Public Service Commission, and Energy services staff to discuss current status of the industry and future opportunities.
8. Develop policy recommendations that enable energy storage to provide benefits to the residents and energy customers in Michigan. Reference or incorporation of effective policies in other states is encouraged.
9. Creation of an energy storage roadmap to report complete findings and recommendations from the project.

III-E Areas of Interest

1. N/A

III-F Program Priorities

Applicants are encouraged to consider and incorporate the following funding priorities, within their proposals, to the fullest extent possible:

1. Showcasing energy waste reduction and/or renewable energy as an affordable, reliable, adaptable, and environmentally protective solution for Michigan's energy future. Energy waste reduction, as defined in Public Act 342 of 2016, includes energy efficiency, load management, and energy conservation.
2. Driving down the installed cost/watt for renewable energy in Michigan.
3. Increasing accessibility to renewable energy and/or energy waste

- reduction and the associated benefits for a broad range of end-users.
4. Strategic deployment of renewable energy and/or energy waste reduction across the state that leverages regional strengths and opportunities.
 5. Accelerating the use of Property Assessed Clean Energy (PACE) financing to build the capacity of Michigan property owners and contractors to undertake energy waste reduction projects.
 6. Accelerating the use of On-Bill financing on renewable energy and/or energy waste reduction projects.
 7. Cultivating public-private partnerships and knowledge-sharing to expand the impact of renewable energy and/or energy waste reduction projects and related best practices.
 8. Increasing opportunities for business investment, talent enhancement, State branding, and community vitality.

NOTE: Energy Services reserves the right to award funds for the purpose of achieving an optimal range of energy waste reduction and/or renewable energy technology projects, and to assure projects demonstrate their unique contribution and are not duplicative, or effectively duplicative, of previously funded projects.

III-G Eligible Projects

For purposes of this RFP, there are no restrictions on the types of entities eligible to apply.

III-H Ineligible Projects

1. Projects deemed illegal under the law or inappropriate under contract management standards.
2. Projects considered scientifically unsound or significantly increase risks to workers and/or the public.
3. Projects that will not be conducted in Michigan.
4. Projects involving demonstration of non-commercially available equipment and technologies. This also includes projects involving the purchase of equipment to conduct research, development, or demonstration of energy efficient or renewable energy technologies that are not commercially available.
5. Projects not directed to or lacking significant onsite energy waste reduction and/or renewable energy benefits.
6. Projects that cannot be shared with or have restricted transferability to other entities in Michigan.
7. Projects requiring an environmental assessment study under the [National Environmental Policy Act \(NEPA\) of 1969](#) (42 U.S.C. Section 4321 et seq.) unless the applicant can show proof of the U.S. Department of Energy's approval of the project.

PART IV INFORMATION REQUIRED FROM APPLICANTS

Applicant(s) must complete the Worksheet in Section IV-A and attach the materials listed below. Applicant(s) must submit one hard copy and one electronic PDF copy of their application. Please note, no other worksheet or facsimile will be accepted. The hard copy worksheet must have an original signature.

NOTE: The following information must be submitted by all applicants to be considered. *Failure to attach/include the requested information will result in the rejection of the proposal.*

1. [Proposal Worksheet \(see link and instructions below\)](#)
2. [Approved Budget Form \(see link and instructions below\)](#)
 - a. If an indirect cost rate is used in the budget, the Certificate of Indirect Costs (included in the Proposal Worksheet) must be selected, signed, and submitted.
3. Detailed Timeline – timeline for successfully completing each required task, including key sub-tasks and critical decision points to be undertaken during the grant.
4. Applicant Organizational Chart – organizational chart detailing the management structure of the applicant organization.
5. An acknowledgement that the applicant has registered as a vendor with the State of Michigan on the SIGMA Vendor Self Service (VSS). If you are an existing vendor and have an account in [Sigma VSS](#), please verify that all your account information is correct. If not, please use the [Sigma VSS](#) to register. This web site is for the exclusive use of the vendors and individuals, intent on doing business with the State of Michigan and allows you to be paid, in the event, that you are awarded a contract. Your registration may take up to two weeks to be processed.
6. Charitable organizations and professional fundraisers (unless exempt) must be registered with the Michigan Attorney General's Office Charitable Trust Section.
For more information, please visit the [Attorney General's website](#).
7. Parent Organizational Chart (if applicable) – organizational chart detailing the management hierarchy of the parent organization, and its relationship to the applicant organization.
8. Partner Organizational Chart (if applicable) – organizational chart detailing the management hierarchy of the partner organization, and its relationship to the applicant organization. Attach an organizational chart for each partner organization.
9. Letter(s) of support / commitment from partner organization(s).
10. Contact information and resumes of personnel listed in budget.
11. Most recent copy of the A-133 or outside audit, (IF an A-133 or outside audit has been completed) or the most recent financial statements (balance sheet

- and income statement).
12. Additional information and comments (if applicable)
 13. State Historic Preservation Office (SHPO) Section 106 Review Form [[Attachment 1](#)] ([see link and instructions below](#))
 14. National Environmental Policy Act (NEPA) Form [[Attachment 2](#)] ([see link and instructions below](#))

Please see instructions below for additional information:

IV-A Proposal Worksheet

Complete the [Proposal Worksheet](#) and attach additional sheets as necessary. Use the appropriate section headers when continuing answers on additional sheets. Please ensure that all text entered into the Proposal Worksheet fields is visible (i.e. not cut off) upon printing. **Also, please note that Adobe Reader 8 or higher is required in order to SAVE TEXT entered in the form. The latest version of Adobe Reader can be downloaded from adobe.com for free. It is recommended that applicants test the ability to save the form with text entered before entering a large amount of information into the form.**

IV-B Approved Budget Form

1. Applicant(s) must use the [Approved Budget Form](#). All budget categories must be addressed. Please use “N/A” or “None” to indicate there are no costs associated with a given budget category.
2. The following costs are **disallowed**: sick pay, holiday pay, paid vacation time, payroll taxes, vehicles, computers, real property (e.g. land and buildings), parking, tuition reimbursement/remission, vehicle allowance, car rental, subscriptions, dues, memberships, and repair of buildings and structures.
3. All applicants must provide a **minimum 25 percent match** of the total requested grant funds (aka “State share”).
4. The sum of the State share plus the recipient share of allowable costs will equal the total allowable project cost.
5. Personnel – include all staff performing work on the project. For each staff person, provide their name, job title, annual salary/wages, and percent of time dedicated to the grant project. *NOTE: The state may require [Davis Bacon Act](#) or prevailing wage rates to be paid.*
6. Fringe Benefits – allowable benefits typically include health insurance, dental insurance, and optical insurance. For each listed staff person, provide their fringe benefit rate, and confirm their annual fringe benefit cost. Note, applicant(s) will be required to detail/justify the fringe rates given in their proposed budget prior to an agreement being finalized. If fringe cost rates are approved by a federal agency, identify the agency and date of latest rate agreement and include a copy of the rate agreement with the application. If fringe cost rates are not approved by a federal agency, explain how total fringe benefit costs were calculated. Your calculations should identify all rates used along with the base they were applied to (and how the base was derived), and a total for each (along with the grand total).

7. Contractual Services – include all anticipated service contracts required for the project. All sub-recipients, vendors, contractors, and consultants and their estimated costs should be identified. Provide the vendor or contract name, the service to be provided, and the dollar amounts to be paid using grant funds and/or matching funds. Use to be determined (TBD) if the entity is unknown. Include the basis of cost for each item (competitive, historical, quote, catalog, etc.).
8. Supplies & Materials – include items costing less than \$5,000 per unit or a useful life expectancy of less than one year. Supplies are general consumed during the project performance. Supply items must be direct costs to the project and not duplicative of supply costs included in the indirect pool that is the basis of any indirect rate applied for this project. Provide the item, unit cost, and quantity of units. Confirm the matching funds amount, if applicable.
9. Equipment – include items costing \$5,000 or more per unit and having a useful life of one year or more. Provide the item, unit cost, quantity of units, and the dollar amounts to be paid using grant funds, and/or matching funds. List all proposed equipment and briefly justify its needs as it applies to the objectives of this proposal. If the equipment is being proposed as cost match and was previously acquired, provide the value of its contribution to the project and a rationale for the estimated value shown. If it is new equipment that will retain a useful life upon completion of the project, provide a rationale for the estimated value shown. Also, indicate whether the equipment is being used for other projects or is 100 percent dedicated to this project.
10. Other Direct Costs – include all other known direct costs not otherwise categorized or disallowed. Provide the title/name and the cost of each item/service listed.
11. Travel – include all mileage, lodging, meals, and other known travel costs. Provide travel costs separately as mileage, lodging, meals, and other known travel costs. All listed travel must be necessary or beneficial to the performance of the proposed grant. State of Michigan travel rates must be used for all travel expenses and out-of-state travel must be directly related to the grant project and approved by the State Energy Program Manager. Use the most recent State of Michigan Travel Rates posted by the [Michigan Department of Technology, Management & Budget](#).
12. Indirect Rate – Provide the indirect rate (up to 20 percent maximum) used by applicant's organization as a percentage of total personnel and fringe benefits. Confirm the resulting dollar amount for grant funds. If the indirect cost rate has been approved by a federal agency, identify the agency and the date of the latest rate agreement and submit a copy of the agreement with the application. If the indirect cost rate has not been approved by a federal agency, provide the basis for computation of rates including the types of benefits to be provided, the rate(s) used and the cost basis for each rate.
Note: Applicant(s) will be required to detail/justify their indirect rate given in their budget prior to an agreement being finalized. All applicants including an indirect rate must sign and submit the Certificate of Indirect Costs.

13. Totals – confirm the total dollar amounts for each listed line item and each column.

Additional Budget Information:

1. At such time that proposals are approved by Energy Services, modifications of proposals may be necessary. If Energy Services does not award the total amount requested in the original proposal, selected applicant(s) will be required to submit a revised proposal for the purpose of entering a grant agreement. For those receiving less than requested in their proposals, the proportion of direct costs to indirect costs will remain the same as in their original request. New line items to the revised budget are not allowed.
2. Selected applicant(s) assumes the responsibility for ensuring the grant project is performed within the established timeline.
3. Selected applicant(s) assumes the responsibility of ensuring all unexpended grant funds are returned to the State of Michigan at the end of the grant period.
4. If the entire State share of the grant award is expended, the entire in-kind and/or matched funds must be spent and supported by source documentation. If the entire State share of the grant award is not spent, the in-kind and/or matched funds may be reduced proportionately by the percentage of the grant award not spent.
5. Indirect costs *must be proportionately reduced* if the selected applicant(s) does not expend the entire grant award by the end of the grant term. The adjustment for the reduction shall be calculated by determining the percentage of the grant not spent. This percentage is the amount to be reduced from the indirect costs total. Indirect costs shall be based on a percentage of the budget line items listed under the State share column. Indirect costs must be utilized for this grant within the established timeline.
6. Selected applicant(s) may not commingle award funds with current or future awards received from the State Energy Program (SEP). Financial assistance from each funding source must be managed, reported, and accounted for separately from all other funding sources.
7. Should selected applicant(s) cease business operations or dissolve the program established under the grant agreement, existing capital must be returned to the State of Michigan.
8. The State anticipates the grant period will start October 1, 2020 and will end on September 30, 2021.

IV-C State Historic Preservation Office (SHPO) Section 106 Review Form
(Attachment 1)

If the applicant is conducting ground-disturbing activity or work on a building(s) that is/are at least fifty years of age or older, applicant must complete in full the State Historic Preservation Office Application for Section 106 Review. The review process must be completed prior to the expenditure of federal funds. No project that results in an adverse effect to a historic property will be considered for funding. Projects may be modified to avoid adverse effects. **Submit this form**

with your proposal to Energy Services. Energy Services will review and forward to the State Historic Preservation Office as necessary.

IV-D National Environmental Policy Act (NEPA) Form [[Attachment 2](#)]

All activities undertaken with grant funds must comply with the National Environmental Policy Act (NEPA) of 1969 (42 U.S.C. Section 4321 et seq). It is the Recipient's responsibility to acquire all necessary environmental permits to operate in the State of Michigan. **Submit [this form](#) with your proposal to Energy Services for review.**

IV-E Certificate of Indirect Costs

If an indirect cost is included in the proposed budget, it must be certified using the Certificate of Indirect Costs. The certificate must be signed on behalf of the organization by an individual at a level no lower than vice president or chief financial officer of the organization that submits the proposal. This certification is included within the proposal worksheet and must be checked to certify.