REQUEST FOR PROPOSAL: RFX202602OPS
Evaluation of Irrigation System Efficiency

Project Overview

Tri-State Generation and Transmission (Tri-State) is a wholesale, not-for-profit cooperative power supplier, and our mission is to provide our Utility Members with a reliable, affordable, and responsible supply of electricity in accordance with cooperative principles. We are a cooperative of 43 members, including 40 electric distribution cooperatives and public power districts in WY, CO, NE, and NM that together provide power to more than a million electricity consumers across nearly 200,000 square miles of the West.

Tri-State Generation and Transmission Association, Inc. ("Tri-State") is seeking proposals from qualified service providers to conduct irrigation efficiency assessments for agricultural producers in accordance with the United States Department of Agriculture's (USDA) Rural Energy for America Program (REAP). Tri-State is a Technical Assistance Provider for REAP and is committed to supporting agricultural producers in identifying cost-effective energy efficiency measures that align with USDA REAP requirements. If selected, Tri-State reserves the right to ask the vendor to provide information and sign documents associated with the USDA's Rural Energy for America Program (REAP) Technical Assistance Grant (TAG) as required.

One of the primary goals of this program is to generate an energy assessment report that meets the qualification for a member-consumer to apply for the United States Department of Agriculture's (USDA) Rural Energy for America Program (REAP), and/or the Natural Resources Conservation Service's (NRCS) Environmental Quality Incentives Program (EQIP) Program. A knowledge of, and ability to inform and assist the program participant with the application for either of these programs is also highly valued. All program participants will be strongly encouraged to apply for these programs if they are eligible candidates.

The RFP serves as a critical step in the selection process by providing an understanding of your capabilities in addressing Tri-State's requirements. As part of this RFP, you are expected to respond to questions related to business and technical requirements, client references, company information, pricing, and other ad hoc questions. It is expected that your response include information on experience working in rural communities, with rural partners, and addressing the unique needs of those in the agricultural community.

Tri-State would like to complete approximately 200 pivot assessments between 2026 and 2028 between Wyoming, Colorado, Nebraska, and New Mexico). These assessments will be divided among multiple vendors, and Tri-State is interested in both the range and capacity that vendors can serve within Tri-State's service territory.

The program is meant to provide pivot owners and operators with a report that allows them to make informed choices about energy and water efficiency practices and upgrade opportunities.

Portions of this work will be funded by the USDA, which requires all contractors to comply with the attached Terms and Conditions. Tri-State welcomes a diverse array of applicants to meet the very wide variety of business types that may require support through this program. Contracted entities will only be expected to serve businesses within their range of expertise.

Scope of Work
The selected contractor will be responsible for:

1. Coordination with each Member Rural Electric Association (REA) to receive the initial landowner questionnaires, review water right permitting, if required for assessment, and gather power usage data received from member REAs prior to the assessment.

2. Confirming and respecting the participation and communication priorities and preferences of Tri-State and the Member REAs upon introduction.

3. Conducting on-site assessments of the water source, the pumping plant, and the sprinkler package to evaluate their current efficiency and performance.

4. Collecting relevant data including energy consumption records, equipment specifications, and operational parameters. This includes using pivot watch data to build an understanding of the system's energy and water usage baseline. Pivot watches are provided to the participating agricultural producer by Tri-State, and installation may be performed by the vendor, member system staff, or the agricultural producer.

5. Analyzing the collected data to identify inefficiencies and areas for improvement within the system.

6. Conducting a cost-benefit analysis to assess the economic viability of recommended improvements.

7. Providing actionable recommendations for optimizing energy efficiency, improving water distribution uniformity, and enhancing overall sustainability.

8. Compiling assessment findings, recommendations, and analysis into a comprehensive report in compliance with both Tri-State and the USDA's requirements (see Attachment A) that will be delivered to Tri-State, the Member System (as requested), and the consumer.

9. Providing follow-up support to the consumer, which may entail talking through the report in detail, offering best practices for sourcing a diversity of qualified vendors and ensuring competitive bids, and providing any necessary clarification or report edits.

10. Ensuring familiarity with Tri-State, REA, and other State or local programs and rebates that can be accurately communicated to the consumer and included in reports.

11. (Optional) Supporting grant applications for REAP or EQIP funding. Tri-State can provide program and application training to contractors.

12. Regularly providing progress reports and program data to Tri-State and the Member REA.

Schedule
This scope of work is expected to run from March of 2026 through December 2028, unless the program is ended earlier due to member requests, budget considerations, or other unforeseen circumstances. Tri-State programs are updated annually, and contracts are expected to be extended and/or amended by Dec. 15 of each year in anticipation of the coming calendar year. Any contracts signed in 2026 are to begin as soon as possible, or as discussed by both parties.

Proposal Requirements (Please see "RFP Response Template" if response guidance is needed.)
Interested contractors are requested to submit proposals addressing the following:

1. **Contact Information:**
    a. Business Name:
    b. Contact Person:
    c. Address:
    d. Phone:
    e. Email:
    f. Business Structure (LLC, Sole Proprietor, etc.):
    g. Registered with SAM.gov or willing to register with SAM.gov prior to beginning work?
    h. Unique Entity ID (Provided upon SAM.gov registration):
    Please note that SAM.gov registration is a requirement for all vendors.

2. **Experience and Background:**
    a. Describe the experience of all personnel that would be involved in completing the scope of work. Please detail any experience with irrigation systems and/or agricultural energy efficiency and include relevant qualifications, past projects, and approach to client engagement. You may also provide a resume or CV. Inclusion of previously completed reports is encouraged.
    b. Do you have experience working with local farmers or ranchers?
    c. Additional Qualifications/Experience of Interest:
        i. Experience with pivot watch installation, configuration, and data analysis.
        ii. Experience with resources such as OpenET that show the visual performance of crops.
        iii. Experience working with Rural Electric Cooperatives (RECs) or the cooperative model in general.

3. **Service Area:** Which counties or regions within Tri-State's service territory can you cover? See attached map for Tri-State Service Territory. Note: selected vendors do not need to be active in all states to participate.

4. **Pricing & Payment:** Submit a cost proposal detailing the fees associated with conducting the assessment, including a breakout of additional expenses, such as travel rates, report development and delivery, and follow-up with the irrigator.

    Please provide additional pricing criteria that can impact pricing, such as anticipated hours per assessment, or technical scope of assessment.
    a. Approximate itemized Price Per Assessment and combined Total Price for 8 center pivots at each of the following locations. Please write "N/A" if a location is out of

your service range.

Member REA Location			
Wheatland, WY	Gering, NE	Gunnison, CO	Socorro, NM

5. **Capacity & Availability:** How many assessments could you reasonably complete per month during the irrigating season? Do you have any seasonal limitations?

6. **Training & Compliance:**
   a. Are you willing to complete USDA REAP compliance training provided by Tri-State?
   b. Are you willing to attend Tri-State-led REAP and irrigation field training, as necessary, to ensure compliance and performance standards are met?
   c. Do you have a process to ensure the proper classification of employees (see the Fair Labor Standards Act)?

7. **Tools & Resources:**
   a. Do you have access to the necessary tools/equipment for irrigation energy assessments? (Please list if applicable.)
   b. Do you need assistance obtaining tools or software?

8. **References:** Please provide 1–2 references from past clients or employers:

Evaluation Criteria

Proposals will be evaluated based on the following criteria:

1. **Technical Expertise (30%):** Contractor's experience and qualifications in assessing the stated range of commercial facilities. Ability to translate existing skills to the specific scope of work through additional Tri-State-hosted training will also be considered.
2. **Cost-Effectiveness (30%):** Value proposition offered by the proposal in terms of anticipated benefits and outcomes relative to the proposed cost.
3. **Compliance (10%):** Alignment with regulatory standards and industry best practices for energy efficiency, assessments, and/or audits.
4. **Examples and References (30%):** Demonstrated success in conducting similar assessments and/or audits.

Timeline

This RFP will remain open through March 31, 2026, with formal review periods occurring on February 23rd, 2026, and April 30th, 2026.

ATTACHMENT A

Tri-State Report Minimum Criteria

Irrigation assessment reports should include, at minimum, the following criteria:

- Summary or description of assessment and findings
- Details:
    - Report Date
    - Date of Assessment
    - Recipient:
        - Name
        - Address
        - Crop Type
- Baseline pumping plant efficiency
- Pumping plant efficiency potential post recommendation implementation
- Baseline energy usage (kWh) and demand (kW)
- Baseline cost ($) to operate system (as is)
- Anticipated energy savings upon implementation of recommendations (kWh and kW)
- Anticipated cost ($) savings upon implementation of recommendations
- Detailed recommendations, including specific product upgrades, as appropriate
- Rebate and external funding source recommendations, as appropriate

ATTACHMENT B

USDA Criteria by Project Cost

EEI = Energy Efficiency Improvement

Criteria	Directions	Source
EEI project of $80,000 or less	Refer to 7CFR 4280.120 (b)(3) for technical report info	Section 7 of CFR, Appendix A, § 4280.120 (b)(3)
EEI project of more than $80,000	Provide info in Appendix A Section A,B,C and D as applicable	Section 7 of CFR, Appendix A
EEI project of between $80,000 and $200,000	Energy Audit OR Energy Assessment permitted	Section 7 of CFR, Appendix A
EEI project of $200,000 or greater	Energy Audit Required	Section 7 of CFR, Appendix A

Definitions:

Energy assessment. An Agency-approved report assessing energy use, cost, and efficiency by analyzing energy bills and surveying the target building and/or equipment sufficiently to provide an Agency-approved energy assessment.

(1) If the project's total project cost is greater than $80,000, the energy assessment must be conducted by either an energy auditor or an energy assessor or an individual supervised by either an energy assessor or energy auditor. The final energy assessment must be validated and signed by the energy assessor or energy auditor who conducted the energy assessment or by the supervising energy assessor or energy auditor of the individual who conducted the assessment, as applicable.

(2) If the project's total project cost is $80,000 or less, the energy assessment may be conducted in accordance with paragraph (1) of this definition or by an individual or entity that has at least 3 years of experience and completed at least five energy assessments or energy audits on similar type projects.

Energy assessor. A qualified consultant who has at least 3 years of experience and completed at least five energy assessments or energy audits on similar type projects and who adheres to generally recognized engineering principles and practices.

Energy audit. A comprehensive report that meets an Agency-approved standard prepared by an energy auditor or an individual supervised by an energy auditor that documents current energy usage; recommended potential improvements (typically called energy conservation measures) and their costs; energy savings from these improvements; dollars saved per year; and simple payback. The methodology of the energy audit must meet professional and industry standards. The final energy audit must be validated and signed off by the energy auditor who conducted the audit or by the supervising energy

auditor of the individual who conducted the audit, as applicable.

Energy auditor. A qualified consultant that meets one of the following criteria:

(1) A certified energy auditor certified by the Association of Energy Engineers;

(2) A certified energy manager certified by the Association of Energy Engineers;

(3) A licensed professional engineer in the State in which the audit is conducted with at least 1-year experience and who has completed at least two similar type energy audits; or

(4) An individual with a 4-year engineering or architectural degree with at least 3 years of experience and who has completed at least five similar type energy audits.

§ 4280.120 (b)(3): Projects $80,000 or Less

(3) ***Technical report for EEI.*** Each EEI application submitted under this section must include a technical report in accordance with § 4280.110(g) and paragraphs (b)(3)(i) through (iv) of this section.

(g) ***Technical report.*** The following technologies: Hydrogen, ocean energy, geothermal electric generation, anaerobic digesters and biogas, biomass, hybrid applications, RES with storage components, and EEI or technologies as amended via Federal Register notification or posted on the Agency's website, must provide a technical report as specified in §§ 4280.118(d) 4280.119(b)(4), and 4280.120(b)(3) and 4280.120(b)(4), and must comply with the provisions specified in paragraphs (g)(1) through (3), as applicable, of this section:

(1) ***Technical report format and detail.*** The information in the technical report must follow the format specified in § 4280.120(b)(3), § 4280.120(b)(4), and Appendices A through C of this subpart, as applicable. Supporting information may be submitted in other formats. Design drawings and process flowcharts are encouraged as exhibits. In addition, information must be provided, in sufficient detail, to:

(i) Allow the Agency to determine the technical merit of the applicant's project under § 4280.117;

(ii) Allow the calculation of simple payback as defined in § 4280.103;

(iii) For RES Projects, enable the calculation of the percentage of historical use of energy compared to the amount of renewable energy that will be generated once the project is operating at its steady state operating level. If the project is closely associated with a residence, demonstration must be made that 50 percent or more of the projected renewable energy will benefit the agricultural operation or rural small business; and

(iv) Demonstrate that the RES or EEI will operate or perform over the project's useful life in a reliable, safe, and a cost-effective manner, which may include but is not limited to addressing project design, installation, operation, maintenance, and warranties.

(2) ***Technical report modifications.*** If a technical report is prepared prior to the applicant's selection of a final design, equipment vendor, or contractor, or other significant decision, it may be modified and resubmitted to the Agency, provided that the overall scope of the project is not materially

changed as determined by the Agency. Changes in the technical report may require additional environmental documentation in accordance with 7 CFR part 1970.

(3) ***Hybrid projects.*** If the application is for a hybrid project, technical reports as applicable must be prepared for each technology that comprises the hybrid project.

(i) ***Project description.*** Provide a description of the proposed EEI, including its intended purpose and a vendor/installer certification that the EEI project meets the requirements for being commercially available.

(ii) ***Qualifications of EEI provider(s).*** Provide a certification by the vendor/installer that:

(A) They are qualified to complete the project as intended, including the number of years of experience with the proposed EEI technology. Any contractor or installer with less than 2 years of experience may be required to provide additional information in order for the Agency to determine if they are a qualified installer/contractor.

(B) The EEI system will operate and perform over the project's useful life in a reliable and cost-effective manner; and

(iii) ***Energy assessment.*** Provide a copy of the energy assessment (or energy audit) performed for the project as required under Section C of Appendix A to this subpart and the qualifications of the person which completed the energy assessment.

(iv) ***Simple payback.*** Provide an estimate of simple payback, including all calculations, documentation, and any assumptions.

Appendix A to Subpart B of Part 4280—Technical Reports for Energy Efficiency Improvement (EEI) Projects

For all EEI projects with total project costs of more than $80,000, provide the information specified in Sections A and D and in Section B or Section C, as applicable. If the application is for an EEI project with total project costs of $80,000 or less, please see § 4280.120 (b)(3) for the technical report information to be submitted with your application.

If the application is for an EEI project with total project costs of $200,000 and greater, you must conduct an energy audit. However, if the application is for an EEI project with a total project cost of less than $200,000, you may conduct either an energy assessment or an energy audit.

Section A—Project Information. Describe how all the improvements to or replacement of an existing building and/or equipment meet the requirements of being commercially available. Describe how the design, engineering, testing, and monitoring are sufficient to demonstrate that the proposed project will meet its intended purpose, ensure public safety, and comply with applicable laws, regulations, agreements, permits, codes, and standards. Describe how all equipment required for the EEI(s) is available and able to be procured and delivered within the proposed project development schedule. In addition, present information regarding component warranties and the availability of spare parts.

Section B—Energy audit. If conducting an energy audit, provide the following information.

(1) ***Situation report.*** Provide a narrative description of the existing building and/or equipment, its energy system(s) and usage, and activity profile. Also include average price per unit of energy (electricity, natural gas, propane, fuel oil, renewable energy, etc.) paid by the customer for the most recent 12 months, or an average of 2, 3, 4, or 5 years, for the building and equipment

being audited. Any energy conversion should be based on use rather than source.

(2) ***Potential improvement description.*** Provide a narrative summary of the potential improvement and its ability to reduce energy consumption or improve energy efficiency, including a discussion of reliability and durability of the improvements.

(i) Provide preliminary specifications for critical components.

(ii) Provide preliminary drawings of project layout, including any related structural changes.

(iii) Identify significant changes in future related operations and maintenance costs.

(iv) Describe explicitly how outcomes will be measured.

(3) ***Technical analysis.*** Give consideration to the interactions among the potential improvements and the current energy system(s).

(i) For the most recent 12 months, or an average of 2, 3, 4, or 5 years, prior to the date the application is submitted, provide both the total amount and the total cost of energy used for the original building and/or equipment, as applicable, for each improvement identified in the potential project. In addition, provide for each improvement identified in the potential project an estimate of the total amount of energy that would have been used and the total cost that would have been incurred if the proposed project were in operation for this same time period.

(ii) Calculate all direct and attendant indirect costs of each improvement;

(iii) Rank potential improvements measures by cost-effectiveness; and

(iv) Provide an estimate of Simple Payback, including all calculations, documentation, and any assumptions.

(4) ***Qualifications of the auditor.*** Provide the qualifications of the person which completed the energy audit.

Section C—Energy Assessment. If conducting an Energy Assessment, provide the following information.

(1) ***Situation report.*** Provide a narrative description of the existing building and/or equipment, its energy system(s) and usage, and activity profile. Also include average price per unit of energy (electricity, natural gas, propane, fuel oil, renewable energy, etc.) paid by the customer for the most recent 12 months, or an average of 2, 3, 4, or 5 years, for the building and equipment being evaluated. Any energy conversion shall be based on use rather than source.

(2) ***Potential improvement description.*** Provide a narrative summary of the potential improvement and its ability to reduce energy consumption or improve energy efficiency.

(3) ***Technical analysis.*** Giving consideration to the interactions among the potential improvements and the current energy system(s), provide the information specified in section C(3)(i) through (iii) of this appendix.

(i) For the most recent 12 months, or an average of 2, 3, 4, or 5 years, prior to the date the application is submitted, provide both the total amount and the total cost of energy used for the original building and/or equipment, as applicable, for each improvement identified in the potential project. In addition, provide for each improvement identified in the potential project an estimate of the total amount of energy that would have been used

and the total cost that would have been incurred if the proposed project were in operation for this same time period.

(ii) Document baseline data compared to projected consumption, together with any explanatory notes on source of the projected consumption data. When appropriate, show before-and-after data in terms of consumption per unit of production, time, or area.

(iii) Provide an estimate of Simple Payback, including all calculations, documentation, and any assumptions.

(4) ***Qualifications of the assessor.*** Provide the qualifications of the person that completed the assessment. If the energy assessment for a project with total project costs of $80,000 or less is not conducted by Energy Auditor or Energy Assessor, then the person must have at least 3 years of experience and completed at least five energy assessments or energy audits on similar type projects.

Section D—Qualifications. Provide a resume or other evidence of the contractor or installer's qualifications and experience with the proposed EEI technology. Any contractor or installer with less than 2 years of experience may be required to provide additional information in order for the Agency to determine if they are qualified installer/contractor.