Proposal for POM BESS Project

Proposal Format

27 September 2023

This is the Proposal Format that bidders should follow when submitting their bids.

**Abbreviations**

F-R Frequency Regulation

MW Megawatt

NSO National Systems Operations

O&M Operations and Maintenance

PGK Papua New Guinea Kina

PPL PNG Power Ltd

USD United States Dollar

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# PROPOSAL FORMAT

## General Instructions

This document contains the instructions for preparing the Technical Proposal and Financial Proposal, including the information Bidders are required to submit and the structure and contents of the submissions. Prior to developing their proposals, Bidders are requested to carefully read the instructions in this response package.

Bidders are required to use the Schedules, Forms, and Sheets provided. These have been designed to facilitate the evaluation of the Proposals in an expedient manner. Where information requested in the Schedules is not applicable to the Proposal, Bidders should so indicate.

Proposals must be developed with each page numbered, submitted electronically with text portions in Adobe Portable Document Format (pdf) and Schedules in Microsoft Excel.

## Organisation and Contents of Proposals

### Overview

Proposals must be organised, numbered and identified, and have the requested information in the sequence presented below. Additional subsections may be defined if they will help present and identify important material.

If a requested item is not known, not applicable, or has been estimated, so state in that section of the Proposal. If a particular chapter, section, or question is not relevant to a Bidder’s Proposal, the Bidder should include the chapter, section, or question and indicate why it is not relevant. Where PPL has included a Schedule to be completed by the Bidder, the Schedule must be completed or the Bidder should indicate why the Schedule is not relevant. Where instructed, the Bidder’s project name and applicable Proposal chapter, section, and page number should appear on each attachment.

Additional material may be presented beyond that requested only if it is necessary for clarification of the Bidders Proposal. Elaborate Proposals, lengthy discussions, and non-critical attachments are discouraged. Relevant documents may be cited, but copies are not expected to be included as part of the Proposal unless specifically requested.

### Proposal Contents

The Table of Contents outlined below illustrates how Bidders must organise their Proposals. Further details are provided in the remaining Chapters of this package.

Technical Proposal (bound separately from Financial Proposal):

Cover and Title Page

Executive Summary

Chapter 1: Project Description

Chapter 2: Acceptance of Terms and Conditions

Chapter 3: Operating Performance

Chapter 4: Site and Environmental Permitting Plans

Chapter 5: Engineering and Design Plans

Chapter 6: Site Control

Chapter 7: Interconnection Plan

Chapter 8: Commercial Operation Date Certainty

Chapter 9: Bidder Experience

Financial Proposal (bound separately from Technical Proposal):

Cover and Title Page

Chapter 10: Proposal Pricing

Chapter 11: Project Payment Schedule

### Proposal Schedules

The proposal is organised around a series of Schedules as indicated below. The Bidder is required to provide both paper and electronic copies of the Schedules. Where inconsistencies are found between paper and electronic copies the paper version shall govern.

Schedule No.: Schedule Name

Technical Proposal (bound separately from Financial Proposal):

Schedule 1: Project Summary

Schedule 2: Operating Performance

Schedule 3: Site and Environmental Permitting

Schedule 4: Project Milestones

Schedule 5: Form of Construction Security

Financial Proposal (bound separately from Technical Proposal):

Schedule 6: Project Pricing

Schedule 7: Project Payment Schedule.

# TECHNICAL PROPOSAL

## Cover and Title Page

The Technical Proposal cover should state the name of the project, Bidder’s company name, date of the Proposal, the person responsible for Proposal preparation, and all partners currently participating in the project. The words, “Technical Proposal” should appear prominently on the page and “Original” or “Copy No.” should be indicated, as appropriate.

## Executive Summary

The Bidder is required to provide a brief (no more than five pages) overall summary of its proposal, excluding pricing or financial details. The summary should include, at a minimum, a brief overview of the BESS Project design and operational philosophy with respect to POM Grid network, major equipment proposed for both the BESS and Solar PV, amount of instantaneous capacity (MW) offered, power control system algorithm, project location, interconnection (delivery) point to the POM grid/network, operations and maintenance plan, experience with similar projects in PNG and overseas, permitting schedule, and conformance with the terms and conditions outlined in this tender.

## Chapter 1: Project Description

Chapter 1 of the Bidder’s Proposal should describe the project in greater detail. Describe the project’s features and any development work completed to date. Include the following types of information in a text discussion (the list below is indicative, not exhaustive):

* Facilities location. Provide a map showing the location and arrangement of the key facilities at the Project site(s).
* Project size, in area and in terms of Instantaneous and combined power output from the BESS and Solar PV (MW). [If the project can be expanded in future, please describe the potential.]
* General description of the main functional equipment and control systems, total harmonic distortion, single wave harmonic distortion.
* Proposed interconnection point with the PPL grid and any new network facilities that will be required.
* Schedule for permitting, construction, and expected date of commercial operation.

Chapter 1 must contain a completed Project Summary. Bidders are advised to complete the Project Summary after they have completed all parts of the Proposal; data must be consistent with the details in the Proposal. Bidders will submit the Excel spreadsheet version of the Project Summary (Schedule 1: Project Summary). The information in the Project Summary will be treated as non-confidential and non- proprietary and may be released to the public.

## Chapter 2: Acceptance of Technical Functional Specifications and Conditions

Bidders willing to accept the technical functional specifications and conditions given in the bidders’ package without comments or amendments should indicate this in Chapter 2 of the Proposal. Bidders with exceptions to the technical functional specifications and conditions should indicate all comments or exceptions in list form. Each exception should be clearly described, any requested change clearly identified and justified.

## Chapter 3: Operating Performance

### General

In this chapter of their Proposals, Bidders must provide a short text discussion on the Operation Plan, control functionalities, functional collaboration and complete and answer the questions presented in “Schedule 2: Operating Performance” and to provide all necessary data to support the assertions made.

### Operating Performance

F-R BESS and Solar PV output levels must be specified to the Delivery Point. Operation Plans must be discussed.

For the BESS: A Bidder must specify the proposed power control system. Bidders must demonstrate evidence of the robustness of the power control system by way of a report from an authorised and industry recognised test lab.

Bidders must also demonstrate evidences of fire hazard mitigation in the design and should submit certifications and/or reports from an authorised lab.

This section must address every item specified under Project Particulars for the FR BESS including harmonic distortions in the PCS and the Operation Plan.

For the Solar PV Array: The inverter must have droop capability. The bidder should provide evidences of this capability.

The Bidder should provide evidences of their proposal by way of simulation. This can be presented in full during the bidders’ technical presentation.

## Chapter 4: Site and Environmental Permitting Plans

In Chapter 4, each Bidder should demonstrate how its Proposal complies with all of the permitting and siting thresholds and the degree to which the Proposal is consistent with PPL’s requirement for a high level of certainty that the proposed project will receive its required permits within the time indicated on the project’s critical path schedule. Each Bidder is required to address the questions and items presented below in correspondingly numbered sections of its Proposal and to provide all necessary supporting data. For sections that require responses to several bullet items, the Bidder must always precede each response with the relevant bullet item. “Schedule 3: Site and Environmental Permitting” should be completed.

### Section 4.0 – Permits and Approvals Scheduling

Bidders must identify which consents, permits, clearances and approvals would be required or not required for the project to be constructed and operated. If a permit has already been applied for, indicate the date that the permit was applied for in the column marked “Applied For” and the date that the permit is likely to be issued in the column labelled “Expected Receipt”.

In this Section of their Proposals, Bidders are required to provide, and discuss a critical path schedule for each of the required consents, permits and clearances applicable to their projects. Bidders should indicate why their project is likely to receive each required permit, license, or approval.

### Section 4.1 – Zoning and Rights of Way

In this Section, Bidders must provide specific information for the project site(s) as identified below.

For all sites:

* On maps, drawings, and other attachments:
  + List any new rights-of-way required for the project for fuel pipelines, roadways, or electric transmission lines.
  + Identify the total area of wetlands or other special environmental zones on the proposed site or rights-of-way before and after construction and the area disturbed, lost, or converted during construction.
  + Show all portions of the proposed site or rights-of-way.

For all sites:

* Provide evidence that the existing zoning for the site is compatible with the proposed use and, if not, provide a plan of action that the Bidder shall adopt for changing the zoning.
* Provide evidence that environmental compliance is feasible and requisite environmental permits are likely to be obtained in a timely manner. If the proposed site or rights of way are contaminated, indicate the clean-up measures planned, their estimated costs, schedules for completion, and status of reviews by appropriate governmental agencies.
* Identify any environmentally sensitive areas (e.g., wetlands, state lands (including submerged lands), coastal zones, wildlife parks, public parks, critical habitats for endangered species, etc.) within a 2-km radius of the proposed plant location and any mitigation measures for these areas.
* Identify any sites of historical or archaeological significance within a 2-km radius of the proposed plant location and any mitigation measures for these areas.

### Section 4.2 – Land Use

In this Section, Bidders shall describe the current and recent past land use and development of the site(s) and adjacent lands, discussing the compatibility of the project with adjacent and nearby land uses.

### Section 4.3 – Solid Waste Disposal

In this Section, Bidders must provide a waste disposal plan for the proposed project that identifies the solid (including ash) or hazardous wastes that would be generated by the project and identifies how they would be disposed of.

### Section 4.4 – Water Sources and Uses

In this Section, Bidders should indicate the quantity and source of cooling, injection, steam make up, and general use water that would be needed for the project. This information should include the characteristics of the water to be used, necessary treatment processes, and a discussion of competing uses for the water.

### Section 4.5 – Wastewater Disposal

In this Section, Bidders must provide the following information concerning the wastewater generated by the project:

* The sources, composition, and expected quantity of wastewater to be generated by the project; the disposal method to be employed, including any waste treatment methods; and the water composition after treatment.
* The classification of any surface waters, groundwater, or water conveyance to which wastewater effluent is discharged and the name of any surface water body or aquifer.

### Section 4.6 – Hydrologic Alterations

In this Section, Bidders shall describe any hydrologic alterations, of any surface waters that would be required by the project, identifying the affected resource, significance of the alteration, and mitigation measures proposed.

### Section 4.7 – Air Quality Impacts

In this Section, Bidders must provide the specific information requested below regarding the impact of the project on the air quality of the surrounding area. In the absence of specific air quality norms for Papua New Guinea, Bidders may wish to consider Australian norms, particularly for emissions of SO2.

* Indicate the removal efficiency of any pollution control equipment that would be employed for oxides of Nitrogen (NOx), oxides of Sulphur (SOx), Particulate matter (PM), Carbon monoxide (CO), Carbon dioxide (CO2), Mercury (Hg), or other hazardous air pollutants (HAPs).
* Address levels of ammonia (NH4) emissions and requirements for handling/storage, if used.

### Section 4.8 – Noise Levels

In this Section, Bidders shall indicate the expected incremental ambient noise level at the nearest property boundary during the daytime and night time hours that would result from the operation of the project, and any planned noise mitigation measures. On a diagram labelled Exhibit 4.8, if helpful, indicate the distance from the project to the nearest neighbour or residence. Define the expected daytime and night-time ambient noise levels at the nearest neighbour or residence, taking into account existing norms in Papua New Guinea.

## Chapter 5: Engineering and Design Plans

In this chapter, the Bidder should demonstrate how its proposal complies with all of the engineering and design thresholds. The Bidder is required to provide the information requested below and all data necessary to support the assertions made.

### Section 5.0 – Operation & Maintenance Plan

In this Section, Bidders are to provide an operations and maintenance plan (O&M Plan) which demonstrates that the project will be operated and maintained in a manner to allow the project to satisfy its contractual commitments. This O&M Plan should indicate bidders’ complete knowledge commissioned equipment and materials, documentation for commissioning, training of PPL staff for handover, maintenance plans including technical monitoring during operations, interface with PPL NSO command centre and security.

### Section 5.1 – Engineering Plan

In this Section, Bidders are to provide an engineering plan that identifies the following:

* major equipment to be employed, including the make, model, and suppliers’ names;
* manufacturers’ warranties on main equipment and components and test reports from reputable/recognised labs.

### Section 5.2 – Operating Performance References

PPL is soliciting proposals for proven technologies only. Bidders must, therefore, provide evidence of similar or equivalent technology currently in service elsewhere. In this Section, Bidders are to provide historic operating performance data for projects of similar technology that demonstrate that the proposed technology will be able to achieve the operating targets specified.

### Section 5.4 – Project Layout

In this Section, Bidders are to provide a plan drawing showing the layout of the proposed project.

### Section 5.5 – Facility Performance

In this Section, Bidders are to provide the following projected performance information, including values for all parameters:

(i) Forced Outage Rate

(ii) Expected availability

## Chapter 6: Site Control

[This is given]

### Section 6.0 – Site Location

In this Section, Bidders are to provide a map, that indicates the project site location, identifies the location of all generation, substation, and other equipment, and all new rights of way that would be required for the project. Show the proximity to and identify the nearest of the approved PPL substations (identified in Section2.9below) for interconnection purposes (Interconnection Point). Critical dimensions should be indicated.

### Section 6.1 – Rights to Site

[Note: Not necessary for existing PPL land at Moitaka]

### Section 6.2 – Rights of Way

If off-site rights of way are required, Bidders are to demonstrate in this Section site control either in the form of an executed letter of intent to negotiate a lease for the rights of way for the full contract term or term necessary for financing (whichever is greater) or to purchase the rights-of-way.

## Chapter 7: Interconnection Plan

In this chapter, the Bidder should demonstrate how its Proposal complies with the transmission threshold requirements set out in the procurement documents. Bidders should take note of the following information and are required to provide the items requested below and all necessary data to support any assertions made.

Bidders shall be responsible for the interconnection facilities; i.e., all lands, servitudes, materials, equipment, and facilities installed for the purpose of interconnecting the proposed facility to the PPL POM grid to permit the transfer of electric energy and capacity, including but not limited to connections, transformation, switching, metering, relaying, communications equipment, safety equipment, and any necessary addition and reinforcement to PPL’s system required for safety or system security as a result of the interconnection between the proposed facility and PPL’s POM power system.

PPL shall accept deliveries of electricity to its grid at the 66kV bus of the Moitaka, substations (Interconnection Point).

All electrical equipment from the interconnection point of the last terminal poles before PPL’s substation up to the 66kV Bus-Bar shall be installed by PPL and the costs shared equally between PPL and the Bidder. This equipment shall remain the sole property of PPL and PPL shall be solely responsible for maintenance, repair, and efficient operation of this equipment.

### Section 7.0 – Transmission / Network Plan

Bidders shall provide:

* a drawing showing the type of transmission / distribution network line to be erected, if necessary;
* a list of major equipment (transformers, circuit breakers, disconnectors, etc.) including make, model, and suppliers’ names; and
* an outline of the proposed protection to be adopted including make, model, and suppliers’ names, and an electrical drawing.

### Section 7.1 – Network Resource and System Impact

Bidders are required to provide full network resource data. This information is required before PPL can perform the interconnection study. Where specific values are not known with certainty, Bidders should indicate approximate values and state that these values are approximate.

## Chapter 8: Commercial Operation Date Certainty

In Chapter 9, the Bidder is required to demonstrate that its Proposal will be able to achieve the Commercial Operation Date requirement. As part of this demonstration, the Bidder is required to provide a critical path diagram and schedule for the project that conforms to the requirements specified below. For the purposes of developing this schedule only, the Bidder should assume that contract negotiations are finalised by October 30, 2023. The specification of this date should not, however, be construed as a commitment by PPL to finalise contract negotiations by this date.

PPL will evaluate the reasonableness of the following aspects of the Bidder’s proposed schedule: permitting, transportation arrangements, engineering design, equipment procurement, project construction, testing and commissioning. PPL’s evaluation will consider the evidence presented by the Bidder that the proposed schedule for each of these project elements is reasonable.

### Section 8.0 – Project Development Schedule

Bidders are required to provide a critical path diagram and schedule for the project that specifies the critical path for each of the elements of the project development cycle including, but not limited to, the following: permitting, engineering design, equipment procurement, project construction, testing, and commissioning.

### Section 8.1 – Project Milestones

Bidders are required to complete Schedule 4 – Project Milestones, which will be included as part of an executed contract.

## Chapter 9: Bidder Experience

In Chapter 10, the Bidder is required to provide evidence regarding its relevant experience in developing, designing, supplying, constructing, operating and maintaining Solar PV and FR BESS projects in the last 6 years;

* PNG and the Pacific
* PNG Power Ltd Grids
* Overseas

The Bidder shall provide evidences of their experiences. This could be letters, certificates, appreciation notices issued to the Bidder. For each completed project, company emails and phone numbers shall be provided.

For proposals that rely on a project team composed of more than one firm to develop the project, the Bidder should indicate any relevant experience from any firm provided similar roles are undertaken in this project.

### Section 9.0 – Project References

Bidders are required to provide, for at least three comparable projects, references not affiliated with the Bidder. For each reference, specify a contact name, title, address, phone number, and e-mail address. For each referenced project, indicate the utility, electricity market, or system served, and provide a description of the project, including project location, the size and type of project, the scheduled and actual in-service date.

### Section 9.1 – Project Experience

The bidder to provide an experience statement that lists the relevant experience of the firm, including other projects of a similar type, size, and technology.

### Section 9.2 – Project Contractual Relationships

Bidders are required to provide documentation regarding the contractual relationship between the Bidder and all additional project participants and vendors. If this contractual relationship has not been finalised, specify the schedule for doing so as well as the type of relationship.

### Section 9.3 – Failure to Perform

Indicate if the Bidder has failed to perform under any contracts or agreements for Solar PV and FR BESS. If so, please explain. Failure to disclose will disqualify the Proposal and be grounds for PPL to execute the Proposal Security.

### Section 9.4 – Litigation Clearance

Bidders are required to declare any potential legal cases that may restrict their ability to undertake the project.

# FINANCIAL PROPOSAL

## Cover and Title Page

The Financial Proposal cover should state the name of the project, Bidder’s company name, date of the Proposal, the person responsible for Proposal preparation, and all cosponsors currently participating in the project. The words, “Financial Proposal” should appear prominently on the page and “Original” or “Copy No. ” should be indicated, as appropriate.

## Chapter 10: Proposal Pricing

### Section 10.1 – Introduction

Bidders are required to complete all the applicable pricing Schedules to this Response Package and to provide a complete description of the components of the charges and prices. Bidders should note that price proposals are not subject to negotiation unless initiated by PPL.

### Section 10.2 –Project Pricing

Bidders must complete Schedule 6.

### Section 10.3 – Payment Schedules

Bidders must complete Schedule 7 – Payments must be tied to their project deliverable schedules.

### Section 10.4 – Other Contract Flexibility Provisions

PPL is encouraging Bidders to offer other contract flexibility provisions.

## Chapter 11: Project Financing Plan

This project is fully paid for by PPL.

### Section 11.0 – Financing Plan

Bidders are not required to provide a Financing Plan. The project is fully paid for by PPL .

### Section 11.1 – Financial Strength of Bidder

Bidder shall have at least K2.5m in their account. As this project is fully funded by PPL, bidders are not required to show their creditworthiness but shall be reasonable enough to able to carry out this project.

Bidder shall attach proof of their bank statement showing the threshold balance for any date up to the date of the submission.

## Chapter 12: Project Payment Schedule

### Chapter 12.0: Project Payment Schedule

Bidders to include a payment schedule and fill Schedule 7.

# LIST OF ANNEXES AND SCHEDULES

## Schedule 1: Project Summary

Refer to attached Microsoft Excel spreadsheet

## Schedule 2: Operating Performance

Refer to attached Microsoft Excel spreadsheet

## Schedule 3: Site and Environmental Permitting

Refer to attached Microsoft Excel spreadsheet

## Schedule 4: Project Milestones

Refer to attached Microsoft Excel spreadsheet

## Schedule 5: Form of Construction Security

Refer to attached Microsoft template

## Schedule 6: Project Pricing

Refer to attached Microsoft Excel spreadsheet

## Schedule 7: Project Payment Schedule

Refer to attached Microsoft Excel spreadsheet