



**August 10, 2021**

**Medway Planning & Economic Development Board  
Meeting**

**Battery Energy Storage System Study**

- Quote/proposal from selected consultant Beacon Integrated Solutions (Beth Greenblatt)
- 8-4-21 memo from Barbara Saint Andre to Medway Select Board recommending contract approval with Beacon Integrated Solutions. NOTE – This is an agenda item for the 8-9-21 Select Board meeting.
- Email dated 8-2-21 from resident Brian Adams
- Two emails dated 8-6-21 from resident Charlie Myers about battery fires in Australia and Morris, IL



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Boston, MA 02132  
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**Beth S. Greenblatt**  
*Managing Director*

August 2, 2021

Town of Medway  
Office of the Town Manager  
155 Village Street  
Medway, MA 02053

*RE: Battery Energy Storage System Consultant*

Beacon Integrated Solutions ("Beacon") is pleased to present this response to the Town of Medway's Request for Quotation for a Battery Energy Storage System Consultant.

Beacon prides itself as being an owner's advocate and does not provide professional services to Energy Services, Renewable Energy or Battery Energy Storage companies thereby eliminating any potential for conflict in conducting the scope of services specified by the Town of Medway.

As discussed herein, Beacon is an independent Massachusetts woman-owned energy management solutions firm specializing in energy procurement, energy management, renewable energy solutions and energy performance contracting strategies. Beacon is certified by the Commonwealth of Massachusetts, Supplier Diversity Office (SDO) as a woman-owned business enterprise ("WBE") and is a qualified vendor under the Massachusetts statewide contract PRF-62 to provide the specific services sought by the Town of Westford.

We stand ready to assist you in implementing this exciting project and welcome the opportunity to discuss our qualifications in further detail. Thank you in advance for your consideration. If you have any questions or need additional information on our credentials or client references, please do not hesitate to contact me directly at 617-469-2172.

Best personal regards,

***Beth S. Greenblatt***

Beth S. Greenblatt

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## 1. EXECUTIVE SUMMARY

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Beacon Integrated Solutions (“Beacon”) is pleased to present this proposal to the Town of Medway Planning and Economic Development Board (“Medway Board”) to provide Professional Owner’s Agent Services in support of its review, study and preparation of zoning regulations for battery energy storage systems. As directed by Town Meeting, the Medway Board has been charged to conduct a review and study of battery energy storage systems (“BESS”) and provide information on all aspects of the operation, safety, security and technology of such BESS. A report is to be completed by October 15, 2021 of the findings and recommendations, to include but not be limited to, consideration of potential amendments to the Zoning By-Law.

Beacon prides itself as being an owner’s advocate and does not provide professional services to ESCO’s and/or solar developers/integrators; thereby eliminating any potential for conflict in openly and objectively evaluating work products, in developing and negotiating commercial agreements, and in assisting or overseeing the implementation of the projects.

Our experience supporting municipal clients with respect to siting and negotiating long-term agreements with private renewable energy firms is demonstrated by dozens of Massachusetts client engagements including:

- Town of Northfield Planning Board, Special Permit and Site Plan Review support for three private solar projects paired with energy storage, PILOT support to the Assessors
- Town of Sunderland Planning Board, Special Permit evaluation support for private solar project owned by Eversource
- City of Attleboro, Solar development on various public parcels including landfill, rooftops and carports, PILOT support to the Assessors
- City of Beverly, Solar development paired with energy storage on various public parcels including ground, rooftops and carports, PILOT support to the Assessors
- Town of Lincoln, Solar development paired with energy storage on various public parcels including landfill, rooftops and carports, PILOT support to the Assessors
- Town of Ashland, Rooftop solar development on rooftops, carports and at the capped landfill
- Town of Needham, Solar development on the capped landfill and rooftop, PILOT support to the Assessors
- Town of Weston, Solar development on the capped landfill and rooftop, PILOT support to the Assessors
- Town of Holliston, Solar development paired with energy storage on the capped landfill, PILOT support to the Assessors
- Town of Mattapoisett, Solar development paired with energy storage on the capped landfill, PILOT support to the Assessors
- City of Pittsfield, Solar development on the capped landfill, PILOT support to the Assessors
- City of Northampton, Solar development on the capped landfill
- Town of Lenox, Solar development on the capped landfill, PILOT support to the Assessors
- Town of Stockbridge, Solar development on the capped landfill, PILOT support to the Assessors
- Town of Williamstown, Solar development on the capped landfill, PILOT support to the Assessors



- Town of Dover, Solar development on the capped landfill, PILOT support to the Assessors
- Town of Duxbury, Rooftop solar development on school rooftops, PILOT support to the Assessors
- Town of Easton, Rooftop solar development on school rooftops
- Town of Sunderland, ground-mounted solar development at school, PILOT support to the Assessors
- Town of Watertown, develop financial ownership models for solar projects
- Town of Whately, PILOT support to the Assessors
- Town of Erving, PILOT support to the Assessors
- Town of Plainville, PILOT support to the Assessors
- Town of Charlemont, PILOT support to the Assessors

Beacon understands the key issues in dealing with the ever-increasing complexity of energy policy and regulation in Massachusetts. We are specifically versed in and are actively participating in the regulatory process driving policy under the Solar Massachusetts Renewable Target (“SMART”) Program.

As noted herein, Beacon is an independent Massachusetts woman-owned energy management solutions firm specializing in energy procurement, energy management, renewable energy assets and energy performance contracting strategies. We are a qualified vendor under the Massachusetts statewide contract PRF-62 to provide Energy Advisory Services under the following three categories:

- Energy Research and Analysis Services
- Clean Energy Systems and Technology Analysis and Research
- Energy Programs Stakeholder Engagement Services

Beacon provides our clients with a seamless, integrated approach to developing and implementing supply and demand-side energy solutions. We offer our clients unparalleled certainty of process in solution development. As such, we develop and manage the implementation of leading-edge energy solutions for public sector and private clients including energy efficiency improvements, renewable energy solutions (including power purchase and net metering arrangements), performance contracting and demand management programs.

Our clients have benefited from our proven experience by optimizing energy economics through infrastructure upgrades, new renewable energy installations and procurement strategies. Beacon's principals have been directly involved in the energy services and solutions development arenas for over three decades, have specific and direct experience in performance-based energy and renewable projects, and have managed performance-based energy efficiency programs for local public utilities.

Beacon regularly draws on our strategic alliances of experienced project technical, operational and finance professionals, engineers and energy outsourcing specialists with specific expertise in energy efficiency, performance contracting and commodity advisory and procurement. Beacon utilizes these external resources, as needed, to compliment the expertise of its principals to ensure that our clients receive best quality and high value services.

Provided in Appendix A is the completed Bid-Pricing Sheet and in Appendix B the completed and signed Certificate of Good Faith, Non-Collusion, Tax Compliance and Authority.



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## 2. SCOPE OF SERVICES

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Beacon understands that the Medway Board seeks consulting support for the following tasks:

**TASK 1: VIRTUAL PUBLIC EDUCATIONS BRIEFINGS**

The Medway Board seeks to organize and facilitate a series of virtual public educational briefings for the Medway Board and the community by industry experts on various aspects of BESS including but not limited to types of BESS systems; siting; operations; safety and applicable national and state codes; construction best practices, inspections and monitoring; on-going maintenance requirements; community and environmental impacts including noise and risk profiles based on site proximity; liability and insurance; performance security; training and equipment needs for local emergency personnel; battery removal, recycling, disposal and decommissioning; post construction operations such as monitoring and inspections; mitigation measures; benefits of BESS; and such other information as the consultant or Board determines is appropriate.

**TASK 2: SITE SELECTION**

Assist the Board to evaluate possible locations in the Town of Medway appropriate for BESS facilities.

**TASK 3: MEDWAY BOARD AND TOWN OF MEDWAY COLLABORATION**

Facilitate a virtual meeting with Town of Medway staff to identify and respond to questions and concerns.

**TASK 4: CONDUCT SITING RESEARCH AND APPLICATION EXPERIENCE**

Review the experience of communities which have completed a BESS permitting process, construction and/or operation to identify lessons learned.

**TASK 5: TECHNOLOGY INFORMATION TRANSFER SUPPORT**

Provide resource information on BESS technology and installations including guidance from state and federal agencies and professional and industry organizations.

**TASK 6: STAKEHOLDER AND COMMUNITY OUTREACH**

Assist the Medway Board in conducting a series of community input sessions to take public testimony.

**TASK 7: REPORT FINDINGS**

Prepare a report of findings and recommendations specific to drafting appropriate zoning.

### 3. BEACON REFERENCES

PROJECT REFERENCE	CLIENT CONTACT
Town of Northfield Planning Board 69 Main Street Northfield, MA 01360	Mr. Stephen Seredynski Planning Board Chair s.seredynski@comcast.net
City of Northampton 240 Main Street, Northampton, MA 01060	Mr. David Pomerantz Director, Central Services (413) 787-6234 dpomerantz@northamptonma.gov
Town of Needham 1471 Highland Avenue Needham, MA 02492	Ms. Kate Fitzpatrick Town Manager (781) 455-7500 KFitzpatrick@needhamma.gov
City of Beverly 191 Cabot Street Beverly MA 01915	Mr. David Gelineau Purchasing Agent (978) 921-6000 dgelineau@beverlyma.gov
Town of Lincoln Public Schools 6 Ballfield Road Lincoln MA 01773	Mr. Buck Creel Administrator for Business and Finance (781) 259-2704 bcreel@lincnet.org
City of Attleboro City Hall 77 Park Street Attleboro, MA 02703	Mr. Jeremy Stull Director of Budget and Administration (508) 223-222 budgetadmin@cityofattleboro.us
Town of Holliston 703 Washington Street Holliston, MA 01746	Mr. Travis Ahern Town Administrator (508) 429-0608 ahernt@holliston.k12.ma.us
Town of Maynard 195 Main Street Maynard, MA 01754	Mr. Justin DeMarco Director of Public Works (978) 897-1317 jdemarco@townofmaynard.net
City of Quincy 58 Saville Avenue Quincy, MA 02169	Ms. Shelly Dein Energy and Sustainability Director (617) 376-1542 sdein@quincyma.gov
Town of Sunderland 12 School Street Sunderland, MA 01375	Ms. Cindy Bennett (413) 665-1441 townadmin@townofsunderland.us
Town of Lenox 6 Walker Street Lenox, MA 01240	Mr. Christopher Ketchen Chief Administrative Officer (413) 637-5500 cketchen@townoflenox.com



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#### 4. RECENT AND RELEVANT PROJECT EXPERIENCE

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As presented below, Beacon has direct relevant experience providing comprehensive Owner's Agent support services for renewable energy projects such as the project contemplated by the Medway Board. Among others, Beacon has supported the following municipalities involved with renewable energy projects.

- Town of Northfield Planning Board, Special Permit and Site Plan Review support for three private solar projects paired with energy storage, PILOT support to the Assessors
- Town of Sunderland Planning Board, Special Permit evaluation support for private solar project owned by Eversource
- City of Attleboro, Solar development on various public parcels including landfill, rooftops and carports, PILOT support to the Assessors
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- Town of Williamstown, Solar development on the capped landfill, PILOT support to the Assessors
- Town of Dover, Solar development on the capped landfill, PILOT support to the Assessors
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- Town of Watertown, develop financial ownership models for solar projects
- Town of Whately, PILOT support to the Assessors
- Town of Erving, PILOT support to the Assessors
- Town of Plainville, PILOT support to the Assessors
- Town of Berlin, PILOT support to the Assessors
- Town of Charlemont, PILOT support to the Assessors





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## 5. PROJECT STAFFING

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### **A. FIRM INFORMATION**

Beacon is an independent Massachusetts woman-owned energy management solutions firm specializing in energy procurement, energy management, renewable energy assets and energy performance contracting strategies. We are a qualified vendor under the Massachusetts statewide contract PRF62 to provide Energy Advisory Services, including renewable energy project support.

Since 2004, Beacon has developed and managed the implementation of leading-edge energy solutions for public sector and private clients including energy efficiency improvements, demand response programs, renewable energy solutions, performance contracting and demand management programs. Our clients have benefited from our proven experience by optimizing energy economics through infrastructure upgrades and procurement strategies. Beacon's principals have been involved in the energy services and solutions development arenas for over two decades and have specific and direct experience in performance contracting and renewable energy project structuring.

Beacon's core services include energy and renewable energy management solutions, energy commodity advisory, procurement and management, energy project financing solutions, risk management and strategic communications. Beacon has the necessary diverse experience, local knowledge and presence, and a unique track record of developing demand and supply-side procurement and monitoring programs to help Medway meet its energy efficiency and renewable energy goals.

Beacon is comprised of seasoned professionals who have proven experience developing and implementing thoughtful and creative solutions, mapping out strategies based on sound commercial, technical and regulatory assessments, and putting in place implementation programs that guarantee results.

We regularly draw on our strategic alliances of experienced project technical, operational and finance professionals, engineers, lawyers and energy outsourcing specialists with specific expertise in performance based renewable energy projects. Beacon utilizes these external resources to compliment the expertise of its principals to ensure that its clients receive best quality and high value services.

Functionally, Beacon offers the unique opportunity to work with seasoned experts with decades of direct "hands-on" experience implementing performance-based energy management, renewable energy, demand-side management and procurement solutions for customers in the Northeast and has the requisite institutional expertise working as both a provider of services and a client representative.

### **B. PROJECT STAFFING PLAN**

For this engagement, Beth Greenblatt would have primary responsibility to provide the full scope of service to the Medway Board. To the extent Medway requires additional professional engineering or energy supply sourcing expertise, at the Medway Board's direction Beacon would present the qualifications of industry known professionals and engage their expertise.



**Beth S. Greenblatt,**

Managing Director of Beacon and Primary Project Manager for Medway. Beth is a recognized professional with over 30 years of business, marketing and management experience primarily in the energy services industry. Beth has held various senior strategic management and corporate communications positions in regulated and unregulated energy firms, a management consulting firm, several distinguished national energy services companies, and a national non-profit energy research and development organization.

Beth's professional background includes a decade serving in senior management roles at Boston Gas Company (now known as National Grid) in the areas of energy management, customer research and market planning. While at Boston Gas Company, Beth was responsible for the development, implementation and evaluation of demand-side management programs valued at over \$30 million per year, oversight of the Company's qualitative and quantitative research activities, and diverse business planning and analysis functions. In this capacity, Beth was directly involved in developing and implementing comprehensive energy efficiency programs designed specifically for public sector customers within the 74 cities and towns served by the utility.

While at Noresco, a leading national energy services firm, Beth was actively involved in helping clients achieve savings and produce high performance buildings through energy savings performance contracting. Previously, as Director of Marketing and Special Programs for Mass-Save, Inc. and Xenergy, Inc, Ms. Greenblatt developed and implemented energy auditing, efficiency and educational programs designed specifically for diverse residential and commercial facilities. Beth understands how to develop, implement and evaluate programs that pay for performance.

A resume is provided in Appendix C.



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## 6. PROJECT FEES

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Beacon offers the following fee quotation for the Tasks sought for this project.

The proposed fees for the Tasks presented herein cover the professional services provided by Beacon's principal, Beth Greenblatt. For this engagement, Beacon offers to the Medway Board a discounted hourly rate for the professional services provided by Beth Greenblatt of \$160.00. Travel, if required, is billed at cost and travel time is billed at our customary rate of 50% of the professional service rate.

Beacon offers a not to exceed budget of \$30,150 inclusive of professional services and travel related expenses. We note that the budget provided herein and as specified in Appendix A – RFQ Bid Pricing Sheet, only covers Beacon's professional services. Any fees, payments, honorariums, or other consideration for professional services provided by industry experts in connection with the scope of work is not included in the budget or in Appendix A – RFQ Bid Pricing Sheet.

Beacon only invoices for actual time and travel.



## 7. SELF EVALUATION

QUALIFICATIONS	BEACON SCORE
1. Technical qualification and experience in providing Owner's Agent Support Services.	<p><b>Highly Advantageous.</b> Since 2004, Beacon has served as Owner's Agents for numerous public-sector clients providing the same services requested by Medway.</p> <p>Beacon principals have been involved in the energy business since 1984; providing critical review, evaluation and selection of multi-million-dollar energy, renewable energy projects delivered by ESCOs, solar firms and other vendors.</p>
2. Firm's recent and relevant Owner's Agent Support Services experience representing owners in similar projects.	<p><b>Highly Advantageous.</b> Beacon was engaged to provide comparable services as referenced in Section 4 of this proposal.</p>
3. Relevant experience of primary staff to be assigned to this project.	<p><b>Highly Advantageous.</b> Beacon's staff has decades of experience in performance-based energy efficiency and renewable energy programs, and helping end-users assess, implement and evaluate the success of their efforts. Our career experiences helping clients balance risk with cost in implementing economically viable energy projects are unmatched in the industry. Beth Greenblatt, Beacon's Managing Director has been a leader in the energy services industry since the early 1980's.</p>
5. Number of entities/communities served providing similar services within the past two (2) years, by staff to be assigned to this project.	<p><b>Highly Advantageous.</b> Beacon is proud of its leadership position in providing Owner's Agent services in support of performance-based energy projects in Massachusetts implementing energy efficiency and renewable energy projects under M.G.L. Ch. 25A and Ch. 30B. We have the most comprehensive portfolio of clients in Massachusetts who have benefited from Beacon's direct experience.</p>



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**8. APPENDIX A – RFQ BID PRICING SHEET**

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**REQUEST FOR QUOTATIONS  
BID PRICING SHEET**

**Battery Energy Storage Systems Consultant Services  
Medway, MA**

Prepared and submitted by: Beth S. Greenblatt

Managing Director

Hourly rates for personnel: Beth S. Greenblatt - \$160.00/hour

**NOT TO EXCEED FEE:** \$30,150\*

\* Please refer to Section 6, page 9 of this response for detailed information on Beacon's financial offer.



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**9. APPENDIX B – CERTIFICATE OF GOOD FAITH, NON-COLLUSION, TAX COMPLIANCE  
AND AUTHORITY**

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**CERTIFICATE of GOOD FAITH, NON-COLLUSION,  
TAX COMPLIANCE & AUTHORITY**

The undersigned certifies under the pains and penalties of perjury that the proposal is in all respects bona fide, fair, and made without collusion or fraud with any other persons. As used in this paragraph, the word "person" shall mean any natural person, joint venture, partnership, corporation, or other business or legal entity.

Pursuant to M.G.L. Chapter 62C, Section 49A(b), the undersigned certifies under the pains and penalties of perjury that the contractor named below has complied with all laws of the Commonwealth of Massachusetts relating to taxes, reporting of employees and contractors, and withholding and remitting child support.

The undersigned certifies under the pains and penalties of perjury that he/she is authorized on behalf of the contractor named below to submit bids and proposals and execute contracts in the name on behalf of said contractor. If the bidder is a corporation, a clerk's certificate of the vote of a Director's meeting will be provided.

20-1191565

Social Security Number or Federal Identification Number

Beacon Integrated Solutions

Company Name

Beth S. Greenblatt

Printed Name of Signer

Signature

August 2, 2021

Date

**Any person or corporation which fails to execute this document  
will be considered a non-responsive bidder and will be rejected pursuant to MGL  
Chapter 30B.**



*Proposal to the Town of Medway  
Professional Owner's Agent Support Services  
July 29, 2021*

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**10. APPENDIX C - RESUME**

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**BETH S. GREENBLATT**


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***Energetic, results-oriented strategic communications and operations executive with proven experience building successful business organizations, marketing communications programs and situational partnerships.***

**AREAS OF EXPERTISE**

***Energy Management  
Business Solutions Development  
Results-Based Implementation***

***Renewable Energy Advisory  
Marketing and Communications  
Building Strategic Partnerships***

**PROFESSIONAL EXPERIENCE**

**Beacon Integrated Solutions  
Managing Director**

**Boston, MA  
Present**

Beacon Integrated Solutions is a unique woman-owned management services and implementation firm that provides client-centric energy optimization and renewable energy solutions by helping clients optimize their energy economics through improved price certainty, energy efficiency, renewable energy, supply reliability and optimized energy infrastructure.

Beacon's unique approach to providing integrated energy solutions, both in front and behind the meter, offers unparalleled client-centric solutions guaranteed to improve top and bottom-line performance.

**BSG Strategy Group (a Beacon Integrated Solutions Firm)  
Principal**

**Boston, MA  
Present**

**Strategic communications and business consulting in the energy and services industries**

- Provide strategic value and tactical expertise to clients including high-level business planning and development, quantitative and qualitative market research, marketing communications, content development for new and traditional media, public and media relations, government relations, technical analysis and support, and organizational structuring and development.

**NORESCO (an Equitable Resources Company)  
Director of Corporate Communications**

**Medway, MA  
2000 to 2002**

**Recognized leader of energy infrastructure solutions in diverse vertical markets**

- Served on the performance contracting management team developing client solutions designed to achieve guaranteed energy savings and produce high performance buildings.
- Leveraged a two-decade old solid brand to reposition the firm's market strategy with a focus on key core competencies critical to the deregulated energy marketplace.
- Managed re-branding campaign including the design and implementation of a new corporate logo across all media and communications strategies. Created all new corporate collateral supporting business development and direct sales activities.





- Developed and implemented strategic media, government and public relations programs including full oversight responsibility for all crisis communications, management of news releases, bylines, features and case studies, and lobbying.
- Directed all corporate competitive analyses and business research to strengthen the firm's position nationally by understanding key market players, geographic penetration potential, opportunistic market and business events, strategic partnerships/alliance opportunities, regulatory and legislative policies. Conducted ongoing market intelligence research and customer satisfaction studies.
- Directed the redesign of the corporate website including navigational improvements, new content development, customer interface functions, customer relationship management, graphic enhancements and flash animation.

**American Management Services**

**Director of Marketing and Public Relations**

**Waltham, MA**

**1999 to 2000**

**Management services firm targeting small and mid-sized businesses with annual revenues of \$10 to \$200 million**

- Repositioned this regional management services company as the nation's premier consulting and profit-implementation services firm.
- Launched national expansion effort through a cooperative co-branded small business partnership entitled "Partner America" with various federal government agencies, including the U.S. Small Business Administration, U.S. Department of Commerce, U.S. Conference of Mayors, U.S. Department of Transportation and the Export-Import Bank of the United States.
- Managed partner contract relations, and launched national communications program including collateral creative design and implementation, and publicity and outreach.
- Led the design and content creation of the corporate website, and the Partner America co-branded website. Developed and executed customer relationship management strategies. Developed and executed corporate e-communications programs to clients, prospects, government agencies, business partners.
- Developed and managed corporate government affairs and public relations activities.

**ServicEdge Partners, Inc. (a National Grid Company)**

**Vice President of Marketing and Sales**

**Burlington, MA**

**1997 to 1999**

**Northeast energy services company specializing in heating, ventilation and cooling services**

- Spearheaded the development and management of an integrated strategic retail marketing effort in a new business enterprise by leveraging the brand position of the parent and subsidiary companies and transferring the established brand equity to the new business.
- Developed and implemented a multi-year sales program to generate \$4MM of first year sales and \$6-7MM in annual sales in subsequent years. Hired sales manager, developed pay-for-performance sales compensation programs and successfully built sales organization with domain competencies to achieve revenue goals. Developed and executed customer retention programs.



- Managed all aspects of \$2 million annual marketing/communications programs including brand development, advertising, direct marketing, collateral development, interactive development and publicity. Developed strategies and tactics to achieve market dominance in business product categories, resulting in a 50,000-customer base within the first 8 months of operation, and generating first year revenues of \$7 million. Directed the design of a website targeted at consumers and businesses.
- Developed channel marketing and sales strategies to attract market influencers, consumers and businesses.
- Implemented total outsourced solution for 24/7 customer call center, including defining CRM protocols, operational delivery requirements, process and performance metrics and vendor selection process. The firm's customer call center was centric to operational excellence and customer acquisition.
- Created a cross-market public relations campaign positioning the new business enterprise and creating a local, consumer-oriented business presence.

**Gas Research Institute/New England Gas Association**                      **Chicago, IL**  
**New England Regional Account Manager**                                      **1995 to 1997**

**National research and development organization for the natural gas industry**

- Led the effort to integrate nationally offered natural gas R&D activities, technologies and resources into the future business strategies of New England gas utilities.
- Developed technology business plan for gas utility executives focused on developing technology strategies and tactics for the industry and implemented field demonstration trials and programs leading to technology adoption, cost savings and revenue gains.
- Developed and managed extensive quantitative and qualitative customer research projects including market segmentation studies, customer satisfaction and consumer product preference research.

**Boston Gas Company, (a National Grid Company)**                      **Boston, MA**  
**Director of Energy Management;**

**Director of Customer Research and Market Planning**                      **1988 to 1995**

**Largest regulated natural gas company in New England serving over 800,000 customers**

- Led the gas utility industry in New England in developing, implementing and evaluating the integration of multi-million-dollar demand-side energy resources into traditional supply-side planning. Facilitated consortium relationships with New England natural gas, electric and water utilities and non-utility parties.
- Developed and managed a unique, nationally recognized natural gas load research program utilizing statistical methods and econometrics, including multivariate analysis and discrete-choice modeling.
- Managed multiple vendors delivering diverse services including: marketing/communications, customer call center, direct marketing, management consulting and implementation, equipment installation, engineering and CRM.

- Successfully hired, trained, managed and developed staff for various corporate and field positions, including: product development and implementation, technical support and engineering, retail marketing, CRM and quantitative and qualitative market research services.
- Represented Boston Gas Company and other regional natural gas distribution companies as an expert witness before the Massachusetts Department of Energy and Telecommunications and Energy Facilities Siting Council, New Hampshire Public Utilities Commission and Rhode Island Public Utilities Commission in dozens of proceedings, including rate, integrated resource management and demand-side management proceedings.

Prior employment includes positions in Marketing/Communications, Public Relations and Government Affairs within the energy sector, as well as legislative internships with former Senator Paul E. Tsongas and Energy Development Caucus, a bi-partisan legislative caucus advocating progressive energy policy in the Commonwealth.

#### **EDUCATION, TECHNICAL TRAINING AND DIRECTORSHIPS**

- Boston University, Boston, MA. BA in Political Science and Mathematics.
- Former Trustee, Central New England Chapter of the National Multiple Sclerosis Society; member of the Government Relations and Communications Committees.
- Certified Energy Auditor, Commonwealth of Massachusetts

#### **MEMBERSHIPS**

- Northeast Clean Energy Council
- Northeast Energy and Commerce Association
- New England Women in Energy and the Environment





**TOWN OF MEDWAY**  
**COMMONWEALTH OF MASSACHUSETTS**  
**COMMUNITY AND ECONOMIC**  
**DEVELOPMENT**

*Medway Town Hall  
155 Village Street  
Medway, MA 02053  
Telephone (508) 321-4918  
Email:  
bsaintandre@townofmedway.org  
www.townofmedway.org*

**To: Select Board**  
**cc: Michael Boynton, Town Manager**

**From: Barbara J. Saint Andre**  
**Director, Community and Economic Development**

**Re: Battery Energy Storage Systems Consultant Contract**

**Date: August 4, 2021**

The Board is being asked to approve a contract between the Town and Beacon Integrated Solutions, LLC, for consultant services related to battery energy storage systems (BESS), pursuant to the Town Meeting vote of May 10, 2021. Beacon Integrated Solutions, LLC is recommended to the Board for approval as the consultant for this important project.

On July 22, 2021, the Town issued a Request for Quotations (RFQ) to fifteen potential bidders, and we received two responses by the deadline of August 2, 2021. Prior to issuing the RFQ, Susan Affleck-Childs and myself spent substantial time researching energy companies that could potentially provide the Town with the required services. This research included email and telephone conversations with representatives of companies in the field, such as Pacific Northwest National Laboratory (PNNL); internet research; reviewing the state's Energy Storage Initiative Report and other information related to BESS; and suggestions from Mass. Clean Energy Center, interested town citizens, energy trade groups, and other energy firms. Based on the information received, fifteen firms were identified to receive the RFQ. A full list is attached. Only two companies submitted quotes, and the two quotes received were:

<u>Consultant</u>	<u>Price Proposal</u>
Beacon Integrated Solutions, LLC	\$30,150.00
Black and Veatch	\$60,000.00

Accordingly, we recommend and request that the Select Board approve the contract with Beacon Integrated Solutions, LLC in the amount of \$30,150.00 to provide consulting services to the Town with respect to battery energy storage systems.

If you have any questions, we will be happy to provide additional information.

### **List of Firms Contacted for Quotes**

Beacon Integrated Solutions, LLC  
Black and Veatch  
TRC Environmental Corp.  
Daymark Energy Advisors  
Fuss & O'Neill, Inc.  
Synapse Energy Economics  
WSP  
The Cadmus Group, Inc.  
Peregrine Energy Group  
Fractal Energy Storage Consultants  
Ensign Energy, LLC  
Energy Intelligence Partners  
ARUP  
Customized Energy Solutions, LTD  
Sustainable Energy Advantage, LLC

## Susan Affleck-Childs

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**From:** Contact form at Town of Medway MA <cmsmailer@civicplus.com>  
**Sent:** Monday, August 2, 2021 2:26 PM  
**To:** Susan Affleck-Childs  
**Subject:** [Town of Medway MA] BESS (Sent by Brian Adams, beadams11@gmail.com)

Hello sachilds,

Brian Adams ([beadams11@gmail.com](mailto:beadams11@gmail.com)) has sent you a message via your contact form (<https://www.townofmedway.org/user/201/contact>) at Town of Medway MA.

If you don't want to receive such e-mails, you can change your settings at <https://www.townofmedway.org/user/201/edit>.

Message:

Some interesting articles about the battery pack fire in Australia that took 150 fire fighters and 4 days to put out.

<https://www.cnbc.com/2021/07/30/tesla-megapack-caught-fire-at-victorian-...>

<https://electrek.co/2021/07/30/tesla-megapack-caught-fire-giant-battery-...>

Please reconsider the location of the BESS.

Thank you,  
Brian

## Susan Affleck-Childs

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**From:** cmyers@medwaytech.com  
**Sent:** Friday, August 6, 2021 8:03 AM  
**To:** Susan Affleck-Childs  
**Subject:** BESS Fire In Australia - Comments for Design Reviews

Susy,

I'm passing along this information for your files as it's relevant to the discussion of appropriate review and design of proposed BESS projects.

In this case, a module/container of batteries at a BESS just starting commissioning caught fire. The fire did spread to the abutting unit. But only to "one" abutting unit.

Safety systems were functional and contributed to the containment of the fire (as these systems should function).

The fire did take four days to extinguish. That time duration translates into resource planning during the permitting process.

The fire did generate toxic smoke and for a short period of time an alert was issued to neighboring areas. I have not seen any articles indicating there was actually hazardous air outside of the site and am assuming the alert was simply precautionary.

[Tesla Megapack battery ignites fire in Australia that burns 4 days](https://www.usatoday.com › money › cars › 2021/08/02)

<https://www.usatoday.com › money › cars › 2021/08/02>

After **Tesla Megapack** battery burst into flames, it took 150 firefighters to put **fire** out ... A giant **Tesla** battery pack caught on **fire** at a ...

[Tesla Megapack Battery Fire Took 150 Firefighters 4 Days to ...](https://www.businessinsider.com › Tech Insider › News)

<https://www.businessinsider.com › Tech Insider › News>

A **Tesla "Megapack"** battery pack caught **fire** during testing on Friday, and it took firefighters four days to extinguish the blaze, **Australian** ...

Charlie

## Susan Affleck-Childs

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**From:** cmyers@medwaytech.com  
**Sent:** Friday, August 6, 2021 8:51 AM  
**To:** Susan Affleck-Childs  
**Subject:** Lithium Incident Morris (Grundy County) IL

Susy,

I meant to send over one more incident.

If anyone brings up a lithium ion battery fire that occurred in Morris, IL last month, it's not comparable to what we are looking at.

The Morris incident occurred in a warehouse that did not have a permit for what they were storing there. The company was warehousing all sizes and types of lithium ion batteries, from ones used for cell phones, to appliances, and larger.

It was "not" an energy storage location.

The local fire department was given incorrect recommendation on how to extinguish the fire and demonstrate why training first responders is so important.

Here's a link to a post made by Matt Paiss on this fire that goes into more detail on how to extinguish a lithium ion battery fire.

[https://www.linkedin.com/posts/mattpaiss\\_different-lithium-materials-made-inenergy-activity-6824411477659795456-94H6](https://www.linkedin.com/posts/mattpaiss_different-lithium-materials-made-inenergy-activity-6824411477659795456-94H6)

Charlie