



Request for Proposals

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NS-USA Subsea Cable Socioeconomic Study

RFP Release Date: Friday, October 18, 2024

Proposal Due Date: Friday, November 22, 2024, at 1:00 PM AST

Contact:

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Support for this study is provided by





1. Introduction

[Net Zero Atlantic](#) (NZA) is a leading energy research organization advancing Atlantic Canada's transition to a low-carbon future. We are encouraging growth of a sustainable energy sector by identifying knowledge gaps, connecting experts to projects, and leading applied research. Our work covers critical areas such as hydrogen, offshore wind (OSW), geothermal energy, carbon capture and storage, solar energy, net-zero building, research and development, and energy system modelling, among others.

Our team is dedicated to an inclusive and successful clean energy transition in Atlantic Canada and our focus is on credible and unbiased research that will best prepare policy makers, industry leaders and workers, and sector investors to work together on pathways to decarbonize our region's economy, mitigate climate change impacts, and move Atlantic Canada toward net-zero emissions.

2. Context

Nova Scotia's offshore wind (OSW) resource is a world-class asset due to its high average wind speed and consistency, attractive subsea geology, long coastline and numerous working ports. Nova Scotia is well positioned at the Eastern end of Canada on the Atlantic Ocean to produce OSW electricity on both national and global scales and can explore multiple pathways to market.

One potential pathway to market can be an offshore transmission corridor that directly connects Canadian OSW resources with population centres and industrial users on the United States of America (USA) east coast. This transmission corridor could run from Nova Scotia to the northeastern states and carry electricity from OSW projects on both sides of the USA-Canadian border.

The provincial government is interested in deepening its understanding of the socioeconomic impact that an OSW transmission corridor between the USA and Nova Scotia could bring to the province. Net Zero Atlantic, on behalf of Nova Scotia's Department of Natural Resources and Renewables, is therefore requesting an investigation of the socioeconomic impacts that such a

project would entail. More specifically, we are interested in a report that focuses on infrastructure and services necessary and determines the socioeconomic impacts of both the construction and operational phases of such a project in Nova Scotia.

The resulting report will be a reference document for program and project-related decision making and will support the objectives of the Sustainable Goals Development Act while continuing to advance Nova Scotia's economic, social, and environmental well-being.

3. Objective

The objective of this RFP is to obtain the services of a consultant (the Respondent) to develop a comprehensive report that will provide the Government of Nova Scotia with the information necessary to further understand the socioeconomic impacts of a subsea transmission cable connecting OSW developments in Nova Scotia to the northeastern USA.

4. Scope of Work

The scope of work consists of three primary tasks:

- Task 1: Information Review and Data Gathering
- Task 2: Assessment and Analysis
- Task 3: Reporting

The final task includes both an interim and final report outlining the findings from the study that must cover the following topics (although the final report structure can be defined by the Respondent).

1. Project Design

The Respondent will define and develop realistic project development assumptions and provide a detailed overview of a NS/USA subsea cable. The report should provide details on the design, permitting, construction, and operational phases of the facility and list typical project timelines, costs, and risks. For this analysis, the Respondent will need to develop a methodology to identify market demand in the Northeastern USA and use this

to determine cable capacity (note: final capacity is to be approved by the project management committee). The Respondent should also make reasonable assumptions regarding the route of the subsea cable.

A thorough overview of the permitting process for a typical subsea cable project, including the steps required and relevant authorities and political influences involved to approve such a project, as well as a typical timeline for project approval will need to be provided. This section should also include key steps in the construction and installation of the subsea cable, including associated timelines, costs, and risks.

The project design section of the final report will need to also include details on the operational phase of a typical subsea cable project, including a description of maintenance processes, timelines, costs, and potential risks.

It is important to ensure the Nova Scotian context is applied to all assumptions.

2. Additional Buildout

A subsea cable provides an additional pathway to market for OSW electricity and could enable additional OSW buildout in the Nova Scotian offshore as a result. The final report should include an analysis of the additional OSW buildout that could be enabled through the creation of a subsea connection between NS and the USA.

The Respondent will propose a methodology that allows for a reasonable estimate of additional OSW buildout. It is important to note that input from stakeholders (including the Government of Nova Scotia) will be necessary to determine estimates for the additional OSW capacity, thus the Respondent will be required to assemble a stakeholder outreach plan (to be reviewed and approved by NZA) for this study element.

3. Economic Impacts

The Respondent is requested to analyze and comment on the economic effects that could arise during the design/permitting, construction, and operational phases of a

typical subsea cable project and the additionally enabled OSW buildout. This assessment should include a thorough overview of potential economic impacts, including job creation, employment opportunities, and opportunities for local sourcing versus non-local sourcing of labour and materials, for each phase associated with a typical subsea cable project as well as additional OSW buildout.

4. Trades and Skills Requirements

The Respondent will identify what trades and skills are needed to satisfy the labour, service, and material demands of a subsea cable and the additional OSW buildout. The Respondent is expected to draw from their own analysis as well as from their experiences in other jurisdictions and other sectors.

5. Social Impacts

The final report should include a comprehensive review and analysis of the potential social impacts of both a subsea cable as well as additional OSW buildout. This section should comment on expected impacts on Nova Scotia's housing availability and affordability, necessary health care infrastructure and services, emergency response and protection services and any other community infrastructure and services that are necessary for the successful and safe construction and operation.

6. Lessons Learned

The Respondent will provide an overview of lessons learned from other subsea cable projects (as well as their associated additional OSW buildout) and comment on the applicability of these lessons in a Nova Scotian context. This section will also comment on project risks typically encountered, as well as their potential impact on project cost and scheduling.

5. Deliverables

Upon project completion, the Respondent will provide:

- (1) A report that presents the findings of Tasks 1 and 2. Both an interim and final report are required, with the opportunity for the project management committee to recommend reasonable changes to the interim report for inclusion by the Respondent in the final report before the project ends.
- (2) Presentations (in PowerPoint) to the project management committee to accompany submission of the draft and final versions of the report. The presentations will review the project and its main findings.
- (3) Public Webinar – NZA will host a public webinar with the project team to present the results from the Study. The Respondent should expect to prepare slides for the presentation and discuss study findings.



6. Timelines

The Respondent is expected to host regular project status meetings via video conference. When virtual meetings are not required, the Respondent should provide emailed updates on the status of the project. At project onset, the desired frequency of project status meetings will be determined (e.g., bi-weekly meetings). The Respondent will host the kickoff meeting. The following timeline outlines Net Zero Atlantic’s expectations with respect to timing:

Project Timelines	
Item	Date
RFP Release Date	<i>October 18, 2024</i>
Proposal Due Date	<i>November 22, 2024 (1:00PM AST)</i>
Project Kickoff	<i>Week of December 2, 2024</i>
Project Work	<i>All project phases must be completed by March 31, 2025</i>
Interim Report	<i>March 31, 2025</i>
Final Report	<i>April 30, 2025</i>

Engagement, meetings, and presentations will occur through virtual and/or in-person delivery. If the Respondent wishes to include in-person meetings and travel in their proposal, the budget proposed should reflect this.

7. Project Funding

Funding available for this project is capped at a maximum of **CAN \$175,000.00** excluding taxes. Proposals that exceed this amount will not be considered. Note that proposals will be rated first in terms of experience/team/work plan and second in terms of value. Please include a cost-task breakdown (time per person per task) including hourly or daily rates.

8. Respondent Qualifications

The successful applicant must demonstrate the following:

- A thorough understanding of the typical project phases, tasks, and requirements for a project such as the NS-USA Subsea Transmission Cable project.
- A demonstrated capability to conduct comprehensive socioeconomic studies with respect to the renewable energy sector.
- Experience with conducting economic analyses and modelling for understanding economic impacts regarding renewable energy projects.
- Experience analysing social impacts of renewable energy projects.
- Experience conducting jurisdictional scans and proven ability to integrate best practices and lessons learned into the relevant context (in this case, a Nova Scotian context).
- A thorough understanding of the unique opportunities and challenges within the Atlantic Canadian region, as well as the opportunities and challenges for connecting Nova Scotia to the northeastern USA.
- Ability to engage with relevant stakeholders, access necessary data, and provide innovative solutions that align with the region's sustainability goals and economic development objectives.

9. Proposal Requirements

- The proposal should be concisely worded with clearly described objectives, methods, budget, schedule, and deliverables. The proposal should include a workplan outlining how all project tasks will be approached. The maximum page limit for proposal submissions is 15 pages not including the cover page and references.

- The proposal should include a description of the Respondent’s organization and its relevant experience with similar projects. The Respondent must also describe the relevant work experience of the key staff assigned to this project and their roles on the project. This material should be summarized in the body of the proposal and within the page limit and can be presented in more detail, if needed, as an appendix in addition to the page limit.
- Please provide a project organizational chart showing the role and reporting hierarchy of project partners, and reporting lines to the Net Zero Atlantic project management committee.
- The Respondent should provide a detailed budget including project tasks, team member daily or hourly rates, and their intended number of days/hours to work on each project component.
- NZA expects to award one single contract for this work.
- The proposal should be submitted as a single electronic document. Please ensure the proposal or cover letter is signed by an officer or equivalent with authority to bind the proponent to the statements made in the proposal.
- The electronic copy should be uploaded in PDF format to the Net Zero Atlantic-FTP site available at <https://netzeroatlantic.sharefile.com/r-r6953f24373df48c1b04830d6155e003c>. The file name should include an abbreviated form of the Respondent’s name.

Questions and Clarifications

Net Zero Atlantic will accept content-related questions from interested applicants on an ongoing basis until one week prior to the proposal due date (until Friday, November 15, 2024, at 4:00PM Atlantic Time). Please email the Project Manager, Kiera Walsh, at kwalsh@netzeroatlantic.ca with any questions prior to this date. Additionally, a Q&A page will be available on the Net Zero Atlantic website at <https://netzeroatlantic.ca/opportunities/request-proposals/ns-us-subsea-cable-socioeconomic-study>. The names and organizations of those submitting questions will remain anonymous; only the question and Net Zero Atlantic’s response will be posted. Interested parties are encouraged to check the Q&A page for updated information and/or clarifications

that may help in completing their proposal. The Q&A page will only be available if content-related questions have been received.

10. Evaluation

This project will be administered through Net Zero Atlantic. The weighting table below demonstrates the weighting associated with each proposal component. Proposals will be quantitatively evaluated against a set of criteria developed by the project management committee. Respondents should demonstrate good value for money but note the lowest cost will not necessarily be selected.

Factor	Weight
Experience and Knowledge: Qualifications, experience and capabilities of the company and delivery team; demonstration of knowledge relevant to this study.	40%
Project Plan, Approach and Methodology: Respondent demonstrates an understanding of the project service requirements and has outlined a comprehensive and effective work plan. Proposal describes the objectives, methodology, milestones and deliverables, and a sound approach in undertaking this project. Communication format and frequency between the Respondent and Net Zero Atlantic are clearly described. Respondent describes an achievable schedule and demonstrates the ability to complete the work on or before the desired completion date.	40%
Proposal Presentation and Organization: The proposal includes all RFP requirements and tasks, demonstrates attention to clarity, grammar, presentation, and comprehensibility.	10%



Value: The project will offer good value for the proposed budget. The budget is clear, convincing, and well-described.	10%
Total:	100%

Please Note: NZA reserves the right to fully award, partially award or not award the NS-US Subsea Cable Socioeconomic Study contract.