

Post-Solicitation Briefing for On-Site Municipal Solar



Audit Committee

Date: September 12, 2023

Presented by: Doug Melnick, Chief Sustainability Officer, Office of Sustainability

Solicitation Overview

The Office of Sustainability released a solicitation to solicit a qualified solar PV provider to design, engineer, build, operate, maintain and decommission a turn-key installation of multiple rooftop and parking canopy solar photovoltaic (PV) system at the selected municipal facilities.



Solicitation Type:

- Request for Proposals (RFP)



Proposed Term:

- 25 years



Estimated Value:

- \$30 Million initially



Current Contract Status:

- New Contract

RFP Objectives



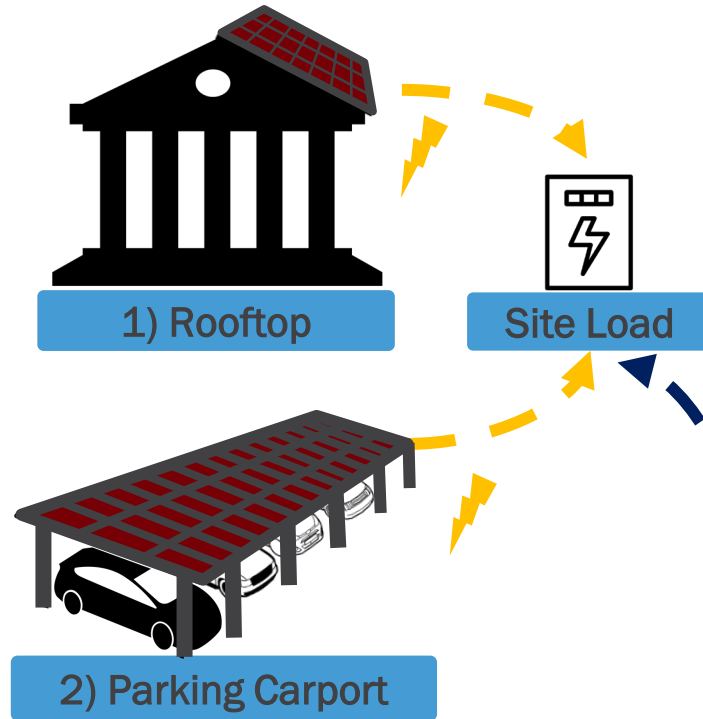
Advance SA Climate Ready by investing in visible, local solar projects on city facilities.

Seek market-driven responses to drive optimal project size, terms, and price with a preference for projects yielding cost savings or cost neutrality compared to expected CoSA electricity bills.

Achieve economies of scale and streamline procurement through an aggregated list of viable facilities – *far more time and cost efficient than each department acting alone.*

Select third-party developed projects where neither CPS Energy nor the City would be responsible for construction, operations, and maintenance of the solar projects.

Background Information – What is On-Site Solar?



On-site systems directly reduce the facility's need to purchase electricity from the grid

When the sun is not shining, the facility will buy power from CPS like it does currently

On-site solar generates clean energy to be used directly by the facility

Grid power for remaining load



Site Evaluation Process

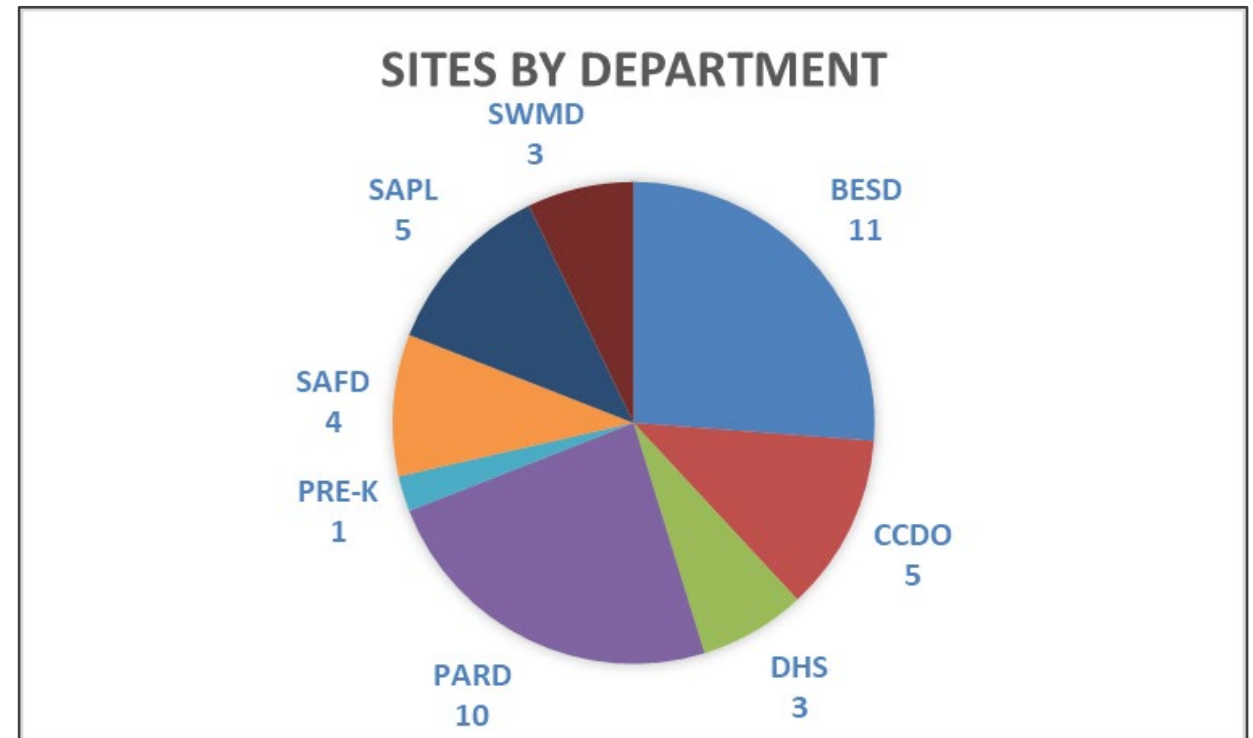


1. Requested input from City Departments on potential sites.
 2. Sites meet initial minimum criteria of minimum facility footprint of 15,000 ft² or 1,400 m² that translates to a base assumption of ~250 kw or larger per facility.
 3. Sites evaluated by Office of Sustainability (OS) Staff and Rocky Mountain Institute (RMI) using Google's *Project Sunroof* to assess shading and NREL's *PVWatts* to estimate system sizes.
 4. Initial evaluation of roof condition or other site constraints.
 5. Evaluate building electrical load in order to match potential system size.
 6. Identify potential plans for sites to avoid future disruptions.
- Over 100 Sites Reviewed
 - Offices
 - Community Centers
 - Libraries
 - ACS Facilities
 - Service Centers
 - Entertainment/Convention Venues
 - Public Safety Facilities
 - Parking Garages
 - Parking Lots

Final Site Evaluation Results



- 42 sites across 8 City Departments
- Estimated total capacity – 12.5 MW
- Total electric load offset – 42%



Phase 1 Scoring



RFP ON-SITE MUNICIPAL SOLAR PV SYSTEM SERVICES (22-075, RFx: 6100015168) Score Summary INITIAL EVALUATION November 9, 2022	Maximum Points	VENDOR A	VENDOR B	VENDOR C	VENDOR D
A - Experience, Background, Qualifications	85	73.28	75.75	48.50	38.50
A - Sub-Total	85	73.28	75.75	48.50	38.50
B - Local Preference Program	10	10.00	0.00	10.00	0.00
C - Veteran-Owned Small Business Program	5	0.00	0.00	0.00	0.00
TOTAL SCORE	100	83.28	75.75	58.50	38.50
RANK BASED ON TOTAL SCORE		1	2	3	4

SBEDA Program – Waived

Not Recommended – Lease Option



RFP ON-SITE MUNICIPAL SOLAR PV SYSTEM SERVICES Lease Option (22-075, RFx: 6100015168) Score Summary FINAL EVALUATION August 14, 2023		
	Maximum Points	VENDOR A
A - Proposed Plan	65	58.91
A - Sub-Total	65	58.91
B - Local Preference Program	10	10.00
C - Veteran-Owned Small Business Program	5	0.00
D - Price	20	11.14
TOTAL SCORE	100	80.05
RANK BASED ON TOTAL SCORE		1

SBEDA Program – Waived

Recommended Award – Purchase Option



RFP ON-SITE MUNICIPAL SOLAR PV SYSTEM SERVICES Purchase Option (22-075, RFx: 6100015168) Score Summary FINAL EVALUATION August 14, 2023	Maximum Points	VENDOR A	VENDOR B	VENDOR B OPTION 2
A - Proposed Plan	65	56.06	56.50	55.86
A - Sub-Total	65	56.06	56.50	55.86
B - Local Preference Program	10	10.00	0.00	0.00
C - Veteran-Owned Small Business Program	5	0.00	0.00	0.00
D - Price	20	20.00	6.91	6.41
TOTAL SCORE	100	86.06	63.41	62.27
RANK BASED ON TOTAL SCORE		1	2	3

SBEDA Program – Waived

Due Diligence



Finance and Audit Departments – Due Diligence Results

Number of vendors notified:	42
Number of vendors at pre-submittal conference:	4
Number of responses received:	5; 1 Respondent was disqualified due to political contributions made during the prohibited black-out period.

Results of Minimum Requirements Review	No Material Findings
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Results of Due Diligence Review	No Material Findings
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