Town of Sharon

Energy Advisory Committee

Minutes for 8/13/19

**Attendees**

George Aronson, Lajos Kamocsay, Valerie White, Silas Fyler

**RFP for Solar on Town Owned Land**

The Energy Advisory Committee has completed its evaluation of the technical proposals provided in response to the Town’s RFP for the right to lease land to develop a solar PV facility at the Landfill and solar PV canopies at the Gavin’s Pond Parking and East Elementary School parking lots. This following summarizes the results of the evaluation process.

1. The Town issued the RFP on June 6, 2019 with a submittal deadline of 11 a.m. on July 18, 2019.
2. The Town received timely responses from 11 proposers. One response, which was received after the deadline, was rejected and returned unopened.
3. The Committee opened the 11 technical proposals on July 18, 2019. All 11 technical proposals were deemed complete and worthy of detailed evaluation. The price proposals, which remained sealed, were stored in Town Hall for opening and review after the evaluation of the technical proposals was complete.
4. The evaluation of the 11 technical proposals, which is documented in a series of evaluation matrixes, can be summarized as follows

* All 11 proposed to install solar PV panels on the landfill. Proposed capacity ranged from 2600 kW AC (3724 kW DC) to 5000 kW AC (6415 kW DC).
* Six also proposed to install solar PV canopies at Gavin’s Pond and East Elementary School parking lots, with total capacity for the canopies at these two sites ranging from 500 kW AC (652 kW DC) to 1030 kW AC (1140 kW DC).
* All 11 proposed to provide a full scope of services, plans of services deemed highly advantageous to various degrees, strong evidence of qualifications and experience, and highly advantageous financial qualifications and finance plans.
* All proposals involved sale of electricity through the SMART program. Six proposed community-shared solar (CSS) approaches. One would sell electricity from the canopy projects to the Town. Several others would provide an option for the Town to buy into the CSS programs.
* All provided draft site leases that will require various amounts of negotiation and revision. One contained a condition regarding ongoing confidentiality that was deemed unacceptable.
* Proposers generally anticipated achieving commercial operation within 13 to 20 months of award. Several would submit interconnection applications and start detailed design and engineering activities at risk in advance of Town Meeting. Two anticipate achieving commercial operation in 22 months or longer after award.
* The proposals differed from each other significantly in the amount of capacity to be installed, panel designs and configurations, facility designs, inclusion of battery storage, and the level and areas of acceptance or modification of RFP business terms.

1. The Committee agreed on the following:
   * The Committee evaluated as advantageous the proposals for projects on both the landfill and canopy projects as compared to the proposals for projects on the landfill only.
   * The Committee evaluated as advantageous proposals that included battery storage as compared to those that did not.
   * Generally, the Committee preferred proposals for more solar PV capacity and output, especially in the context of the Town’s commitment to reduce greenhouse gas emissions.
   * The Committee evaluated as disadvantageous proposals that did not include explicit commitments to provide performance completion bonds, and that did not propose an approach to the memorandum of understanding that would allow canopy projects to be replicated on the basis of the terms of the price proposal.
2. The meeting was attended by Paul Driscoll of the Sharon Soccer Association, who offered helpful comments on the proposals for the Gavin’s Pond Parking lot, focusing on retaining or adding to parking areas; child safety; construction scheduling; and unintended consequences of various aspects of the design. The Committee offered to have Paul join future meetings with the proposers to express these concerns directly.
3. Based on the evaluation criteria set forth in the RFP, as applied using the considerations listed above and documented in writing in a set of evaluation matrixes (still being edited), the Committee developed the following ranking of technical proposals:
4. and 2. GE Solar/Distributed Solar and Ameresco
5. to 5. Cycle7, Sol Systems and SunPower

6. and 7. Advanced Solar and Blue Wave

8. and 9. Pacifico and SWEB Development

10. Tetra Tech/Summit Ridge Energy

11. EDF Renewables

1. Committee open and registered in RFP for Solar on Town owned Land Price proposals. All 11 price proposals met the minimum requirements.

**Meeting ran overtime so Sharon Power Choice and Solar on Public Safety Building and Heights Elementary roof was tabled until next meeting.**

**Next EAC Meeting to be on August 19th for evaluation of RFP for Solar on Town Owned Land - Price Proposals.**