

Renewable Energy RFP Recommendations: Kearsarge Energy Proposals

BOW ENERGY COMMITTEE

Kearsarge Proposal – Sites


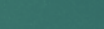
Solar Arrays on:

- ★ Landfill on Falcon Way (Ground Mount) – 2.27 MW
 - ▶ Gravel Pit off Allen Road (Ground Mount) – 2.78 MW
 - ▶ Elementary School (Rooftop) – 0.28 MW
 - ▶ Memorial School (Rooftop) – 0.61 MW
 - ▶ High School (Rooftop) – 0.28 MW
 - ▶ **Total = 6.2 MW**
- ~5 MW

Does not include:

- ▶ Baker Free Library, Municipal Building, Bow Recreation Center

Kearsarge Proposal – Costs/Revenue

- ▶ Kearsarge Owns and Maintains Systems
- ▶ No Cost to Town
- ▶ Guaranteed Revenue/Savings via:
 - ▶ Land Lease Payments
 - ▶ Payment In Lieu Of Taxes (PILOT)  Pre-Determined Annual Revenue
 - ▶ Power Purchase Agreement (PPA)  Credits Applied to Electricity Bills
 - ▶ Additional Upfront Payment
- ▶ Estimated Cumulative 20-Year Revenue + Savings...
 - ▶ **\$3 million** for all sites
 - ▶ Almost **\$2 million** for just Town sites

Evaluation Criteria

- ▶ **Cost Effectiveness** of the Project(s)
- ▶ Enhancement of Energy Resiliency and **Sustainability Efforts**
- ▶ **Demonstrated Experience** Installing, Financing, and Servicing Systems of Similar Size and Complexity in the Region
- ▶ **Available Resources** to Complete the Project(s) in a Timely Manner
- ▶ **Completeness and Conciseness** of the Information Provided

Completeness

- ▶ Fulfilled all RFP requirements
- ▶ Detailed sections, ex. past projects, monitoring, O&M
- ▶ Professional layout

Sustainability

▶ Net Metering

- ▶ Allows greater renewable energy production
- ▶ Fits space, not confined to matching consumption

▶ Decommissioning Plan

- ▶ Plans for proper disposal and recycling of parts

Resources

▶ Financials

- ▶ \$540 Million in assets, no outside capital
- ▶ Project equity funding already set aside

▶ Experienced Team

▶ Working Relationships

- ▶ **Ex. GZA** – partner for permitting and design

Experience

- ▶ **14 Years** since Founded in 2009
- ▶ **225 MW** in Solar/Battery Projects, many several MW
- ▶ **14 Landfills**, including Manchester (3.3 MW DC)
- ▶ **Local** to New England
- ▶ **References** positive

Cost Effectiveness

- ▶ **No Cost**
- ▶ **Guaranteed revenue/savings** via Lease, PILOT, and PPA
- ▶ **Land Lease** Payments
 - ▶ Known – based on system size, not actual production
- ▶ Payment In Lieu of Taxes (**PILOT**)
- ▶ Power Purchase Agreement (**PPA**) – credits to electricity bills
 - ▶ Three choices
 - ▶ No change to supplier
- ▶ Additional **First-Year Payments** (if minimum met)

In Summary

- ▶ Achieves significant renewable energy production
- ▶ Makes productive space not otherwise used
- ▶ Not a cost or burden to the Town
- ▶ Provides guaranteed financial benefit for at least 20 years
- ▶ Conducted by a company with strong financials and a proven track record