Simplifying Solar and Storage Procurement with SPURR
You’ve Come to the Right Place

If your district is looking to:

• Reduce utility costs
• Improve sustainability efforts
• Learn about on-site solar and/or battery storage
• Understand the procurement process
• Weigh different options (ex PPA vs bond money)
• Figure out where to start the process
Featuring

Brian Taylor
Director, Public Sector ForeFront Power
- Best in Class Development Group
- California Public Sector Leader
- SPURR REAP Winner
- ‘A’ Rated Parent Company: Mitsui & Co

Kevin Flanagan
Program Manager, SPURR
- Established 1989
- Joint Powers Authority (JPA) focused on reducing utility costs.
- Buying Consortium of 200+ USDs & CCDs
- Aggregated Procurement
Overview

- Popular Solar and Storage Procurement methods
- Procurement Strategies
- The In’s and Out’s of a PPA & Design/Build
- Navigating Incentives and Policy
- Procurement with SPURR’s REAP Program
- Case Study: Stockton Unified School District
- Part 2 Preview – Financing Projects, Realistic Savings Analysis, Microgrids Made Simple
The Procurement Landscape Today
Procurement Methodologies

Self-Run
- Limited Experience
- Low Cost
- Time / Resource Investment
- 12-18 Month Procurement

Consultant
- Expertise
- High Cost
- Moderate Resources
- 12–18 Month Procurement

JPA
- Expertise
- Low Cost
- Minimal Resources
- 3-9 Month Procurement
The Ins and Outs of a PPA

- No upfront cost / No Bonding
- Year 1 Savings
- 0% Escalator for 20 Years
- Utility Rate Hedge
- Monetize 30% Tax Credit
- Aligned Partnership
- Free Operations & Maintenance
- Guaranteed Performance
Design Build

- System Ownership
- Expand General Fund
- Available Cash / Cheap Capital
- Operations & Maintenance Agreement
- Performance Guarantee
Sample PPA Savings: Fairfax School District

Fairfax SD - Actual Year 1 Savings - Solar

- Utility Bill
- Solar PPA
- Savings

Before

$180,000
$160,000
$140,000
$120,000
$100,000
$80,000
$60,000
$40,000
$20,000
$0

$162,883

$162,883

After Solar

$80,868

$80,868

$76,400

$76,400

$5,615

$5,615

Location: Bakersfield, CA
- 370KW SAT Solar
- Energy Offset: 77%
- Capital Outlay: $0
- Year 1 Savings:
  - $80,000
  - 50% of Bill
  - 20 Year Savings: $2.8M
Policy & Incentives Update
Federal ITC Stepdown Schedule

Remains at 10% for commercial and utility customers

January 1, 2020
Federal ITC Step Down
Net Energy Metering

- **NEM 1.0 - Past**
  - Exported Energy Value: Full Retail Rate
  - 2009 - 2016

- **NEM 2.0 - Current**
  - Exported Energy: Full Retail - $0.02/KWH
  - 2016 - 2021 (est)

- **NEM 3.0 - Future**
  - Exported Energy Value: ???
  - Proceedings Open
  - Starts ~2021 (est)
Battery Storage

- **SGIPs**
  - Storage Incentives
  - Currently Available
  - 5 Year Availability

- **TOU 2.0**
  - New Peak Period 4-9PM
  - Storage is more valuable

- **Option S**
  - Storage Specific Tariffs Coming
SPURR’S REAP Program
SPURR's REAP Program for Public Agencies

- State-wide RFP
- Solar, Storage, EV Charging
- Piggy-Back Procurement
- Standardized Pricing
- Pre-negotiated Terms
- Leverage GC 4217
Experience

- **+20 Public Agencies**
  - School Districts
  - Community Colleges
  - Cities
  - Counties
  - Universities

- **+70 MW**
  - System Sizes: 70KW – 5MW

- **+200 Projects**
  - Canopy
  - Ground Mount
  - Roof Mount
  - DSA / Non-DSA
Case Study - Stockton Unified
Stockton USD

- 17th Largest School District in CA
- Experienced Solar Buyer
  - 25 Sites with Existing Solar
  - Installed 2012
- Chose SPURR REAP in 2018 for Round 2
  - 10 Elementary & Middle School Sites
  - District Tailored Contracts
  - Projects Completed in < 10 months

"ForeFront, partnered with SPURR...made life much easier... ForeFront Power took this large portfolio of projects from signing to completed installations in well under a year. The experience of their team was evident throughout the entire process."

- Steve Breakfield, Director of Facilities and Planning at Stockton USD

Ribbon Cutting at King Elementary School, May 2019
The pros and cons of adding additional solar
Realistic Solar & Storage Savings Analysis
Incentive outlook – impact of reduced ITC and NEM 3.0
Microgrids Made Simple
Bond Issuances & Solar – Best Practices, Campaigns & Positioning