



**RESOLUTION OF THE COUNTY BOARD
WILL COUNTY, ILLINOIS**

***Authorizing the County Executive to Negotiate a Power Purchase Agreement with
Solar City for Two County Owned Building Solar Rooftop Projects***

WHEREAS, at its August 2015 meeting, the Will County Board Executive Committee approved issuing a Request for Proposals (RFP) to solicit proposals from qualified firms for deploying solar panels on two County owned building rooftops, and

WHEREAS, the Purchasing Director issued an RFP on September 1, 2015 to solicit proposals for the aforementioned solar panel project, and

WHEREAS, on September 21, 2015, the County Executive's Office opened two (2) RFP submittals, with Solar City being deemed the only qualified bid, and

WHEREAS, the Resource Recovery and Energy Division along with the energy consultant, The Power Bureau, LLC, reviewed the one qualified proposal (Solar City), and

WHEREAS, after review of Solar City's RFP response, it has been determined by the qualified Energy Consultant working with the Resource Recovery & Energy Division that Solar City has extensive experience, technical knowledge, is financially capable, and has the expertise to perform the tasks at no charge to the County outlined in the RFP, and the County could save as much as \$603,420 in estimated energy costs during the 20 year Power Purchase Agreement (PPA) for the solar panel deployment on the Adult Detention Facility (ADF) and Sunny Hill Nursing Home, and

WHEREAS, the Executive Committee concurs with the recommendation.

NOW, THEREFORE, BE IT RESOLVED, that the Will County Board authorizes the County Executive to negotiate a Power Purchase Agreement with Solar City for two County owned building Solar Rooftop Projects.

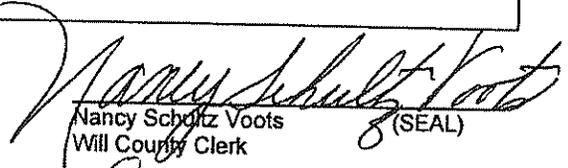
BE IT FURTHER RESOLVED, that the Power Purchase Agreement is subject to the review and approval of the State's Attorney's Office.

BE IT FURTHER RESOLVED, that the Preamble of this Resolution is hereby adopted as if full set herein. This Resolution shall be in full force and effect upon its passage and approval as provided by law.

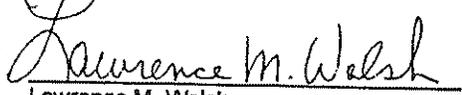
Adopted by the Will County Board this 15th day of October, 2015.

AYES:	Ogalla, Moustis, Moran, Rice, Harris, Traynere, Bennefield, Fritz, Freitag, Gould, Balich, Fricilone, Brooks Jr., Winfrey, Parker, Babich, Wilhelmi, Maher, Tuminello, Weigel, Collins, Ferry
ABSENT:	Howard, Singer
LEFT MEETING:	Staley-Ferry
AWAY:	Hart

Result: Approved - [Unanimous]


Nancy Scholtz Voots (SEAL)
Will County Clerk

Approved this 15th day of October, 2015.


Lawrence M. Walsh
Will County Executive

**FROM THE DESK OF
RITA WEISS
PURCHASING DIRECTOR**

BID HISTORY

ITEM: 2015-62 ROOFTOP MOUNTED PHOTOVOLTAIC INSTALL

DEPARTMENT: WILL COUNTY LAND USE

BID LETTING: September 1, 2015

PUBLISHED NOTICE: September 3, 2015 + HERALD NEWS & INTERNET

PREBID MEETING: Optional Attendance – September 8, 2015, 10:00 AM
Sunny Hill Nursing Home

NUMBER ATTENDED: 1

BID OPENING: September 21, 2015, 2:10 PM

LOCATION: WILL COUNTY OFFICE BUILDING
302 N. CHICAGO STREET
JOLIET, ILL. 60432

BIDDING RESULTS:

NUMBER RELEASED: 11 + INTERNET

NUMBER RETURNED: 3

BIDDER:

SOLAR CITY, SAN MATEO, CA

Microgrid Energy, St. Louis, MO
WCP Solar, Naperville, IL

RESPONSES

QUALIFIED BID

Disqualified – No Prime Cont Form
NO BID

Attachment: Bid History Bid Tab Solar Roof Project (15-305 : Awarding Bid for Solar Rooftop Installation)

BID TABULATION FOR

20.8.a

ORIGINAL

DEPARTMENT: #2015-62 ROOFTOP MOUNTED PHOTOVOLTAIC INSTALL - LAND USE

DUE: 9-21-2015, 2:00 PM

BIDDER INFORMATION	CONTACT INFORMATION	REQUIREMENTS
WCP Solar No Bid		Copies: 1-orig 1-copy 5-elec <input checked="" type="checkbox"/> Signed RFP: Y N Prime Contractor: Y N 4 Addenda Rec'd: Y N
Solar City San Mateo, CA		Copies: 1-orig 1-copy 5-elec <input checked="" type="checkbox"/> Signed RFP: <input checked="" type="checkbox"/> N Prime Contractor: <input checked="" type="checkbox"/> N 4 Addenda Rec'd: <input checked="" type="checkbox"/> N
Rejected Microgrid Energy St. Louis, MO	DISQUALIFIED No P/C Inc	Copies: 1-orig 1-copy 5-elec <input checked="" type="checkbox"/> Signed RFP: <input checked="" type="checkbox"/> N Prime Contractor: Y <input checked="" type="checkbox"/> 4 Addenda Rec'd: <input checked="" type="checkbox"/> N
		Copies: 1-orig 1-copy 5-elec Signed RFP: Y N Prime Contractor: Y N 4 Addenda Rec'd: Y N
		Copies: 1-orig 1-copy 5-elec Signed RFP: Y N Prime Contractor: Y N 4 Addenda Rec'd: Y N
		Copies: 1-orig 1-copy 5-elec Signed RFP: Y N Prime Contractor: Y N 4 Addenda Rec'd: Y N
		Copies: 1-orig 1-copy 5-elec Signed RFP: Y N Prime Contractor: Y N 4 Addenda Rec'd: Y N

Attachment: Bid History Bid Tab Solar Roof Project (15-305 : Awarding Bid for Solar Rooftop Installation)

Present: Rita Weiss, Elisa Medina, Kathy Pecora, Dean Olson

RW *EM* *KP* *DO* Mike Migliorini

Rita Weiss

From: drwally@wcpolar.com
 Sent: Thursday, September 17, 2015 3:42 PM
 To: Rita Weiss
 Cc: Dean Olson; Kathy Pecora
 Subject: RE: FW: New Rooftop-Mounted Photovoltaic Generation Facilities at Will County Adult Detention Facility and Sunny Hill Nursing Home

NO BID

Thank you for responding. I am unable to submit a bid at this short window as my financiers need a bit more time. Nonetheless if there are any changes please let me know and I will be happy to respond, accordingly.

Again, my offer still stands to meet with your team to provide a complimentary discussion on the issues surrounding the solar industry. I just had one such presentation last week with the Village of Schaumburg.

Kind Regards
Your Energy Doctor
Dr Everton Walters



Brighter, Cleaner, Richer

Your Energy Star Partner
 Dr Everton Walters
 President/CEO
 drwally@wcpolar.com
 1057 Shore Rd.
 Naperville, IL 60563
 tel: 630-729-2099
 800-WCP-0717
 cell: 630-408-3000
 fax: 630-701-3128
 Direct Line: 630-219-1547

Skype Name: wcpolarservices
 Web Address: <http://www.wcpolar.com>

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From: Rita Weiss [mailto:RWeiss@willcountyillinois.com]
 Sent: Thursday, September 17, 2015 3:01 PM
 To: 'drwally@wcpolar.com' <drwally@wcpolar.com>
 Cc: Dean Olson <dolson@willcountygreen.com>; Kathy Pecora <kpecora@willcountygreen.com>
 Subject: FW: FW: New Rooftop-Mounted Photovoltaic Generation Facilities at Will County Adult Detention Facility and Sunny Hill Nursing Home
 Importance: High

Dear Dr. Walters:

Attachment: Bid History Bid Tab Solar Roof Project (15-305 : Awarding Bid for Solar Rooftop Installation)

<u>Name of Attendee</u>	<u>Contact Phone Number</u>	<u>Business Name</u>	<u>Address</u>
Dave Schrock	630-729-2099	WCP Solar	1057 Shore Road, Naperville, IL 60563
Al Busano	630-729-2099	WCP Solar	1057 Shore Road, Naperville, IL 60563

MEMORANDUM

DATE: September 30, 2015

TO: Will County Board Executive Committee

FROM: Rita Weiss, Purchasing Director
Dean Olson, Resource Recovery & Energy Director
Kathy Pecora, Energy & Conservation Specialist

CC: Nick Palmer, Chief of Staff to County Executive
Curt Paddock, Land Use Director

RE: RFP Review for Solar Rooftop Project for Adult Detention Facility & Sunny Hill

In early August the Executive Committee agreed to issue an RFP to look at proposals to reduce our energy costs at the Adult Detention Facility and the Sunny Hill Nursing Home through a solar rooftop project. As you may recall, the Illinois Power Agency (IPA) will be purchasing \$30 million of solar renewable energy certificates (SRECS) from new or proposed systems. This purchase is meant to spur new solar development in the state. The Plan approved by the ICC provides for: 1) a Spring 2015 procurement of Solar Renewable Energy Credits ("SRECs") using the renewable resources budget; 2) a Fall (November 30, 2015) procurement of Renewable Energy Credits ("RECs") from distributed generation ("DG") resources using the already collected funds from Alternative Compliance Payments.

Will County stands to benefit from the November 2015 Renewable Energy Credit Distribution by partnering with a private firm that will, with **NO CAPITAL COST** for the County, install, operate, maintain, manage and fully insure the operations of roof mounted solar installations at two potential sites: Adult Detention Facility and Sunny Hill Nursing Home. This is precisely why an RFP was issued at this time.

The primary benefit to Will County is that at both of the noted locations, the County will be able (called a Power Purchase Agreement, or PPA) to buy back electricity at a lower cost per kilowatt hour. The capacity that can be generated under the IPA program at the ADF and Sunny Hill would supply some of the electricity used at these facilities, lowering utility cost by an estimated \$323,334 (conservative estimate) to \$409,086 (moderate estimate) for the ADF and \$148,461 (conservative estimate) to \$194,334 (moderate estimate) for Sunny Hill for the 20 year PPA period. Therefore, the total maximum savings is estimated at \$603,420. Please see the attached recommendation memo from our energy consultant, The Power Bureau, LLC (energy consulting provided to us @ no charge by the DOE's Go Solar program and the Midwest Renewable Energy Association). It is understood that Solar City will employ union contractors and pay prevailing wage rates (reflected in the cost savings provided).

The bid tabulation sheets will be attached from Purchasing for your reference. The County and The Power Bureau, LLC., reviewed the only qualified RFP response (SolarCity). This included SolarCity's technical proposal, implementation schedule, financing history, experience and references were all deemed satisfactory. SolarCity will be working with a financing firm called "The Fund", to capitalize on the various tax credits, Solar REC's and other benefits. The Power Purchase Agreement (PPA) will be with "The Fund" (the PPA is the next step if approved to negotiate an agreement with Solar City). SolarCity will provide Operations & Maintenance (O & M) for the solar array. Project Costs were not revealed by SolarCity, however.

Additionally, it is important to note that several meetings have been held with the Administration and Maintenance Staff at the Will County Adult Detention Facility, and a project overview and description was given to the Building Maintenance Director of Sunny Hill Nursing Home. Each group has been made aware of all the implications of such a project for operations and roof maintenance which installation a roof mounted solar generating system might entail. Both groups have been eager to move forward with this opportunity to significantly reduce utility expenses.

Therefore, with your support and concurrence (Approving a Resolution Authorizing the County Executive to Negotiate and Execute an Agreement with SolarCity) at the October 15th, 2015 County Board meeting, we are prepared to negotiate a PPA. Once a PPA is approved, we can have the official contract ready to be submitted to the Illinois Power Agency by the November 2015 deadline.

THE POWER BUREAU, LLC

ENERGY PLANNING & PROCUREMENT

DATE: September 30, 2015

TO: Dean Olson, Resource Recovery & Energy Director
Kathy Pecora, Energy & Conservation Specialist

FROM: Mark Pruitt, The Power Bureau, LLC

RE: Evaluation of SolarCity proposal to Will County

I have conducted an economic analysis of the pricing proposal submitted to Will County by the firm SolarCity. The following is a description of the methodology employed in the analysis and an extract of the results.

Background. The Will County Land Use Department ("Department") sought to evaluate whether rooftop solar photovoltaic projects to be developed at two (2) sites controlled by Will County government - the Adult Detention Facility and the Sunny Hill Nursing Home ("host facilities"). The primary goal of the Department was to receive solar photovoltaic project proposals whereby: i) a developer would design, build, own and operate a rooftop solar array at each of the designated sites; and ii) the County would purchase electricity from those solar arrays subject to a long-term power purchase agreement. The Department's secondary goal was to complete such an evaluation in a timeframe that allowed any economically viable rooftop solar projects to be able to participate in the upcoming solar Renewable Energy Credits procurement by the Illinois Power Agency.

The Department contacted Grow Solar to secure technical assistance on the project. Grow Solar is an initiative funded (at no cost to Will County) by the Midwest Renewable Energy Association (MREA) and the US Department of Energy. The Grow Solar program sponsors qualified local experts to assist organizations that are interested in developing solar photovoltaic projects. The local procurement and development expert retained by Grow Solar for projects located in the state of Illinois is The Power Bureau. More information concerning The Power Bureau can be found in Attachment 1 to this memo.

Process. The Power Bureau developed a Request for Proposals, scoring sheets, and a draft Power Purchase Agreement for the Department's use. Those materials provided were augmented by the County's Purchasing Department, and a solicitation was posted on the County's website.

Multiple suppliers submitted inquiries to the County in response to the solicitation. Two proposals were submitted to the County. However, one submittal was rejected due to the bidder's failure to provide all required procurement certifications and forms. The remaining submittal was from the firm SolarCity. Department staff and The Power Bureau reviewed the proposal from SolarCity, interviewed the company's references, and posed clarification questions and requests for additional information directly to SolarCity representatives. At the direction of the Department, The Power Bureau has undertaken an analysis to establish the relative economic benefits available through the current SolarCity proposal.

Analysis. The Power Bureau's approach to the economic analysis sought to establish and compare the projected electricity costs for the Will County facilities both with and without any rooftop solar assets. A series of detailed models was constructed to establish the current electricity costs for the specified sites, and

then project future costs based on known and assumed cost variable in the local and regional electricity market.

The following describe the elements of the economic analysis.

- **Consumption, Market Price Data, and Utility Charges.** The host facilities receive electricity supplies and delivery services from ComEd, and the following primary data was retrieved to support the analysis
 - ✓ Historical consumption for the relevant electricity accounts was downloaded from the ComEd customer website.
 - ✓ The historical hourly energy supply price data that represents the charges applied to the accounts for energy supply (not distribution, taxes and fees) was downloaded from the ComEd consumer website. Other applicable energy supply cost elements (i.e. transmission and capacity) were identified in the ComEd tariff.
 - ✓ The applicable distribution costs (i.e. Distribution Facilities Charge, Illinois Electricity Distribution Charge) and fees (i.e. Environmental Recovery Adjustment, Energy Efficiency Charges, Franchise Costs, State Taxes, Municipal Taxes) that currently appear on the monthly billing statements and invoices received by the County from ComEd.
- **Assumptions.** To develop appropriate cost comparisons, The Power Bureau applied a series of assumptions to establish cost and consumption patterns for the twenty (20 year power purchase period proposed by SolarCity.

Two scenarios (conservative and moderate) were developed based on various primary assumptions as noted in the table below:

Assumption	Conservative Scenario	Moderate Scenario
Consumption	No Escalation	No Escalation
Hourly Energy Supply Costs	No Escalation	1% Annual Escalation
Capacity and Transmission	No Escalation	Established rates through 2019; 1% Escalation after 2019
Distribution Costs	3% Annual Escalation to 2020; No Escalation after 2020	3% Annual Escalation to 2020; 1% Annual Escalation after 2020
Taxes and Fees	Flat	1% Annual Escalation
Solar PV Costs	\$0.71/kWh (Detention) \$0.076/kWh (Retirement)	\$0.071/kWh (Detention) \$0.076/kWh (Retirement)

- **Application.** The scenarios were applied against data sets that reflected electricity consumption at the host sites both with and without on-site solar arrays.
- **Results.** The results of the 20-year cost comparison projections for both the conservative and moderate scenarios are provided below. As noted in the tables below, the modeling indicates that the

Attachment: SolarRFPPrulttRecommendation Memo Final (15-305 : Awarding Bid for Solar Rooftop Installation)

solar array projects proposed by SolarCity can generate potential energy cost savings for the County over a twenty (20) year horizon in the range of between \$471,000 and \$603,000.

Conservative Scenario Economic Evaluation Results (20 Year Cumulative Cost Comparison)			
Assumptions	Projected Costs		
	Detention Facility	Retirement Facility	Both Facilities
Without Solar	\$4,503,509	\$1,540,893	\$6,044,402
With Solar	\$4,180,176	\$1,392,432	\$5,572,608
Savings	\$323,334	\$148,461	\$471,794

Moderate Scenario Economic Evaluation Results (20 Year Cumulative Cost Comparison)			
Assumptions	Projected Costs		
	Detention Facility	Retirement Facility	Both Facilities
Without Solar	\$5,177,693	\$1,771,567	\$6,949,260
With Solar	\$4,768,607	\$1,577,234	\$6,345,841
Savings	\$409,086	\$194,334	\$603,419

Conclusions. The Solar City proposal requires no capital investment by the County beyond the provision of suitable roofing structures. As the costs associated with the provision of suitable roofing structures would be a cost borne by the County regardless of whether solar arrays were placed in operation, we view the economics of the proposal to be positive and worth pursuing.

As with any vendor, the County will need to work through the details of a contract and service agreements to facilitate the development of the project.

Attachment: SolarRFPPruttRecommendation Memo Final (15-305 : Awarding Bid for Solar Rooftop Installation)

Mark J. Pruitt

Mark Pruitt
Principal

The Power Bureau, LLC
10 West 35th Street, Suite 1600
Chicago, Illinois 60616
Tel: 219.921.3828

markjpruitt@thepowerbureau.com

Professional History

- Principal, The Power Bureau
- Director, Illinois Power Agency
- Senior Program Director, Energy Resources Center, University of Illinois at Chicago
- Project Developer, Nicor Energy Solutions
- General Manager, Midwest Energy Resources
- Regional Manager, Midwest Energy Control Products

Education

- B.A., Political Science and Secondary Education, Bradley University, Peoria, Illinois
- M.B.A., University of Illinois, Chicago, Illinois

Teaching/Speaking Engagements

- Retail Electricity Supplier Association Annual Meeting (2013)
- Association of Illinois Electric Cooperatives Technical Sessions and Annual Meeting (2013)
- Commodity Procurement Edge Conference (2013)
- Institute for Regulatory Policy Studies Conference (2012)
- National Community Choice Aggregation Conference (2012)
- Great Lakes Symposium on Smart Grid and New Energy (2012)

Mr. Pruitt is the Principal of the Power Bureau. He has more than twenty years' experience in the utility and energy industries with specific emphasis on supply transactions and renewable portfolio standard compliance. Mr. Pruitt has assisted in the development of over sixty (60) municipal electric aggregation (MEA) programs in Illinois (MEA allows local governments to negotiate electricity supply contracts on behalf of their residents). Mr. Pruitt has also developed a range of methods and practices to facilitate energy planning, procurement, power supply agreements and on site power generation projects that have generated significant consumer benefits for ratepayers throughout the PJM and MISO wholesale market regions.

Prior to his work with The Power Bureau, Mr. Pruitt served as the first Director of the Illinois Power Agency (IPA). In that position, he was responsible for developing a new process for establishing retail electricity prices for Illinois consumers emerging from a 10 year rate freeze. The resulting procurement structure yielded reduced electricity costs for over 4.5 million residential and small commercial ratepayers in Illinois by \$1.6 billion between 2008 and 2012. In addition to his procurement responsibilities, Mr. Pruitt was also responsible for the fulfillment of the Illinois Renewable Portfolio Standard, participation in the Illinois Smart Grid Working Group, and the development of the Illinois Energy Efficiency Portfolio Standard

Mr. Pruitt's experiences at the IPA and his current activities with The Power Bureau have positioned him in a pivotal role in the continued evolution of the region's wholesale and retail electricity markets. His work with the City of Chicago yielded the first No Coal electricity supply contract in the state, the first fully applied minority supplier contract, and the first direct delivery of wind-generated electricity to a municipal electric aggregation program.

Mr. Pruitt earned a B.A. in Political Science and Secondary Education from Bradley University and a M.B.A from the University of Illinois.

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