# Evaluation Report

TO: Colts Neck Township Schools

FROM: DCO Energy

DATE: April 05, 2023

RE: PPA Evaluation Report

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## INTRODUCTION

On February 10, 2023, the Board issued a RFP requesting proposals from qualified proposers for a Power Purchase Agreement ("PPA") utilizing photovoltaic electricity generation. The procurement has been conducted on a competitive contracting basis pursuant to N.J.S.A. 18A:18A-4.1et seq. The terms of the PPA are set forth in the RFP, which is on file and available at the District office and is incorporated herein by reference.

The RFP set five (5) district sites for solar installation. Those sites are as follows:

| BUILDINGS & FACILITIES | | | | | |
|---|---|---|---|---|---|
| BUILDING # | BUILDING/FACILITY NAME | ADDRESS | | | SQFT |
| | | STREET | STATE | ZIP | |
| 1 | Conover Road Primary School | 56 Conover Road,Colts Neck | NJ | 07722 | 106,565 |
| 2 | Cedar Drive Middle School | 73 Cedar Drive, Colts Neck | NJ | 07722 | 93,170 |
| 3 | Conover Road Elementary School | 76 Conover Road, Colts Neck | NJ | 07722 | 85,689 |
| 4 | Administration Building | 70 Conover Road, Colts Neck | NJ | 07722 | 7,500 |
| 5 | Transportation Building | 231 Rt. 34, Suite B, Colts Neck | NJ | 07722 | 3,000 |

On March 31, 2023, DCO Energy along with Vince Marasco, Nick Moretta and two members of the Board interviewed Advanced Solar Products, Sunlight General Capital, and HESP. This interview allowed the firm to present their proposal and DCO Energy and the District to ask value questions pertaining to their proposal and offered services.

Technical advice and analysis was provided to Colts Neck Township Schools by DCO Energy "DCO", the District's ESCO. DCO performed the Overall Economic Benefit to the Board calculations set forth herein.

## I. PROPOSAL SUBMISSIONS

There were six (6) proposals submitted prior to the due date and time of March 15, 2023 by four (4) companies. Two (2) companies submitted an alternate proposal.

Proposals were received from:

1. Advanced Solar Products, Inc. ("ASP")
2. HESP Solar ("HESP")
3. Sunlight General Capital ("SGC")
4. Solar Landscape LLC ("Solar Landscape")

## II. AWARD CRITERIA

If an award is made, Colts Neck Township Schools is required to select the proposal that is both responsive and most advantageous to Colts Neck Township Schools, price and other factors considered, under the criteria stated in the RFP.

By way of summary, the RFP listed the following factors and their relative percentage weights:

| EVALUATION CRITERIA | (Points) |
|---|---|
| **Section I - Provider Profile** | **25** |
| **Section II - Scope of Services and Schedule** | **25** |
| **Section III - PPA Financing** | **50** |

## III. ANALYSIS OF THE PROPOSALS

Based on a review of the proposals, all four (4) responders and six (6) proposals encompassed criteria for a full evaluation by DCO Energy. All responders generally had good pricing structure, proposed designs, and projected 15-year savings. The experience of the proposers with solar construction/installation is acceptable specifically with the installation of solar energy systems at public facilities throughout New Jersey.

### Section I - Provider Profile and Qualifications (25 points)

As for required documents, DCO Energy noted the following:

1. **ASP** – Returned all required documents.
2. **HESP** – Returned all required documents.
3. **Sunlight General Capital** – Returned all required documents.
4. **Solar Landscape** – Returned all required documents.

As for provider profile and qualifications, the DCO Energy noted the following:

All four (4) providers show a significant total number of commercial and industrial PV systems, along with system capacities, completed and brought online in last five years. Also within the criteria within the RFP is a requirement for an organization chart listing key personnel. All

providers, except for HESP, included an organizational chart. Providers listed key team members and were instructed to identify a main point of contact. Advanced Solar Products, Sunlight General Capital, and Solar Landscape identified a main point of contact.

At least three (3) references in New Jersey, preferably with School Districts, were requested. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites were preferred. ASP provided eight (8) NJ public school references of similar system size. HESP provided fifteen (15) NJ public school references of similar system size. Other firms had a mixture of NJ k-12, higher education, municipal and commercial references.

All providers described their experience with environmental permitting at a local and state (NJDEP) level. All providers touched upon key factors for success and key points of failure for solar PPA projects with Advanced Solar Products providing the greatest detail, Sunlight General Capital and Solar Landscape provided adequate detail.

**Section II - Scope of Services and Schedule (25 points)**

All four (4) providers include a sample project schedule showing the expected timeline for completion of the work. These schedules include milestones for major work tasks including site evaluation, contract signature, system design, permitting, and system installation through commercial operation. All four (4) providers include information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Details in reference to labor and roof penetration warranties are shown in all proposals as well. A description of the provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies is elaborated in all four (4) providers proposals meeting scope of services criteria.

Within its proposal, HESP highlights the importance of monitoring and training to its O&M plans. ASP includes the importance of preventative maintenance in their plan and described the importance of roof inspections. Solar Landscape includes material on preventative maintenance and assigning a dedicated team for such tasks. SGC described their remote monitoring program, preventive maintenance, and emergency response approach.

**Section III - PPA Financing Terms (50 points)**

This category is 50% of the criteria evaluation as set forth above. As such, 50 points out of 100 are assigned to this aspect of the recommended proposals. This category is being evaluated on the following:

Power Purchase Agreement Offer

- The price per kWh in Year 1 of the PPA
- The annual escalation rate
- Rate increase per $10,000 spent on removal and reinstallation of PV panels

($/kWh/$10k)

Generation Estimates

- The estimated Year 1 Generation based upon the PPA Offer for each of the sites.
- Solar array layouts which account for shading obstacles, setbacks, and HVAC access

Additional Costs

- Adherence to Colts Neck Township Schools having no other financial responsibilities other than the proposed rate and escalation. The proposed $/kWh and escalation rate remains valid regardless of the final installed kW array size and generation.

The bid summary for Colts Neck Township Schools is shown below:

| Company | Bid Offer | PPA Rate ($/kwh) | Removal and Reinstallation of PV panels year 1 ($/kWh/ $10k spent) | Escalation Rate | Total System Size (MW) | Estimated Year 1 Generation (kwh) | Estimated Lifetime Savings ($$) | Savings Ranking |
|---|---|---|---|---|---|---|---|---|
| Solar Landscape | Base | $0.05600 | $0.0293 | 2% | 1.416 dc | 1,617,990 | $1,061,429.07 | #6 |
| | Alternate | $0.05000 | $0.0292 | 2% | 1.377 dc | 1,579,600 | $1,194,237.89 | #5 |
| Sunlight General | Base | $0.03900 | $0.00065 | 2% | 1.52072 dc | 1,665,047 | $1,564,162.26 | #3 |
| Advanced Solar Products | Base | $0.02246 | $0.000420 | 2% | 1.28736 dc | 1,610,424 | $1,956,882.52 | #2 |
| | Alternate | $0.02068 | $0.000419 | 2% | 1.26468 dc | 1,580,530 | $1,967,456.22 | #1 |
| HESP Solar | Base | $0.03900 | $0.000440 | 2% | 1.3487 dc | 1,612,347 | $1,514,655.16 | #4 |

ASP provided two offers with the #1 ranked alternate PPA rate and 15-year energy savings and #2 ranked base PPA rate and 15-year energy savings. ASP's base proposal includes all five (5) sites and the alternate includes only the three (3) schools. ASP provided the lowest PPA rate and lowest rate increase per $10,000 spent on removal and reinstallation of panels. ASP proposes using the adder only for removal and reinstallation of panels and no additional cost will be incurred by the District for interconnection. Shading and callouts for tree trimming were identified. Roof mounted HVAC should have adequate access with proposed layouts. Pricing is based on a fully ballasted system and mechanical attachments where required.

Solar Landscape provided two offers with the #6 ranked base PPA rate and 15-year energy savings and #5 ranked alternate PPA rate and 15-year energy savings. The base offer included all buildings while the alternate offer included only the three (3) schools. Shading and tree trimming was identified in most cases. Roof mounted HVAC should have adequate access with proposed layouts. Pricing is based on 30% ITC. Solar Landscape provided a PPA rate for 40% ITC in both bids but could not guarantee that rate. For evaluation purposes DCO considered only the 30% ITC rates. Construction is assumed to take place during school hours, Monday-Friday except for

interconnections which would be performed during evenings or weekends if required. The project cost assumes that a mutually agreed upon contract can be expeditiously executed. Pricing is based on a fully ballasted system and mechanical attachments where required.

Sunlight General Capital provided the #3 ranked base PPA rate and 15-year energy savings. An alternate bid was not provided. Sunlight General Capital exceeded the 90% post ESIP generation cap so savings were reduced to evaluation purposes. Shading and callouts for tree trimming were identified in most cases. In general, roof mounted HVAC remained accessible. Pricing is based on a fully ballasted system and mechanical attachments where required.

HESP provided one offer which included the #4 ranked base PPA rate and 15-year energy savings. HESP maxed out solar generation while staying with the 90% post ESIP generation cap. Shading and callouts for tree trimming were not identified. In some circumstances, roof mounted HVAC remained accessible. Pricing remains valid only if HESP agrees to proposed roofing - cannot be SPF (current basis of design).

## SCORING SUMMARY AND RECOMMENDATION

| *Firm* | ASP | ASP | HESP | SUNLIGHT GENERAL CAPITAL | SOLAR LANDSCAPE | SOLAR LANDSCAPE |
|---|---|---|---|---|---|---|
| ***PPA Offer*** | BASE | ALTERNATE | BASE | ALTERNATE | BASE | ALTERNATE |
| ***Section I. Provider Profile and Qualifications (25 points)*** | 23 | 23 | 18 | 23 | 22 | 22 |
| ***Section II. Scope of Services and Schedule (25 points)*** | 22 | 22 | 21 | 20 | 20 | 20 |
| ***Section III. PPA Financing Terms (50 points)*** | 41 | 42 | 35 | 32 | 25 | 27 |
| ***Total Score (100 points)*** | 86 | 87 | 74 | 75 | 67 | 69 |

DCO Energy notes that both respondents, which the committee evaluated, submitted responsive proposals, that each met the Colts Neck Township School's minimum requirements, that indicated an understanding of the requirements of the project, and that each proposer appears to be capable of successful performance.

DCO Energy concludes that ASP's alternate proposal offers Colts Neck Township Schools the greatest overall economic benefit. Consideration of "other factors," includes the proposed design, equipment, and experience, suggests that will have a favorable long-term relationship with ASP.

Therefore, on a "price and other factors" basis, DCO Energy recommends the Solar PV Power Purchase Agreement be awarded to ASP under the terms set forth in the RFP, and the PPA to be executed by the parties.

Respectfully submitted,

DCO Energy

## APPENDICES

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| Appendix I | Sunlight General Capital – Descoping Notes |

# APPENDIX A

## Advanced Solar Products – Base Bid

## Solar Evaluation Form

Colts Neck Township Schools

Solar PPA
Evaluation Report

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Advanced Solar Products - Base Bid

## Solar PPA Evaluation Form

**Evaluator:** DCO Energy **Date:** 4/5/2023

**Proposer:** Advanced Solar Products **Offer #:** Base

### Section I. Provider Profile and Qualifications (25 points)

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years. | 4 | 5 |
| An organization chart listing executive and management positions and indicating part-time and full-time positions. | 2 | 2 |
| At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred. | 6 | 6 |
| A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level | 2 | 2 |
| A description of the key factors required for a successful project | 2 | 2 |
| A description of the key points of failure for solar PPA projects | 2 | 2 |
| List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project. | 5 | 6 |
| *Subtotal:* | *23* | *25* |

### Section I. Evaluator Comments

- NJ based team - Flemington
- in business since 1991
- 2018-2022: 71 sites 42 MW
- 8 school references
- Site survey performed
-Provided key points of success and failure to a project
-Specifiically touched on experience with environmental permitting
-"ASP is willing to work closely with the BOE to ensure that issues like roof membrane compatibility with solar, structural capacity, location of conduit raceways, construction schedules, and other factors are addressed early and comprehensively, minimizing the potential for surprises during construction."

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722 Advanced Solar Products - Base Bid

**Section II. Scope of Services and Schedule (25 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Project Schedule - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary. | 4 | 5 |
| Equipment and Warranties - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer. | 3 | 3 |
| Permitting and Interconnection Expediting Plan - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies. | 4 | 5 |
| Operations and Maintenance Plan - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA. | 4 | 5 |
| Fire Safety - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure". | 5 | 5 |
| Additional Services - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing. | 2 | 2 |
| *Subtotal:* | *22* | *25* |

## Section II. Evaluator Comments

Project Schedule
*Project schedule shows high level milestones with durations but no dates
*Total proj length from award is shown as 13 months
*Upon award, a detailed Microsoft Project Schedule would be provided

Equipment Warranties
*Solar Panels: Znshine Solar ZXM7-SHLDD144 Series 540 watt modules | 12 year product warranty | 30 year output warranty
*Inverters & Optimizers: SolarEdge | 12 to 20 years warranty
*Mounting Systems: IronRidge (systems requiring mechanical attachments) | 25 year warranty
*PanelClaw (for flat roofs) | 25 year warranty
*Data Acquisition System (DAS): SolarEdge Monitoring Platform (cloud-based)
*PV systems will be covered by ASP's 5-year warranty on all parts and installation

Permitting and Interconnection Expediting Plan
*ASP states they will obtain all required local and state permits and approvals for the installation of the PV system. They have permitted and interconnected numerous school PV systems throughout the state of NJ and has experience with all facets of the permitting and interconnecting process. ASP's team understand the critical nature of the interconnection approval process and qualifications. They have successfully obtained interconnection approval for numerous solar PV projects in the JCP&L territory. ASP will initiate interconnection application process immedaitely after contract execution.

Operations & Maintenance Plan
*ASP will be performing O&M work on the BOE system over the PPA term. Spot checks on modules, cabling, racking, inverters, & roofing will be performed. Additionally, continual performance and production monitoring will be through the Data Acquisition Systems. ASP will provide the BOE with a detailed O&M Manual for the system and train BOE personnel in system operation and emergency procedures.

Fire Safety
*ASP utilizes rapid shutdown technology that provides additional fire safety protections for PV roof systems. Inverters come standard with DC disconnects, 4 pairs fused DC inputs per DC Input Inverter Unit, also an enhanced DSP control, comprehensive protection functions, compliant with NEC 690.12 rapid shutdown requirements, and advanced thermal design. ASP regularly provide solar-specific training to local firefighters to ensure that all safety precautions are taken in the event of an emergency. Upon contract award, Health and Safety Manager, Andrew DeVore, will put together a site-specific Firefighter Safety Procedure Manual, with input from local fire officials, for the BOE's review.

Additional Services
*ASP has developed and presented educational seminars and workshops for communities and school classrooms and is offering to hold hands-on workshops which provide general information about solar PV. In addition, ASP has developed educational materials that are at the Colts Neck Township Schools' BOE's disposal for use in science classes. The DAS allows viewing of current and historical system generation data displayed through graphic devices. District administrators, teachers and students will be able to link the SolarEdge monitoring system's software to its website and provide easy access from the computers in the schools.

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722 Advanced Solar Products - Base Bid

**Section III. PPA Financing Terms (50 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Power Purchase Agreement Offer - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate | 20 | 25 |
| Power Purchase Agreement Offer - Rate increase per $10,000 spent on removal and reinstallation of panels ($/kWH/$10k increment) | 5 | 5 |
| Generation Estimates - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites. | 9 | 10 |
| Additional Costs - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed $/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA. | 7 | 10 |
| *Subtotal:* | *41* | *50* |

**Section III. Evaluator Comments**

-$0.02246/kWh and 2.0% escalation
- Pricing is valid for 60 days
- Pricing assumes normal working hours (7am to 5pm) M-F - if required to work during off hours or during summer only, price may be increased to reflect higher labor costs
- "ASP has included a cost of $90,000 for interconnection costs related to the Conover Road Primary School. This cost is based on recent experience with the cost of interconnections for PV systems >500 kW AC in JCP&L territory. We have assumed no costs for interconnection for the other sites which are smaller than 500 kW AC."

| | ***Proposer Score*** | ***Max Score*** |
|---|---|---|
| **TOTAL:** | **86** | **100** |

# APPENDIX B

## Advanced Solar Products – Alternate Bid

## Solar Evaluation Form

Colts Neck Township Schools

Solar PPA
Evaluation Report

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722 Advanced Solar Products- Alternate Bid

## Solar PPA Evaluation Form

**Evaluator:** DCO Energy **Date:** 4/5/2023

**Proposer:** Advanced Solar Products **Offer #:** Alternate

### Section I. Provider Profile and Qualifications (25 points)

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years. | 4 | 5 |
| An organization chart listing executive and management positions and indicating part-time and full-time positions. | 2 | 2 |
| At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred. | 6 | 6 |
| A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level | 2 | 2 |
| A description of the key factors required for a successful project | 2 | 2 |
| A description of the key points of failure for solar PPA projects | 2 | 2 |
| List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project. | 5 | 6 |
| *Subtotal:* | *23* | *25* |

### Section I. Evaluator Comments

- NJ based team - Flemington
- in business since 1991
- 2018-2022: 71 sites 42 MW
- 8 school references
- Site survey performed
-Provided key points of success and failure to a project
-Specifiically touched on experience with environmental permitting
-"ASP is willing to work closely with the BOE to ensure that issues like roof membrane compatibility with solar, structural capacity, location of conduit raceways, construction schedules, and other factors are addressed early and comprehensively, minimizing the potential for surprises during construction."

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722 Advanced Solar Products- Alternate Bid

**Section II. Scope of Services and Schedule (25 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Project Schedule - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary. | 4 | 5 |
| Equipment and Warranties - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer. | 3 | 3 |
| Permitting and Interconnection Expediting Plan - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies. | 4 | 5 |
| Operations and Maintenance Plan - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA. | 4 | 5 |
| Fire Safety - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure". | 5 | 5 |
| Additional Services - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing. | 2 | 2 |
| *Subtotal:* | *22* | *25* |

## Section II. Evaluator Comments

Project Schedule
*Project schedule shows high level milestones with durations but no dates
*Total proj length from award is shown as 13 months
*Upon award, a detailed Microsoft Project Schedule would be provided

Equipment Warranties
*Solar Panels: Znshine Solar ZXM7-SHLDD144 Series 540 watt modules | 12 year product warranty | 30 year output warranty
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*Mounting Systems: IronRidge (systems requiring mechanical attachments) | 25 year warranty
*PanelClaw (for flat roofs) | 25 year warranty
*Data Acquisition System (DAS): SolarEdge Monitoring Platform (cloud-based)
*PV systems will be covered by ASP's 5-year warranty on all parts and installation

Permitting and Interconnection Expediting Plan
*ASP states they will obtain all required local and state permits and approvals for the installation of the PV system. They have permitted and interconnected numerous school PV systems throughout the state of NJ and has experience with all facets of the permitting and interconnecting process. ASP's team understand the critical nature of the interconnection approval process and qualifications. They have successfully obtained interconnection approval for numerous solar PV projects in the JCP&L territory. ASP will initiate interconnection application process immedaitely after contract execution.

Operations & Maintenance Plan
*ASP will be performing O&M work on the BOE system over the PPA term. Spot checks on modules, cabling, racking, inverters, & roofing will be performed. Additionally, continual performance and production monitoring will be through the Data Acquisition Systems. ASP will provide the BOE with a detailed O&M Manual for the system and train BOE personnel in system operation and emergency procedures.

Fire Safety
*ASP utilizes rapid shutdown technology that provides additional fire safety protections for PV roof systems. Inverters come standard with DC disconnects, 4 pairs fused DC inputs per DC Input Inverter Unit, also an enhanced DSP control, comprehensive protection functions, compliant with NEC 690.12 rapid shutdown requirements, and advanced thermal design. ASP regularly provide solar-specific training to local firefighters to ensure that all safety precautions are taken in the event of an emergency. Upon contract award, Health and Safety Manager, Andrew DeVore, will put together a site-specific Firefighter Safety Procedure Manual, with input from local fire officials, for the BOE's review.

Additional Services
*ASP has developed and presented educational seminars and workshops for communities and school classrooms and is offering to hold hands-on workshops which provide general information about solar PV. In addition, ASP has developed educational materials that are at the Colts Neck Township Schools' BOE's disposal for use in science classes. The DAS allows viewing of current and historical system generation data displayed through graphic devices. District administrators, teachers and students will be able to link the SolarEdge monitoring system's software to its website and provide easy access from the computers in the schools.

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722 Advanced Solar Products- Alternate Bid

**Section III. PPA Financing Terms (50 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Power Purchase Agreement Offer - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate | 21 | 25 |
| Power Purchase Agreement Offer - Rate increase per $10,000 spent on removal and reinstallation of panels ($/kWH/$10k increment) | 5 | 5 |
| Generation Estimates - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites. | 9 | 10 |
| Additional Costs - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed $/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA. | 7 | 10 |
| *Subtotal:* | *42* | *50* |

**Section III. Evaluator Comments**

- $0.02068/kWh and 2.0% escalation
- Pricing is valid for 60 days
- Pricing assumes normal working hours (7am to 5pm) M-F - if required to work during off hours or during summer only, price may be increased to reflect higher labor costs
- "ASP has included a cost of $90,000 for interconnection costs related to the Conover Road Primary School. This cost is based on recent experience with the cost of interconnections for PV systems >500 kW AC in JCP&L territory. We have assumed no costs for interconnection for the other sites which are smaller than 500 kW AC."

| | ***Proposer Score*** | ***Max Score*** |
|---|---|---|
| **TOTAL:** | **87** | **100** |

# APPENDIX C

## HESP – Base Bid

## Solar Evaluation Form


## Solar PPA Evaluation Report

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

HESP - Base Bid

## Solar PPA Evaluation Form

**Evaluator:** DCO Energy **Date:** 4/5/2023

**Proposer:** HESP **Offer #:** Base

### Section I. Provider Profile and Qualifications (25 points)

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years. | 5 | 5 |
| An organization chart listing executive and management positions and indicating part-time and full-time positions. | 0 | 2 |
| At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred. | 6 | 6 |
| A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level | 1 | 2 |
| A description of the key factors required for a successful project | 1 | 2 |
| A description of the key points of failure for solar PPA projects | 1 | 2 |
| List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project. | 4 | 6 |
| *Subtotal:* | *18* | *25* |

### Section I. Evaluator Comments

- NY based firm with NJ location - more than 9 years of experience developing and operating solar projects in the Northeast US
- 209 site and 60 MW in last five years
- Key personnel listed, no org chart provided
- HESP performs project development, legal consultation, financing, construction management, maintenance
- Many references, 15 NJ school districts listed
- Briefly touch upon environmental permitting, key points of failure, and key factors for successful project in Section II

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

HESP - Base Bid

**Section II. Scope of Services and Schedule (25 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Project Schedule - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary. | 4 | 5 |
| Equipment and Warranties - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer. | 3 | 3 |
| Permitting and Interconnection Expediting Plan - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies. | 4 | 5 |
| Operations and Maintenance Plan - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA. | 5 | 5 |
| Fire Safety - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure". | 5 | 5 |
| Additional Services - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing. | 0 | 2 |
| *Subtotal:* | *21* | *25* |

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

HESP - Base Bid

**Section II. Evaluator Comments**

Project Schedule
*Project schedule total duration: 200 days from Project Team Introduction
*Project schedule shows milestone durations but not dates

Equipment & Warranties
*Trina Solar's 450W poly-silicon PV modules | 10 year product warranty | 25-year linear performance insured warranty
*Yaskawa-Solectria commercial string inverters | 10 year warranty
*Solar Mount's adaptable Atlantis ballasted roof racking system | 15 year material and/or workmanship warranty
*Iron Ridge's 1000-series Flush Mount Rail System (for sloped roofs) | 20 year product warranty
*Veris E50 Series energy meters | 0.2% accuracy | 5 year warranty
*HESP Solar warrants all workmanship and components for full contract term

Permitting and Interconnection Expediting Plan
*HESP's project management and legal team will be fully engaged from project award. A permitting matrix and project schedule will be created. HESP's project team will reach out to local permitting and load serving entities to arrange coordination on grid interconnection. 3rd party engineers will be engaged as needed to perform QA.

Operations & Maintenance Plan
*HESP operates, maintains, and insures the system at zero cost to host partner
*HESP uses cloud-based data monitoring to track performance & respond quickly in cases of component failures or outages

*HESP performs twice-annual visits to perform preventative maintenance measures and cleanings

Fire Safety
*Design includes Tigo's TS4-F Fire Safety MLPE Platform for module level deactivation and rapid shutdown
*HESP states they will coordinate with facility staff and local fire personnel during construction to ensure there is a safety and emergency response plan in place.

Additional Services
*None to note

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

HESP - Base Bid

**Section III. PPA Financing Terms (50 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Power Purchase Agreement Offer - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate | 17 | 25 |
| Power Purchase Agreement Offer - Rate increase per $10,000 spent on removal and reinstallation of panels ($/kWH/$10k increment) | 5 | 5 |
| Generation Estimates - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites. | 5 | 10 |
| Additional Costs - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed $/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA. | 8 | 10 |
| *Subtotal:* | *35* | *50* |

**Section III. Evaluator Comments**

- $0.039/kWh and 2.0% escalation
- Bid is only valid if HESP agrees to proposed roofing - cannot be SPF (current basis of design)
- Roofing stipulation is reflected in "Additional Costs" for scoring purposes
- provided layouts, preliminary design and generation output documents
- Did not provide PPA generation table in DCO format

| | ***Proposer Score*** | ***Max Score*** |
|---|---|---|
| **TOTAL:** | **74** | **100** |

# APPENDIX D

## Sunlight General Capital – Base Bid

## Solar Evaluation Form

Colts Neck Township Schools

## Solar PPA Evaluation Report

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

SunLight General Capital - Base Bid

## Solar PPA Evaluation Form

**Evaluator:** DCO Energy **Date:** 4/5/2023

**Proposer:** SunLight General Capital **Offer #:** Base

### Section I. Provider Profile and Qualifications (25 points)

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years. | 5 | 5 |
| An organization chart listing executive and management positions and indicating part-time and full-time positions. | 2 | 2 |
| At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred. | 5 | 6 |
| A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level | 2 | 2 |
| A description of the key factors required for a successful project | 2 | 2 |
| A description of the key points of failure for solar PPA projects | 2 | 2 |
| List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project. | 5 | 6 |
| *Subtotal:* | *23* | *25* |

### Section I. Evaluator Comments

- New York base firm that finances, develops, owns, and operates PV across the US
- Founded in 2009 - 340 solar projects in aggregate amount of more than 70 MW
- Have only sold two systems - both to the site host at their request
- Intention is to own and operate the projects for their lifetime so they use the best installers and equipment
- Will bid construction
- 29 sites brough online in last 5 years - 7 in NJ
- Key points for success/failure touched upon
- Org chart provided
- References - 2 NJ public schools, 2 NJ counties, 1 NJ higher ed

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722 SunLight General Capital - Base Bid

**Section II. Scope of Services and Schedule (25 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Project Schedule - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary. | 4 | 5 |
| Equipment and Warranties - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer. | 3 | 3 |
| Permitting and Interconnection Expediting Plan - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies. | 3 | 5 |
| Operations and Maintenance Plan - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA. | 5 | 5 |
| Fire Safety - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure". | 3 | 5 |
| Additional Services - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing. | 2 | 2 |
| *Subtotal:* | *20* | *25* |

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722 SunLight General Capital - Base Bid

**Section II. Evaluator Comments**

Project Schedule
*Project schedule provided with milestones and dates
*Total proj schedule shown to be approx. 17 months
*Schedule shown to be conservative to account for potential permitting delays

Equipment & Waranties
*Module: Phono Solar PS450M4-24/TH 450 W (or equiv)| 12 year product warranty | 25 linear performance warranty
*Rooftop Inverter: SolarEdge SE33.3KUS, SE100KUS (or equiv) | 12 year warranty
*RooftopOptiizer: SolarEdge P860 (or equiv) | 25 year warranty
*Data Acquisition System: SolarEdge / Also Energy powerTrack | Ongoing Customer Service
*Racking System (Flat Roof): KB Racking Ekonorack 2.0 (or equiv) | 25 year warranty
*Racking System (Tilted Roof): KB Racking Seamrack 2.0 (or equiv) | 25 year warranty
*Installation contractor will also provide 5 year comprhensive system warranty for all workmanship and materials

Permitting & Interconnection Expediting Plan
*Method for expediting incentive filing, permitting, and interconnection requirements is to follow the procedure of our previous successful projects.

Operations & Maintenance Plan
*Semi-annual preventative maintenance inspections performed on system
*SGC will monitor remote alarms, comm failures, and any other system malfunctions and react timely to service the issues
*An emergency response phone number and email address are provided to all customers to assure the fastest response times
*Site inspections are conducted following severe weather events. These site inspections are typically related to windstorms and excessive snowfall events.

Fire Safety
*SunLight General Capital acknowledges the obligation of the selected proposer to provide a “Firefighters Safety Procedure” manual in case of the event of fire. We are prepared to take the actions necessary to receive approvals by the Jurisdiction Holding Authority for an acceptable manual.

Additional Services
*SunLight General Capital can translate the installation of each solar PV facility into tangible learning opportunities for students. The best way to illustrate the effectiveness of each solar PV system is through the deployment of one or more kiosk displays, at the schools for instance. The idea behind the kiosks is that in addition to seeing the arrays, a visual of the systems’ electricity production data offers students and faculty a way to engage with the technology in real time.

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

SunLight General Capital - Base Bid

**Section III. PPA Financing Terms (50 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Power Purchase Agreement Offer - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate | 17 | 25 |
| Power Purchase Agreement Offer - Rate increase per $10,000 spent on removal and reinstallation of panels ($/kWH/$10k increment) | 3 | 5 |
| Generation Estimates - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites. | 5 | 10 |
| Additional Costs - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed $/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA. | 7 | 10 |
| *Subtotal:* | *32* | *50* |

**Section III. Evaluator Comments**

- $0.039/kWh and 2.0% annual escalation
- shading and tree trimming accounted for in most circumstances
- roof HVAC accessible
- Did not adjust system size based on new generation table provided in addendum #1
-Rate increase per PV removal and reinstallation from $0.0065/$10k in year 1

| | ***Proposer Score*** | ***Max Score*** |
|---|---|---|
| **TOTAL:** | **75** | **100** |

# APPENDIX E

## Solar Landscape – Base Bid

## Solar Evaluation Form

Colts Neck Township Schools

## Solar PPA Evaluation Report

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Solar Landscape - Base Bid (30 ITC)

## Solar PPA Evaluation Form

**Evaluator:** DCO Energy **Date:** 4/5/2023

**Proposer:** Solar Landscape **Offer #:** Base - 30 ITC

### Section I. Provider Profile and Qualifications (25 points)

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years. | 5 | 5 |
| An organization chart listing executive and management positions and indicating part-time and full-time positions. | 2 | 2 |
| At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred. | 3 | 6 |
| A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level | 2 | 2 |
| A description of the key factors required for a successful project | 2 | 2 |
| A description of the key points of failure for solar PPA projects | 2 | 2 |
| List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project. | 6 | 6 |
| *Subtotal:* | *22* | *25* |

### Section I. Evaluator Comments

- ranked 2021 & 2022 #1 Solar Developer in New Jersey by Solar Power World
- over ten years of experience installing over 100 MWs of photovoltaic systems across the Northeast
- awarded an additional 51 MW (more than any other developer) by the NJBPU through the highly competitive Community Solar program that will be brought online within a year
- constructed 42 MWs in New Jersey including a 1.9 MW project for Montville Township Schools across 5 sites, a 1.7 MW project for Asbury Park Schools across 5 sites, as well as a larger, 11 MW portfolio for Duke Realty across 3 sites.
- Key points for success/failure touched upon
- Org chart provided - main point of contact identified
- References - 3 NJ commerical clients

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Solar Landscape - Base Bid (30 ITC)

**Section II. Scope of Services and Schedule (25 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Project Schedule - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary. | 5 | 5 |
| Equipment and Warranties - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer. | 1 | 3 |
| Permitting and Interconnection Expediting Plan - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies. | 3 | 5 |
| Operations and Maintenance Plan - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA. | 5 | 5 |
| Fire Safety - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure". | 4 | 5 |
| Additional Services - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing. | 2 | 2 |
| *Subtotal:* | *20* | *25* |

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Solar Landscape - Base Bid (30 ITC)

**Section II. Evaluator Comments**

Project Schedule
*Project schedule total duration: 271 days from Notice to Proceed

Equipment & Warranties
*455-Watt, Tier 1, bifacial, monocrystalline ZNSine modules (Solar Landscape has enough of these in their possession to allocate to this project) | 12 year limited product warranty | 30 year limited performance warranty

*Solar Edge Inverters | 12 year warranty
*Solar Edge Optimizers | 25 year warranty
*Panel Claw roof racking system (flat roofs) | 25 year warranty
*Unirac Solar mount (for sloped roofs) | 25 year warranty
*All labor warrantied for 5 years

Permitting and Interconnection Expediting Plan
*Solar Landscape states they have extensive experience obtaining permitting and aligning with requirements on the NJEP and local environmental boards

*Solar Landscape is familiar with Capital Improvement projects and capable of seeking courtesy planning board review in lieu of the formal local site plan process

Operations & Maintenance Plan
*During installation Solar Landscape utilizes the Also Energy Power Track Data Acquisition System (DAS) to track performance of the project as well as assess the health and performance of the installation throughout the day

*Solar Landscape's in-house field service team will perform preventative maintenance min. twice/year. This includes regular component maintenance, warranty support administration, preventative maintenance services.

*Solar Landscape will remain the owner and operator and perform all maintenance tasks at no cost to PPA customer

Fire Safety
*A complete Fire Safety Manual specific to this system would be provided upon award

Additional Services
*Solar Landscape offers many educational and economic development opportunities such as their Green Ambassador Program, Community Solar Programs, and Solar Installation Training Programs.

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Solar Landscape - Base Bid (30 ITC)

**Section III. PPA Financing Terms (50 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Power Purchase Agreement Offer - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate | 13 | 25 |
| Power Purchase Agreement Offer - Rate increase per $10,000 spent on removal and reinstallation of panels ($/kWH/$10k increment) | 1 | 5 |
| Generation Estimates - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites. | 7 | 10 |
| Additional Costs - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed $/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA. | 4 | 10 |
| *Subtotal:* | *25* | *50* |

**Section III. Evaluator Comments**

- Base bid - $0.0560/kWh and 2% annual escalation
- Did not exceed 90% post ESIP generation
- shading and tree trimming accounted for in most circumstances
- roof HVAC is accessible in most instances
- Evaluation is based on 30% ITC. Solar Landscape cannot guarantee 40% ITC so it will not be considered.
- Construction can take place during school hours, Monday-Friday with the exception of interconnections which can be performed during evenings or weekends if required.
- Included a $0.005/kWh adder for unforeseen costs, this is not permitted per RFP requirements.
-Did not provide guaranteed generation in year 1 in proposal

| | ***Proposer Score*** | ***Max Score*** |
|---|---|---|
| **TOTAL:** | **67** | **100** |

# APPENDIX F

## Solar Landscape – Alternate Bid

## Solar Evaluation Form

Colts Neck Township Schools

Solar PPA
Evaluation Report

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Solar Landscape - Alternate Bid (30 ITC)

## Solar PPA Evaluation Form

**Evaluator:** DCO Energy **Date:** 4/5/2023

**Proposer:** Solar Landscape **Offer #:** Alternate - 30 ITC

### Section I. Provider Profile and Qualifications (25 points)

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years. | 5 | 5 |
| An organization chart listing executive and management positions and indicating part-time and full-time positions. | 2 | 2 |
| At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred. | 3 | 6 |
| A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level | 2 | 2 |
| A description of the key factors required for a successful project | 2 | 2 |
| A description of the key points of failure for solar PPA projects | 2 | 2 |
| List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project. | 6 | 6 |
| *Subtotal:* | *22* | *25* |

### Section I. Evaluator Comments

- ranked 2021 & 2022 #1 Solar Developer in New Jersey by Solar Power World
- over ten years of experience installing over 100 MWs of photovoltaic systems across the Northeast
- awarded an additional 51 MW (more than any other developer) by the NJBPU through the highly competitive Community Solar program that will be brought online within a year
- constructed 42 MWs in New Jersey including a 1.9 MW project for Montville Township Schools across 5 sites, a 1.7 MW project for Asbury Park Schools across 5 sites, as well as a larger, 11 MW portfolio for Duke Realty across 3 sites.
- Key points for success/failure touched upon
- Org chart provided - main point of contact identified
- References - 3 NJ commerical clients

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Solar Landscape - Alternate Bid (30 ITC)

**Section II. Scope of Services and Schedule (25 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Project Schedule - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary. | 5 | 5 |
| Equipment and Warranties - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer. | 1 | 3 |
| Permitting and Interconnection Expediting Plan - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies. | 3 | 5 |
| Operations and Maintenance Plan - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA. | 5 | 5 |
| Fire Safety - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure". | 4 | 5 |
| Additional Services - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing. | 2 | 2 |
| *Subtotal:* | *20* | *25* |

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Solar Landscape - Alternate Bid (30 ITC)

**Section II. Evaluator Comments**

Project Schedule
*Project schedule total duration: 271 days from Notice to Proceed

Equipment & Warranties
*455-Watt, Tier 1, bifacial, monocrystalline ZNSine modules (Solar Landscape has enough of these in their possession to allocate to this project) | 12 year limited product warranty | 30 year limited performance warranty

*Solar Edge Inverters | 12 year warranty
*Solar Edge Optimizers | 25 year warranty
*Panel Claw roof racking system (flat roofs) | 25 year warranty
*Unirac Solar mount (for sloped roofs) | 25 year warranty
*All labor warrantied for 5 years

Permitting and Interconnection Expediting Plan
*Solar Landscape states they have extensive experience obtaining permitting and aligning with requirements on the NJEP and local environmental boards

*Solar Landscape is familiar with Capital Improvement projects and capable of seeking courtesy planning board review in lieu of the formal local site plan process

Operations & Maintenance Plan
*During installation Solar Landscape utilizes the Also Energy Power Track Data Acquisition System (DAS) to track performance of the project as well as assess the health and performance of the installation throughout the day

*Solar Landscape's in-house field service team will perform preventative maintenance min. twice/year. This includes regular component maintenance, warranty support administration, preventative maintenance services.

*Solar Landscape will remain the owner and operator and perform all maintenance tasks at no cost to PPA customer

Fire Safety
*A complete Fire Safety Manual specific to this system would be provided upon award

Additional Services
*Solar Landscape offers many educational and economic development opportunities such as their Green Ambassador Program, Community Solar Programs, and Solar Installation Training Programs.

**Colts Neck Township Schools**
70 Conover Road
Colts Neck, NJ 07722

Solar Landscape - Alternate Bid (30 ITC)

**Section III. PPA Financing Terms (50 points)**

| *Criteria* | *Proposer Score* | *Max Score* |
|---|---|---|
| Power Purchase Agreement Offer - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate | 15 | 25 |
| Power Purchase Agreement Offer - Rate increase per $10,000 spent on removal and reinstallation of panels ($/kWH/$10k increment) | 1 | 5 |
| Generation Estimates - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites. | 7 | 10 |
| Additional Costs - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed $/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA. | 4 | 10 |
| *Subtotal:* | *27* | *50* |

**Section III. Evaluator Comments**

- alternate bid - $0.0500/kWh and 2% annual escalation
- Did not exceed 90% post ESIP generation
- shading and tree trimming accounted for in most circumstances
- roof HVAC is accessible in most instances
- Evaluation is based on 30% ITC. Solar Landscape cannot guarantee 40% ITC so it will not be considered.
- Construction can take place during school hours, Monday-Friday with the exception of interconnections which can be performed during evenings or weekends if required.
- Included a $0.005/kWh adder for unforeseen costs, this is not permitted per RFP requirements.
-Did not provide guaranteed generation for year 1 in proposal

| | ***Proposer Score*** | ***Max Score*** |
|---|---|---|
| **TOTAL:** | **69** | **100** |

# APPENDIX G

## Advanced Solar Products

## Descoping Notes

Colts Neck Township Schools

Solar PPA
Evaluation Report

**Colts Neck Township Schools Solar PPA**

**Post-Bid Meeting – Advanced Solar Products (ASP)**

**Friday, March 31, 2023 – 9:00AM EST**

**Attendees:**
[DCO Energy] Greg Burns, Steve Schmidt, Matt Adelfio, Dan Drury
[Colts Neck] Nick Moretta, Vincent Morasco, Kevin O'Connor, Brenna Dillon
[Advanced Solar Products] Kathleen Vandergrift, P Sudano, Rick Schrak, Laura Sharp, Ashley Eick

Agenda Topics

1. Introductions – Willing to share PowerPoint.
2. Advanced Solar Products Bid Proposal Review *(ASP Requested to Lead This Discussion – Please try to keep to under 15 Minutes)*
    a. Key Team Members & Experience
    b. Review Base Bid Options & Alternate Bid Option – Layouts & Overview
    c. Review Proposed Schedule
    d. Monitoring, Training & Maintenance Summary
    e. Technical Aspects
    f. PPA Financing Terms
    g. Sample PPA Contract Comments
3. Owner Prepared Questions / Discussion *(DCO to Lead this Discussion*)
    a. Proposal timeline – 60 days from submission. If contract execution exceeds this timeline, will Proposer extend? Can hold rate passed 60 days.
    b. What is your JCPL experience? Real time metering requirements over 500 kW.
    c. What is typical interconnection approval timeline? JCPL is relatively easy. Smaller issues shouldn't be an issue. Can be 3-4 weeks to for interconnection depending on their workload.
    d. As per the RFP; Pricing remains in effect regardless of incentive changes by the issuing agencies. **Please confirm that is the understanding of the Proposer.** Confirmed.
    e. As per the RFP; the proposed PPA rate and escalation rate still valid if system size is increased or reduced. Please confirm that is the understanding of the Proposer. Confirmed, within reason.
    f. What is your plan to finance the project? Will make a Special Purpose Entity (SPE). Will be decided after award. Third party financier is not required to be involved in contract negotiations according to ASP.
    g. Review the importance of Site Safety, background checks, and working times without interfering with the operation of the school district. Safety is the top priority. Roof loading and facility shutdowns will be performed after weekends or after hours. Will work with District to develop hours of operation for work.
    h. Review design process, submission and approvals and permit obligations. Discussed during presentation.
    i. Does ASP propose using Solar Edge String Inverters, that will allow other strings to remain in operation in the event of an inverter malfunction? Confirmed.
    j. DCO notes the proposal included an assumption of $90k at CRPS and $0 at CRES and CDMS, please note the PPA rate will remain unchanged if interconnection costs exceed these assumptions. Confirmed.
    k. What is assumed annual panel degradation? 0.5% is the industry assumed standard.
    l. Please confirm ballasted roofs will require no penetration. Structural evaluation may require penetration/mechanically attached system (reduced loading) because of snow drift load. Goal is only ballasted systems. Primary School will be standing seam mechanically attached. Asphalt single roofs will need penetrations into
    m. Please confirm ASP guarantees 90% generation output per the RFP requirements? Confirmed.
        i. There is no column for guaranteed production in the generation estimates. The RFP requires:
        ii. "The awarded Proposer shall guarantee a minimum energy output each year, which shall be 90% of the projected annual output based on the solar capacity and estimation of electricity output based on the design, and a 0.5% per year degradation rate. The electricity output requirement shall be calculated annually based on the total production to date versus the minimum output projection to date. The resulting credit to Colts Neck BOE, if applicable, will be calculated based on the differential of actual versus projected output multiplied by the calculated difference

between the utility rate charged to Colts Neck BOE minus the PPA rate for that year of the term. If the actual output is higher than the minimum electricity output requirement, then no payment or credit is required.." Going knowledge is 0.5% a year.

n. What is your approach to doing a structural analysis? Structural analysis is done up front using French and Parello.
o. What is your approach to installing panels on spray foam roofing? No issues with spray foam.
p. Do you foresee any issues with the RFP timeline for substantial completion by August 15th 2024? No concerns.
q. The electrical system at the Elementary School is being replaced is original to the school. Did same project at Middle School – replaced main switch gear. Installed a newer transformer – shared cost with JCPL. Vince M. wants to ensure they are specifying the correct electrical components for solar.
r. DOE submission? ASP has done it by themselves and has worked with design professionals also.
s. Will add TV screens to show solar generation. Can also do presentations for students.

**General Meeting Notes:**

- Advanced Solar agrees to extend their pricing beyond 60 days to a reasonable extent.
- Advanced Solar has experience with JCP&L Interconnection, and budgeted for real-time metering they expect to be required at sites above 500kW-AC. Noted that $90k is budgeted but agreed that costs of interconnection are the responsibility of Solar PPA Provider and rate will remain unchanged regardless of interconnection costs.
- Advanced Solar estimates it would take 2-4 weeks from submission to gain approval from JCP&L to install. PTO approval is more difficult to predict – they noted that JCP&L typically takes less time than other utilities in NJ.
- CNTS (Vince) asked a question regarding design coordination for a potential switchgear replacement at the Elementary School. Advanced Solar agrees to coordinate with SG designer, does not anticipate any challenges with interfacing both projects.
- Advanced Solar confirms that PPA pricing will remain unchanged regardless of final system size (within reason) and regardless of incentives.
- Financing may be in combination with a 3rd party or self-funded by Advanced Solar. Advanced Solar would make that determination within the first 2 weeks after award. They do not anticipate any conflict with 3rd party financier during contract execution.
- Summer installation is preferred but not required. Advanced Solar has no schedule concerns with achieving PTO by 8/15/2024.
- Advanced Solar assumes ½% degradation on panels per year.
- A 46" LED screen would be provided at each location to show generation numbers and statistics. Advanced Solar offered to provide an educational presentation to the students.

**ASP Proposal Notes:**

- ASP has 70 operating systems in NJ.
- ASP maintains a close relationship with many suppliers and local subcontractors to ensure that equipment, materials, and services procured can be delivered in an appropriate manner. They utilize standard purchase orders. ASP is a member of the Amicus Cooperative, a nationwide 66-company solar buying coop which provides volume pricing and access to quality, Tier 1 solar components at affordable prices.
- Proposed Mechanically attached system at Admin and transportation building, Ballasted/Mechanically attached at CRPS, and Ballast at CDMS and CRES.
- ASP estimates a 2-4 month lead time on the main AC equipment and a 1-3 month lead time on all other material.
- Solar Panels: Znshine 12 year product warranty and a 30 year output warranty.
- Inverters: SolarEdge
- Mounting System mechanical: IronRidge 20 year warranty
- Mounting System ballasted: 25-year warranty
- Data Acquisition System (DAS)- Solar Edge Monitoring Platform
- BOE PV systems will be covered by ASP's five-year warranty on parts and installation.

- Response to customer concerns and oversee any troubleshooting and repairs required within 24 hours of notification of an issue or concern.
- ASP will serve as the EPC contractor for this project and will procure PPA financing. ASP will contract Lighton industries to perform all electrical installation work. Lighton is a full service union contractor. ASP will contract FPA (French and Parrello) to perform all structural engineering work. ASP will perform all operations and maintenance work over the term of the PPA.
- ASP notes it is more common and preferred to account for the cost of the roof remove/replace work through a cash payment for actual costs incurred at the time of occurrence.
- ASP will provide one 46" LCD display at each school which will display the SolarEdge dashboard that will allow access to information about the PV system for students and general public.
- ASP, if awarded, will create a special purpose entity to finance and provide long-term ownership of the PV systems.
- Solar PPA Rate: Base $0.02246/kWh @ 2% escalation (all sites)
- Solar PPA Rate: Alternate: $0.02068/kWh @ 2% escalation (3 schools)
- PPA pricing includes $60k developer fee payable to DCO as well as a $30k fee for legal work.
- Prevailing wage rates are used
- Construction can take place during normal working hours 7am – 5pm M-F with the exception of interconnections which will be performed during evenings and Saturdays if required. If ASP is required to construct the system on off hours or during summer months only, the price may be increased to reflect higher labor costs.
- Pricing includes a standard slip sheet of similar material as the roof membrane and installation of that slip sheet. Anything else required by the roofing manufacturer will result in a change order and an adjustment to the PPA price.
- Tree trimming has been included in the PPA price.
- ASP has included a cost of $90k for interconnection costs related to CRPS. Assumed 0 cost for interconnections for the other sites.
- Signed and acknowledged Addendum #1

**ASP PPA Contract Notes:**

- Force majeure - Suggested that pandemics and actions/omissions of the electric utility or government entity be added to the items that can constitute force majeure.
- Removal and Replacement of PV System for Roofing Repairs by Others. Suggested language to bring this more in line with industry standard and to make the project more financeable. Suggest payment to the long term owner of the PV system for removal/replacement due to roof repair work as either a cash payment for actual costs or adjustment to the PPA rate in the first 10 years of the contract term and as a cash payment for actual costs only during the following five years of the contract term.
- Solar Energy System Acceptance Testing. Suggested replacing the definition of commercial operation as installation of 80% of nameplate capacity with the achievement of a reasonable amount of test electricity generated and no later than when the PV system is capable of delivering electrical energy to the BOE for sale under the PPA.
- Suggested adding language that the energy price shall agreed to by both Parties if an additional contract term is entered into, all other terms and conditions of the original agreement remain unchanged.

# APPENDIX H

## HESP

## Descoping Notes

Colts Neck Township Schools

Solar PPA
Evaluation Report

**Colts Neck Township Schools Solar PPA**

**Post-Bid Meeting – HESP Solar**

**Friday, March 31, 2023 – 9:45AM EST**

**Attendees:**
[DCO Energy] Greg Burns, Steve Schmidt, Matt Adelfio, Dan Drury
[Colts Neck] Nick Moretta, Vincent Morasco, Kevin O'Connor, Brenna Dillon
[HESP Solar] Susan Brodie, Daniel Grohman, Aaron Korobkin, Chani Bakst

Agenda Topics

1. Introductions
2. HESP Bid Proposal Review *(HESP Requested to Lead This Discussion – Please try to keep to under 15 Minutes)*
    a. Key Team Members & Experience
    b. Review Base Bid Options & Alternate Bid Option – Layouts & Overview
    c. Review Proposed Schedule
    d. Monitoring, Training & Maintenance Summary
    e. Technical Aspects
    f. PPA Financing Terms HESP stated they need to clarify the rate increase per $10k spent on removal/reinstallation for roof repaits.
    g. Sample PPA Contract Comments
3. Owner Prepared Questions / Discussion *(DCO to Lead this Discussion*)
    a. Proposal timeline – 60 days from submission. If contract execution exceeds this timeline, will Proposer extend? Not an issue but would need to sign an extension letter.
    b. What is your JCPL experience? Have a lot of JCPL experience. Almost 100 schools in JCPL territory for TREC deadlines. Was required to work very closely with JCPL in order to meet required deadlines.
    c. Any additional interconnection cost for over 500 kW? Over 750 kW AC requires additional costs in JCPL, won't impact Colts Neck.
    d. As per the RFP; Pricing remains in effect regardless of incentive changes by the issuing agencies. **Please confirm that is the understanding of the Proposer.**
    e. As per the RFP; the proposed PPA rate and escalation rate still valid if system size is increased or reduced. Please confirm that is the understanding of the Proposer.
    f. What is your plan to finance the project? They will intend to do development at risk before financing. Before PTO, bring in tax equity team and lenders. Currently working with two banks for investment.
    g. Review the importance of Site Safety, background checks, and working times without interfering with the operation of the school district.
    h. Review design process, submission and approvals and permit obligations.
    i. Does HESP propose using String Inverters, that will allow other strings to remain in operation in the event of an inverter malfunction?
    j. Please note the PPA rate will remain unchanged regardless of final interconnection costs. Confirm this is the understanding of the Proposer?
    k. What is assumed annual panel degradation? 0.5% per year per proposal.
    l. Please confirm ballasted roofs will require no penetration.
    m. Please confirm HESP guarantees 90% generation output per the RFP requirements? Confirmed.
        i. "The awarded Proposer shall guarantee a minimum energy output each year, which shall be 90% of the projected annual output based on the solar capacity and estimation of electricity output based on the design, and a 0.5% per year degradation rate. The electricity output requirement shall be calculated annually based on the total production to date versus the minimum output projection to date. The resulting credit to Colts Neck BOE, if applicable, will be calculated based on the differential of actual versus projected output multiplied by the calculated difference between the utility rate charged to Colts Neck BOE minus the PPA rate for that year of the term. If the actual output is higher than the minimum electricity output requirement, then no payment or credit is required.."

n. What is your approach to doing a structural analysis? Bring in K&B engineering early in the process. Parking lots and RNM are an option instead of roof mounted systems.
o. What is your approach to installing panels on spray foam roofing? Not a smart move for HESP or the BOE to build on a spray foam roof in HESP's opinion and the opinion of roofers HESP has spoken to. HESP is happy to be part of the roofing scope and can help be part of the roofing design/procurement and can bring advantages.
p. Do you foresee any issues with the RFP timeline for substantial completion by August 15th 2024? Depends on roofing. Roofing – spring of 2024 to summer 2024. HESP states they will not be the hold up in a schedule.
q. HESP designed the Elementary School array accurately based upon Addenda 1 Post ESIP generation.
r. Parking lots are not as financially viable. However, it may be more cost effective than replacing a roof and installing roof mounted solar. Rate would need to be adjusted.
s. Remote net metering was discussed as an option to keep design of array potentially at one building only. Adjacent properties do not require remote net metering. Admin/Elementary/Primary are all adjacent lots. BPU is the authority allowing RNM for public entities.

**General Meeting Notes:**

- Financing would be through in-house capital. They do not expect any delays or complication with financing or executing the Power Purchase Agreement with the District.
- HESP Solar has extensive experience with JCP&L Interconnection approval. They are not aware of an increased cost in interconnection based on system size up to 750kW-AC, which would not affect this application.
- Engineering services would be performed by KMB or alternate 3rd party, to be procured by HESP Solar.
- Question from CNTS – HESP Solar's system size at the Elementary School is smaller than the other bidders. It was explained by HESP (and confirmed by Matt Adelfio) that HESP Solar matched the Addendum 1 system size instructions, and the other bidders did not.
- HESP Solar discussed the remote net metering option for this project. They have performed remote net metering in the past – the authority permitting remote net metering is BPU, and the approval to do so would come from the utility (JCP&L). There could be advantages for this site. HESP Solar notes that the Solar PPA rate would likely increase if remote net metering were enacted here.
- An extension of the proposed solar PPA rate beyond 60 days is not a problem, within reason.

**HESP Proposal Notes:**

- HESP has its own balance sheet capital to invest in this project. HESP has financial partners to provide construction debt and permanent financial solutions for the project.
- Fifth Third Ban has expressed interest to HESP in financing the project.
- Interconnection proposed between 170-200 days from project start.
- Proposed Trina Solar's 450W poly-silicon PV modules come standard with a 10-year product warranty and 25-year linear performance insured-warranty.
- Solectria string inverters come standard 10-year warranty.
- Roof mounted with Solar Mount's adaptable Atlantis ballasted roof racking system.
- Sloped roofs designed with IronRidge's 1000 Series Flush Mount Rail system to minimize roof penetration. These are standard with 15 year warranty for defects in material/workmanship and product for 20 years.
- Data acquisition system (Das) provided by Locus Energy, certified to 0.2% accuracy with 5 year warranty.
- HESP warrants workmanship of the installation and all of the components for the full contract term.
- HESP guarantees 90% of expected solar production.
- Annual degradation is 0.5%
- 24-hour dispatch of trained technicians to respond to system outage or alert event.
- Proposed rates remain valid regardless of the final installed kW array size and generation post award.
- $0.039 $/kWh @ 2% escalation

**HESP Proposal PPA Contract Notes**

- HESP asks for simplicity not to weather normalize guarantee.
- HESP would like to discuss the status of roof warranties and the potential of PPA price adjustments if the system needs to be removed and reinstalled to facilitate roof repair.
- HESP would like to reduce the 10-day allowable shutdown period to 5 days.
- HESP says it is not customary to test meters annually if there's no reason to suspect inaccuracy.
- HESP would like to clarify that its early termination right where the system "cannot be built as planned" would include where a change in anticipated circumstances make the system economically unviable.
- HESP would like to clarify that Buyer's purchase option "after" the 10th anniversary of COD does not give Buyer an ongoing purchase option for the remainder of the Term.
- HESP requests the ability to remain on the premises until such time as the Early Termination Fee is paid (or put into escrow)

**HESP Submitted expired Depart of Labor and Workforce Development; Public Works Contractor Registration Act form. Expired January 07, 2023 and forgot to submit DCO Solar Generation Form**

# APPENDIX I

## Sunlight General Capital
## Descoping Notes

Colts Neck
Township Schools

## Solar PPA
## Evaluation Report

**Colts Neck Township Schools Solar PPA**

**Post-Bid Meeting – SunLight General Capital (SGL)**

**Friday, March 31, 2023 – 10:30AM EST**

**Attendees:**
[DCO Energy] Greg Burns, Steve Schmidt, Matt Adelfio, Dan Drury
[Colts Neck] Nick Moretta, Vincent Morasco, Kevin O'Connor, Brenna Dillon
[Sunlight General] Bill Zachary, James Pochez, Steve Schneider, Bailey Irwin, Katie Whalen

Agenda Topics

1. Introductions
2. SunLight General Capital Bid Proposal Review *(SGL Requested to Lead This Discussion – Please try to keep to under 15 Minutes)*
    a. Key Team Members & Experience
    b. Review Base Bid Options & Alternate Bid Option – Layouts & Overview
    c. Review Proposed Schedule
    d. Monitoring, Training & Maintenance Summary – Do not sell systems. Buy and hold strategy means maximum savings for client and PPA provider because the system is built to last. Maintenance is done in-house – located in Monmouth County.
    e. Technical Aspects
    f. PPA Financing Terms
    g. Sample PPA Contract Comments
3. Owner Prepared Questions / Discussion *(DCO to Lead this Discussion*)
    a. Proposal timeline – 60 days from submission. If contract execution exceeds this timeline, will Proposer extend? Confirmed.
    b. What is your JCPL experience? Several schools in JCPL – about 120 total. Matasquan BOE is most recent to receive PTO.
    c. As per the RFP; Pricing remains in effect regardless of incentive changes by the issuing agencies. **Please confirm that is the understanding of the Proposer.**
    d. As per the RFP; the proposed PPA rate and escalation rate still valid if system size is increased or reduced. Please confirm that is the understanding of the Proposer. Confirmed.
    e. What is your plan to finance the project? Financing partners will be involved. Not contingent upon third party financiers for contract negotiations.
    f. Review the importance of Site Safety, background checks, and working times without interfering with the operation of the school district. Will comply with District requirements. Has been a standard operating procedure for SLG.
    g. Review design process, submission and approvals and permit obligations.
    h. Does SLG propose using String Inverters, that will allow other strings to remain in operation in the event of an inverter malfunction?
    i. Please note the PPA rate will remain unchanged regardless of final interconnection costs. Confirm this is the understanding of the Proposer?
    j. What is assumed annual panel degradation? 0.5% per year.
    k. Please confirm ballasted roofs will require no penetration. Flat roofs do not require penetration.
    l. Please confirm SLG guarantees 90% generation output per the RFP requirements?
        i. There is no column for guaranteed production in the generation estimates. The RFP requires:
        ii. "The awarded Proposer shall guarantee a minimum energy output each year, which shall be 90% of the projected annual output based on the solar capacity and estimation of electricity output based on the design, and a 0.5% per year degradation rate. The electricity output requirement shall be calculated annually based on the total production to date versus the minimum output projection to date. The resulting credit to Colts Neck BOE, if applicable, will be calculated based on the differential of actual versus projected output multiplied by the calculated difference between the utility rate charged to Colts Neck BOE minus the PPA rate for that year of the term.

If the actual output is higher than the minimum electricity output requirement, then no payment or credit is required."

m. What is your approach to doing a structural analysis? Outsource to handful of structural engineers – Ashu Patel (Princeton area structural engineer) they typically use. Drawings are preferred – if not, they need to look at the underside.
n. What is your approach to installing panels on spray foam roofing? Have done it in the past. Need to coordinate with roofing manufacturer.
o. Do you foresee any issues with the RFP timeline for substantial completion by August 15th 2024? Active system operation 8/30/2024 - 10/30/2024. They don't believe there will be an issue installing by August 15, 2024. Equipment lead times could be an issue. SLG has an inventory of modules. Switchgear can cause long lead times.
p. What about parking lots/ground mounts? SLG is open to doing ground mount systems. Ground mount is more expensive to build. More equipment / penetrations / environmental permitting. May will require a rate adjustment.
q. Educational component given by Stephen Schneider. Kiosk displays for schools also.

**General Meeting Notes:**

- Sunlight General has only sold 2 sites to date, both times to the property owner. They traditionally maintain the sites throughout the duration of the PPA.
- Sunlight General's timeline is built on a "custom" gantt chart – not sure what that means, but the chart shows Substantial Completion in the September/October 2024 range, and final completion in November 2024.
- An extension of the proposed solar PPA rate beyond 60 days is not a problem, within reason.
- Structural engineering services are subcontracted, and solar array designs are completed in-house.
- Educational presentations are offered and often included in Sunlight General's projects at school districts.
- Financiers would not be involved at all in the contract negotiations. Sunlight stated that they have cash on hand.

**SunLight General Proposal Notes:**

- SunLight General Capital develops, finances, owns, and operates PV solar projects.
- Has its own 0&M arm, Azimuth 180 Solar Electric LLC and actively service all the sites they own.
- Intend to bid out a subcontractor that they would supervise and work closely with throughout installation. Likely Star-Lo Electric or Juuce Energy LLC.
- Only 8 projects developed in NJ
- Schedule notes system operational between 8/30/24 and 10/30/24 from a notice to proceed date 6/9/2023.
- Module: Phono Solar (12 year product warranty, 25 year linear performance warranty)
- Inverter: Solar Edge (!2 year warranty)
- Rooftop optimizer: Solar Edge (25 years)
- Data Acquisition system: Solar Edge/ Also Energy (Warranty: ongoing customer service)
- Flat Rooftop Racking System: KB Racking (25 year warranty)
- Tilted roof racking system: KB Racking (25 years)
- Sunlight general capital budget contains contingency funds for inverter replacement starting year 8, to follow the product warranty without any issues.
- SunLight General Capital will manage all warranty claims for all system components used in the solar PV facility. The installation contractor will also provide a 5-year comprehensive system warranty for all workmanship and material defects.
- Solar PPA rate $0.039/kWh @ 2% escalation. Rate increase per PV removal and reinstallation from $0.0065/$10k in year 1 to $0.00123/$10k in year 10.
- Degradation assumed at 0.5% annual

- Unlike larger central inverters, a loss of a single SolarEdge string inverter will have only a limited impact on overall system performance. Facilities installed with a limited number of central inverters are much more susceptible to performance issues related to the fault of a single inverter.
- SunLight general has never sold one of its systems other than to the site host.
- SunLight general makes no comments about guaranteed production other than the linear performance warranty for the panels.

**Sunlight General Capital makes no redline modifications to the PPA contract provided with the RFP**