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Alameda County Awards Contract in Innovative Collaborative Procurement of Renewable Energy

The Alameda County Board of Supervisors today awarded the first contract for Alameda County's renewable energy projects included in the Regional Renewable Energy Procurement Project (R-REP). This innovative solicitation includes 19 public agencies across four Bay Area counties and, when completed, could bring renewable power generation to up to 186 municipal facilities in Alameda, Contra Costa, Santa Clara and San Mateo counties. If all sites that received bids are developed, this solicitation will save taxpayers over \$108 million and will generate over 470 local jobs. The County's contract was awarded today to SunEdison Government Solutions, LLC for the development of a solar power rooftop system at Santa Rita Jail. The County will return to the Board in the near future for consideration of the 15 other sites that received bids.

Alameda County is the lead agency in the R-REP, the nation's largest collaborative municipal government procurement of solar photovoltaic systems. The County, a leader in renewable energy adoption, is being assisted by Joint Venture Silicon Valley and the Contra Costa Economic Partnership, two regional nonprofit organizations that have helped to engage other public agencies. Projects within the R-REP would generate approximately 31 megawatts of power through the installation of solar panels on sites such as community centers, libraries, fire stations, medical facilities, city halls and educational facilities. The power generated by the projects within R-REP is the equivalent of the annual electrical use of 6,300 California homes.

"This is a significant new step in a project that will create hundreds of local jobs and save taxpayers over a hundred million dollars in energy costs over the lifetime of these renewable energy projects," Keith Carson, President of the Alameda County Board of Supervisors, said following today's vote in favor of a \$4.3 million expansion of the already-impressive renewable energy systems at Santa Rita Jail in Dublin.

In addition to the contract awarded today, the County also received authorization to negotiate Development Agreements with SunEdison at two other County-owned sites and is in negotiations to develop renewable energy projects at 15 other County-owned sites included in the solicitation. Additional projects could include solar power systems at three County fire stations, the Eden Township substation operated by the Alameda County Sheriff's Office in San Leandro, and the County's Emergency Operations Center in Dublin. It is hoped that many of these projects will be up and running by next summer.

SunEdison was among a dozen companies to bid on R-REP projects and was selected following a bidding process that lasted more than four months. The selection process evaluated firms on factors including their experience in working with public agencies on renewable power projects, design and installation costs, and the net long-term cost savings the projects would bring to taxpayers. Optony, Inc. and Newcomb Anderson



McCormick are assisting the County with technical consulting, and KNN Public Finance of Oakland, a division of Zions First National Bank, is a financial advisor on the project.

When completed, the entire project will significantly increase the number of Bay Area local government agencies generating green power and saving taxpayer dollars. R-REP's size was attractive to the industry and led to competitive bid pricing with deep savings. Comparing prices as bid by recommended vendors, R-REP projects, on average, achieved price reductions between 17% and 45% below market comparables. Final pricing will be determined based upon negotiated agreements with each Participating Agency.

"This collaboration will not only provide substantial savings and environmental benefits to our region, but serves as a model for other regions looking to install renewable energy in a collaborative, cost effective and leveraged way," said Rachel Massaro, vice president of Joint Venture Silicon Valley.

The projects under R-REP also require 40% local hiring for all of the projects undertaken. An independent economic analysis of the R-REP initiative concluded that the projects included in the solicitation that received bids would generate 479 jobs in the region. Bidders were required to demonstrate partnerships with existing workforce organizations.

"We are pleased to partner with Alameda County as the lead agency and the other four counties in this valuable renewable energy project, which creates local jobs and expands the use of clean, inexpensive solar energy across the region," said Kristin Connelly, executive director of the Contra Costa Economic Partnership.

The total installed value of the County's own sites within the R-REP initiative is estimated at \$26.8 million. Alameda County moved forward with its projects after studies showed the cost of the PV systems will be less than the anticipated costs of electricity that would be consumed at each facility. The studies estimate that the projects in Alameda County alone would bring a net savings of \$53.1 million to taxpayers if the solar systems are purchased directly and operated by the County. However, it is likely the County will finance most of the projects through third party Power Purchase Agreements, under which the projects would save taxpayers an estimated \$27.9 million over the 25-year life of the projects.

The projects will enhance Alameda County's leadership in the realm of deploying renewable energy systems at government facilities. Currently, there are approximately 4 megawatts of photovoltaic panels deployed at County-owned facilities. If all projects included in the solicitation are developed, the County will more than triple its total renewable energy capacity for a total of over 14 megawatts of power.

The first rooftop solar system at Santa Rita Jail in Dublin was the largest in the nation when it was built in 2002. Santa Rita Jail since became the first such facility in the nation to deploy its own "Smart Grid" which integrates several alternative energy systems at the jail.

"More than a decade ago Alameda County committed itself to the use of renewable energy to lessen the environmental impact of our operations and save the taxpayers significant sums of money," said Susan S. Muranishi, Alameda County Administrator. "We are proud of our leadership role and the innovative initiatives that the County has launched. R-REP builds on our collaborative partnership model and it is quite gratifying to be working with a multitude of other local government agencies who are now joining us in embracing alternative energy as a smart way to do business."