



**Marin Energy Authority
Technical Committee
Monday, March 11, 2013
9A.M.**

Dawn Weisz
Executive Officer

Damon Connolly
Chair
City of San Rafael

Kathrin Sears
Vice Chair
County of Marin

Bob McCaskill
City of Belvedere

Alexandra Cock
Town of Corte Madera

Larry Bragman
Town of Fairfax

Len Rifkind
City of Larkspur

Ken Wachtel
City of Mill Valley

Denise Athas
City of Novato

Tom Butt
City of Richmond

Carla Small
Town of Ross

Ford Greene
Town of San Anselmo

Ray Withy
City of Sausalito

Emmett O'Donnell
Town of Tiburon

781 Lincoln Avenue
Suite 320
San Rafael, CA 94901

1 (888) 632-3674
mceCleanEnergy.com

**San Rafael Corporate Center
Boro Room
750 Lindero Street, San Rafael, CA 94901**

Agenda – Page 1 of 1

- 1. Board Announcements (Discussion)**
- 2. Public Open Time (Discussion)**
- 3. Report from Executive Officer (Discussion)**
- 4. SEED Program Overview (Discussion)**
- 5. MCE Qualifying Process on Local Projects (Discussion)**
- 6. Board Member & Staff Matters (Discussion)**
- 7. Adjourn**



Agenda material can be inspected in the Marin County Sheriff's lobby, located at 3501 Civic Center Drive, San Rafael, CA 94903. The meeting facilities are in accessible locations. If you are a person with a disability and require this document in an alternate format (example: Braille, Large Print, Audiotape, CD-ROM), you may request it by using the contact information below. If you require accommodation (example: ASL Interpreter, reader, note taker) to participate in any MEA program, service or activity, you may request an accommodation by calling (415) 464-6032 (voice) or 711 for the California Relay Service or by e-mail at djackson@mceCleanEnergy.com not less than **four work days** in advance of the event.



SEED Fund

Sustainable Energy & Economic Development Fund

March 2013



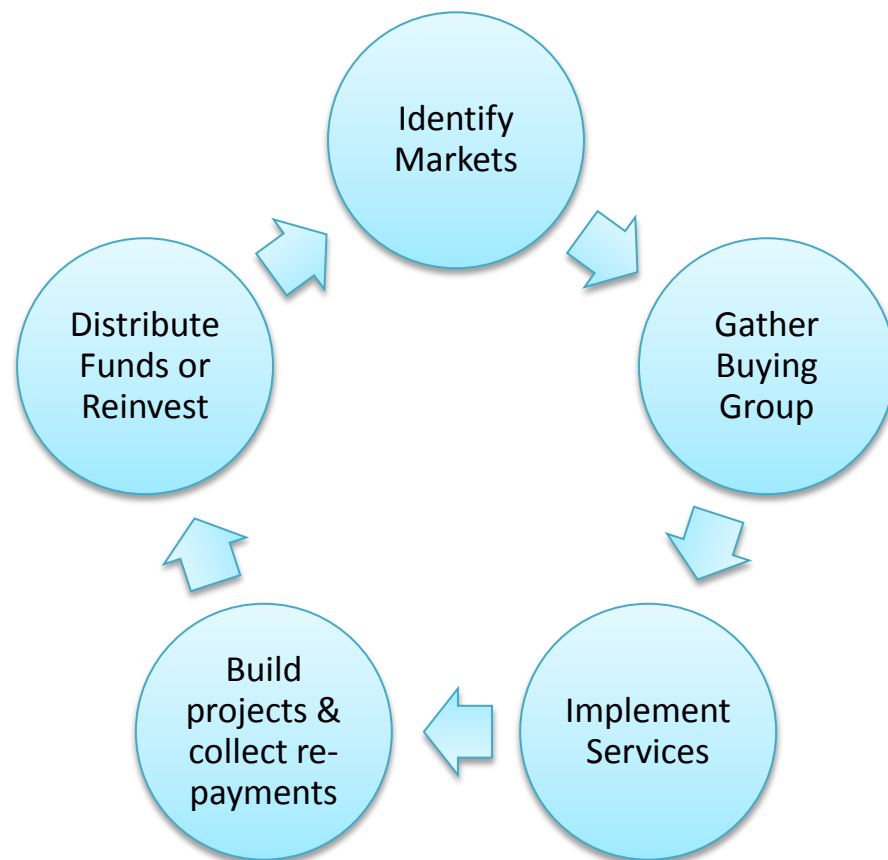
SEED FUND





What is SEED Fund

- Model
 - A revolving fund to defer upfront costs for public sector solar PV or energy efficiency project analysis and procurement
 - Built on a proven collaborative approach
- Municipal Benefits
 - Realize 10-12% in total project cost savings
 - Reduce transaction costs by 50-70%



Who is SEED Fund



- SEED Fund NP LLC
 - Wholly owned subsidiary of Strategic Energy Innovations, a California 501c3
 - Founded in 1997, Strategic Energy Innovations (SEI) is a non-profit that develops and delivers solutions customized to help communities accomplish their sustainability goals.
 - Optony Inc.: SEED Fund Technical Service Provider
 - Optony Inc is a global research and consulting services firm focused on enabling government and commercial organizations to bridge the gap between solar energy goals and real-world results.
 - Established with California Solar Initiative Research Design and Development Business Innovation grant of \$300,000
 - Grant is supported by PG&E and California Public Utilities Commission, and is implemented by Itron



Background

Silicon Valley Regional Project



- Included 43 sites
 - Collaboration across 9 jurisdictions
 - 14.4MW of combined solar PV
- Multiple Site Types:
 - Carports
 - Rooftops
 - Ground mounted
- Largest multi-agency effort to date
 - County of Santa Clara
 - 6 Cities
 - 2 Special Districts
- LESSONS:
 - Aggregated purchase discounts 12%+
 - Reduced admin and transactions costs 50%+
 - Better negotiated contract terms & conditions



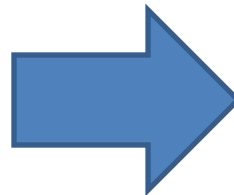
Background:

Major Solar Industry Changes



Recent Changes

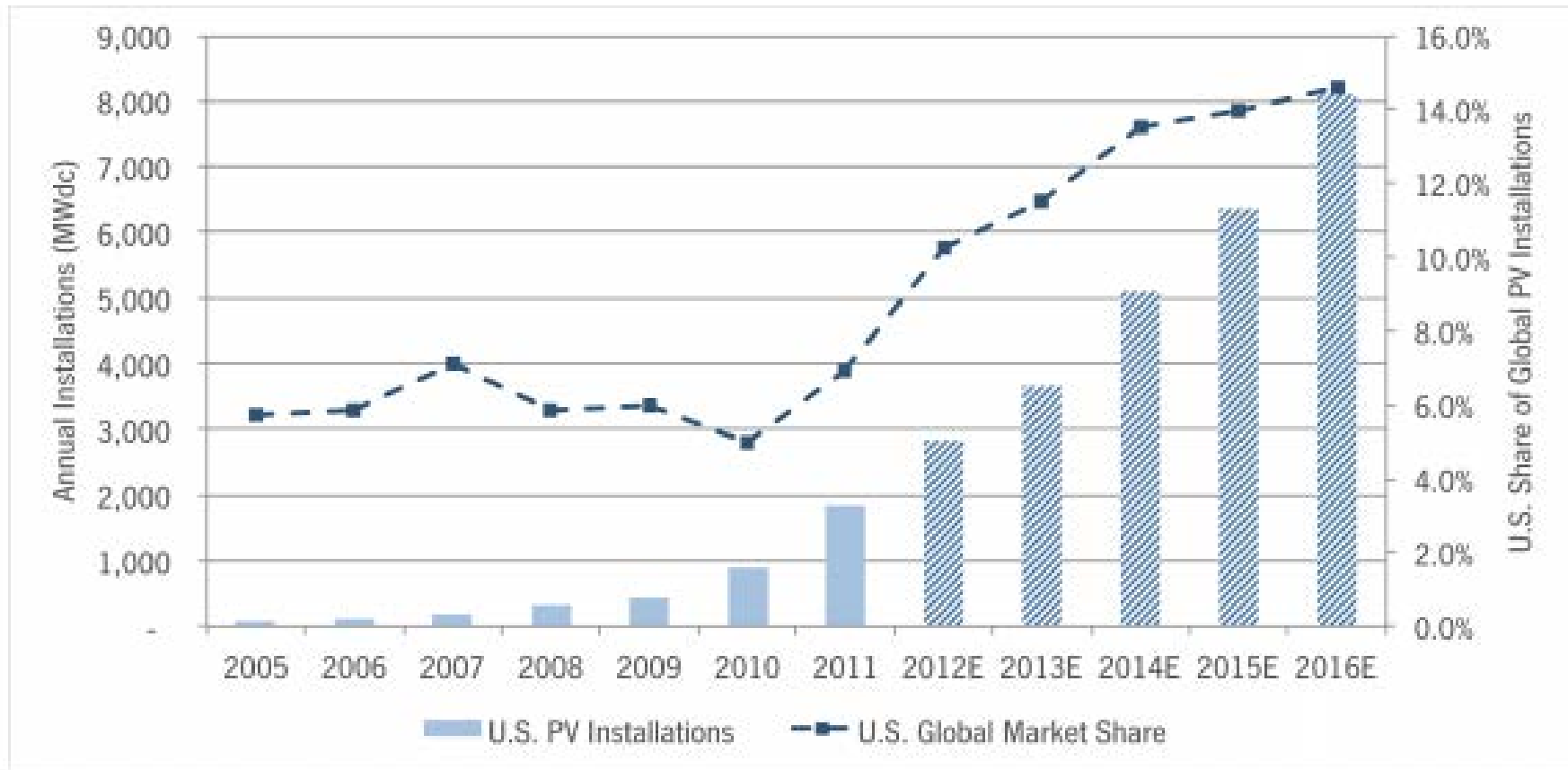
- Dramatic Drop In Panel Prices
- Consolidation In The Industry
- New Financial Players In The Market
- Maturing Industry
- US Markets Are The New Focus
- Excess PV Capacity Coming Online
- Grid Parity Accelerating (without incentives)



Major Impact On:

- Better Project Economics
- Few, Stronger Players
- Lower Cost Of Capital
- Better Results For Clients
- PV Mfrs Must Lower Cost
- Must Seek Long-Term Stability
- Mass Adoption Of Solar

Background: Solar Project Trends

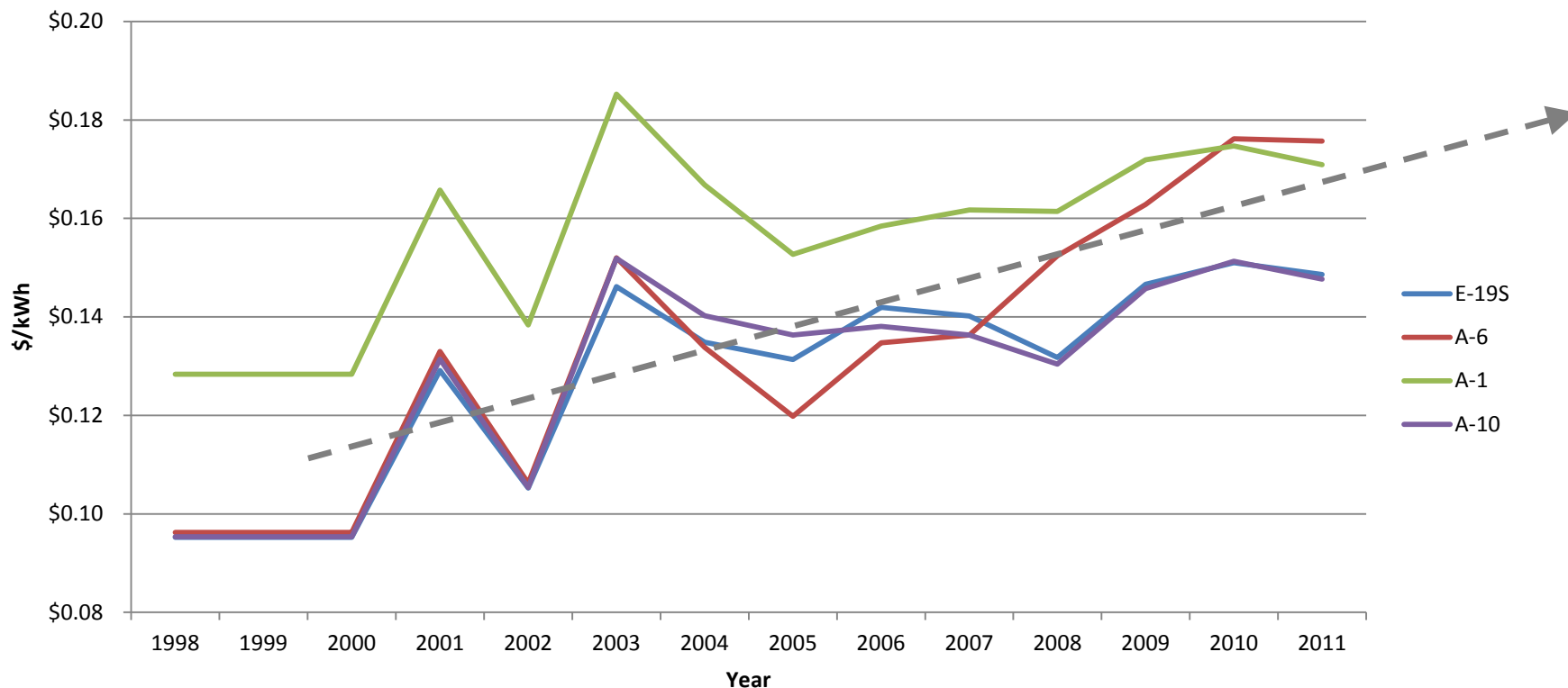


Background:

Electricity Pricing Trends



Average PG&E prices per kWh for
Commercial Facilities





Goals of SEED Fund

- Bring at least 5 MW of new public renewable energy on line
- Realize 10-12% in total project cost savings
- Reduce transaction costs and administrative effort by 50-70%
- Deliver collaboration & technical support for 1.5-2% of total contracted solar project costs
- Create an economically sustainable revolving fund



Timeline For North Bay Project

Start Outreach (Q2 2012)

- Engage public agencies
- High level review of sites

Sign MOUs (Q1 2013)

- Conduct feasibility studies
- Develop RFP
- Issue RFP
- Evaluation of responses

Implement Solar (Q1 2014)

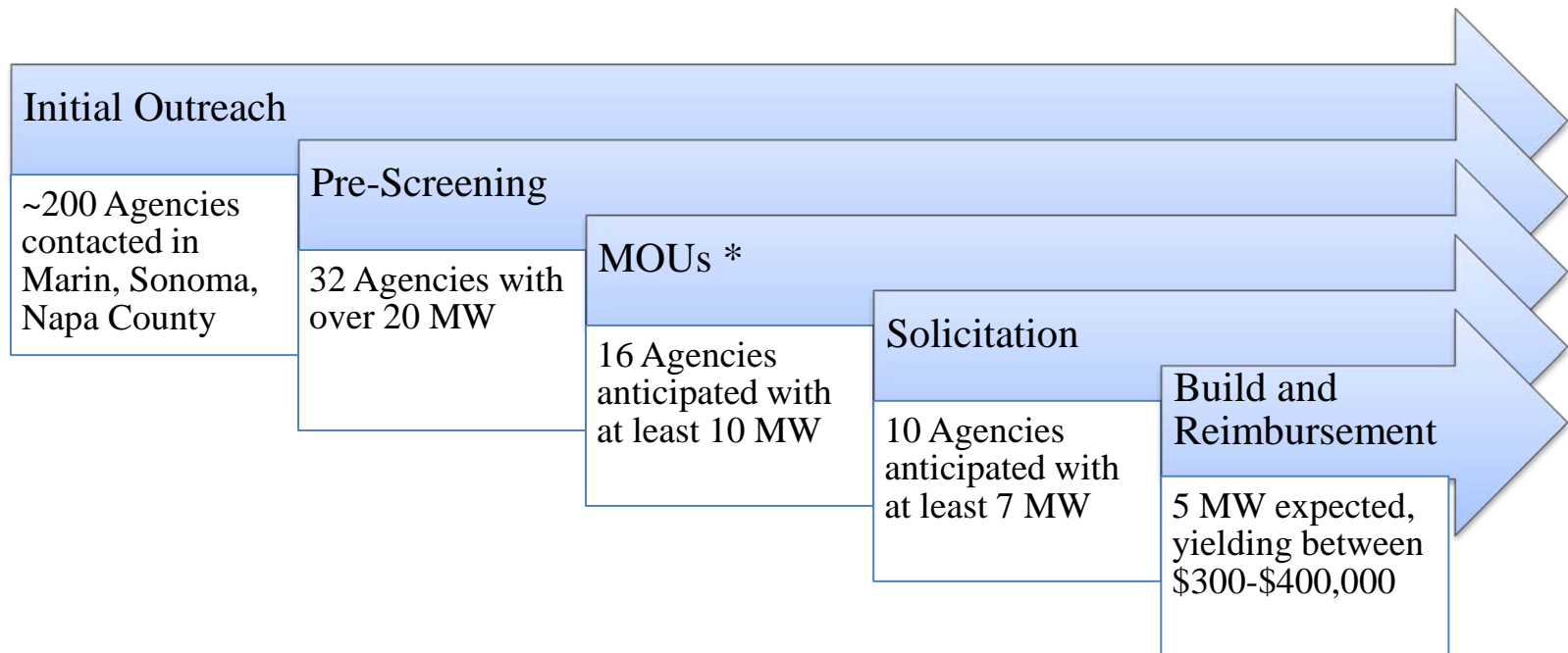
- Council / Board approval
- Build projects
- Reimburse SEED Fund

Launch Round 2 (Q2 2014)





Current Program Pipeline



*Where we are currently





Status of Current Participants

MOU in progress or received	Total "A" PV (kW)
City of Mill Valley	361
Marinwood Community Services District	84
Napa County Office of Education	478
San Rafael	1055
Sonoma County General Services	45
Sonoma County Retirement Employee Association	71
Sonoma County Water Agency	1290
South Marin Fire Protection District	49
St. Helena	927
Yountville	202
Currently Under consideration	Total "A" PV (kW)
City of Cloverdale	1043
City of Novato	49
Marin County Office of Education	230
Sausalito	201
Sonoma County Library	882
Tamalpais Union High School District	2445
Town of Windsor	146
Wilmar Union School District	39
Total	9597

“What you are proposing is very creative and seems like a great opportunity for Mill Valley to be involved in. I like the fact that there are stopping points along the way, where we are actually making a specific decision on a specific project. What I like is this is getting us in the pipeline and getting us in that collaborative spirit without necessarily over committing...To me this feels like a no-brainer and it fits right within our city goals and values.”

*Shawn Marshall, Vice Mayor
City of Mill Valley*





Coordinating Agency

- City of San Rafael Role:
 - Serve as primary governmental point-of-contact for participants
 - Perform legal review of bid documents
 - Issue bid documents
 - Serve as primary governmental point-of-contact for potential bidders
 - Lead evaluation of proposals
 - Make bid award or notification of short-list
 - Lead contract negotiations
- All of the above responsibilities to be performed with significant SEED Fund support and guidance

MEA Role



- Support City of San Rafael (Coordinating Agency):
 - Legal and business review of procurement documents
 - Assistance with responses to Requests for Information from potential bidders
 - Evaluation of vendors and proposals
 - Reporting/compliance consultation and other professional services as needed
- Spread public knowledge of SEED Fund program
 - Maximize co-branding opportunities with collaborating agencies and participating municipalities

** MEA to provide initial pro bono support in a variety of consultancy roles; MEA will then remain in a support role to the City of San Rafael and bill hourly based on services rendered.*



Questions & Discussion

Thank you!



renewable. reliable. affordable.

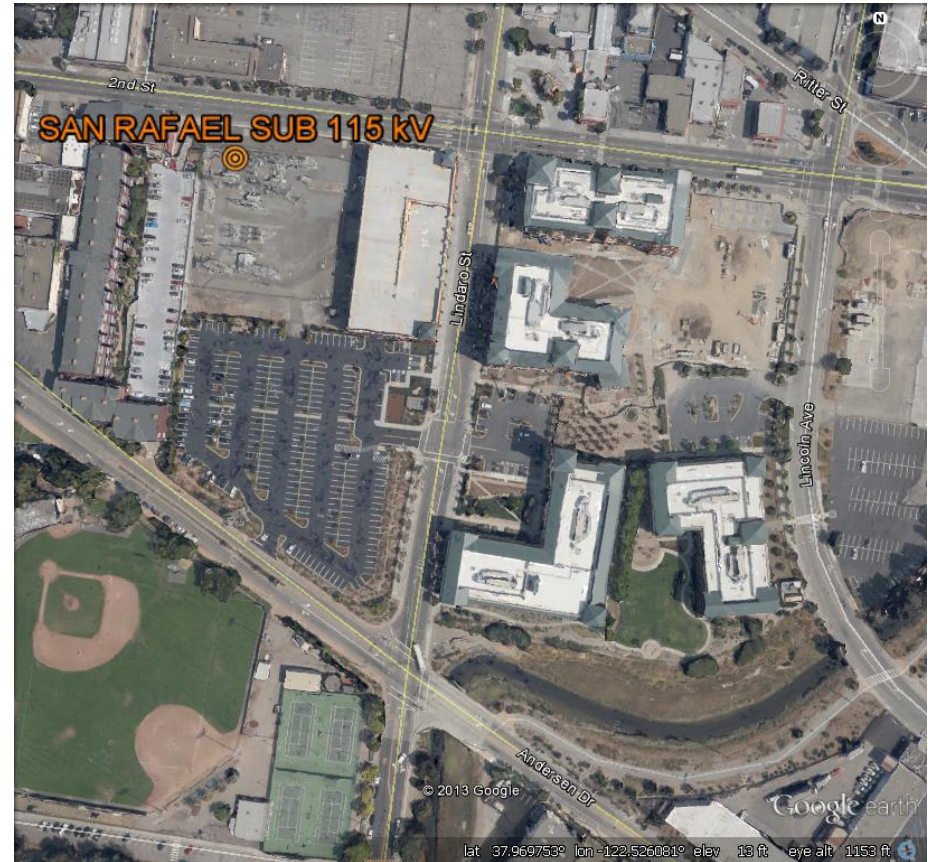
Exploring Potential for MEA Developed and Owned Local Project



- An MEA developed and owned project has always been a part of MEA's long term goals and objectives
- MEA has grown and matured to a point where an Agency developed and owned site can be considered
- Credit-rating and Bond issuance process would add to finance opportunities
- MEA jurisdiction has a wide variety of potential site locations to consider
- MEA-owned, local distributed resources provide advantages to MEA rate payers, including:
 - ❖ MEA-owned assets lock in cost certainty
 - ❖ All installed distributed resources reduce MEA resource adequacy capacity requirements 1:1
 - ❖ Sizing of 1MW or less minimizes scheduling and CAISO charges

Step 1: Pre- screening

- Load data to evaluate annual kWh consumption.
- Available roof / parking area.
- Proximity to substation or existing generation.



Step 2: Permitting Process

Zoning & Use Permit

- Sizing PV to offset less than onsite kWh consumption should avoid triggering a Conditional Use Permit which is often required when exporting (selling) energy offsite.
- Zoning and Land Use considerations
- Disturbed sites / ancillary uses

Interconnection

- (Fast Track process) less than 1 MW avoids study fees, network upgrades, reduces development timeline, eliminates scheduling and CAISO fees.

Questions? Comments?

