Renewable Energy Aggregated Procurement (REAP) Program Overview
SPURR: School Project for Utility Rate Reduction

- Joint Powers Authority (JPA) formed in 1989 by California public school districts with over 250 members.


- Governed by Board of K-12, COE, and CCD administrators.
Why Reinvent the “Solar RFP Wheel”?

- REAP leverages SPURR’s statewide purchasing power/expertise.
- Through REAP, districts have access to competitively procured solar project pricing/terms without conducting their own RFP.
- Due to aggregation, REAP means GREAT pricing and terms.
- REAP streamlines procurement process and reduces project cost.
REAP Program Master RFP

- Solicited pricing and terms for 28 different solar project types with very specific includes, excludes, and assumptions.

- Vendor responses required to include:
  - Company background and experience.
  - System designs, component specs, O/M packages.
  - Contract documents.
  - Firm pricing for cash purchase and PPA scenarios.

- Goal: “The solar RFP to end all solar RFPs”
SunEdison Selected as REAP Vendor

- Extremely competitive pricing (PPA and cash purchase)
- Strong K-12 and College experience with personnel statewide.
- Financial strength and strong track record globally.
- Experience with aggregated procurement for public agencies.

SunEdison and SPURR signed REAP Master Confirmation ("RMC")
Summary: REAP RMC Pricing & Terms

- Cash pricing averages $2.62 per Watt-DC, installed.
- PPA pricing starts at $0.105 per kWh, on 20 yr. term, with zero annual escalation.
- District minimum project portfolio size ~750 kW-DC.
- Pricing includes:
  - “Turnkey” project development: engineering, design, permitting, materials, construction, O/M, monitoring, etc.
  - Prevailing wage
  - Utility interconnection
  - Annual production guarantee (0.5% annual degradation)
  - RECs retained by the District

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How Does REAP Work?

- SunEdison will provide interested districts with a solar savings analysis, feasibility study, and project pricing.
  - NO COST TO THE DISTRICT

- Participants can adopt REAP process and avoid their own solar RFP; NO COST to districts to participate.

Case Study: Central Unified School District (Fresno, CA)

- District completed their own solar RFP in Fall of 2014.
- REAP Program RFP was completed in Fall of 2014.
- REAP pricing was FAR superior to all other vendor offers.

“Why would anyone do their own solar RFP when they can use REAP?” -Kelly Porterfield, CBO
For More Information

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