

Q&As from the Green Power Partnership’s Webinar on Improving Solar PV Results through Collaborative Procurement

[A recording and presentations from the webinar are available at:
http://www.epa.gov/greenpower/events/4aug10_webinar.htm]

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Questions Addressed to Joint Venture

- **Will these projects compete in a common pool of incentives, thereby “eating up” available funds for other projects (i.e. residential and small commercial projects) or be given special “out of program” carve outs offered by the benefiting AHJ, utility partners and government agencies?**

Answer: In regards to the California Solar Initiative (CSI) program rebates, there are no “out of program” incentives for the projects participating in the collaborative.

- **Will it be 1 PPA vendor for all the sites?**

Answer: One vendor will be selected for each of the four bid bundles, so a total of one to four vendors will be selected.

Questions Addressed to Optony

- **Please explain the cost reductions related to leveraging the procurement (i.e., the 5-20% reduction). Is this as a comparison to current grid prices or is this a comparison to a single solar project.**

Answer: The estimates of savings due to bulk purchasing were in comparison to single projects, and were based on the results from a Request for Information in November 2009 (summary text and charts available at www.jointventure.org/renewableenergyprocurement).

- **If agreement is assignable, couldn't you make it more flexible for shorter term commercial customers?**

Answer: The length of the PPA agreement is generally driven by the tax equity investors and the need to capture sufficient financial returns over the contract term. Commercial customers can potentially utilize the Investment Tax Credit (ITC) and accelerated depreciation benefits directly and may be better off with a lease-type structure, rather than a PPA.

- **In terms of kWh how much is a minimum for bundling?**

Answer: The minimum range that interested vendors was 800kW to 1,000kW but with average site size greater than 60kW.

- **Can the group provide the \$/MWh value which was solicited via the RFP and the final values accepted?**

Answer: This information is not yet available, as we are currently evaluating proposals and final vendor selection has not yet occurred.

Question Addressed to County of Santa Clara, CA

- **How were the projects funded? How could an agency or municipality justify the costs? Where did they draw financing from?**

Answer: Projects are not funded by capital outlay. The only investment from the agency is for staff time and professional support services. The financing is provided by the Vendors as a turn-key project. The Vendor/Partnership will be financing, building, and maintaining for 20 years with option for the agency to buy at certain intervals of the term such as 5, 10, 15, and 20-year. The Vendor will also remove at the end of the 20 year term if the agency does not buy the system.