



A Natural Attraction

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# City of Quinte West Alternative Energy Project

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# Presentation Outline

- How did we get here
- FIT program
- Program outlines
- 1<sup>st</sup> RFP and results
- 2<sup>nd</sup> RFP and results
- Next steps
- Cautions

# How did we get here

- Council adopted Strategic Plan in August 2010
  - Goal # 6 of Strategic Direction # 2
    - “Assess Green Energy Opportunities”
- Council adopted Community Capital Investment Plan in January 2011
  - \$ 4 million approved for Alternative Energy

# FIT – Feed in Tariff Program

- 1st program of its kind in North America
- Guaranteed pricing for renewable energy
- Stable pricing under long term contracts
- Became law May 14, 2009
- Responsibility of the Ontario Power Authority

# First RFP

- Council was on the “band wagon”
- Little up front work was done
- Had 7 buildings in RFP
- Had three options
  - Lease roof top space
  - Co-Ownership
  - Purchase

# First RFP - outcomes

- Received many questions
- Only received 3 responses
  - 2 lease of rooftop space
    - Approx \$33 K per year in revenue
  - 1 gave us guidelines – non compliant
- Didn't get the results we were looking for

# Back to the Drawing Board

- Hired engineering firm to review drawings of buildings for weight loads
  - Gave us an idea of # of panels for each roof
- Took the info and prepared information to council
  - Used the RET screen program

# Back to the Drawing Board

- Had council agree to Purchase option
- Limited # of buildings to 3
- Prepared Second RFP

# Second RFP

- Much better response
  - Received 7 responses
- Had better information available to potential bidders
  - Limited RFP to 3 buildings

## Second RFP results

- 3 Buildings costs about \$1.6 million
- Generate approx. \$196K per year in revenue
- Carrying costs over 15 years of \$151K
  - Net income of \$45K per year
  - \$1.6 million profit over 20 year contract

## Second RFP results

- Ran proposals back through the RET program to verify amounts
- Council awarded to company who has completed a number of these projects

# Scoring matrix

## City of Quinte West - Evaluation Matrix FAC 11-01 Rooftop Solar Panel FIT Project

### Evaluation

CRITERIA	Wtg	Proposal 1		Proposal 2		Proposal 3		Proposal 4		Proposal 5		Proposal 6		Proposal 7		Notes/Comments
	%	Points	Weighted Points	Points	Weighted Points	Points	Weighted Points	Points	Weighted Points	Points	Weighted Points	Points	Weighted Points	Points	Weighted Points	
Score each criteria from 0 to 10 under the Points Column																
Qualifications and Experience		0 to 10		0 to 10		0 to 10		0 to 10		0 to 10		0 to 10		0 to 10		
Demonstrated Experience of Firm	20		0.0		0.0		0.0		0.0		0.0		0.0		0.0	
Submission			0.0		0.0		0.0		0.0		0.0		0.0		0.0	
Responsiveness/Completeness of submission	5		0.0		0.0		0.0		0.0		0.0		0.0		0.0	
Demonstrated willingness to comply with Terms of RFP			0.0		0.0		0.0		0.0		0.0		0.0		0.0	
Project Deliverables																
Demonstrated Understanding of Req'ments	5		0.0		0.0		0.0		0.0		0.0		0.0		0.0	
Quality and Completeness of Approach/Methodology	10		0.0		0.0		0.0		0.0		0.0		0.0		0.0	
Cost vs Rate of Return and Highlight the simple payback.	10															
Quality of Product and Warranty	20		0.0		0.0		0.0		0.0		0.0		0.0		0.0	
Weighted Qualification Points	70		0.0		0.0		0.0		0.0		0.0		0.0		0.0	
Pricing																
Weighted Pricing	30		0.0		0.0		0.0		0.0		0.0		0.0		0.0	
GRAND TOTAL WEIGHTED SCORE	100.0		0.0		0.0		0.0		0.0		0.0		0.0		0.0	

#### Marking of Qualitative and Price Criteria

##### Qualitative

Points are awarded on the following basis:

- 0 to 2: Does not meet the requirements
- 3 to 5: Marginally meets the requirements (some reservation)
- 6 to 8: Meets the requirements/expectations
- 9 to 10: Exceeds requirements/expectations

##### Price

Points for Fees are awarded based on the lowest cost proposal receiving a

30.0 and each successive proposal receiving a prorated score calculated as follows: Lowest Amount divided by the Proponents Amount multiplied by 30

#### Please indicate

Name of individual evaluating \_\_\_\_\_

Team consensus evaluation. List all team members \_\_\_\_\_

Name \_\_\_\_\_ Signature \_\_\_\_\_

Name \_\_\_\_\_ Signature \_\_\_\_\_

Name \_\_\_\_\_ Signature \_\_\_\_\_

Name \_\_\_\_\_ Signature \_\_\_\_\_

Date \_\_\_\_\_

# Next Steps

- Successful Company submitting application on City's behalf
- Once approved installation will commence
- Should be up and running in early 2012

# Comment / Cautions

- Need to narrow down options before going to RFP
- Need to have an engineer review building before including it
- Determine if grid in your area will accommodate the additional power
  - Go to Hydro One website

# Comment / Cautions

- [www.hydroone.com](http://www.hydroone.com)
- Look on Popular Links Section
- Click on Feed-in Tariff Program
- Follow Links to Transmission Stations in your area.
  - Note if you do not have the transmission station name in your area contact Hydro One and they will give you this information.

# Comment / Cautions

- Maintenance Costs
  - These can be expensive, however some companies will train your own staff
- Spend time reviewing costs and revenue projections
- Do background and experience checks on companies

## Comment / Cautions

- Do not move forward with installation of solar panels until you have received signed contracts from Hydro One and Ontario Power Authority

# Questions

