

Agreement with SunPower to Design & Install Solar Photovoltaic Systems at Multiple Sites

(Agreement for Design and Construction)



**OAKLAND UNIFIED
SCHOOL DISTRICT**

Community Schools, Thriving Students

September 12, 2012



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Project Specifics

- ❑ RFP posted on District website and sent to solar contractors.
- ❑ District staff moved forward negotiating with SunPower based on its proposal.
 - Up to 6,836,797 kWh of energy annually over 17 sites.
 - 17 Rooftop Systems, 2 Carport Systems.
- ❑ Project may include up to \$4.4 million of California Solar Initiative (CSI) rebates (more on that in a minute).
 - **Important: The District's CSI rebate reservations require the District to execute a contract with scope, price, system size, and material terms on or before September 23, 2012.**
 - ❑ That is the reason the Contract includes the maximum system sizes (and corresponding costs).



Project Specifics, cont'd.

- ❑ The Contract includes the maximum system sizes (and corresponding costs).
 - **Important: The District has complete control over which sites to ultimately move forward with and how large a system to include.**
 - ❑ This will be controlled by Notices to Proceed and Project Addenda (NTP).
 - ❑ The next item on the agenda is the first NTP, directing SunPower to move forward on the Design Development for all 17 sites (\$248,429.)
- ❑ The District's funding is as follows:
 - \$2.1 million of current funds from County School Facilities Fund.
 - Funds from Measure J, when it passes.
 - ❑ Not yet determined, but could be more than \$20 million.

Oakland USD Solar PV:

Estimated 1-Year Utility Bill Reductions and 5-Year CSI Incentives for Primary and Expanded Proposals

| School | Primary Proposal General Fund Benefits (excluding O&M/Guarantee Costs) | | | | | | Expanded Proposal General Fund Benefits (excluding O&M/Guarantee Costs) | | | | | |
|----------------------------------|---|--------------------|-----------------------------|--|--------------------------|---------------------------------------|--|--------------------|-----------------------------|--|--------------------------|---------------------------------------|
| | Benefit/Cost Ratio Ranking | Benefit/Cost Ratio | 1-Yr Utility Bill Reduction | 1-Yr Utility Bill Reduction (cumulative) | Total 5-Yr CSI Incentive | Total 5-Yr CSI Incentive (cumulative) | Benefit/Cost Ratio Ranking | Benefit/Cost Ratio | 1-Yr Utility Bill Reduction | 1-Yr Utility Bill Reduction (cumulative) | Total 5-Yr CSI Incentive | Total 5-Yr CSI Incentive (cumulative) |
| McClymonds HS | 1 | 2.14 | \$ 89,122 | \$ 89,122 | \$ 295,349 | \$ 295,349 | 1 | 2.14 | \$ 89,122 | \$ 89,122 | \$ 295,349 | \$ 295,349 |
| Oakland Tech HS | 2 | 2.02 | \$ 139,431 | \$ 228,552 | \$ 470,232 | \$ 765,582 | 2 | 1.93 | \$ 203,811 | \$ 292,932 | \$ 638,539 | \$ 933,888 |
| Lowell MS | 3 | 1.91 | \$ 52,457 | \$ 281,009 | \$ 173,651 | \$ 939,232 | 3 | 1.91 | \$ 52,457 | \$ 345,390 | \$ 173,651 | \$ 1,107,539 |
| Roosevelt MS | 4 | 1.81 | \$ 48,453 | \$ 329,462 | \$ 138,715 | \$1,077,947 | 4 | 1.81 | \$ 68,992 | \$ 414,381 | \$ 197,514 | \$ 1,305,053 |
| Bret Harte MS | 5 | 1.68 | \$ 51,260 | \$ 380,722 | \$ 208,522 | \$1,286,469 | 6 | 1.68 | \$ 51,260 | \$ 465,641 | \$ 208,522 | \$ 1,513,575 |
| Castlemont HS | 6 | 1.61 | \$ 103,564 | \$ 484,286 | \$ 454,996 | \$1,741,466 | 7 | 1.61 | \$ 103,564 | \$ 569,205 | \$ 454,996 | \$ 1,968,571 |
| Westlake MS | 7 | 1.60 | \$ 52,245 | \$ 536,531 | \$ 196,900 | \$1,938,365 | 8 | 1.60 | \$ 52,245 | \$ 621,450 | \$ 196,900 | \$ 2,165,471 |
| Havenscourt MS | 8 | 1.59 | \$ 37,962 | \$ 574,493 | \$ 136,441 | \$2,074,806 | 9 | 1.59 | \$ 37,962 | \$ 659,412 | \$ 136,441 | \$ 2,301,912 |
| Oakland HS | 9 | 1.56 | \$ 88,539 | \$ 663,032 | \$ 443,070 | \$2,517,876 | 5 | 1.77 | \$ 177,507 | \$ 836,919 | \$ 643,245 | \$ 2,945,158 |
| Montera MS | 10 | 1.53 | \$ 43,622 | \$ 706,655 | \$ 175,667 | \$2,693,543 | 10 | 1.53 | \$ 43,622 | \$ 880,542 | \$ 175,667 | \$ 3,120,824 |
| Skyline HS | 11 | 1.42 | \$ 122,090 | \$ 828,745 | \$ 447,714 | \$3,141,256 | 12 | 1.42 | \$ 122,090 | \$ 1,002,632 | \$ 447,714 | \$ 3,568,538 |
| Edna Brewer MS | 12 | 1.40 | \$ 31,404 | \$ 860,149 | \$ 104,255 | \$3,245,512 | 11 | 1.43 | \$ 49,336 | \$ 1,051,968 | \$ 159,654 | \$ 3,728,192 |
| Sankofa Academy at Washington ES | 13 | 1.29 | \$ 19,959 | \$ 880,108 | \$ 57,497 | \$3,303,009 | 13 | 1.29 | \$ 19,959 | \$ 1,071,927 | \$ 57,497 | \$ 3,785,689 |
| Woodland ES | 14 | 1.29 | \$ 45,504 | \$ 925,612 | \$ 176,470 | \$3,479,479 | 14 | 1.29 | \$ 45,504 | \$ 1,117,431 | \$ 176,470 | \$ 3,962,159 |
| King Estates MS | 15 | 1.19 | \$ 21,986 | \$ 947,598 | \$ 93,226 | \$3,572,704 | 15 | 1.19 | \$ 21,986 | \$ 1,139,416 | \$ 93,226 | \$ 4,055,384 |
| Oakland Intern'l HS at Carter MS | 16 | 1.08 | \$ 25,639 | \$ 973,236 | \$ 121,029 | \$3,693,733 | 16 | 1.13 | \$ 53,786 | \$ 1,193,202 | \$ 241,782 | \$ 4,297,167 |
| Claremont MS | 17 | 0.69 | \$ 12,316 | \$ 985,553 | \$ 61,369 | \$3,755,103 | 17 | 0.88 | \$ 36,983 | \$ 1,230,185 | \$ 137,756 | \$ 4,434,922 |
| Totals | | 1.58 | \$ 985,553 | \$ 985,553 | \$ 3,755,103 | \$ 3,755,103 | | 1.59 | \$ 1,230,185 | \$ 1,230,185 | \$ 4,434,922 | \$ 4,434,922 |

Green = Sites with Expanded Proposals.

The "cumulative" columns show the savings for the given site plus the savings of all the higher-ranked sites.



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Project Costs

| SCOPE OF WORK | COST |
|---|---------------------|
| Capital Charges | |
| Solar PV Work at All School Sites | \$28,723,139 |
| Allowance – Roofing upgrades/replacements at School Sites identified in Schedule of Values | \$6,357,831 |
| Allowance – Electrical equipment upgrades at School Sites identified in Schedule of Values | \$590,000 |
| Capital Charges Subtotal | \$35,670,970 |
| Service Charges (paid quarterly) | |
| Twenty-five Year Operations and Maintenance – Per Separate Agreement | \$4,133,004 |
| Twenty-five Year Output Guarantee – Per Separate Agreement | \$980,430 |
| Service Charges Subtotal | \$5,113,434 |
| TOTAL FOR CAPITAL AND SERVICE CHARGES | \$40,784,404 |



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Local Participation

- ❑ SunPower has agreed to 50% local business participation, divided up as follows:
 - Maximum of Ten Percent (10%) performed by Local Business(es).
 - Minimum of Forty Percent (40%) performed by Small Local Business(es).
 - ❑ Of this percentage, a minimum of Ten Percent (10%) performed by Small Local Resident Business(es).
- ❑ The District's list of Local, Small Local, and Small Local Resident Business Enterprises is attached to the Agreement.