



# Municipal Solar Buyers Group

Dan Chorost  
Sive, Paget & Riesel

January 18, 2017

[www.sustainablewestchester.org](http://www.sustainablewestchester.org)



# Purpose

- Use economies of scale to help Members install solar PV systems on as many municipal sites as possible
  - Reduce burdens relating to consultants, RFP, legal
  - Reduce costs of installation and therefore cost of energy
- SW's MSBG team has already done the legal and financial prep work necessary to make it easy to install solar systems



# What Has Been Done

- SW has retained financial and legal consultants
- SW has solicited bids from solar installers via an RFP
- From field of 11 responders, SW selected NextEra, a national leader in solar with a strong Westchester presence
- SW negotiated a solar installation deal with NextEra that is available to all interested Members
- The model documents require only minor, site-specific modifications, which SW's MSBG team can assist with



# What Is Offered

- Member & NextEra enter power purchase agreement (PPA)
- NextEra, at no cost to the Member, will design, install and operate PV system(s) on municipal site(s)
- Member will buy all power actually produced for 25 years
- Price determined per site-specific conditions but will be designed to be lower than Member's utility rate



# Benefits of MSBG to Members

- *Price stability*: PPA locks in price and escalator, protecting Member from future utility hikes or other fluctuations
- *Savings*: PPA will provide electricity at a highly competitive rate as compared to the local utility; hope for savings
- *Sustainability*: Participation in MSBG is visible statement of Member's commitment to sustainability



# Next Steps

- Talk early and often with SW's MSBG team (next page)
- Compile and submit the required data to NextEra
- NextEra will visit potential sites and evaluate their suitability
- In 2-3 weeks, NextEra will present to Member a complete proposal, including proposed pricing, for your consideration
- Meanwhile, attorney should review Model PPA and call me
- Goal: PPAs signed by March; PV systems running in 2017



# Contact Information

Lead Contact for Each Listed Municipality			Lead Contact for All Legal Issues
Joe Amaro joe.amaro@pnc.com (925) 937-5302 wk (925) 351-8828 cell	Ted Jenkins ted.jenkins@pnc.com (978) 269-5751 wk (617) 947-3876 cell	Alex Baldassano alex@gprenew.com (212) 255-8050 wk (203) 391-4990 cell	Dan Chorost dchorost@sprlaw.com (646) 378-7207 wk (917) 692-9607 cell
Ardsley	Cortlandt	Briarcliff	
Bedford	Croton	Bronxville	
Eastchester	Dobbs Ferry	Elmsford	
Greenburgh	Hastings	Harrison	
Larchmont	Irvington	Lewisboro	
Mamaroneck Town	Mamaroneck Village	New Rochelle	
Mount Pleasant	Mount Kisco	North Salem	
North Castle	New Castle	Pelham Manor	
Peekskill	Ossining Town	Pelham Village	
Pleasantville	Ossining Village	Rye Brook	
Tarrytown	Pound Ridge	Rye City	
Tuckahoe	Scarsdale	Rye Town	
Yonkers	Sleepy Hollow	Somers	
Yorktown		White Plains	