



Sayreville Public Schools
Vision 2030

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February 12, 2021

Re: Power Purchase Agreement for Solar Photovoltaic Systems

The Sayreville Board of Education received four proposals in response to an RFP for a Power Purchase Agreement for Solar Photovoltaic Systems on December 22, 2020. The proposals were reviewed by a district committee and scored based on the following criteria: Proposed System Design & Capacity, Economic Benefit to the Sayreville Board of Education, Financial Strength, and Project Team Experience. Please see the attached scoresheet to view the scores assigned to each respondent for each category.

EZnergy LLC and Greenskies Clean Energy scored the highest based on their proposal. They offered the highest economic benefit to the Sayreville Board of Education and their proposed design and capacity exceeded the requirements listed in the RFP. They provided data that demonstrated their Financial Strength and provided numerous examples of their experience with New Jersey schools.

Standard Solar received the second highest score based on their proposal. While their proposed design and capacity exceeded the requirements listed in the RFP and they demonstrated their Financial Strength they did not offer the highest economic benefit to the Sayreville Board of Education and they did not demonstrate experience with New Jersey schools.

HESP received the third highest score based on their proposal. Their design exceeded the requirements listed in the RFP and they demonstrated their financial strength and experience with New Jersey schools, however, their proposal provided the lowest economic benefit to the Sayreville Board of Education.

Solar Landscape received the lowest score based on their proposal. They did not provide a financial statement for the committee to assess their financial strength. Their proposed pricing was the second highest cost to the Sayreville Board of Education.

The committee is recommending EZnergy LLC and Greenskies Clean Energy to the Board of Education for a Power Purchase Agreement for Solar Photovoltaic Systems.

Erin Hill
School Business Administrator

Bidder Name	Proposed System Design & Capacity 20%	Economic Benefit to Sayreville BOE 50%	Financial Strength 15%	Project Team Experience 15%	Total 100%
Eznergy	20	50	14	15	99
	The proposed design, major equipment and warranty for the system all meet or exceed the RFP requirements for each site. Eznergy proposed the most productive solar panel. Inverter has a 98.8% efficiency rating.	The proposed starting price of \$0.0133 per kWh was the lowest proposed starting price. Similarly, the escalation rate of 1.50% annually was the lowest proposed escalation rate.	Financial statements dated December 31, 2019 showed assets of \$2.8M, Revenue of \$7.4M and Gross Profit of \$1.5M.	10 Years of experience in New Jersey and has funded over \$130M in NJ Solar Projects. Installed rooftop solar projects at 67 schools in NJ.	Eznergy's proposal provides the most economic benefit to the Sayreville Board of Education. They appear to be well qualified in NJ School Solar Projects and financially sound. They have proposed a system that will meet the needs of the District.
HESP	20	43	14	15	92
	The design meets or exceeds the RFP requirements. The capacity of the system is the smallest of all received proposals and has the lowest projected production though it has the highest efficiency. Inverter has a 98.6% efficiency rating.	The proposed starting price of \$0.0390 per kWh was the highest proposed starting price. Similarly, the escalation rate of 2.20% annually was the highest proposed escalation rate.	Financial statements dated December 31, 2019 showed assets of \$15.8M, Income of \$43.3M and Gross Profit of \$3.3M.	9 Years of experience in solar projects in Northeast US. Has worked on multiple solar projects in NJ.	HESP appears to be well qualified in NJ School Solar Projects and financially sound. They have proposed a system that will meet the needs of the District. Their proposal offers the least economic benefit to the Sayreville Board of Education.
Solar Landscape	20	47	0	13	80
	The design meets or exceeds the RFP requirements and includes high efficiency equipment. Inverter has a 98.8% efficiency rating.	The proposed starting price of \$0.0350 per kWh was the second highest proposed starting price. The escalation rate of 1.5% annually was the lowest proposed escalation rate.	No Financial Statements were provided.	Has more experience in commercial projects in the Northeast than in schools. Is currently working on other school projects in NJ.	Solar Landscape's proposal did not include a Statement of Relevant Experience or any Financial Statements. They do appear to be qualified for solar projects. Their proposal offers the second highest cost to the Sayreville Board of Education.
Standard Solar	20	48	15	13	96
	The design meets or exceeds the RFP requirements and includes high performance equipment and high efficiency panels. Inverter has a 98.% efficiency rating.	The proposed starting price of \$0.0230 per kWh was the second lowest proposed starting price. The escalation rate of 1.90% annually was the second highest proposed escalation rate.	Balance sheet dated September 30, 2019 showed assets of \$297M.	Does not appear to have experience in school projects in NJ but has plenty of other solar project experience.	Standard Solar provided the second most economic beneficial proposal to the Sayreville Board of Education. Though they appear to be well qualified for solar projects they have not demonstrated experience with NJ Schools.