

**Prepared for the Board of Education of the  
Monroe Township School District  
by  
Honeywell Energy Services Group: ESIP Manager  
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**Summary of Solar Energy Project Proposal Submittals:**

**FOR THE REQUEST FOR PROPOSALS FOR A SOLAR ENERGY POWER PURCHASE AGREEMENT TO PROVIDE  
SOLAR-GENERATED ELECTRICITY FOR MONROE TOWNSHIP SCHOOL DISTRICT FACILITIES**

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**V. February 5, 2025**

**THE BACKGROUND:**

Bids were solicited by the Monroe Township School District, Board of Education (BOE) for a district-wide solar energy project. A request for proposals (RFP) was issued by the BOE seeking bids from qualified energy services firms to provide Solar Energy Systems (SES, SESs) through a power purchase agreement (PPA) to generate electricity for the aggregate of 8 district sites that constitute the Base Bid an Alternate Bid was also received that included 7 schools, it excluded the parking lot area at the High School:

| <b>SES #</b> | <b>Facility Name</b>            | <b>Address</b>                                                          |
|--------------|---------------------------------|-------------------------------------------------------------------------|
| <b>SES 1</b> | Monroe Twp. High School         | 200 Schoolhouse Road, Monroe Twp., NJ 08831                             |
| <b>SES 2</b> | Monroe Twp. Middle School       | 1629 Perrineville Road, Monroe Twp., NJ 08831,<br>Monroe Twp., NJ 08831 |
| <b>SES 3</b> | Applegarth Elementary School    | 227 Applegarth Road, Monroe Twp., NJ 08831                              |
| <b>SES 4</b> | Woodland Elementary School      | 42 Harrison Avenue, Monroe Twp., NJ 08831                               |
| <b>SES 5</b> | Barclay Brook Elementary School | 358 Buckelew Avenue, Monroe Twp., NJ 08831                              |
| <b>SES 6</b> | Oak Tree Elementary School      | 226 Applegarth Road, Monroe Twp., NJ 08831                              |
| <b>SES 7</b> | Administration Building         | 423 Buckelew Avenue, Monroe Twp., NJ 08831                              |
| <b>SES 8</b> | Transportation Building         | 423 Buckelew Avenue, Monroe Twp., NJ 08831                              |

Bids were received in a “Competitive Contracting format.” The qualified proposals were delivered to the district administrative offices in sealed packages prior to the Bid Opening. The Bid Opening occurred on January 29, 2025, at 1:00 PM in the district offices. The Bid opening was overseen by Laura Allen, School Business Administrator and School Board Secretary. The Bids were opened and read aloud in public.



**Power Purchase Agreements for Solar Energy Systems**

A power purchase agreement, also known as a PPA, is an agreement to purchase solar electricity on a long-term basis. In New Jersey, public entities are able to contract for a maximum of 15 years through this type of agreement. The solar energy systems are designed, financed, constructed, and operated by a qualified vendor selected through the competitive contracting process. The BOE allows the vendor to place solar energy arrays on school facilities and sites and agrees to purchase the supplied electricity at a competitive rate. Typically, the PPA kWh rate is at substantial savings compared with the current utility kWh rates. In this type of agreement, the school district only pays for the energy that is delivered to and used in their school buildings.

**Proposal Criteria as established in the RFP**

The criteria that were established for evaluating the proposals were included in the RFP. In addition to price, the RFP established other critical metrics to ensure that the BOE was benefiting from both the highest savings; as well as the highest quality in equipment, construction, and operational management. The BOE shall make the award of the project to the Proposer that demonstrates that its team and proposal have the highest overall rating considering the RFP criteria of qualifications, technical design, and the highest overall savings to the BOE. The evaluation of these proposals shall include price, equipment, expected electricity production, the vendor’s prior history of service, financial capability, and knowledge of public works construction projects.

The selection of proposals is subject to the provisions of the Public-School Contracts Law, N.J.S.A. 18A:18A-1 et seq., as well as other applicable rules for the procurement of solar energy systems within the State of New Jersey by public entities, including the New Jersey Board of Public Utilities and the New Jersey Clean Energy Program. The BOE has structured a procurement process that seeks to be highly beneficial to the district and ensures compliance with competitive contracting requirements. The process has been established to be fair and transparent to assure that each qualified vendor is provided an equal opportunity to submit a proposal in response to the RFP. Proposals will be evaluated in accordance with the criteria outlined in the RFP using qualitative metrics. The evaluation process will be applied in the same manner to each Proposal received.

The following criteria will be used to evaluate all proposals:

|                                       |           |
|---------------------------------------|-----------|
| <b>EVALUATION CRITERIA:</b>           |           |
| <b>PPA Price and Total Savings:</b>   | <b>40</b> |
| <b>Technical Criteria:</b>            | <b>40</b> |
| <b>Experience and Qualifications:</b> | <b>20</b> |

**Proposal Price and Total Savings (40%)**

Both the per kWh price, as well as the rate of escalation will be considered in the determination of the lowest price and the highest savings over the 15-year term of the PPA. The average 15-year PPA price offered by the vendors was used to compare each proposal to the others to factor in for



escalation. The total savings over the 15-year term were calculated using the specific design criteria in the proposals and were compared to each other to determine the highest value.

#### **Technical Proposal (design, material specifications, installation plan) (40%)**

The technical proposal includes an evaluation of the major system components and their specific compliance with the high-performance standards listed in the RFP. Also, the proposed design of the Solar Energy Systems shall be reviewed to ensure that energy production is optimized based on the efficiency of the components, the specifications of the array layout, and the electrical and physical integration with the site.

#### **Experience and Qualifications (20%)**

Specific experience in the engineering and construction of commercial solar energy systems, as well as specific experience of the design, engineering, and operation of solar energy systems for public entities and school districts in New Jersey will be assessed. Quality of construction and the ongoing long-term performance for past projects, references, and qualifications of team members shall be included in the evaluation and ranking of proposals. The financial capability and track record are also important components of the evaluation.

#### **Proposals Submissions Received**

The four (6) proposals received were from the following companies:

1. **ASP:** Advanced Solar Products, Inc. (ASP) is the lead company for engineering, procurement, and construction. The electrical contractor is Lighton Industries. The PPA financing company is not listed.
2. **HESP:** HESP Solar, LLC is the PPA financing company, and HESP Construction, LLC is the procurement services and the lead construction company. KMB Design Group is providing the engineering services, The electrical contractor is listed as to be determined.
3. **Luminace:** Luminance Sunbeam Development Holdings, LLC is the lead company, providing financing, engineering, and construction services. The electrical contractor is to be determined.
4. **Madison Energy:** Madison Energy Holdings is listed as the PPA financing company. The companies that will handle the engineering design, procurement services construction, and electrical contractors as part of their team are to be determined.
5. **Promittens:** Promittens Energy will be handling the engineering and procurement. GenForce Power will perform the construction and the electrical contracting. Seminole Financial Services is listed as the PPA financing company.
6. **Sunlight General Capital:** Sunlight General Capital, LLC is the PPA financing company, the engineering company, and the procurement services. Both the construction company and the electrical contractor are to be determined.



## Here is a summary of the comparison of the Solar PPA pricing and savings:

### BASE BID ANALYSIS

The Price and Total Savings category is assigned 40 points out of a 100 for the proposal evaluation. The total savings criteria is allocated 20 points out of the total 40 points for this RFP criteria. The points for total savings are calculated by assigning the highest savings from the submitted proposals the full 20 points, all other proposal total savings will be assigned points based on the percentage differential between the highest savings and that vendor's proposed savings. The kWh price calculation is assigned 20 points out of a total 40 points for this criteria. The points for kWh price are calculated by assigning 20 points to the lowest average price over the 15 year term; and all other proposal savings are assigned points based on the percentage differential between the lowest price and that vendor's proposed average price for the term.

| 15 Year Total Savings Comparison (Base Bid)                                    |               |             |             |                |             |                          |
|--------------------------------------------------------------------------------|---------------|-------------|-------------|----------------|-------------|--------------------------|
| Proposers                                                                      | ASP           | HESP Solar  | Luminace    | Madison Energy | Promittens  | Sunlight General Capital |
| Total Savings (Base Bid)                                                       | (\$1,018,129) | \$6,039,741 | \$2,032,775 | \$2,636,510    | \$4,589,600 | \$813,364                |
| Ranking                                                                        | 6             | 1           | 4           | 3              | 2           | 5                        |
| Points (out of 20 total points)                                                | 0.00          | 20.00       | 6.73        | 8.73           | 15.20       | 2.69                     |
| 15 Year PPA Rate Comparison (Base Bid)                                         |               |             |             |                |             |                          |
| Proposers                                                                      | ASP           | HESP Solar  | Luminace    | Madison Energy | Promittens  | Sunlight General Capital |
| Price (\$/KWh)                                                                 |               |             |             |                |             |                          |
| Escalation Rate (%/year)                                                       | 1.5%          | 1.5%        | 1.5%        | 1.5%           | 1.0%        | 1.5%                     |
| Year 1                                                                         | 0.142         | 0.059       | 0.110       | 0.081          | 0.078       | 0.120                    |
| Year 2                                                                         | 0.144         | 0.060       | 0.111       | 0.082          | 0.079       | 0.121                    |
| Year 3                                                                         | 0.146         | 0.061       | 0.113       | 0.083          | 0.080       | 0.123                    |
| Year 4                                                                         | 0.148         | 0.062       | 0.115       | 0.085          | 0.080       | 0.125                    |
| Year 5                                                                         | 0.151         | 0.063       | 0.116       | 0.086          | 0.081       | 0.127                    |
| Year 6                                                                         | 0.153         | 0.064       | 0.118       | 0.087          | 0.082       | 0.129                    |
| Year 7                                                                         | 0.155         | 0.065       | 0.120       | 0.089          | 0.083       | 0.131                    |
| Year 8                                                                         | 0.158         | 0.065       | 0.122       | 0.090          | 0.084       | 0.133                    |
| Year 9                                                                         | 0.160         | 0.066       | 0.124       | 0.091          | 0.084       | 0.135                    |
| Year 10                                                                        | 0.162         | 0.067       | 0.125       | 0.093          | 0.085       | 0.137                    |
| Year 11                                                                        | 0.165         | 0.068       | 0.127       | 0.094          | 0.086       | 0.139                    |
| Year 12                                                                        | 0.167         | 0.069       | 0.129       | 0.095          | 0.087       | 0.141                    |
| Year 13                                                                        | 0.170         | 0.071       | 0.131       | 0.097          | 0.088       | 0.143                    |
| Year 14                                                                        | 0.172         | 0.072       | 0.133       | 0.098          | 0.089       | 0.145                    |
| Year 15                                                                        | 0.175         | 0.073       | 0.135       | 0.100          | 0.090       | 0.147                    |
| Average Price Over 15 years                                                    | 0.158         | 0.066       | 0.122       | 0.090          | 0.084       | 0.133                    |
| Ranking                                                                        | N/A           | 1           | 4           | 3              | 2           | N/A                      |
| % Reduction from Utility Price                                                 | N/A           | 47%         | 1%          | 27%            | 32%         | N/A                      |
| Points (out of 20 total points)                                                | 0.00          | 20.00       | 10.75       | 14.57          | 15.68       | 0.00                     |
| Price and Total Savings Category (Base Bid)                                    |               |             |             |                |             |                          |
| Proposers                                                                      | ASP           | HESP Solar  | Luminace    | Madison Energy | Promittens  | Sunlight General Capital |
| Base Bid Total Savings Points (out of 20)                                      | 0.00          | 20.00       | 6.73        | 8.73           | 15.20       | 2.69                     |
| Base Bid Price Analysis Points (out of 20)                                     | 0.00          | 20.00       | 10.75       | 14.57          | 15.68       | 0.00                     |
| Total Price and Savings Criteria Points Base Bid only (out of 40 total Points) | 0.00          | 40.00       | 17.49       | 23.30          | 30.88       | 2.69                     |
| Ranking based on Price and Savings Analysis                                    | 6             | 1           | 4           | 3              | 2           | 5                        |



## ALTERNATE BID ANALYSIS

The Price and Total Savings category is assigned 40 points out of a 100 for the proposal evaluation. The total savings criteria is allocated 20 points out of the total 40 points for this RFP criteria. The points for total savings are calculated by assigning the highest savings from the submitted proposals the full 20 points, all other proposal total savings will be assigned points based on the percentage differential between the highest savings and that vendor's proposed savings. The kWh price calculation is assigned 20 points out of a total 40 points for this criteria. The points for kWh price are calculated by assigning 20 points to the lowest average price over the 15 year term; and all other proposal savings are assigned points based on the percentage differential between the lowest price and that vendor's proposed average price for the term.

| 15 Year Total Savings Comparison (Alternate 1)                                 |           |             |             |                |             |                          |
|--------------------------------------------------------------------------------|-----------|-------------|-------------|----------------|-------------|--------------------------|
| Proposers                                                                      | ASP       | HESP Solar  | Luminace    | Madison Energy | Promittens  | Sunlight General Capital |
| Total Savings (Alternative 1)                                                  | \$106,571 | \$3,507,140 | \$2,581,025 | \$947,435      | \$2,488,536 | \$1,812,673              |
| Ranking                                                                        | 6         | 1           | 2           | 5              | 3           | 4                        |
| Points (out of 20 total points)                                                | 0.61      | 20.00       | 14.72       | 5.40           | 14.19       | 10.34                    |
|                                                                                |           |             |             |                |             |                          |
| 15 Year PPA Rate Comparison (Alternate 1)                                      |           |             |             |                |             |                          |
| Proposers                                                                      | ASP       | HESP Solar  | Luminace    | Madison Energy | Promittens  | Sunlight General Capital |
| Price (\$/kWh)                                                                 |           |             |             |                |             |                          |
| Escalation Rate (%/year)                                                       | 1.5%      | 1.5%        | 1.5%        | 1.5%           | 1.0%        | 1.5%                     |
| Year 1                                                                         | 0.127     | 0.029       | 0.065       | 0.084          | 0.058       | 0.075                    |
| Year 2                                                                         | 0.129     | 0.029       | 0.065       | 0.085          | 0.059       | 0.076                    |
| Year 3                                                                         | 0.131     | 0.030       | 0.066       | 0.087          | 0.059       | 0.077                    |
| Year 4                                                                         | 0.133     | 0.030       | 0.067       | 0.088          | 0.060       | 0.078                    |
| Year 5                                                                         | 0.135     | 0.031       | 0.068       | 0.089          | 0.060       | 0.079                    |
| Year 6                                                                         | 0.137     | 0.031       | 0.069       | 0.090          | 0.061       | 0.080                    |
| Year 7                                                                         | 0.139     | 0.032       | 0.070       | 0.092          | 0.062       | 0.081                    |
| Year 8                                                                         | 0.141     | 0.032       | 0.072       | 0.093          | 0.062       | 0.083                    |
| Year 9                                                                         | 0.143     | 0.033       | 0.073       | 0.095          | 0.063       | 0.084                    |
| Year 10                                                                        | 0.145     | 0.033       | 0.074       | 0.096          | 0.063       | 0.085                    |
| Year 11                                                                        | 0.147     | 0.034       | 0.075       | 0.097          | 0.064       | 0.086                    |
| Year 12                                                                        | 0.150     | 0.034       | 0.076       | 0.099          | 0.065       | 0.088                    |
| Year 13                                                                        | 0.152     | 0.035       | 0.077       | 0.100          | 0.065       | 0.089                    |
| Year 14                                                                        | 0.154     | 0.035       | 0.078       | 0.102          | 0.066       | 0.090                    |
| Year 15                                                                        | 0.156     | 0.036       | 0.079       | 0.103          | 0.067       | 0.092                    |
| Average Price Over 15 years                                                    | 0.141     | 0.032       | 0.072       | 0.093          | 0.062       | 0.083                    |
| Ranking                                                                        | N/A       | 1           | 3           | 5              | 2           | 4                        |
| % Reduction from Utility Price                                                 | N/A       | 74%         | 42%         | 24%            | 49%         | 33%                      |
| Points (out of 20 total points)                                                | 0.00      | 20.00       | 9.00        | 6.90           | 10.36       | 7.79                     |
|                                                                                |           |             |             |                |             |                          |
| PPA Rate and Total Savings Category (Alternate 1)                              |           |             |             |                |             |                          |
| Proposers                                                                      | ASP       | HESP Solar  | Luminace    | Madison Energy | Promittens  | Sunlight General Capital |
| Alternative 1: Total Savings Points (out of 20)                                | 0.61      | 20.00       | 14.72       | 5.40           | 14.19       | 10.34                    |
| Alternative 1: Price Analysis Points (out of 20)                               | 0.00      | 20.00       | 9.00        | 6.90           | 10.36       | 7.79                     |
| Total Price and Savings Criteria Points Base Bid only (out of 40 total Points) | 0.61      | 40.00       | 23.72       | 12.31          | 24.55       | 18.12                    |
| Ranking based on Price and Savings Analysis                                    | 6         | 1           | 3           | 5              | 2           | 4                        |



Based on the financial savings to the Monroe Township School District, the Evaluation Committee will meet to review all aspects of the top proposals and make a recommendation for award of the contract to the Board of Education for the Solar Energy Project.