
City of Northampton Solar Photovoltaic Project Public Information Session



September 29, 2015

Introduction

- ❖ Beacon Integrated Solutions, located in Boston, MA is an independent energy advisory and management solutions firm. As owner's agent for the City of Northampton, Beacon supports the City and serves as the liaison between the City and the selected solar firm, Ameresco.
 - Beth Greenblatt, Managing Director
- ❖ Ameresco, headquartered in Framingham, MA is a publicly-traded energy services company specializing in energy efficiency, renewable energy, energy supply and energy infrastructure management.
 - Joel Lindsay is Ameresco's business development manager.



Solar Energy Procurement Overview

- ❖ City issued a competitive Request for Proposals for solar photovoltaic installations on March 25, 2015.
- ❖ Proposals were received from 12 firms on May 7, 2015.
- ❖ Four firms were interviewed on August 4, 2015.
- ❖ On August 24, 2015, the evaluation committee presented its findings to the City's Purchasing Agent recommending Ameresco as the solar firm providing the most advantageous proposal.
- ❖ On September 3, 2015, Ameresco was notified of the award, subject to City Council approval.
- ❖ Upcoming meetings include:
 - Public Information Session – September 29, 2015
 - City Council Meeting – First Reading – October 1, 2015
 - City Council Meeting – Second Reading – October 15, 2015



Solar Energy Project Summary

- ❖ The Ameresco team is comprised of industry renown firms with expertise in solar energy development and construction, environmental permitting, landfill management and utility system interconnection.
- ❖ The City is engaging in a long-term lease and power/net metering purchase agreement with a project special purpose entity owned by Ameresco.
- ❖ The 20 year agreement leases to Ameresco a portion of the landfill and adjacent parcel for the exclusive development of approximately 3.322 MW DC solar photovoltaic system that will generate upwards of 4.25 million kWh of electricity annually.
- ❖ The City will pay Ameresco \$0.07375/kWh for the electricity.
- ❖ Ameresco will pay the City a structured tax payment for 20 years.
- ❖ Total benefit to the City over the 20 year term is conservatively estimated at more than \$7.65 million.
- ❖ Ameresco will post an annually renewing decommissioning removal bond in the amount of \$102,000.



Thank You

Beacon Integrated Solutions

Beth S. Greenblatt

Managing Director

P.O. Box 320325

Boston, MA 02132

617-469-2172

www.beacon-llc.com

