



# DUBLIN SAN RAMON SERVICES DISTRICT UPDATE ON SOLAR PV AND ENERGY STORAGE PROJECT

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# OVERVIEW OF RFP PROCESS

- On June 18<sup>th</sup>, 2025, ARC released an RFP with a response due date of July 17<sup>th</sup>, 2025
- The District received six proposals from the following Proposers: BPi Power, Endelos Energy, Enerlogics Networks, Motive Energy, Pacific Solar, and Staten Solar
- Proposals were evaluated based on the following criteria, as documented in the RFP:
  - a. Qualifications and Experience – including subcontractors, and specific personnel proposed for the project, as well as client references.
  - b. Approach – the technical solution, equipment and systems proposed, implementation approach, project management approach, comments to form of PPA, exceptions taken, phasing plan, and project schedule.
  - c. Economics – the net benefit to DSRSD when accounting for construction costs, system production, and the value of energy savings produced by the system.
  - d. Financial Strength – financial strength of the Proposer and its ability to uphold all obligations, guarantees, warranties, and promises for the durations of the PPA
- The District shortlisted and interviewed two Proposers: Endelos Energy and Enerlogics Networks
- DSRSD and LAVWMA staff have begun contract negotiations with Endelos Energy

# CONTRACTING UNDER GC 4217

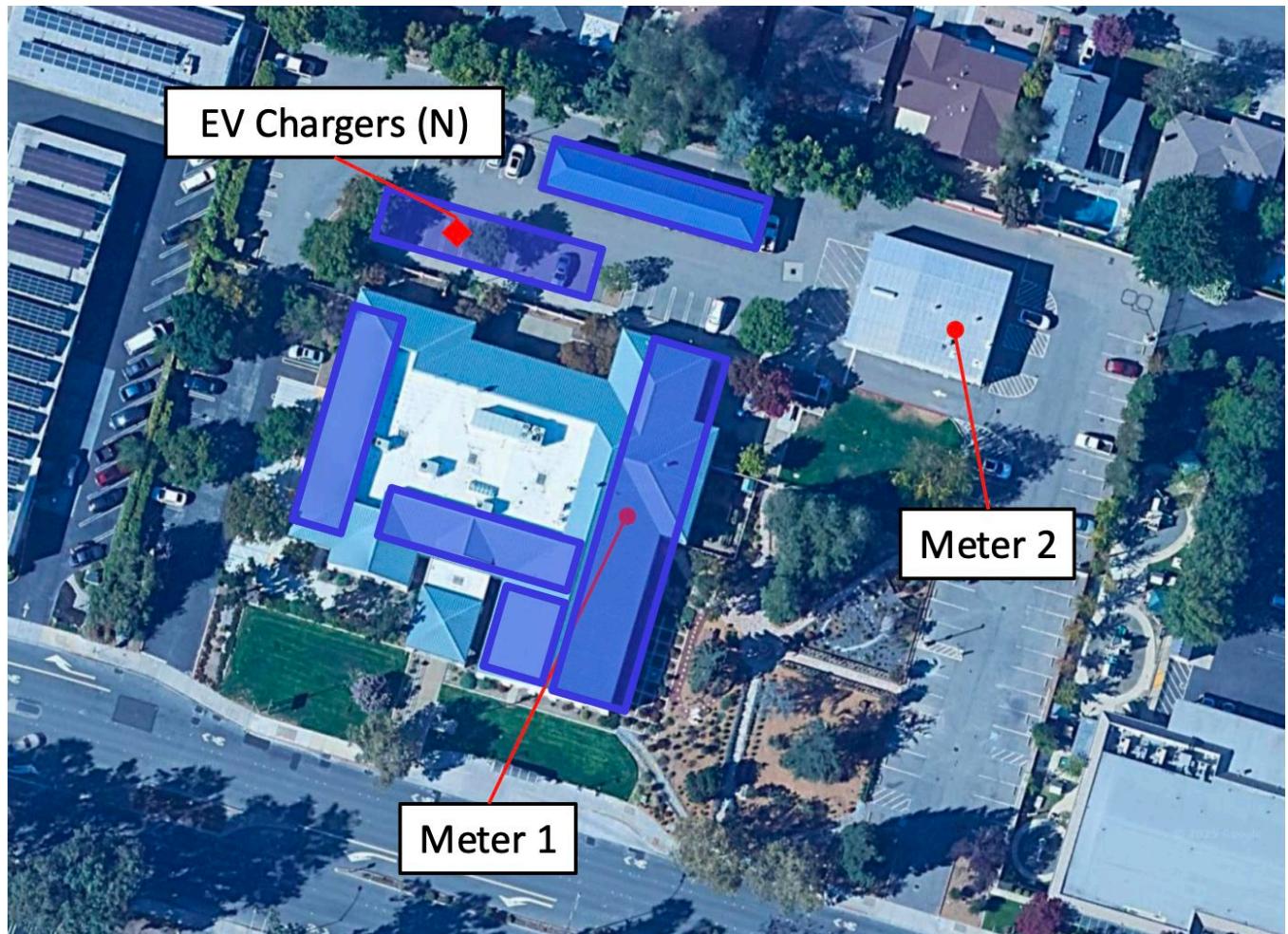
- GC 4217 permits public agencies in California to enter into energy-related contracts, including service agreements like PPAs without a competitive process, and does not require a formal bidding process
- The statute has several requirements that must be met in order to use it
  - The agency must hold a public hearing at a regularly scheduled Board meeting to consider the energy contract
  - Two weeks notice of the public hearing must be posted
  - The Board must make a finding that the energy contract will save the agency money over the expected useful life of the energy systems being installed
- DSRSD conducted a competitive procurement process while intending to award the contract under GC 4217
  - Ensures competitive pricing for the project
  - Provides procurement flexibility, including the ability to select a contractor based on best value
  - Well suited to design-build agreements and PPAs

# PROPOSED DISTRICT OFFICE SOLAR SYSTEM

- Solar systems are planned for the roof and a carport in the rear of the building
- Endelos is working on updated designs to improve the cost-effectiveness of the project

Parameter Type	Value
Module Count	241*
System Size (kW DC)	133
Estimated Annual Solar Generation (kWh AC)	238,261
Modeled Yield (kWh/kW)	1,798*
Energy Usage Offset	100%

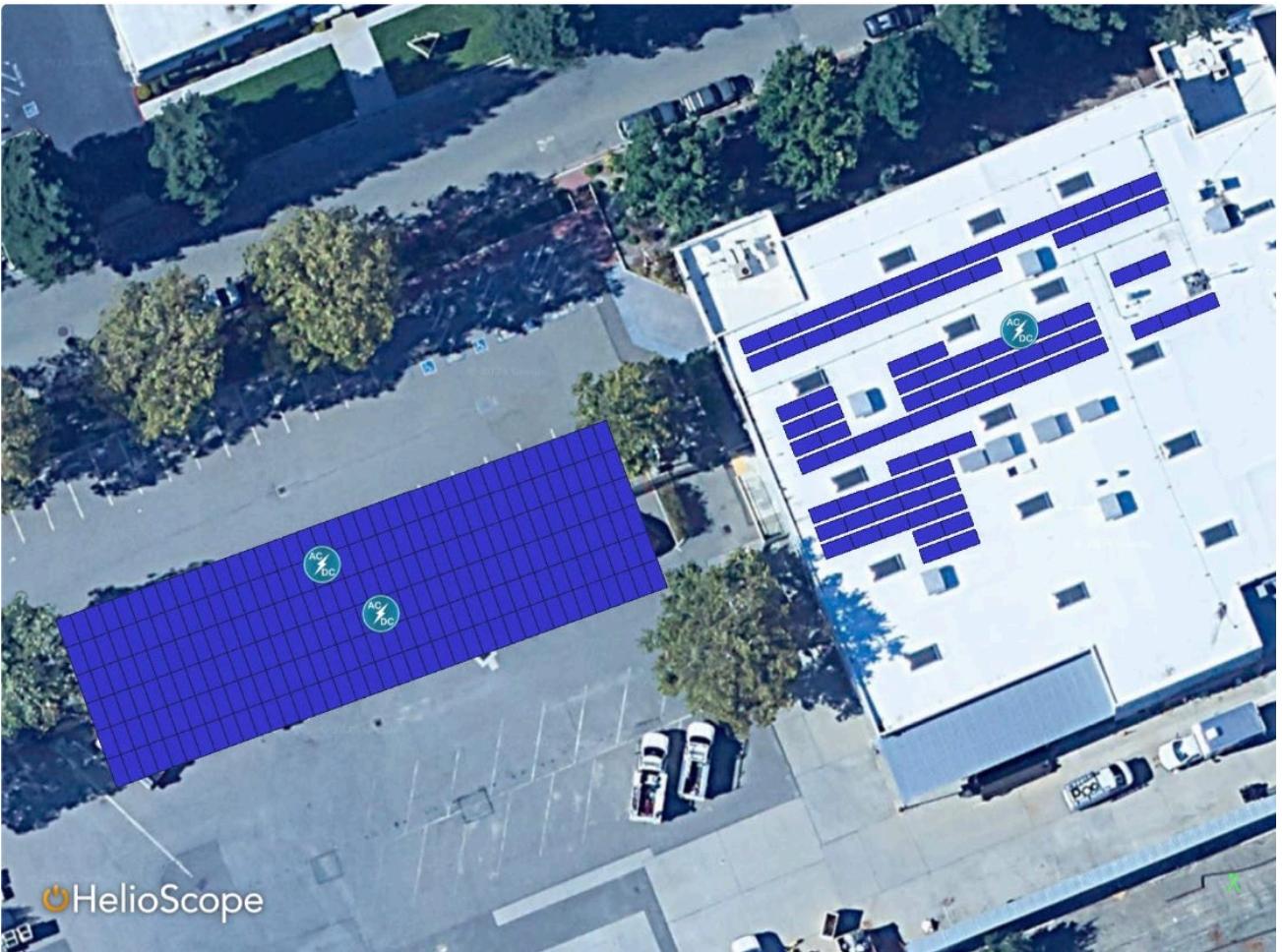
\*Module count and yield estimated by ARC



# PROPOSED FIELD OPERATIONS FACILITY SOLAR SYSTEM

- Design involves rooftop installation and one south-facing carport array
- Carport array will require tree removal
- Endelos is looking into the possibility of fitting all the capacity on the roof

Parameter Type	Value
Module Count	322
System Size (kW DC)	177
Estimated Annual Solar Generation (kWh AC)	276,296
Modeled Yield (kWh/kW)	1,560
Energy Usage Offset	105%



# PROPOSED WASTEWATER TREATMENT PLANT SOLAR AND BATTERY SYSTEMS

- Design involves a combination of south and west-facing carport and rooftop arrays
- Carport arrays may require some tree removal

Parameter Type	Value
Module Count	985
System Size (kW DC)	576
Battery Size (kW)	800
Battery Capacity (kWh)	1,600
Estimated Annual Solar Generation (kWh AC)	922,402
Modeled Yield (kWh/kW)	1,601
Energy Usage Offset	24%



# PROPOSED LAVWMA SOLAR AND BATTERY SYSTEMS

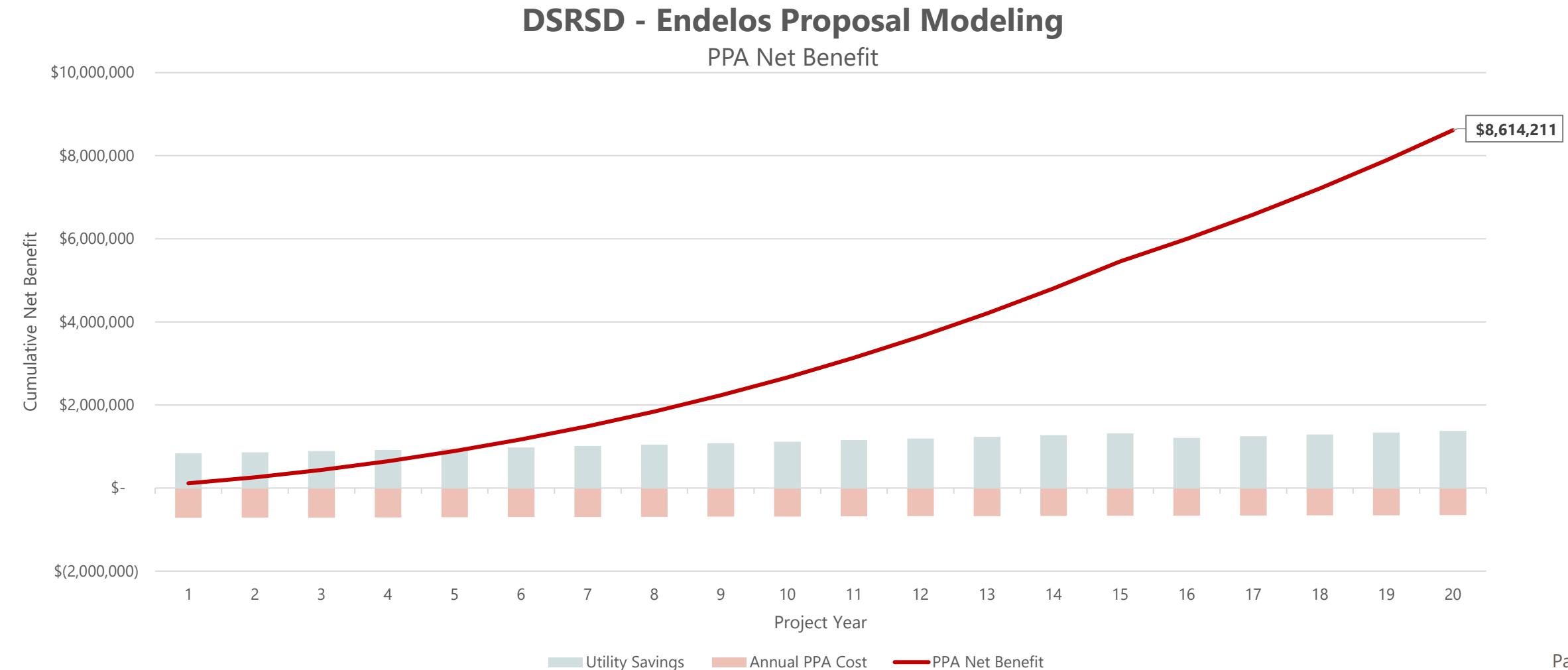
- Design involves several south and west-facing ground mounted arrays
- Some arrays will require tree removal
- Trees are being evaluated by a biologist and arborist

Parameter Type	Value
System Size (kW DC)	1,233
Battery Size (kW)	1,200
Battery Capacity (kWh)	2,400
Year 1 Estimated Annual Solar Generation (kWh AC)	2,030,996
Modeled Yield (kWh/kW)	1,647
Year 1 Energy Usage Offset	24%



# DSRSD-OWNED SITES SAVINGS ANALYSIS

- Estimated net benefit of the four sites is **\$8.6 million** over 20 years
- Assumes 3.85% escalation rate; 0.5% annual solar degradation rate



# ALL SITES – DETAILED ANNUAL CASH FLOW

Site Information							Utility Bill Savings					PPA Costs and Benefits				
ARC Site ID	Site Name	Year	Site Usage (kWh)	System Size (kW dc)	Solar Generation	kWh Offset	Yield	Utility Bill Before Solar	Utility Bill After Solar	Utility Savings	Avoided Cost (Value of Solar)	Blended Utility Rate	PPA Rate	PPA Cost	Net Benefit	Cumulative Net Benefit
	<b>Portfolio Summary Total</b>	1	8,642,350	2,119	3,467,956	40.1%	1,637	\$ 2,777,051	\$ 1,945,433	\$ 831,618	\$ 0.2398	\$ 0.3213	\$ 0.2069	\$ 717,516	\$ 114,102	\$ 114,102
	Portfolio Summary Total	2	8,642,350	2,119	3,450,616	39.9%	1,628	\$ 2,883,968	\$ 2,024,650	\$ 859,317	\$ 0.2490	\$ 0.3337	\$ 0.2069	\$ 713,929	\$ 145,389	\$ 259,491
	Portfolio Summary Total	3	8,642,350	2,119	3,433,363	39.7%	1,620	\$ 2,995,000	\$ 2,107,061	\$ 887,939	\$ 0.2586	\$ 0.3465	\$ 0.2069	\$ 710,359	\$ 177,580	\$ 437,071
	Portfolio Summary Total	4	8,642,350	2,119	3,416,196	39.5%	1,612	\$ 3,110,308	\$ 2,192,794	\$ 917,514	\$ 0.2686	\$ 0.3599	\$ 0.2069	\$ 706,807	\$ 210,707	\$ 647,778
	Portfolio Summary Total	5	8,642,350	2,119	3,399,115	39.3%	1,604	\$ 3,230,055	\$ 2,281,981	\$ 948,074	\$ 0.2789	\$ 0.3737	\$ 0.2069	\$ 703,273	\$ 244,801	\$ 892,579
	Portfolio Summary Total	6	8,642,350	2,119	3,382,120	39.1%	1,596	\$ 3,354,412	\$ 2,374,760	\$ 979,652	\$ 0.2897	\$ 0.3881	\$ 0.2069	\$ 699,757	\$ 279,895	\$ 1,172,475
	Portfolio Summary Total	7	8,642,350	2,119	3,365,209	38.9%	1,588	\$ 3,483,557	\$ 2,471,275	\$ 1,012,282	\$ 0.3008	\$ 0.4031	\$ 0.2069	\$ 696,258	\$ 316,024	\$ 1,488,499
	Portfolio Summary Total	8	8,642,350	2,119	3,348,383	38.7%	1,580	\$ 3,617,674	\$ 2,571,675	\$ 1,045,998	\$ 0.3124	\$ 0.4186	\$ 0.2069	\$ 692,777	\$ 353,222	\$ 1,841,721
	Portfolio Summary Total	9	8,642,350	2,119	3,331,641	38.6%	1,572	\$ 3,756,954	\$ 2,676,116	\$ 1,080,838	\$ 0.3244	\$ 0.4347	\$ 0.2069	\$ 689,313	\$ 391,525	\$ 2,233,246
	Portfolio Summary Total	10	8,642,350	2,119	3,314,983	38.4%	1,564	\$ 3,901,597	\$ 2,784,759	\$ 1,116,838	\$ 0.3369	\$ 0.4515	\$ 0.2069	\$ 685,866	\$ 430,972	\$ 2,664,218
	Portfolio Summary Total	11	8,642,350	2,119	3,298,408	38.2%	1,557	\$ 4,051,808	\$ 2,897,771	\$ 1,154,037	\$ 0.3499	\$ 0.4688	\$ 0.2069	\$ 682,437	\$ 471,600	\$ 3,135,818
	Portfolio Summary Total	12	8,642,350	2,119	3,281,916	38.0%	1,549	\$ 4,207,803	\$ 3,015,328	\$ 1,192,475	\$ 0.3633	\$ 0.4869	\$ 0.2069	\$ 679,025	\$ 513,451	\$ 3,649,269
	Portfolio Summary Total	13	8,642,350	2,119	3,265,506	37.8%	1,541	\$ 4,369,803	\$ 3,137,610	\$ 1,232,194	\$ 0.3773	\$ 0.5056	\$ 0.2069	\$ 675,630	\$ 556,564	\$ 4,205,833
	Portfolio Summary Total	14	8,642,350	2,119	3,249,179	37.6%	1,533	\$ 4,538,041	\$ 3,264,806	\$ 1,273,235	\$ 0.3919	\$ 0.5251	\$ 0.2069	\$ 672,251	\$ 600,984	\$ 4,806,816
	Portfolio Summary Total	15	8,642,350	2,119	3,232,933	37.4%	1,526	\$ 4,712,755	\$ 3,397,112	\$ 1,315,643	\$ 0.4070	\$ 0.5453	\$ 0.2069	\$ 668,890	\$ 646,753	\$ 5,453,570
	Portfolio Summary Total	16	8,642,350	2,119	3,216,768	37.2%	1,518	\$ 4,894,196	\$ 3,686,332	\$ 1,207,865	\$ 0.3755	\$ 0.5663	\$ 0.2069	\$ 665,546	\$ 542,319	\$ 5,995,889
	Portfolio Summary Total	17	8,642,350	2,119	3,200,685	37.0%	1,510	\$ 5,082,623	\$ 3,834,527	\$ 1,248,096	\$ 0.3899	\$ 0.5881	\$ 0.2069	\$ 662,218	\$ 585,878	\$ 6,581,766
	Portfolio Summary Total	18	8,642,350	2,119	3,184,681	36.8%	1,503	\$ 5,278,304	\$ 3,988,637	\$ 1,289,667	\$ 0.4050	\$ 0.6107	\$ 0.2069	\$ 658,907	\$ 630,760	\$ 7,212,526
	Portfolio Summary Total	19	8,642,350	2,119	3,168,758	36.7%	1,495	\$ 5,481,519	\$ 4,148,896	\$ 1,332,622	\$ 0.4206	\$ 0.6343	\$ 0.2069	\$ 655,612	\$ 677,010	\$ 7,889,536
	Portfolio Summary Total	20	8,642,350	2,119	3,152,914	36.5%	1,488	\$ 5,692,557	\$ 4,315,548	\$ 1,377,009	\$ 0.4367	\$ 0.6587	\$ 0.2069	\$ 652,334	\$ 724,674	\$ 8,614,211
	<b>Total</b>	T	<b>172,847,000</b>	<b>2,119</b>	<b>66,161,331</b>	<b>38.3%</b>	<b>1,561</b>	<b>\$ 81,419,983</b>	<b>\$ 59,117,069</b>	<b>\$ 22,302,914</b>	<b>\$ 0.3371</b>	<b>\$ 0.4711</b>	<b>\$ 0.2069</b>	<b>\$ 13,688,703</b>	<b>\$ 8,614,211</b>	

# PERFORMANCE GUARANTEE

- Endelos will provide a performance guarantee consistent with the requirements of the RFP
- The contractor must guarantee the system will produce 95% of the expected production
- If system output is less than the guaranteed amount, the Contractor will be responsible for compensating DSRSD for the shortfall in production based on the mutually agreed guaranteed energy price per kWh
- Expected production and the guaranteed energy price will be defined in the final contract

# CONTRACTUAL CONSIDERATIONS

- Pricing in the PPA assumes the project will qualify for the Federal Investment Tax Credit (ITC)
- To access this tax credit, Endelos needs to purchase solar modules and batteries before the end of 2025
- This allows them to avoid new Foreign Entities of Concern (FEOC) requirements
- Endelos is asking for DSRSD to execute a Letter of Intent (LOI) by the end of the year so they can purchase the equipment
- Staff are planning to bring the LOI to the Board for approval in December
- Concurrently, we are working on the PPA with the goal of bringing it to the Board for approval in January

# CONCLUSION AND NEXT STEPS

- Based on the financial analysis, the proposed projects will provide DSRSD and LAVWMA an estimated \$8.6 million in savings over the project's 20-year lifespan
- District staff and ARC are working on the following next steps:
  - Finalizing the LOI to bring to the Board for approval in December
  - Negotiating the PPA with Endelos for Board consideration in January
  - DSRSD Staff is working with a consultant to complete CEQA analysis for all sites

## EXHIBIT A: SITE-BY-SITE DETAILED CASH FLOWS