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Alameda County Issues Request for Proposals for Large Collaborative Procurement of Renewable Energy

September 20, 2013—It was good news for the Bay Area when the Alameda County Board of Supervisors, in action at its meeting this week, recognized the regional economic benefit of the Regional Renewable Energy Procurement Project (R-REP). Since the inception of the project in October 2010, [Alameda County](#) has worked closely with the Contra Costa Economic Partnership, through its clean technology initiative, the [Diablo Innovation Alliance](#), and with Joint Venture Silicon Valley. These regional organizations helped launch the initiative through outreach efforts and by hosting educational forums to assist interested local agencies in assessing the opportunities for renewable energy projects sited on government-owned property assets.

On September 18, Alameda County released a Request for Proposals for the largest collaborative procurement of renewable energy for public agencies in the nation. The R-REP will bring clean, renewable energy to up to 187 sites including community centers, libraries, fire stations, medical facilities, city halls and educational facilities across 19 Bay Area public agencies. Approximately 31 megawatts of power will be developed at public facilities in Alameda, Contra Costa, San Mateo and Santa Clara Counties through the installation of solar panels on rooftops and carports, fuel cell power generation systems, and solar thermal applications. If all sites are developed, these projects will effectively reduce greenhouse gas emissions by the amount generated by over 6,300 average-sized homes for an entire year.

“This unique public/private partnership demonstrates the value of successful collaboration, which has led to significant efficiencies that benefit us all,” said Tom Terrill, executive director of the Contra Costa Economic Partnership. “The expansion of clean, inexpensive energy, the efficiencies of staff utilization in planning and implementation, and the ongoing benefit to the environment have been exciting outcomes of this project.”

Terrill credits the efforts of Caroline Judy, assistant director, Alameda County General Services Administration, and Kayla Platt, management associate II with the GSA, for the collaboration’s success to date. “They are the project drivers. Without their leadership and vision, this project would not have happened,” said Terrill.

Alameda County will conduct a two-phase solicitation for the R-REP including a Request for Qualification, and then a Request for Proposals from the qualified firms. All agencies participating in the project were involved in the review of the Request for Proposals and associated contract documents. The R-REP vendors will be selected through a fair, open and competitive bid process.

Unlike many renewable energy solicitations conducted by local government, a tremendous amount of technical data has been collected relating to each site and will be made available as part of the RFP to qualified bidders.

The sites included in the solicitation are grouped into nine bid bundles based upon a set of criteria including technology type, size, location, and various other criteria. Optony, Inc. and Newcomb Anderson McCormick are assisting the County with technical consulting, and KNN Public Finance of Oakland, a division of Zions First National Bank, is a financial advisor on the project.

The project has already generated significant interest from the vendor community; a request for information released in June 2013 received over 100 responses.

Opportunity for Local Job Creation

The R-REP has the potential to have a significant impact on the local labor market for solar PV, solar thermal, and fuel cell system designers, installers, electricians, general contractors, and other skilled positions. A recently completed analysis of the project found that 839 jobs in Alameda, Contra Costa, San Mateo and Santa Clara Counties will be created as a result of the initiative if all 187 sites included in the solicitation are developed. The potential for job creation in Alameda County alone is 672 jobs. A separate study using a National Renewable Energy Laboratory economic model resulted in similar findings on the potential for job creation across the four counties.

Recognizing the potential for workforce development as a result of the project, the Request for Proposals requires that all bidders submit a workforce plan demonstrating a Good Faith Effort to achieve 40% local hiring and describing their partnerships with local community colleges, apprenticeship, bridge programs, and other organizations engaged with the community in workforce development.

To view the RFP online, please visit the County of Alameda R-REP site:

http://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp

About the Contra Costa Economic Partnership (CCEP): The CCEP is an association of business, education and public sector leaders dedicated to creating and retaining quality jobs in the Greater East Bay to maintain the region's quality of life. It is the nonprofit arm of the East Bay Leadership Council (www.eastbayleadershipcouncil.com).

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