

Driving the National Capital Region Solar Market

Opportunities for Local Government

November 17, 2014

9:30am – 3:00pm

Metropolitan Washington Council of Governments

777 North Capitol St. NE, First Floor Training Center, Washington, DC 20002

Introduction

9:30am Arrival and Coffee

10:00am The region's solar energy goals, current efforts, opportunities and challenges ahead.

Jeff King, Principal Environmental Planner, COG

Isabel Ricker, Climate & Energy Planner, COG

Community Bulk Solar Purchasing

10:15am A training on designing and implementing solar bulk purchasing ("Solarize") programs for local government staff, solar advocates and industry representatives:

Chad Laurent, Senior Consultant, Meister Consultants Group, Solar Ready II

- Solar bulk purchasing program structures and financing options, the benefits of participation, pricing and conversion rates of different models
- Criteria to consider when writing an RFP and assessing bids from installers

11:00am Regional case studies, lessons learned and discussion:

Emily Stiever, Chief of Staff, Community Power Network

- Solar Cooperatives in the District, Maryland and Virginia
- Solarize Frederick
- Solarize NOVA

Lisa Orr, Sustainability Program Coordinator, Frederick County

Bob Lazaro, Director of Regional Energy Planning, Northern Virginia Regional Commission

Lunch (provided for registered participants)

12:00pm Over lunch: a brief presentation and opportunity for Q&A on Grid Alternatives, a nonprofit organization that helps bring solar energy to low-income families and provides solar installation experience for volunteers and job trainees.

Nicole Steele, Executive Director, Grid Alternatives Mid-Atlantic Office



Municipal Solar Procurement

1:00pm Technical and financial considerations specific to municipal solar procurements for local government staff and solar industry representatives, including: ***Tyler Espinoza, Senior Project Manager, Optony, Inc.; Solar Roadmap***

- Analyzing a building portfolio for solar PV opportunities: identifying appropriate sites, estimating potential system size and output, and evaluating technology options
- Technical assistance and resources available to assist in procurement management: drafting RFPs, evaluating proposals, and contract terms and conditions
- Financing options for municipal solar procurements

2:00pm Regional case studies, lessons learned and discussion: ***Eric Coffman, Chief of the Office of Energy and Sustainability, Montgomery County Department of "Green" General Services***

- Montgomery County, DGS
- District of Columbia, DGS

Zach Dobelbower, Program Manager for Sustainability & Energy, DC Department of General Services

