

---

# Mendocino Unified School District

---



## Agenda

### SPECIAL BOARD MEETING

**TUESDAY, JANUARY 28, 2025**

**MENDOCINO HIGH SCHOOL – STUDENT UNION  
10700 FORD STREET  
MENDOCINO, CA 95460**

**6:00 P.M. - OPEN SESSION – IN PERSON at MENDOCINO HIGH SCHOOL  
& VIA TELECONFERENCE**

Please click the link below to join the webinar:

<https://us02web.zoom.us/j/84659813882?pwd=|bnjaoZiWgRzRG1sXilpoLnOVt8Jx.1>

Passcode: 875281

*Please “mute” your device during the meeting.  
MUSD is not available for technical support for remote meetings.*

#### ***Board Priorities***

- *Develop and expand community partnerships and communication*
- *Increase learning and achievement for all students, families, and staff*
- *Plan wisely for the future while maintaining fiscal integrity*
- *Maintain and improve the physical plant*

Any writings distributed either as part of the Board packet, or within 72 hours of a meeting, can be viewed at the District Office: 44141 Little Lake Road, Mendocino, CA 95460. Board backup materials are also located on the MUSD website at <https://www.mendocinoused.org/District/3015-Untitled.html>

In compliance with Government Code section 54954.2(a) Mendocino Unified School District will, on request, make agendas available in appropriate alternative formats to persons with a disability, as required by Section 202 of the Americans with Disabilities Act of 1990 (42 U.S.C. Sec. 12132), and the federal rules and regulations adopted in implementation thereof. Individuals who need this agenda in an alternative format or who need a disability related modification or accommodation in order to participate in the meeting should contact, Erin Placido Exec. Assistant to the Superintendent, in writing at P.O. Box 1154, Mendocino, CA 95460 or via email at [doerin@mcn.org](mailto:doerin@mcn.org).

MENDOCINO UNIFIED SCHOOL DISTRICT IS PROUD TO BE AN EQUAL OPPORTUNITY EMPLOYER

**1. 6:00 P.M. OPEN MEETING, CALL TO ORDER AND ROLL CALL**

1.1. Call to order and roll call

1.2. Approval of agenda

Items to be removed from the agenda or changes to the agenda should be done at this time.

**2. TIMED ITEM 6:05 P.M. - PARENT/COMMUNITY COMMENT**

Items not on the agenda, but within the jurisdiction of this body, may be addressed at this time or be submitted to the Superintendent in writing for Board consideration as an agenda item. A three-minute limit is set for each speaker on all items. The total time for public input on each item is limited to 20 minutes (Government Code 54952). The Brown Act does not permit the Board to take action on any item that is not on the agenda. In addition, in order to protect the rights of all involved, complaints about employees should be addressed through the District complaint process. Speaking about a personnel issue at a Board meeting may prevent the Board from being able to act on it. Please see an administrator to initiate the complaint process.

The Board may briefly respond to public comments by asking questions to clarify the speaker's comments and refer the speaker to the Superintendent for further clarification. We thank you for your comments and participation at this meeting.

**3. INFORMATION/DISCUSSION/ACTION**

3.1. Consideration of Solar Project Proposals

The Board will hear a presentation on the solar project proposals and consider whether to approve an intent to award.

**4. ADJOURNMENT**

The next regular Board meeting is scheduled for **February 13, 2025 at the Mendocino High School.**

A photograph of Mendocino High School, a single-story building with light-colored horizontal siding and a brown gabled roof. The school's name is mounted on the gable. The building features several large windows and a central entrance. A blue semi-transparent banner is overlaid at the bottom of the image.

MENDOCINO  
HIGH SCHOOL

# MENDOCINO UNIFIED SCHOOL DISTRICT SOLAR PV VENDOR EVALUATION

*January 2025*



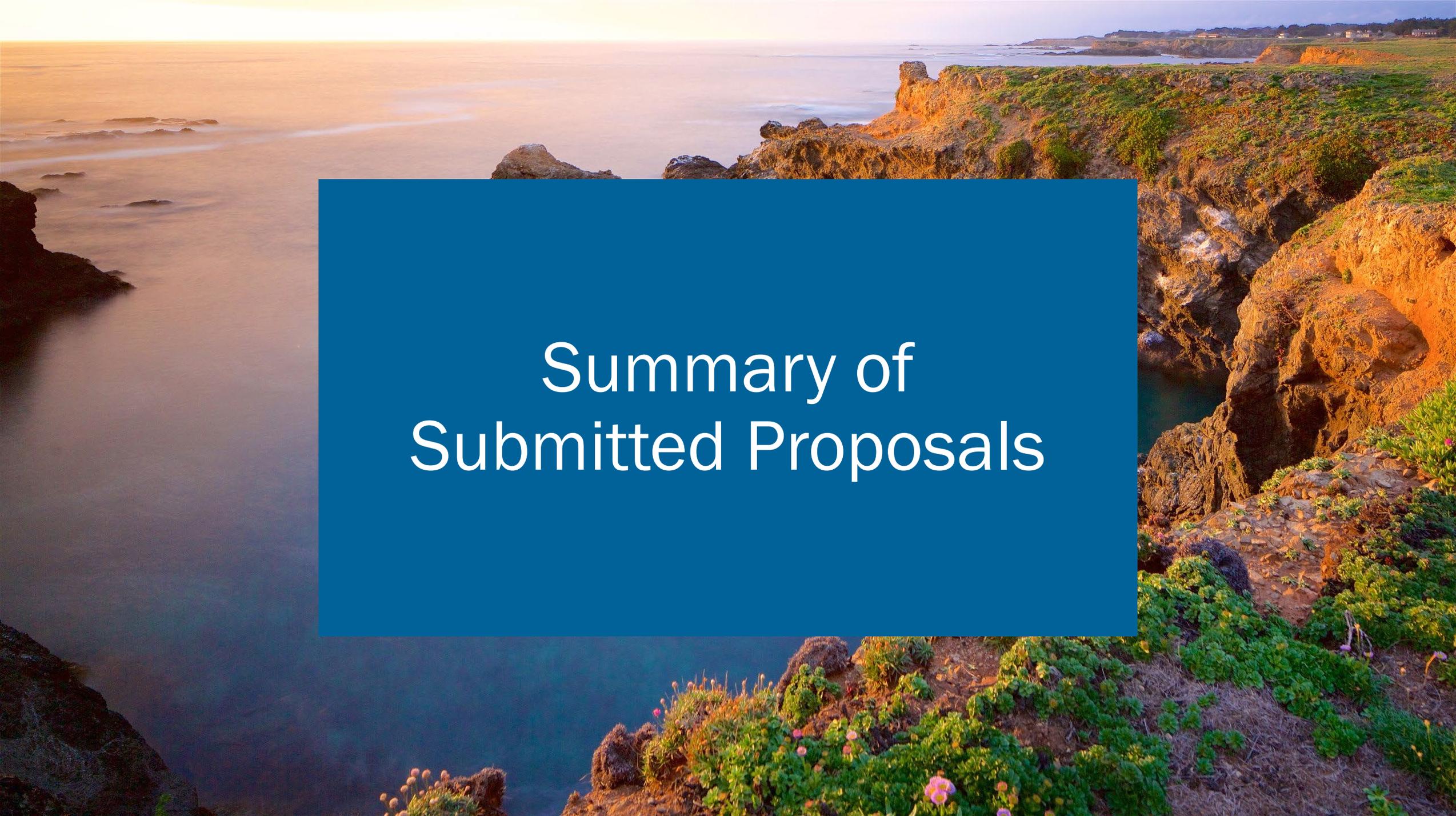
N|V|5

# AGENDA

N|V|5

1. Summary of Submitted Proposals
2. Quantitative Analysis of Proposals
3. Project Schedule
4. Vendor Scoring and NV5 Recommendation
5. Next Steps
6. Appendices
  - a. Recap of District RFP
  - b. Qualitative Analysis of Proposals





# Summary of Submitted Proposals

# SUMMARY OF SUBMITTED PROPOSALS

## The District received 3 proposals

- Centrica Business Solutions
- Symmetric Energy
- Syserco Energy Solutions

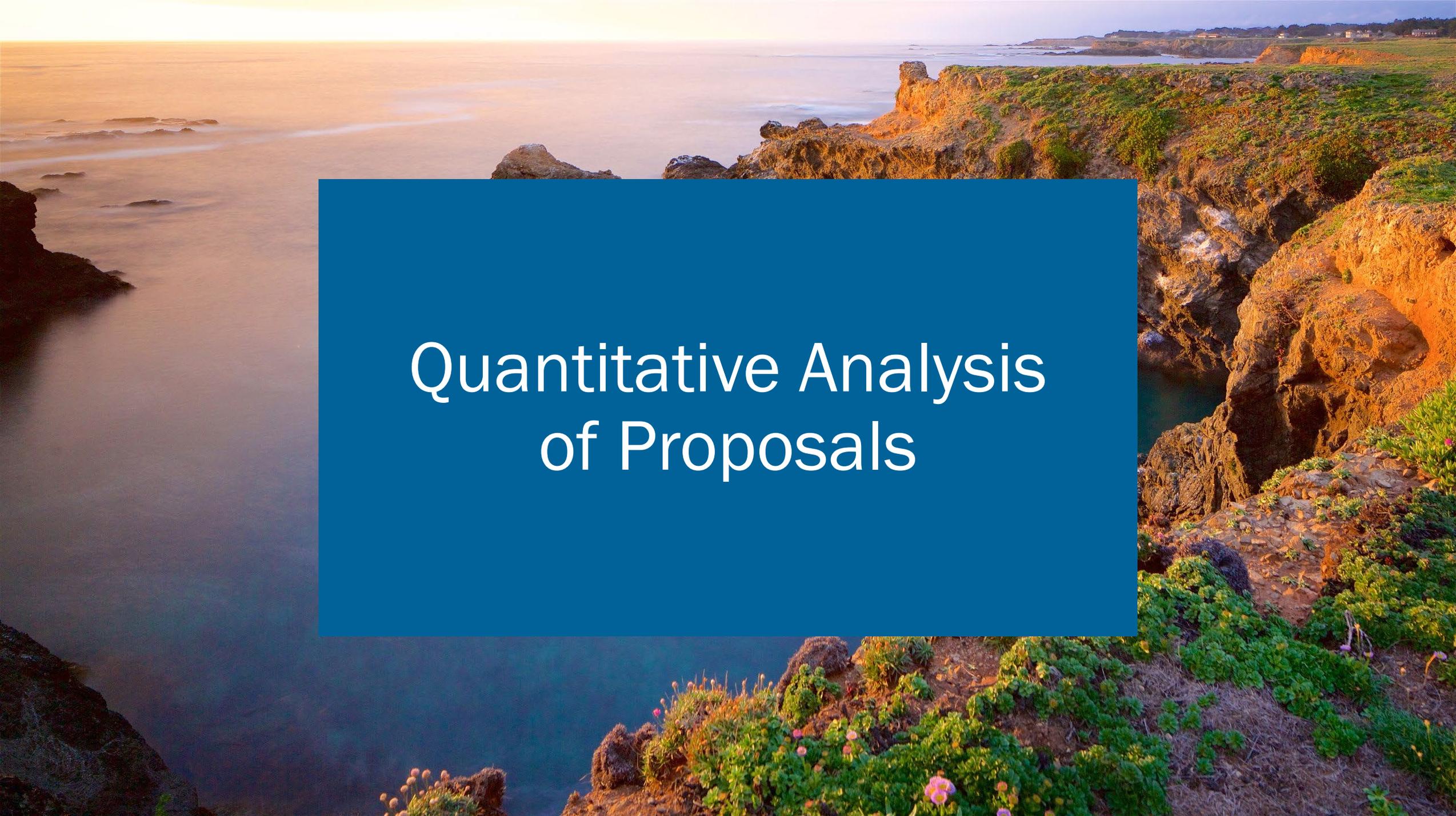
Metrics	Value
Total Number of Proposals	3
<b>Average Base Bid PV Price, \$</b>	<b>\$1,540,000</b>
Number of Add-Alt EVSE Proposals	3
<b>Average Add-Alt EVSE Price, \$</b>	<b>\$68,000</b>



# SUMMARY OF SUBMITTED PROPOSALS

	Centrica	Symmetric	Syserco
Strength Summary	<ul style="list-style-type: none"> <li>• Market-aligned EPC pricing for the PV</li> <li>• Plenty of relevant experience</li> <li>• Healthy financials (low risk of going out of business and substantial bonding capacity)</li> <li>• Interviewed well</li> <li>• A lot of their work they claim to be able to do in-house which decreases risk/unknowns</li> </ul>	<ul style="list-style-type: none"> <li>• Market-aligned EPC pricing for the PV</li> <li>• No exceptions listed (but will likely list exceptions in contracting phase)</li> </ul>	<ul style="list-style-type: none"> <li>• Experience with similar projects</li> <li>• Currently working on other local, nearby projects (familiar with the area)</li> </ul>
Weakness Summary	<ul style="list-style-type: none"> <li>• Schedule risk (they should be able to do a 1-site canopy project in much less time than 1.5 years)</li> <li>• EVSE is overpriced</li> </ul>	<ul style="list-style-type: none"> <li>• Unclear experience (could not verify the solar projects they used to highlight their experience)</li> <li>• Listed unfamiliar modules/inverters</li> <li>• Did not meet all the minimum quals</li> <li>• Schedule seems too good to be true – in the interview, it was confirmed that their schedule was overly optimistic and that it assumed almost no time for due diligence, permitting, or procurement</li> <li>• Errors/typos in proposal response</li> </ul>	<ul style="list-style-type: none"> <li>• Significantly higher pricing than the other two proposals</li> <li>• Undersized the proposed system sizing (but provided an updated cost proposal and design that meets RFP requirements, albeit at an even higher cost)</li> </ul>





# Quantitative Analysis of Proposals

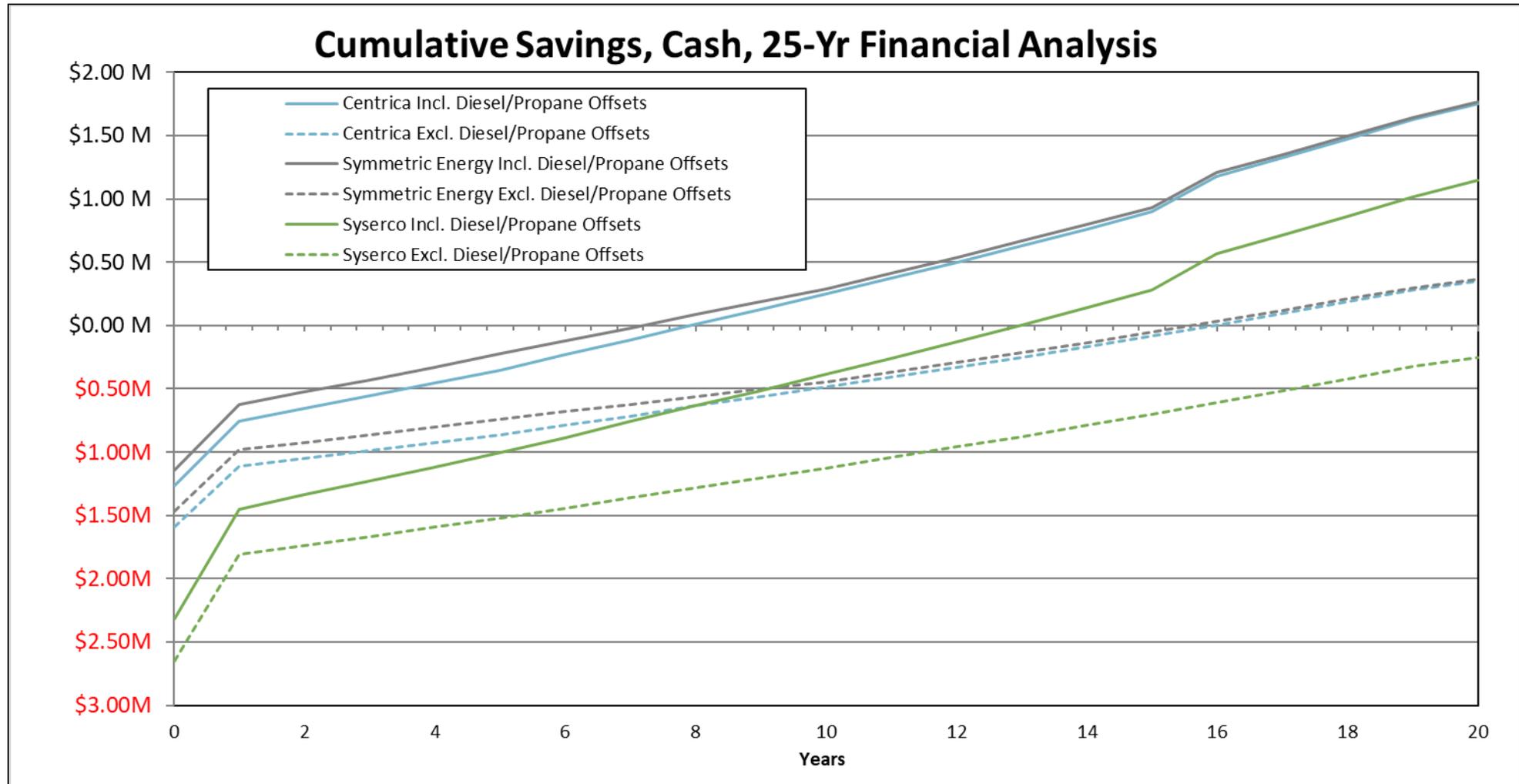
# QUALITATIVE ANALYSIS

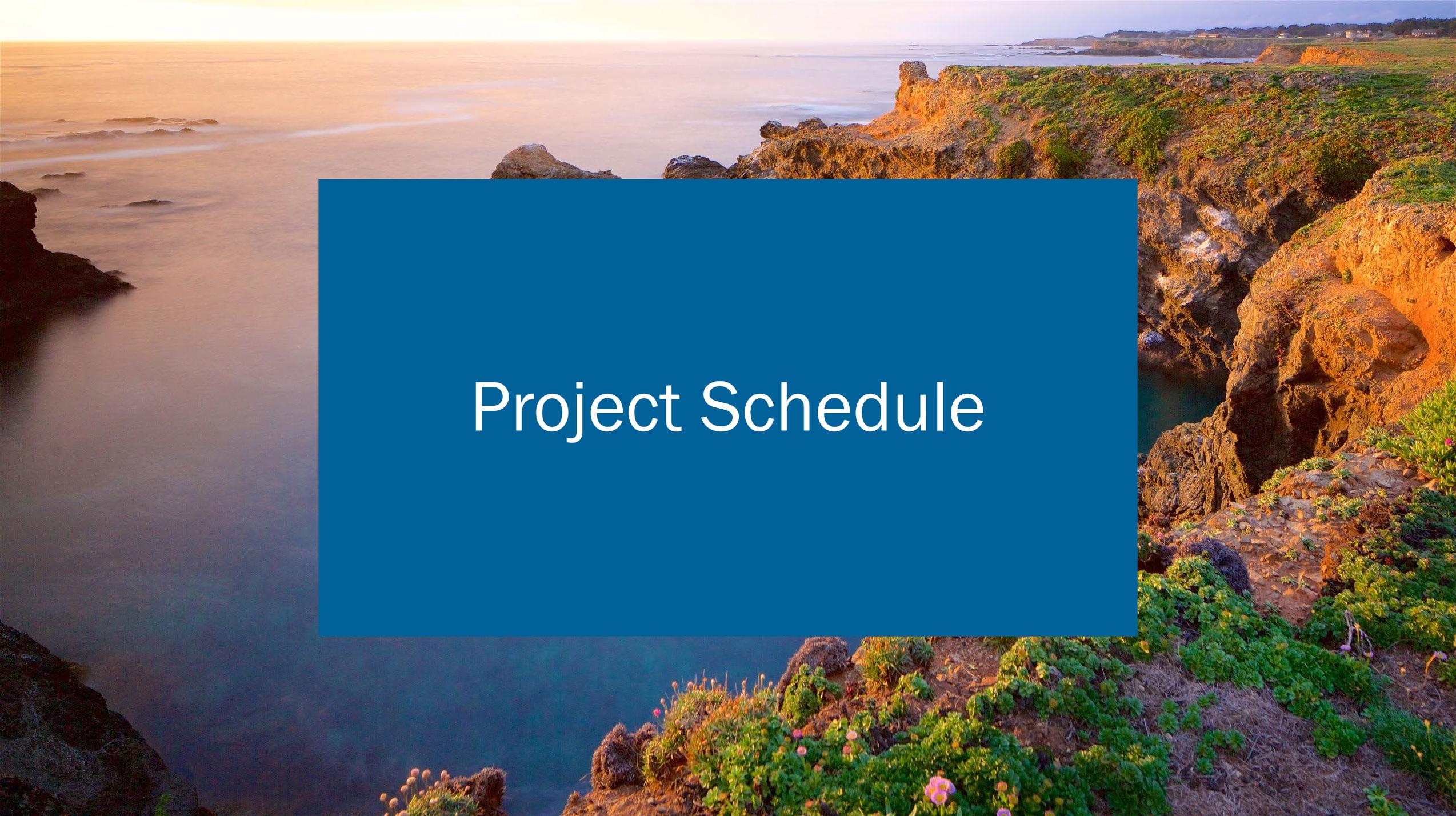
Scenario:	Centrica		Symmetric Energy		Syserco		
	Incl. Diesel/Propane Offsets	Excl. Diesel/Propane Offsets	Incl. Diesel/Propane Offsets	Excl. Diesel/Propane Offsets	Incl. Diesel/Propane Offsets	Excl. Diesel/Propane Offsets	
<b>Cash Purchase Proposal</b>							
Base Cost	\$	\$1,143,000	\$1,143,000	\$1,169,000	\$1,169,000	\$2,276,000	\$2,276,000
Base Cost per Watt	\$/W	\$5.37	\$5.37	\$5.69	\$5.69	\$10.39	\$10.39
<b>Cash Purchase - First Year Financial Analysis</b>							
Project Development Cost	\$	\$1,262,000	\$1,589,000	\$1,140,000	\$1,467,000	\$2,320,000	\$2,647,000
Year-1 Estimated Savings vs. Utility/"Do-Nothing" Scenario	\$	\$47,000	\$47,000	\$47,000	\$47,000	\$56,000	\$56,000
<b>Cash Purchase 25-Yr - Lifetime Analysis</b>							
Energy Cost No PV, Nominal	\$	\$3,797,000	\$3,797,000	\$3,797,000	\$3,797,000	\$3,797,000	\$3,797,000
Energy Cost with PV, Nominal	\$	(\$613,000)	\$1,496,000	(\$492,000)	\$1,617,000	(\$1,078,000)	\$1,031,000
Project IRR	%	13%	4%	14%	4%	7%	0%
Simple Payback	Years	8	16	8	16	13	24
Nominal Estimated PV Project Lifetime Savings	\$	\$2.82 M	\$0.71 M	\$2.82 M	\$0.71 M	\$2.23 M	\$0.12 M
NPV Estimated PV Project Lifetime Savings (2% Discount Rate)	\$, NPV	\$1.73 M	\$0.19 M	\$1.77 M	\$0.22 M	\$1.11 M	(\$0.43 M)

\* Diesel/Propane Offsets columns include savings from the District no longer needing to buy replacement generators, as well as about \$75k in annual fuel/maintenance cost savings – all of which sums to approximately \$2.1M in avoided costs.



# QUANTITATIVE ANALYSIS





# Project Schedule

# PROJECT SCHEDULE LOOK-AHEAD

 <p>SELECTION, NEGOTIATION, AND AWARD</p>	<p>Interview of top-ranked firms    January 10, 2025</p> <p>Notification to top-ranked firm    January 28, 2025</p> <p><b>Board of Trustees Meeting    February 2025</b></p> <p>Contract negotiations    February - March 2025</p>
 <p>PROCUREMENT &amp; IMPLEMENTATION</p>	<p>Target AHJ permit issuance    July 2025</p> <p><i>Est. procurement window    May – September 2025</i></p> <p><i>Est. construction window    August 2025 – December 2025</i></p> <p><b>Est. Final Completion    March 2026 *</b></p>

\* This project must achieve PTO prior to April 14<sup>th</sup>, 2026, in order to maintain NEM2.0 grandfathering.



# PROPOSER'S PROJECT SCHEDULES

Project Milestones:	Design Completion	Mobilization	Substantial Completion	Expected COD **	Final Completion
Centrica	Jun 2025	Nov 2025	Mar 2026	May 2026	Late-May 2026
Symmetric Energy	Mar 2025 *	Apr 2025	Aug 2025	Sep 2025	Late-Sep 2025
Syserco	Jun 2025	Aug 2025	Dec 2025	Feb 2026	Apr 2026

\* This is not a feasible Design Completion date – Due Diligence (Survey/Topo) and Full Design together take about 4-5 months. If the District will be awarding the contract in mid-February, that puts the Design Completion date in June 2025 at the earliest.

\*\* This project must achieve PTO prior to April 14<sup>th</sup>, 2026, in order to maintain NEM2.0 grandfathering.



- **Is Symmetric's schedule feasible?**

- Symmetric's schedule is quite aggressive and is unlikely to be feasible.
- Symmetric does not seem to account for the following (which will add 4-5 months to their schedule):
  - Survey/Topo (which takes 4-6 weeks)
  - Full Design and DSA Approval (which takes 12-14 weeks)
- If we assume their schedule pushes a couple of months, it aligns with the other proposers' schedules.

- **Can Centrica speed up their schedule?**

- Centrica can likely speed up their schedule if the District approves them to mobilize Survey/Topo as soon as possible via an LOI/Conditional NTP.
- They are also willing to procure materials at-risk/ahead of schedule to further expedite the schedule.





# Vendor Scoring and NV5 Recommendation

# RFP PROPOSAL EVALUATION RUBRIC

PPA RFP Scoring				
Criteria		Pct of Score	Sub-Criteria	Points
1	Lifetime Savings	45%	NPV Savings	45.0
			<i>Subtotal</i>	<b><i>45.0</i></b>
2	Project Experience, Qualifications, Safety Plan, and Financial Stability	20%	Project Quals	12.0
			Risk	8.0
			<i>Subtotal</i>	<b><i>20.0</i></b>
3	System Design, Components, and Proposed Schedule	15%	Design/Components	10.0
			Schedule	5.0
			<i>Subtotal</i>	<b><i>15.0</i></b>
4	Performance Guarantee and O&M	10%	PeGu	5.0
			O&M	5.0
			<i>Subtotal</i>	<b><i>10.0</i></b>
5	Overall RFP/Interview and Contract Exceptions	10%	Overall RFP/Interview	5.0
			Contract Exceptions	5.0
			<i>Subtotal</i>	<b><i>10.0</i></b>
TOTAL		100%		100.0



# VENDOR EVALUATION RESULTS

Cash Purchase RFP Scoring Matrix					
Criteria:		Scoring	Centrica	Symmetric Energy	Syserco
1	Lifetime Savings	45	44	45	28
2	Project Experience, Qualifications, Safety Plan, and Financial Stability	20	20	5	16
3	System Design, Components, and Proposed Schedule	15	9	12	10
4	PeGu and O&M	10	5	7	10
5	Overall RFP/Interview and Contract Exceptions	10	8	6	7
Overall Score:		100	86	75	71



## Centrica

- Professional proposal (met all the RFP requirements)
- Competitive pricing (one of the lowest-cost bidders)
- Deep knowledge of solar PV in California
- Experience developing many other similar projects (i.e., solar PV at schools)
- Open to iteratively fine-tuning the proposed design
- Interviewed well
- Responsive, proactive, and communicative to our RFIs
- Reference checks only had positive things to say about working with them





# Next Steps

# NEXT STEPS

1. District to review proposals and NV5's analysis.
2. District to select preferred Design-Builder.
3. District, NV5, and Selected Bidder to enter contract negotiations.
4. District to post public CA GC 4217 findings/announcement at least 2 weeks prior to the regularly-scheduled Board Meeting wherein the Design-Build contract will be approved/executed.





# Appendices



*Appendix A:  
RFP Recap*

- **Solar PV system (approx. 219 kW-DC)**
  - Located at Mendocino High School.
  - PV canopies scoped to be in the lower parking lot and behind the main building (see site plan on the subsequent slide).
  - NEM2.0 grandfathered Interconnection Application on file with PG&E (deemed complete).
  
- **Electric Vehicle Supply Equipment (EVSE) installation, as required by Title 24**



# DRAFT



**MAIN SERVICE**  
Meter - 1010238157  
SAID - 4660640747  
Rating - 2000A 120/208V 3P

Existing EVSE stub-outs  
for future EVSE

■ Solar Array Location, C-Canopy  
📍 Main Electrical Service    - - - Prelim. Conduit Route    ⤴ NTS

## Mendocino HS

10700 Ford St, Mendocino, CA 95460

### Interconnection Application (IA) Sizes

IA Size (kW-DC)	IA Size (kW-AC)	IA Size (CEC-AC)
219.24	192.3	160.32

### Notes

1. Portables under C1 have not yet been removed, but will be before construction.
2. Proposers must stay within size limits of the submitted Interconnection Application (IA) in order to maintain NEM2.0 grandfathering. Systems must be between 80% - 100% of the CEC-AC rating of the submitted IA.
3. Existing EVSE stub-outs include 400A service with 4" conduit running to MSB.
4. Proposers must meet CA Title 24 requirements for EV charging stations under C1.
5. EVA lane runs around perimeter of southern building, south of C2, see Att B3 As-Builts for details.
6. The small propane tank just north of C2 (the little white item) is no longer there – while there is some old fencing remaining, it is no longer fencing anything in, so it can be removed.

## Mendocino USD

Preliminary Array Locations

11/01/2024 Rev. 1



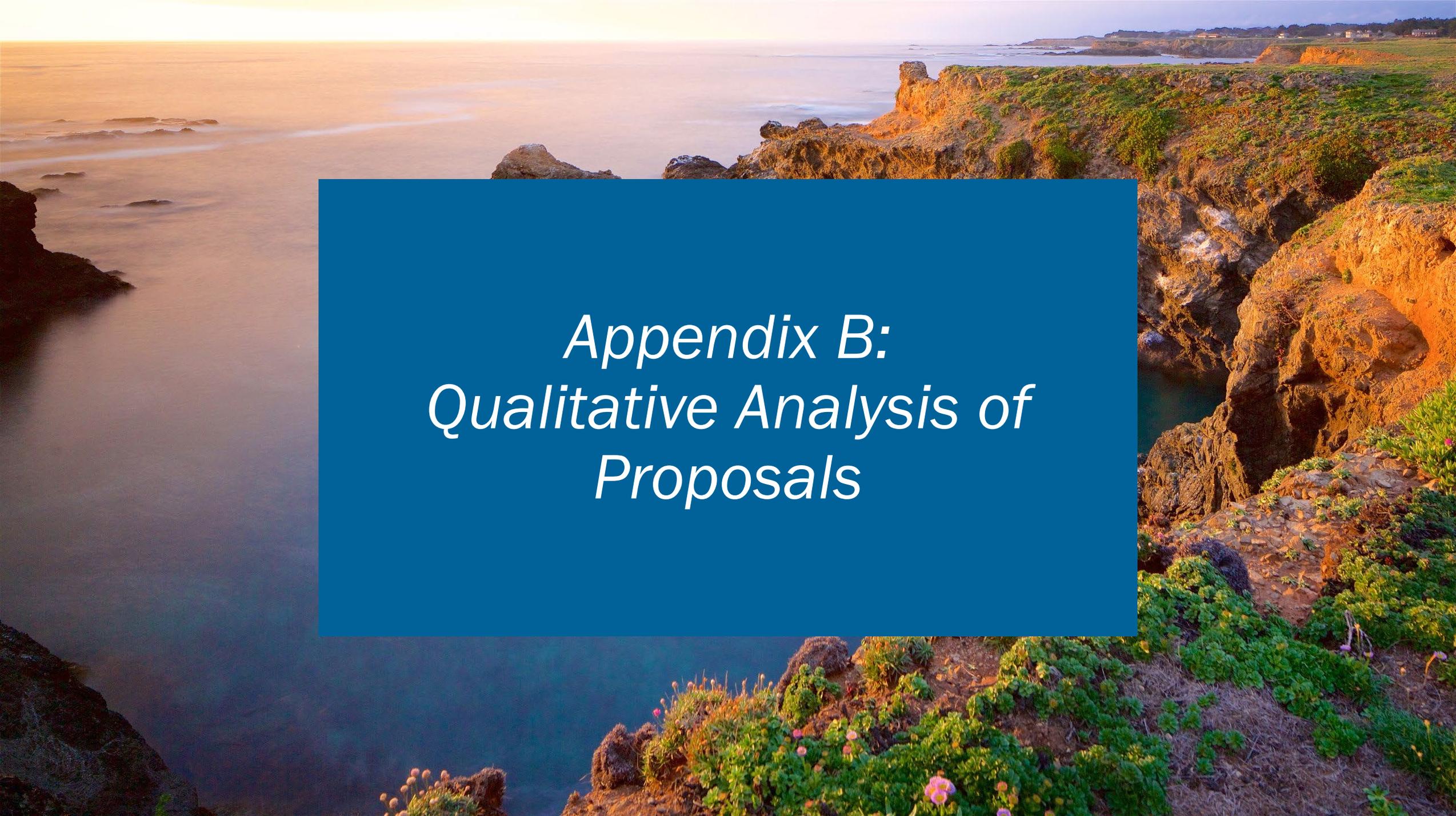
- **This project will be Cash Purchase**
  - The District will finance and own the PV system(s) itself.
  - A third-party can be contracted with for ongoing operations and maintenance (O&M), if desired.
  - Requires substantial upfront out-of-pocket costs from the District.
  - Reduces District's electrical bills as soon as it is energized and generating power.
  
- **The RFP requested a Design-Build firm for the District to contract with.**



# PROJECT GOALS

- Support the District's goal of achieving Zero Net Energy (ZNE) as part of the ongoing modernization work at Mendocino HS.
- Reduce energy costs.
- Improve environmental sustainability.
- Provide shade as an amenity to the parking lot and behind the main building.
- Hedge against future utility rate escalation.





*Appendix B:  
Qualitative Analysis of  
Proposals*

# QUALITATIVE ANALYSIS

	Centrica	Symmetric	Syserco
Strength Summary	<ul style="list-style-type: none"> <li>• Market-aligned EPC pricing for the PV</li> <li>• Plenty of relevant experience</li> <li>• Healthy financials (low risk of going out of business and substantial bonding capacity)</li> <li>• Interviewed well</li> <li>• A lot of their work they claim to be able to do in-house which decreases risk/unknowns</li> </ul>	<ul style="list-style-type: none"> <li>• Market-aligned EPC pricing for the PV</li> <li>• No exceptions listed (but will likely list exceptions in contracting phase)</li> </ul>	<ul style="list-style-type: none"> <li>• Experience with similar projects</li> <li>• Currently working on other local, nearby projects (familiar with the area)</li> </ul>
Weakness Summary	<ul style="list-style-type: none"> <li>• Schedule risk (they should be able to do a 1-site canopy project in much less time than 1.5 years)</li> <li>• EVSE is overpriced</li> </ul>	<ul style="list-style-type: none"> <li>• Unclear experience (could not verify the solar projects they used to highlight their experience)</li> <li>• Listed unfamiliar modules/inverters</li> <li>• Did not meet all the minimum quals</li> <li>• Schedule seems too good to be true – in the interview, it was confirmed that their schedule was overly optimistic and that it assumed almost no time for due diligence, permitting, or procurement</li> <li>• Errors/typos in proposal response</li> </ul>	<ul style="list-style-type: none"> <li>• Significantly higher pricing than the other two proposals</li> <li>• Undersized the proposed system sizing (but provided an updated cost proposal and design that meets RFP requirements, albeit at an even higher cost)</li> </ul>



# MATERIAL CONSIDERATIONS

- Are the listed PV modules legit?

	Centrica <i>Boviet Solar</i>	Symmetric Energy <i>Phono Solar</i>	Syserco <i>Heliene</i>
HQ Country	Vietnam	China	Canada
Founded	2013	2007	2010
Bloomberg NEF Tier	Tier 1	Tier 1	Tier 1
Manufactured Location	Vietnam & "coming soon" to the US	China? (Doesn't say)	North America (Canada + USA)
Parent Company	Boway Group	SUMEC Group	"Alliance between Helios Energy Europe and North American-based entrepreneurs"
Parent Company Founded	1987	1978	2010
Other Notes	-One of Wood Mackenzie's Top 10 Global PV manufacturers (#10) in June 2024 annual report -May have tariffs applied, pending April 2025 final determination <a href="https://www.trade.gov/preliminary-determinations-antidumping-duty-duty-investigations-crystalline-photovoltaic-cells">https://www.trade.gov/preliminary-determinations-antidumping-duty-duty-investigations-crystalline-photovoltaic-cells</a>	-May have additional tariffs from Trump administration	-May qualify for Domestic Content -Very little information available about the company



- **Can the layout/system change?**

- The District has the flexibility to reduce the system size by as much as 20% to accommodate site constraints, and still maintain NEM2.0 grandfathering.
- NV5 believes the layout that was proposed in the RFP is still the best design but may require the District to trim some of the overhanging cypress branches.

- **Marine environment concerns**

- The specs for the marine environment need to be met (outdoor equipment to be NEMA 4X), but in talking with our engineers, that will only add ~\$10k-20k.



- **California Solar PV Experience – Reference Checks**

- **Centrica**

- Merced CCD – no response
- Coast USD said it went well.
  - *No problems, did a good job, no call-backs/issues, quality work, amazing to work with.*
  - *Easy to get ahold of, direct communication, very professional. Highly recommend.*
  - *Contracting went smoothly.*
  - *Met the agreed-upon schedule.*
- Sutter County Superintendent of Schools – no response

- **Symmetric**

- Both projects Symmetric listed in their proposal and interview do not seem to exist – there is no record of solar PV at either site.

- **Syserco**

- Cabrillo USD – no response
- Santa Rosa City Schools – no response
- City of Fort Bragg
  - *Stated it has been good to work with them on a microgrid design and solar. The project has yet to be installed, Syserco is still in the design phase.*
- City of Willits – no response

