



ACCESSolar: ACcelerating Community Empowered Shared Solar

Pre-Submission Webinar

A&CM Sustainability Programs

May 16, 2023

Webinar Logistics

- All attendees will be muted and off-camera
- Please submit your questions through the Q & A box
- Questions will be answered live, time permitting
- Questions remaining after time expires will be answered in writing and posted on NYCHA's ACCESSolar web page.
 - <https://www.nyc.gov/site/nycha/about/accessolar.page>
- Only written responses are considered official.
- A recording of this webinar and this slide deck will be posted on Sustainable CUNY's NY Solar Map website. <https://nysolarmap.com/resources/webinars-and-podcasts/>

NYCHA and Sustainable CUNY

- NYCHA-CUNY collaboration began more than a decade ago
- CUNY utilized LiDAR technology from its NY Solar Map to estimate solar potential of >2,000 NYCHA buildings and identify best candidates for solar installations
- CUNY assisted in the development of the first RFP for NYCHA's Commercial Solar program in 2017 and the first solicitation for ACCESSolar the following year
- CUNY continues to proudly support NYCHA in its latest ACCESSolar solicitation and in the overall achievement of NYCHA's 30 x 2026 solar goal.

About NYCHA



With more than **+/- 400k people**, NYCHA's population is larger than Las Vegas, Atlanta, or Miami

A dark circular infographic containing the following statistics:

- \$23,000** average household income
- 110,000** Children
- 77,000** Seniors
- 61%** are employed



A large infographic on the right side of the page. At the top, three light blue circles contain the following statistics:

- 335** Individual developments
- 2,212** Residential buildings
- 177,611** Public housing apartments

Below these circles is a large illustration of a tall apartment building with a utility pole and a tree. At the bottom of this section, a statistic is presented:

1 in 15 New Yorkers are served by NYCHA Public Housing & Section 8 Programs

The bottom of this section also features an illustration of diverse people walking on a sidewalk, including a person in a wheelchair.

Evolution of Sustainability at NYCHA



1934

First resident gardens

1963

First recycling pilot program

1988

Super-efficient fridges

1996

Creation of Energy Dept

1997

EPC at 5 developments

2001

Recycling infrastructure installed

2015

First NYCHA Farm at Red Hook

2013

First Green Infrastructure Project at Bronx River

2011

Resident Green Communities Established

2009

First instantaneous hot water heaters
810 buildings

2006

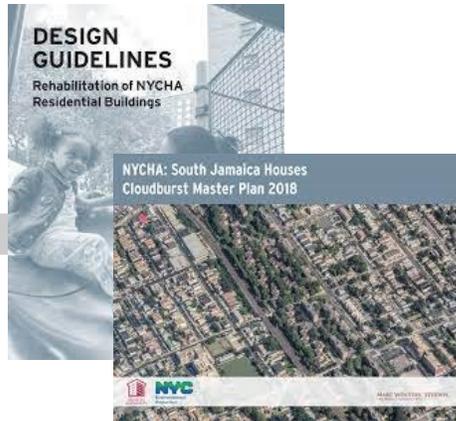
\$1B committed to roof replacements

2017



2016

First Sustainability Agenda released



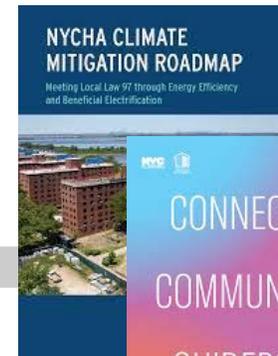
2018

Design Guidelines & Clodburst Masterplan



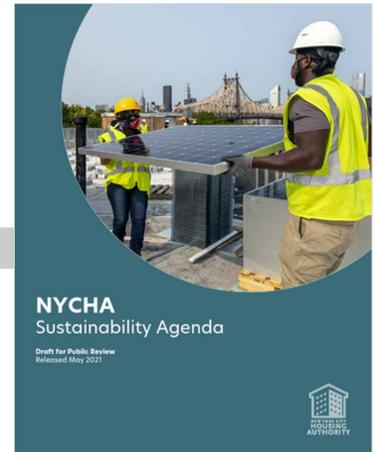
2019

Clean Fleet Plan & Waste Management Plan



2020

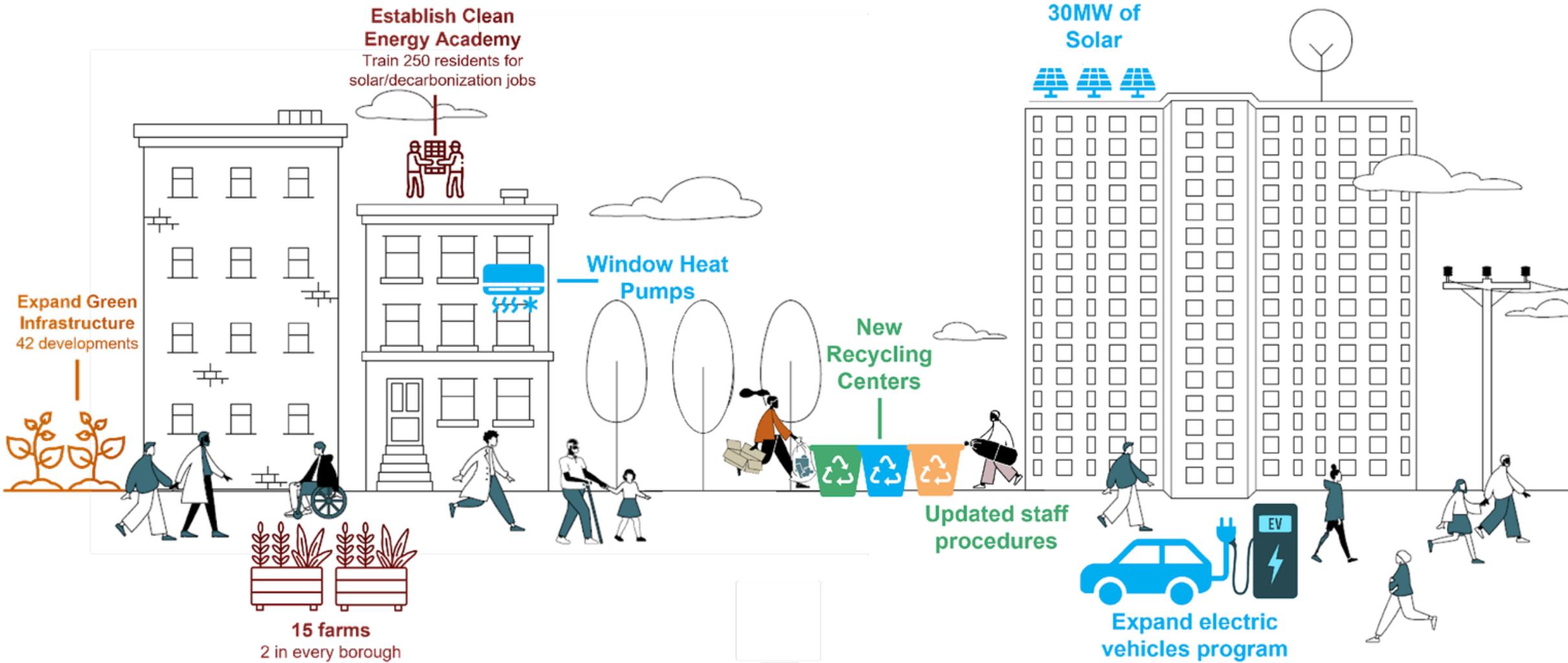
Climate Mitigation Roadmap & Connected Communities Guidebook



2021

New Sustainability 5 Agenda released

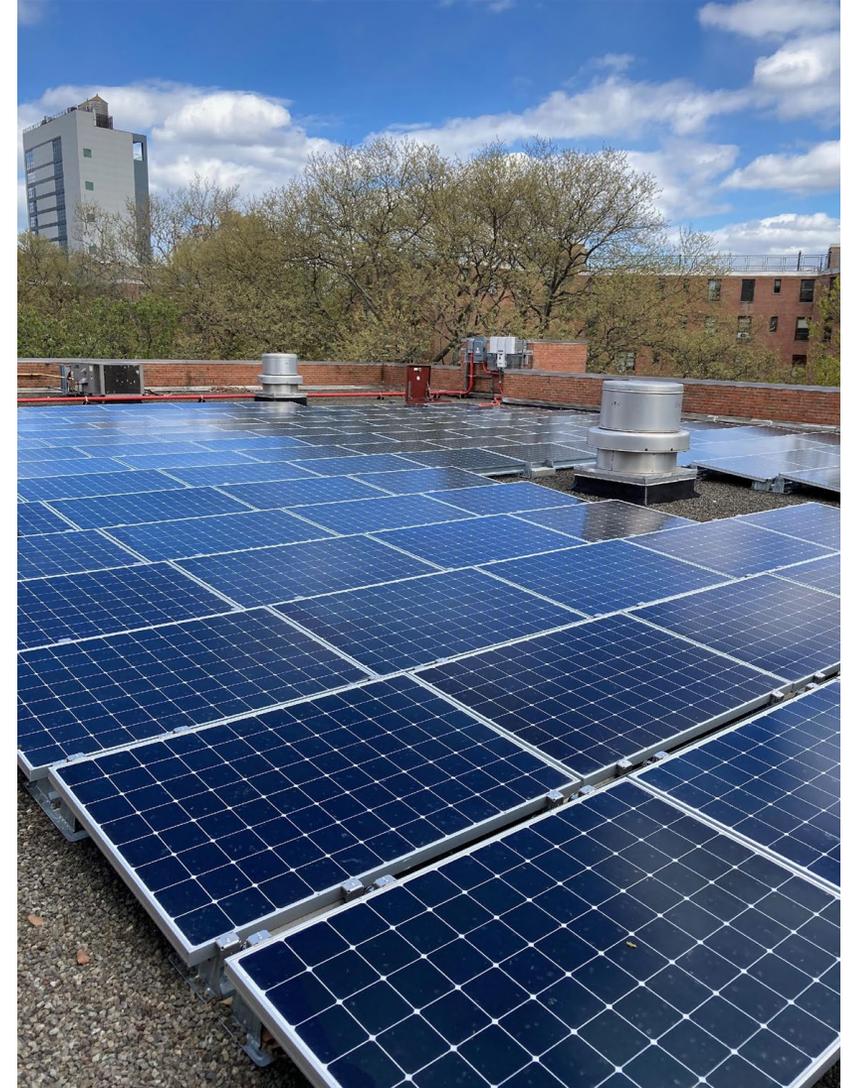
Sustainability Agenda – Commitments by 2026



NYCHA's 30MW Solar Program

Goals

- Host 30 MW of Solar PV Capacity by 2026
 - Supporting NYC and NYS goals to reduce carbon emissions by 85%
- Generate lease revenue to fund building operations
- Reduce energy costs for low- and moderate-income (LMI) members of the community
 - NYCHA residents who pay utility bills
 - Section 8 voucher holders
 - Other low-income renters
- Provide green jobs and training for NYCHA residents
- Help build capacity for Community-Based Organizations (CBOs)



ACCESSolar Overview

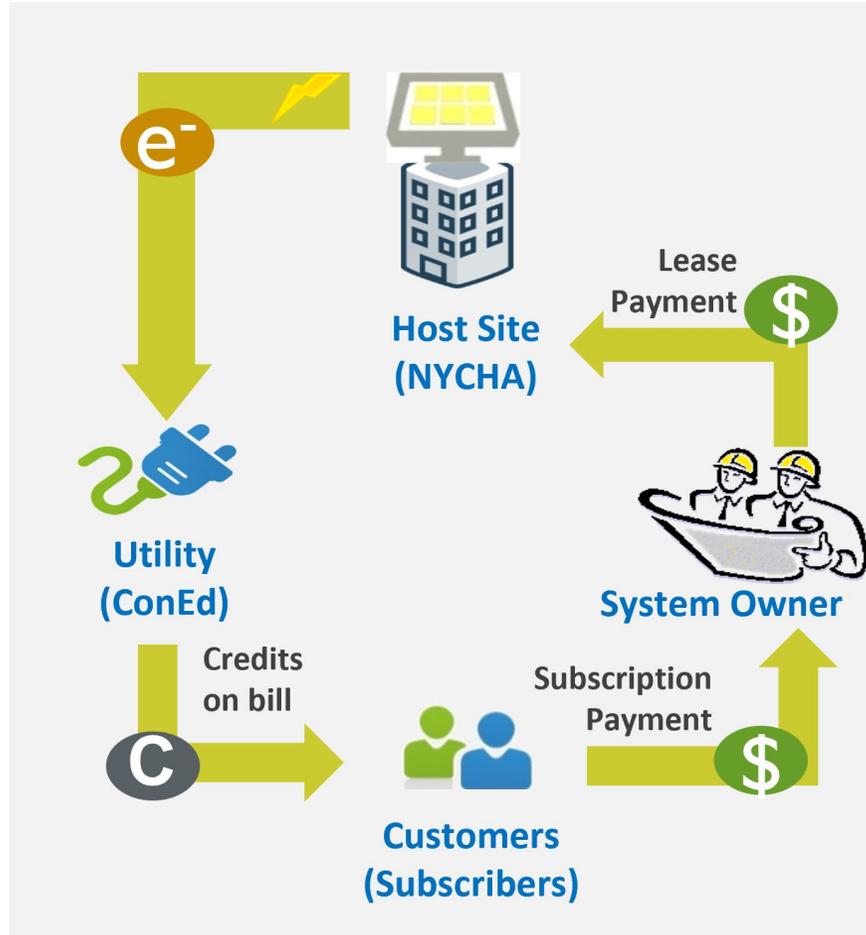
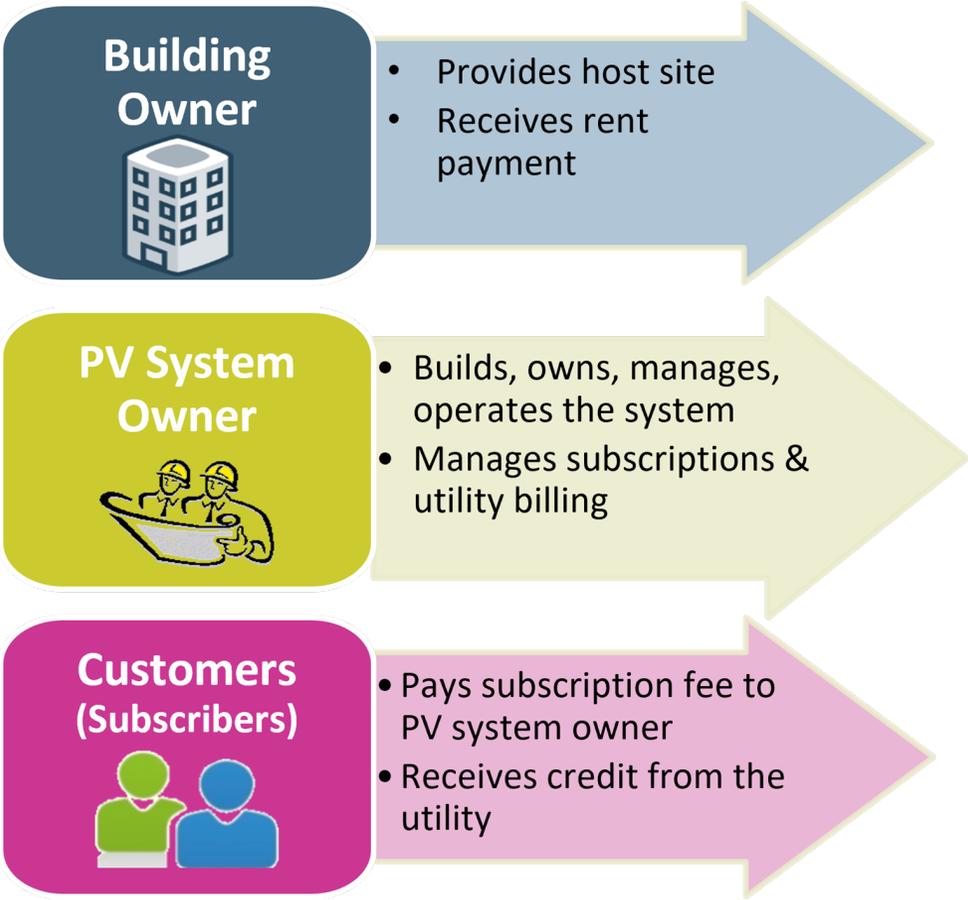
ACcelerating Community Empowered Shared Solar



- Model for deploying community benefit solar at scale on public housing without diverting public housing funds from other capital needs
- This solicitation builds on previous NYCHA solar efforts (Commercial Solar in 2017, first round of ACCESSolar in 2018)
- All ACCESSolar projects will be front-of-meter **roof leases** for community solar/remote net metering, due to rates and regulations that continue to make power purchase agreements uneconomical
- Hiring and subscription commitments built into lease
- Roof lease model allows additional flexibility in proposal development

Community Shared Solar

How Does it Work?



ACCESSolar Overview

Project Teams

- Interested Proposers should form teams to cover all aspects of this project, including development, installation, financing, resident hiring/training, subscriber enrollment, community outreach
- Opportunity for solar developers and community organizations to build capacity for solar in NYC

Project Scale

- Aiming to build 10 MW or more of solar through this solicitation
- Focus on roofs in good condition and sites that do not currently have other programmatic conflicts in the current planning horizon



Site Bundles

309 rooftops across 21 developments, grouped by geography and building type

Bundle Number	Bundle 1	Bundle 2	Bundle 3	Bundle 4	Bundle 5	Bundle 6
Bundle Description	<i>BQDM Zone</i>	<i>North Brooklyn</i>	<i>South Brooklyn</i>	<i>Queens</i>	<i>Bronx</i>	<i>High Rises (BK & MN)</i>
Number of Developments	3	3	2	4	4	5
Number of buildings	39	59	50	79	42	40
Estimated solar capacity for combined buildings	1,705	2,550	2,203	2,760	1,721	1,313
Developments	Cooper Park Cypress Hills Sumner	Red Hook East Red Hook West Marcy	Breukelen Sheepshead Bay	Astoria Ravenswood South Jamaica I South Jamaica II	Monroe Patterson Butler Bronx River	Albany I & II Farragut Grant Smith
Minimum Proposal Requirements	900 kW	1,500 kW	1,590 kW	1,700 kW	750 kW	500 kW



Site Visits, Q&A

Not required, but highly recommended

- Schedule of site visits included in Solicitation as Exhibit A- held over two weeks from 5/22 to 6/2
- All interested parties must RSVP to ACCESSolar@nycha.nyc.gov prior to the day of visit. Visits will include one or two representative rooftops and electrical rooms per development; proposers will be accompanied by NYCHA staff.
- Proposers may request additional site visits by emailing ACCESSolar@nycha.nyc.gov no later than June 2; NYCHA will attempt to schedule but cannot guarantee staff availability.
- Deadline for submission of Q&As to ACCESSolar@nycha.nyc.gov is also end of day Friday, June 2
- All answers will be posted on NYCHA's ACCESSolar website at <https://www.nyc.gov/site/nycha/about/accessolar.page>

Obligations of Project Developer

Project Financing and System Ownership

- Identify, negotiate, and secure project financing. NYCHA will not cover any costs or provide any financial security for the projects.
- The Project Developer (or other long-term Lessee identified for the purpose of project financing) shall own, operate, and maintain the solar PV systems for the lifetime of the Lease Agreement
- The Lessee will be responsible for decommissioning and removing the system at the end of the Lease.

Design, Permitting, and Construction

- All design, construction and commissioning activities, including permitting and interconnection approvals
- All existing roof warranties must be maintained- must provide NYCHA with the plan for maintaining roof warranties, and pay for any inspection fees required by the roofing manufacturer

Obligations of Project Developer

O&M, Safety and Security

- Prevent risks to NYCHA staff and residents during construction and operation; develop safety procedures and respond to incidents. Note details in **Exhibits C & F**

Lease Payments; LMI Subscriber Enrollment

- All ACCESSolar projects must include a lease payment to NYCHA (see **Attachment E**)
- Enroll low- and moderate-income (LMI) subscribers to the arrays so they can save on their electric bills
- Proposers are expected to offer at least 10% bill credit discounts and reserve 50% of the power for LMI households (20% is the absolute minimum threshold)- see **Attachment A** for consumer protection terms
- Proposers are encouraged to develop a plan that targets direct-metered NYCHA and/or Section 8 households
- Subscribers should be verifiable as LMI through proxy methods that do not expose personal info

Obligations of Project Developer

Training and Hiring of NYCHA Residents

- NYCHA's standard is that 25 percent of the labor hours on construction projects are to be worked on by NYCHA residents- while this is not a legal requirement for leases as it is for HUD-funded projects, it **remains** a programmatic requirement
- Work with Resident Economic Empowerment and Sustainability (REES) to identify qualified NYCHA residents, especially at the developments that will receive solar
- Coordinate with the NYCHA Clean Energy Academy, which will train a cohort of NYCHA residents in solar PV installation, workforce preparation, safety certifications.
- Project Developers will be expected to interview NYCHA Clean Energy Academy graduates

NYCHA Clean Energy Academy



**~100 resident trainees
over two years**

Training to build skills for
decarbonization & solar careers

NYCHA Responsibilities

- Roof host and site access
- Review plans, designs, and procedures to ensure the safety of residents and staff and to confirm that normal building operations will not be disrupted during construction and operations. E.g. maintenance paths for staff, anchoring details for conduit and equipment, roof warranty protection
- Periodic safety inspections
- Commissioning review
- Emergency Management during operations
- Coordination with REES, Clean Energy Academy, Resident Engagement etc. in order to facilitate NYCHA resident hiring and verifiable LMI subscriptions

Key Solicitation Deadlines



Proposal Content and Submission Requirements

Submission Package, Interviews, and Negotiations

- All Proposals are to be submitted to ACCESSolar@nycha.nyc.gov no later than the end of day July 6, 2023
- Proposals need to include all narrative sections as listed in section 3.2 of the Solicitation, as well as filled-out Attachments and other materials as requested
- Proposers may additionally include supplemental material, comments on the Lease Agreement template, etc.
- Proposers must request copies of all Attachments via email to ACCESSolar@nycha.nyc.gov
- Proposals are to be treated as a basis for negotiation and may be modified if necessary up until signing of a final Lease Agreement

Proposal Content and Submission Requirements

Proposal Sections

- **Cover Page** with lead Proposer team member contact and headline qualitative commitments (lease payments, LMI subscriptions, NYCHA resident hiring)
- **Section 1: Team Information**- narrative section up to 5 pages covering all organizations in the Proposal team. Also must include the following items that do not count against the page limit: organization chart and resumes, proof of Proposer's legal existence as a business entity; financial statements or **Attachment C**, minimum qualification requirements as laid out in **Attachment D**
- **Section 2: Listing of Sites, Technical Approach, Construction Plan**- narrative section up to 10 pages detailing deployment and construction plan and technical approach, including requirements to protect the building, NYCHA residents, and roof warranties. Also must include the following items that do not count against the page limit: draft Gantt chart and listing of sites with expected system sizing and proposed lease payments in **Attachment E**. May also include items such as sample layouts and product cut sheets.

Proposal Content and Submission Requirements

Attachment E

Attachment E- SITE PROPOSAL FORM (Bundle #1- BQDM Zone)											
Proposer:	Insert name					Enter information in yellow highlighted cells only					
Site Group:	Bundle 1- BQDM Zone					Notes: COOPER PARK, CYPRESS HILLS, SUMNER					
Total Number of Sites	39 Sites										
Minimum Capacity	900 kW in total										
Maximum is only limited by total number of sites in this group											
Number of Sites Included:	0										
Total Solar PV system size (kW DC):	-										
Total Lease Offer (\$/Year):	\$ -										
Total Solar PV Size (kWac):	-										
Total Year 1 Output (kWh):	-										
Year 1 Energy Yield (kWh/kWdc):	#DIV/0!										
Annual Lease per kW (\$/kW):	#DIV/0!										
Number of buildings:	0										
Average System Size (kW):	#DIV/0!										
						Annual Degradation Rate:			0.5%		
DEVELOPMENT	BLDG. NUMBER	STREET ADDRESS	ZIP CODE	BOROUGH	NUMBER OF STORIES	Lease Offer (\$/Year)	Solar PV Size (kW DC)	Solar PV Size (kWac)	Output (kWh) Year 1	Year 2	Year
COOPER PARK	1	275 JACKSON STREET	11211	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	2	60 KINGSLAND AVENUE	11211	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	3	280 FROST STREET	11222	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	4	290 FROST STREET	11222	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	5	330 FROST STREET	11222	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	6	340 FROST STREET	11222	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	7	417 MORGAN AVENUE	11211	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	8	389 MORGAN AVENUE	11211	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	9	20 DEBEVOISE AVENUE	11211	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	10	50 DEBEVOISE AVENUE	11211	BROOKLYN	7	\$ -	-	-	-	-	-
COOPER PARK	11	295 JACKSON STREET	11211	BROOKLYN	7	\$ -	-	-	-	-	-
CYPRESS HILLS	1	1260 SUTTER AVENUE	11208	BROOKLYN	7	\$ -	-	-	-	-	-
CYPRESS HILLS	2	1230 SUTTER AVENUE	11208	BROOKLYN	7	\$ -	-	-	-	-	-
CYPRESS HILLS	3	315 FOUNTAIN AVENUE	11208	BROOKLYN	7	\$ -	-	-	-	-	-
Bundle 1- BQDM Zone Bundle 2- North Brooklyn Bundle 3- South Brooklyn Bundle 4- Queens Bundle 5- The Bronx Bundle 6- High Rises (BK & MN)											



Proposal Content and Submission Requirements

Proposal Sections, Continued

- **Section 3: Operations, Maintenance, and Security-** narrative section up to 4 pages covering O&M plans post-construction with a focus on mitigating and responding to safety and security needs, as well as decommissioning at end of Lease.
- **Section 4: Project Financing-** narrative section up to 5 pages detailing financing plan for the project, including information on long-term system ownership
- **Section 5: Financial and Other Benefits for NYCHA and residents-** narrative section up to 3 pages, also **Attachment E**. Other creative benefits for residents welcome here; also Proposers are encouraged to provide a *pro forma* justifying the proposed lease rate.
- **Section 6: NYCHA Resident Hiring-** narrative section up to 5 pages detailing hiring commitments, outreach and training approach, coordination with Clean Energy Academy
- **Section 7: LMI Enrollment-** narrative section up to 5 pages detailing LMI enrollment approach and quantitative commitments. Also include comments on Community Solar Subscription Terms Worksheet provided as **Attachment A**

Proposal Content and Submission Requirements

Proposal Sections, Continued

- **Section 8: Lease Agreement Comments-** high-level and/or redline responses to the Lease Agreement template provided as **Attachment F**. Please include proposed alternate language.
- **Section 9: Additional Information and Exceptions (Optional)-** may include articles, brochures, and other material that Proposers believe will help NYCHA evaluate their Proposal. Any exceptions to the Proposal Requirements or Terms and Conditions (as listed in Section 5 and Exhibit D of the Solicitation documents) must be included here as well.
- Note: Proposers should clearly note any items in their Proposal that should remain confidential

Evaluation Criteria

ACCESSolar Evaluation Category	Notes	Total maximum points
Proposer Qualifications and Financial Plan	Efforts to include MWBE participation and feasibility of Proposer’s Financial Plan are evaluated in this section	6
Project Technical Approach, System Designs, and Construction Plan	Focus on system design and components and construction plan with an eye towards maximizing system safety and minimizing any disruptions/conflicts	8
Operations, Maintenance, and Safety Strategy	Including O&M post construction as well as commitments on decommissioning	6
Lease Payments to NYCHA	Lease payment offers will be evaluated based on total benefit to NYCHA per bundle	10
Other Benefits to NYCHA Residents	This section takes into account other factors that would maximize benefit to NYCHA residents	2
Resident Hiring Commitments and Plan	Evaluation of quantitative commitments on a hire per/MW basis as well as plan for targeted workforce outreach and/or coordination with Clean Energy Academy	4
LMI Enrollment Commitments and Plan	Evaluation of quantitative commitments on a percentage LMI and discount rate basis, as well as outreach plan	4
Proposer Exceptions	Including exceptions identified in Section 9 as well as lease comments that may hinder timely execution of a final Lease Agreement	Up to minus 4
Total		40 points

Evaluation and Award(s)

Evaluation Process

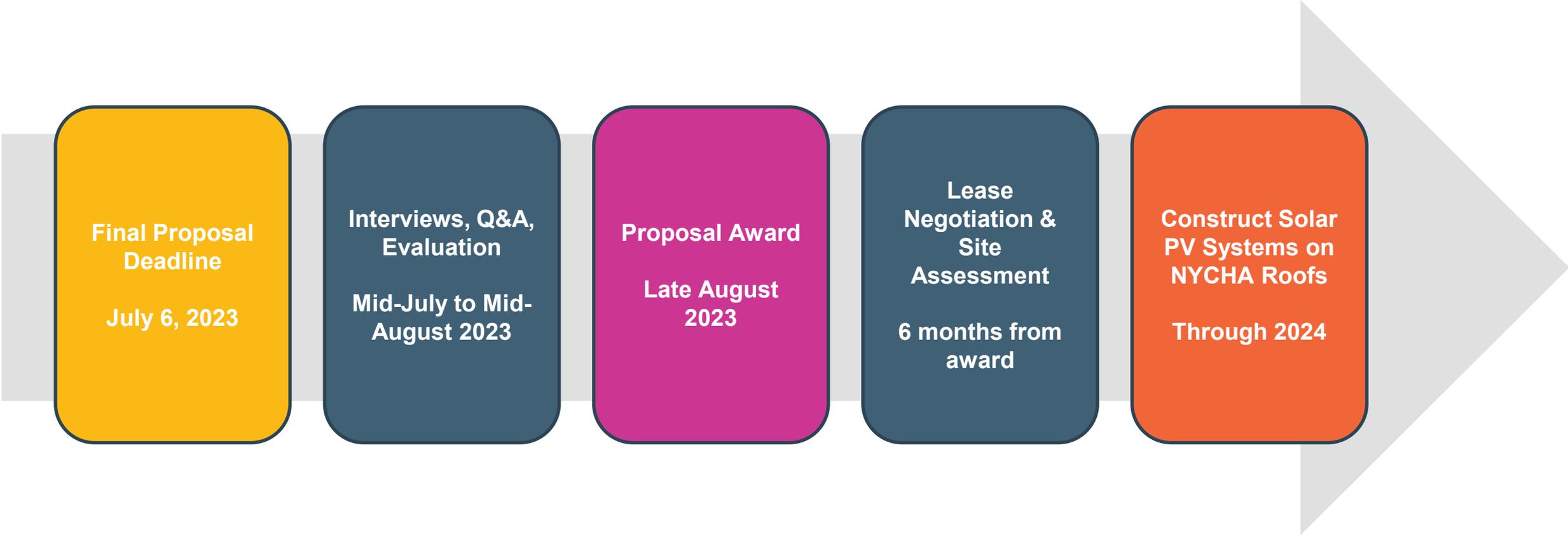
- NYCHA may require interviews, presentations, and/or other correspondence from Proposers during the evaluation period
- NYCHA has the right but not the obligation to request BAFOs (Best and Final Offers) from Proposers before final scoring
- Proposers will be ranked according to the evaluation criteria on a bundle-by-bundle basis- **up to** six separate teams may be awarded the opportunity to negotiate solar leases with NYCHA

Evaluation and Award(s)

Award and Lease Agreement

- After notice of award, Project Developer will have **six months** to finalize Lease Agreement with Sustainability and NYCHA Law
- Post-award negotiations will include provisions for more detailed site assessments, and may include edits to the Proposal, either at NYCHA's request or in response to site conditions
- Lessee will be required to provide proof of insurance and go through a Vendor Name Check (VNC) as a precondition to lease signature- see **Exhibit E** for details.
- The narrative sections of the final accepted Proposal will be included as an Attachment to the Lease.

Key Dates: Evaluation and Post-Award



Questions and Answers

- **Question 1: Is this a prevailing wage project?**

- Answer: Since NYCHA does not cover any capital cost or use the power, these leases do not fall under the definition of “public work”. Certain Investment Tax Credit adders may require the project to pay prevailing wage, and Project Developers are encouraged to access any and all appropriate incentives in order to maximize project benefit.

- **Question 2: Who will own the system once build?**

- Answer: All ACCESSolar projects are third-party roof leases that will be owned and operated by the Lessee (either Project Developer, or brought in during negotiations)

- **Question 3: Do we need to submit preliminary layouts with our RFP response?**

- Answer: Preliminary layouts are not required, but they are welcome and will assist NYCHA in the evaluation process.



NEW YORK CITY
HOUSING
AUTHORITY

Any more questions?





Thank you!

Contact ACCESSolar@nycha.nyc.gov for: site visits,
Attachments, Questions, Proposal submissions