

## Technical Memorandum

**To:** Peter Hartz – Watertown  
Tim Hayden - Watertown

**From:** Jon Butt

**Date:** January 2, 2025

**Subject:** Solar Panel Project  
REVISED Bid Results

Peter & Tim,

This memorandum provides a revised summary of the bids that were received for the Solar Panel Project.

A total of six bids were received on the solar panel project. Attached to this memorandum, you will find a tabulation of the bids. The lowest bid total was received from Next Energy DBA Full Spectrum Solar at \$750,000. The highest bid total was received from Arch Solar at \$1,032,000. There were three bids that had very similar pricing:

- Sun Peak LLC at \$884,900
- Eagle Point Solar at \$886,050
- United Electric at \$850,000

These three bids had a spread of \$36,050 (highest to lowest).

However upon closer review, it is apparent that not all of the bids are based on providing equal amounts of electrical energy generation. The bid from Next Energy is based on providing about 391.6 kW of DC power from the solar panels estimated at 506.4 MWh per year. This is the lowest annual output from the six bidders and the second lowest power from the panels. The highest power output is from Eagle Point Solar at 495 kW of DC power producing 617.7 MWh annually.

An attempt was made to develop a comparison parameter to help summarize the annual power production per dollar. The equipment from a bidder that provides more power per dollar would provide greater value to Watertown. This parameter was calculated as follows:

$$X = \frac{\text{Annual Power Production Estimate}}{(\text{Lump sum Bid amount} - \text{incentives})}$$

This parameter was used to select the winning bidder. The bid that provides the most power for the bid amount minus incentives is the Eagle Point Solar bid with a ratio of 1.04 MWh for every \$1,000. The bid from Faith Technologies is second with a ratio of 1.02 and bids from Next Energy and United Electric are tied for third with a ratio of 1.0.

It is necessary to point out that the bid from United Electric offered a power production range for the bid amount. It is unclear what exactly impacts final selection, and a follow up phone call did not clarify the final panel count. Therefore, the bid analysis is based on the panel count that United Electric would

guarantee to provide at a minimum. If United Electric provided the maximum panel count identified within their bid, the annual power production ratio would be 1.25 MWh per \$1,000.

Mead & Hunt recommends awarding the solar panel project to Eagle Point Solar in the amount of \$886,050. Based on Watertown receiving an investment tax credit of 30% and a Focus on Energy solar panel incentive of \$50/kW, the final total to the City would be \$595,485. Applying the DOE grant to this amount, the final payment for the city would be around \$297,742.50.

The recommendation to award to Eagle Point Solar is based on:

- Providing the largest number of solar panels
- Providing the most power
- Providing the most annual power production
- Providing the largest ratio of annual power production per \$1,000 (bid amount – incentives)

Thank you for this opportunity.

Please let me know if you have any questions.

Sincerely,

Jon

BID RESULTS

Project

City of Watertown Solar Panel Project

Date of Bid Opening

12/20/2024

Time

11:00 AM

Number of Addenda Issued

1

Number of Bidders

6

Range of Bidders

Low: \$750,000.00  
High: \$1,032,000.00

1	Bidder	Hunzinger Construction	Next Energy DBA Full Spectrum Solar	SunPeak LLC	EaglePoint Solar	United Electric Inc.		Arch Solar	Faith Technologies	
2	Address									
3	Bid security provided? Correct Amount? (5%)	Y or N	Y	Y	Y	Y		Y	Y	Y or N
4	Addendums properly acknowledged?	Y or N	Y	Y	Y	Y		Y	Y	Y or N
5	Was the Bid submitted on the bid form provided and submitted intact?	Y or N	Y	Y	Y	Y		Y	Y	Y or N
6	Is the bid signed & notarized?	Y or N	Y	Y	Y	Y		Y	Y	Y or N
7	Total Lump Sum Base Bid Amount	No Bid	\$750,000.00	\$884,900.00	\$886,050.00	\$850,000.00		\$1,032,000.00	\$937,237.00	
8	Number of Solar Panels		956	644	864	828	1035	586	846	
9	Total DC Power from Panels (KW)		391.6	408.9	495	455.4	569.3	386.8	490.7	
10	Annual Power Production (MWh)		506.4	535.6	617.7	573.7	717.7	508.6	607.3	
11	Annual Power Production/Total Lump Sum (MWh/\$1,000)		0.675	0.605	0.697	0.675	0.84	0.493	0.648	
12	Incentives Summarized?		Yes - Investment Tax credit (30%) and FOE Incentive (\$50/KW)	Yes - Investment Tax credit (30%) and FOE Incentive (\$50/KW)	Yes - Investment Tax credit (30%) and FOE Incentive (\$50/KW)	Yes - Investment Tax credit (30%) and FOE Incentive (\$50/KW)		Yes - Investment Tax credit and Domestic Content(40%), and FOE Incentive (\$50/KW)	Yes - Investment Tax credit (30%), Domestic Content (\$79.665K) and FOE Incentive (\$50/KW)	
13	Total Net Lump Sum (Base Price minus incentives)		\$505,420.00	\$598,985.00	\$595,485.00	\$572,230.00		\$599,860.00	\$594,043.00	
	Annual Power Production/Total Net Lump Sum (MWh/\$1,000)		1.00	0.89	1.04	1.00	1.25	0.85	1.02	
14	Other		Did not include back flow equipment as they believe it is not required.							