



LAKEHURST SCHOOL DISTRICT

SOLAR PPA BID EVALUATION REPORT





Evaluation Report

TO: Lakehurst School District

FROM: DCO Energy

DATE: August 17th, 2026

RE: PPA Evaluation Report

INTRODUCTION

On July 2, 2026, the Board issued a second RFP bid requesting proposals from qualified bidders for a Power Purchase Agreement (“PPA”) utilizing photovoltaic electricity generation. The procurement has been conducted on a competitive contracting basis pursuant to N.J.S.A. 18A:18A-4.1et seq. The terms of the PPA are set forth in the RFP, which is on file and available at the District office and is incorporated herein by reference.

The RFP set one (1) district site for solar installation. That site is as follows:

BUILDINGS & FACILITIES				
BUILDING #	BUILDING/FACILITY NAME	ADDRESS		
		STREET	STATE	ZIP
1	Lakehurst Elementary School	301 Union Avenue	NJ	08733

Technical advice and analysis was provided to Lakehurst School District by DCO Energy “DCO”, the District’s ESCO. DCO performed the Overall Economic Benefit to the Board calculations set forth herein.

I. PROPOSAL SUBMISSIONS

There were three (3) proposals submitted prior to the due date and time of August 5, 2026 by two (2) companies.

Proposals were received from:

1. HESP Solar (“HESP”)
2. Instrata Communications (“Instrata”)

The RFP requested proposers to submit responses to two bid alternates. These alternates were defined as follows:

Base Offer: Installation of new roof-mounted solar arrays only on flat roof sections.

Alternate Offer: Installation of roof-mounted solar arrays on all roofing sections intended to



maximize system size and economic benefit to the district.

II. AWARD CRITERIA

If an award is made, Lakehurst Board of Education is required to select the proposal that is both responsive and most advantageous to Lakehurst Board of Education, price and other factors considered, under the criteria stated in the RFP.

By way of summary, the RFP listed the following factors and their relative percentage weights:

EVALUATION CRITERIA	(Points)
Section I - Provider Profile and Qualifications	25
Section II - Scope of Services and Schedule	25
Section III - PPA Financing Terms	45
Section IV – Educational Value	5

III. ANALYSIS OF THE PROPOSALS

Based on a review of the proposals, two responders provided a total of three (3) proposals, which encompassed criteria for a full evaluation by DCO Energy. Both responders generally had good pricing structure, proposed designs, and projected savings. HESP adhered to the 15-year projected savings structure and Instrata used a 25-year projected savings structure. A detailed analysis of all the proposal's estimated solar savings can be found in Section III – PPA Financing Terms. Overall, HESP proposed a materially lower rate than Instrata, resulting in significantly greater projected cost savings over the contract term. The experience of the proposers with solar construction/installation is acceptable specifically with the installation of solar energy systems at public facilities throughout New Jersey.

Section I - Provider Profile and Qualifications (25 points)

As for required documents, DCO Energy noted the following:

1. **HESP**– Returned all required documents.
2. **Instrata**– Did not return the following required documents:
 - Division of Property Management & Construction – C035 Solar Energy Systems
 - New Jersey Business Registration Certificate: Expired in 2025

Note: One of Instrata's partners did provide a DPMC C035 Solar Energy Systems certification. However, since the Provider did not provide the following documents, the submission is deemed non-responsive.

As for provider profile and qualifications, DCO Energy noted the following:



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Both providers show a significant total number of commercial and industrial PV systems, along with system capacities, completed and brought online in the last five years. Also within the criteria within the RFP is a requirement for an organization chart listing key personnel. Both providers listed key team members and a point of contact with their qualifications and experience.

At least three (3) references in New Jersey, preferably with School Districts, were requested. Customers with similar site characteristics and PV system sizes as the potential Project Sites were preferred. HESP provided thirteen (13) NJ K-12 public school references of similar system size, Instrata only provided two (2). Both providers also provided a mixture of municipal and commercial references.

Both providers described their experience with environmental permitting at a local and state (NJDEP) level. Both providers touched upon key factors for success and key points of failure for solar PPA projects with HESP and Instrata providing adequate detail.

Section II - Scope of Services and Schedule (25 points)

HESP included a sample project schedule showing the expected timeline for completion of the work. HESP specifically included a duration schedule with solar array designs of the scope. HESP's schedule includes milestones for major work tasks including site evaluation, contract signature, system design, permitting, and system installation through commercial operation. Instrata did not provide a project schedule or milestone expected dates. HESP included information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Equipment information and product warranties were not included in the Instrata proposal. Details in reference to the labor warranty are shown in both proposals. HESP referenced roof penetrations in their site visual inspection, but little to no details on the roof penetration warranty. Instrata provided minimal details on roof evaluation, and no mention of a roof penetration warranty. A description of the provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies is elaborated in both providers proposals meeting scope of services criteria.

Within its proposal, both bidders highlight the importance of monitoring and training to their O&M plans. Scheduled maintenance visits are stated as semi-annual within HESP's proposal and constant remote monitoring in Instrata's proposal.

Section III - PPA Financing Terms (45 points)

This category is 45% of the criteria evaluation as set forth above. As such, 45 points out of 100 are assigned to this aspect of the recommended proposals. This category is being evaluated on the following:

Power Purchase Agreement Offer

- The price per kWh in Year 1 of the PPA
- The annual escalation rate
- Rate increase per \$50,000 spent on roof repairs and interconnection work above the allowance (\$/kWh/\$50k)



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Generation Estimates

- The estimated Year 1 Generation based upon the PPA Offer for each of the sites.
- Solar array layouts which account for shading obstacles, setbacks, and HVAC access

Additional Costs

- Adherence to Lakehurst Board of Education having no other financial responsibilities other than the proposed rate, and escalation. The proposed \$/kWh and escalation rate remains valid regardless of the final installed kW array size and generation.

The bid summary for Lakehurst School District Board of Education is shown below:

#	Proposer	Scenario	PPA Base Rate (\$/kwh)	Base PPA Rate Adder for Roof Work and/or Interconnection (\$/kWh) / \$50,000	Escalation Rate %	Total System Size (MW)	Estimated Year 1 Generation (kwh)	Estimated Year 1 Savings (\$\$)	Estimated Lifetime Savings (\$\$)
1	Instrata	Base	\$ 0.1129	\$ 0.0012	1.99%	0.461	507,603	\$ 14,453	\$ 258,824
2	HESP	Base	\$ 0.0640	\$ 0.0055	2%	0.489	556,230	\$ 43,037	\$ 736,296
3	HESP	Alternate #1	\$ 0.0640	\$ 0.0055	2%	0.495	563,169	\$ 43,574	\$ 745,481

HESP provided two offers which included the #2 ranked base offer, and the #1 rank alternate #1 offer, based on PPA rate and estimated 15-year energy savings. HESP came close to maxing out solar generation while staying within the provided installed kWh limits. HESP provided the lowest PPA rate and lowest rate increase per \$50,000 spent on roof work and interconnection work above the allowance. Shading and tree trimming were not identified. In general, roof mounted HVAC remained accessible. HESP identifies that the District will bear no additional costs aside from the proposed PPA rate and escalation.

Instrata provided one offer with the #3 ranked base offer based on PPA rate and a 25-year savings schedule. For this analysis DCO calculated the 15-year energy savings estimation for accurate comparison. The estimated generation also came close to maxing out the system size while remaining within installed kWh limits. Instrata provided the highest PPA rate and the highest rate increase per \$50,000 spent on roof work and interconnection work above the allowance. In general, roof mounted HVAC remained accessible. Instrata identifies that the District will bear no additional costs aside from the proposed PPA rate and escalation.

In addition, Instrata will be working with SunRock Distributed Generation, and SunRock Distributed Generation provided their own PPA form. SunRock Distributed Generation has failed to agree to use the PPA attached to the RFP, which is grounds for an automatic rejection of same by the board.



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Section IV - Educational Value (5 points)

HESP identified key points in educational value, including installing kiosks at the schools and a portal for students to access data and information at home. HESP also proposed sponsoring an annual Solar Energy Science Fair and providing prizes for the 3 top contestants who demonstrate creative and innovative ideas for solar/renewable projects.

Instrata also intends to introduce the school district to the National Energy Education Development (NEED) Program to help access free resources and solar energy curriculums. They offer to give presentations to teachers, students and the public regarding solar energy and energy in general.

SCORING SUMMARY AND RECOMMENDATION

<i>Firm</i>	HESP	HESP	Instrata
<i>PPA Offer</i>	BASE	ALTERNATE #1	BASE
<i>Section I. Provider Profile and Qualifications (25 points)</i>	20	20	15
<i>Section II. Scope of Services and Schedule (25 points)</i>	20	20	10
<i>Section III. PPA Financing Terms (45 points)</i>	39	40	27
<i>Section IV. Educational Value (5 points)</i>	5	5	3
<i>Total Score (100 points)</i>	80	85	55

DCO Energy notes that HESP but not Instrata, which the committee evaluated, submitted a responsive proposal. HESP submitted a proposal that met the Lakehurst Board of Education minimum requirements, that indicated an understanding of the requirements of the project, and that appears to be capable of successful performance.

DCO Energy concludes that HESP's Alternate #1 proposal offers Lakehurst Board of Education the greatest overall economic benefit. The consideration of "other factors," includes the proposed design, equipment, and experience, suggests that the District will have a favorable long-term relationship with HESP.

Therefore, on a "price and other factors" basis, DCO Energy recommends the Solar PV Power Purchase Agreement be awarded to HESP's Alternate Bid #1 Offer under the terms set forth in the RFP, and the PPA to be executed by the parties.

Respectfully submitted,

DCO Energy



APPENDICES

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Appendix A	HESP – Base Bid Evaluation Form
Appendix B	HESP – Alternate Bid #1 Evaluation Form
Appendix C	Instrata – Base Bid Evaluation Form



**Lakehurst
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APPENDIX A

HESP- Base Bid Evaluation Form

**SOLAR PPA BID
EVALUATION REPORT**



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301 Union Ave
Lakehurst, NJ 08733

Solar PPA Evaluation Form**Evaluator:** DCO Energy _____**Date:** 8/6/2026 _____**Proposer:** HESP _____**Offer #:** Base _____**Section I. Provider Profile and Qualifications (25 points)**

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years.	5	5
An organization chart listing executive and management positions and indicating part-time and full-time positions.	1	2
At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred.	6	6
A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level	2	2
A description of the key factors required for a successful project	1	2
A description of the key points of failure for solar PPA projects	1	2
List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project.	4	6
<i>Subtotal:</i>		25

Section I. Evaluator Comments

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Total Number of PV Systems Completed - In Section I General Information: under the EXPERIENCE: Project Experience & References section (pages 15 - 20 in the pdf) there are 22 PV systems that they have completed in the past 5 years. All but two of these are in NJ, the other two are in D.C. .

Organization Chart - In Section I General Information: under the Organizational Chart section (pages 10 - 14 in the pdf) there is an organization chart listing the various parts of the company, and the people from them, but no team member organizational chart.

References - In Section I General Information: under the References section(pages 21 - 25 in the pdf) HESP lists 5 different references, which three of these are in NJ.

Experience With Environmental Permitting - In Section III Scope of Services and Schedule: under the Project Overview section (page 67) they state that their engineering teams will begin formal due diligence to fully assess site conditions such as environmental studies. Also in the Monitoring, Training, and Maintenance section (page 71 in the pdf) they mention that the Weather Station is a real-time weather package which allows the operators to view accurate readings of crucial environmental information that affects the performance of the PV system.

Key Factors - In Section I General Information: under the Project Roles section (page 8 in the pdf) there are project development and project management sections that both cover the key factors like financing, design and engineering that are needed.

Key Points of Failure - In Section I General Information: under the Project Overview section (page 8 in the pdf) they talk about how to prevent the points of failure, such as using real-time cloud-based data monitoring to continuously track key system performance indicators and respond quickly in the event of component failures or outages.

List of Key Program Team Members - In Section I General Information: under the Organizational Chart section (pages 11 - 14 in the pdf) the key team members are listed with their qualifications.

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Section II. Scope of Services and Schedule (25 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Project Schedule</u> - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary.	5	5
<u>Equipment and Warranties</u> - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer.	3	3
<u>Permitting and Interconnection Expediting Plan</u> - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies.	4	5
<u>Operations and Maintenance Plan</u> - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA.	4	5
<u>Fire Safety</u> - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure".	3	5
<u>Additional Services</u> - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing.	1	2
<i>Subtotal:</i>	<i>20</i>	<i>25</i>

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Section II. Evaluator Comments

Project Schedule - In Section III Scope of Services and Schedule: in the Lakehurst School District Project Schedule table (page 69 of the pdf) the project timeline is included, and shows the milestones for major work tasks. The system design is broken down by school under the Design Summary Table (page 71 of the pdf). Permitting and approvals, and system installation through commercial operation are included (pages 73-74 of the pdf) where it gives detailed information of the systems.

Equipment and Warranties - In Section III Scope of Services and Schedule: under the Design Approach and Component Selection section (page 70 of the pdf), it says, "HT-SAAE modules come with a standard 10-year product warranty and a 25-year linear performance insured-warranty." Also under the PLCS 400: Power Light Commercial Solution 400 section (pages 73 - 74 of the pdf) it says that for Standardized PLCS 400 they include a 5-year warranty covered with standard AlsoEnergy for all parts except weather sensors and cell modem. There is also a warranty information in the Maintenance Plan (page 76 of the pdf).

Permitting and Interconnection Expediting Plan - In Section III Scope of Services and Schedule: under the Project overview section (page 67 of the pdf), it refers to the interconnection plan as well as the permitting and procurement process.

Operations and Maintenance Plan - In Section III Scope of Services and Schedule: under the Monitoring, Training, and Maintenance plan (page 72 of the pdf). There is also a more detailed Maintenance plan on pages 75-77 of the pdf.

Fire Safety - For their fire safety plan they have a link to it in the Facility Training section (page 72 of the pdf).

Additional Services - No additional services provided.

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Section III. PPA Financing Terms (45 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Power Purchase Agreement Offer</u> - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate	20	25
<u>Generation Estimates</u> - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites.	9	10
<u>Additional Costs</u> - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed \$/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA.	10	10

Subtotal: 39 45

Section III. Evaluator Comments

Power Purchase Agreement Offer - Within Section III. PPA Financing Terms (page 88) the Base Offer states a year one PPA Price of \$0.064/kWh. This is the lowest PPA rate offered of the bids submitted.

Generation Estimates - The Base Offer has an expected generation of 618,033 kWh/year, which offsets the current electrical consumption by 99%.

Additional Costs - No additional costs proposed in the Base Offer.

Section IV. Educational Value (5 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Educational Value</u> - Provide information that will demonstrate ability to deliver educational and curriculum-based materials and opportunities to the BOE in conjunction with the Renewable Energy Projects in its district-wide curriculum.	5	5

Subtotal: 5 5

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Section IV. Evaluator Comments

Educational Value - In section V Education and Outreach: HESP details their plan to include touch-screen kiosk displays at the schools selected by the District, where students can learn about the installed solar system. They also plan on sponsoring a Solar Energy Science Fair annually. (Page 96 of the pdf)

	<i>Proposer Score</i>	<i>Max Score</i>
TOTAL:	84	100



**Lakehurst
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APPENDIX B

HESP- Alternate #1 Bid Evaluation Form

**SOLAR PPA BID
EVALUATION REPORT**



Lakehurst Board of Education

301 Union Ave
Lakehurst, NJ 08733

Solar PPA Evaluation Form**Evaluator:** DCO Energy**Date:** 8/6/2026**Proposer:** HESP**Offer #:** Alternate #1**Section I. Provider Profile and Qualifications (25 points)**

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years.	5	5
An organization chart listing executive and management positions and indicating part-time and full-time positions.	1	2
At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred.	6	6
A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level	2	2
A description of the key factors required for a successful project	1	2
A description of the key points of failure for solar PPA projects	1	2
List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project.	4	6
<i>Subtotal:</i>		25

Section I. Evaluator Comments

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Total Number of PV Systems Completed - In Section I General Information: under the EXPERIENCE: Project Experience & References section (pages 15 - 20 in the pdf) there are 22 PV systems that they have completed in the past 5 years. All but two of these are in NJ, the other two are in D.C. .

Organization Chart - In Section I General Information: under the Organizational Chart section (pages 10 - 14 in the pdf) there is an organization chart listing the various parts of the company, and the people from them, but no team member organizational chart.

References - In Section I General Information: under the References section(pages 21 - 25 in the pdf) HESP lists 5 different references, which three of these are in NJ.

Experience With Environmental Permitting - In Section III Scope of Services and Schedule: under the Project Overview section (page 67) they state that their engineering teams will begin formal due diligence to fully assess site conditions such as environmental studies. Also in the Monitoring, Training, and Maintenance section (page 71 in the pdf) they mention that the Weather Station is a real-time weather package which allows the operators to view accurate readings of crucial environmental information that affects the performance of the PV system.

Key Factors - In Section I General Information: under the Project Roles section (page 8 in the pdf) there are project development and project management sections that both cover the key factors like financing, design and engineering that are needed.

Key Points of Failure - In Section I General Information: under the Project Overview section (page 8 in the pdf) they talk about how to prevent the points of failure, such as using real-time cloud-based data monitoring to continuously track key system performance indicators and respond quickly in the event of component failures or outages.

List of Key Program Team Members - In Section I General Information: under the Organizational Chart section (pages 11 - 14 in the pdf) the key team members are listed with their qualifications.

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Section II. Scope of Services and Schedule (25 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Project Schedule</u> - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary.	5	5
<u>Equipment and Warranties</u> - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer.	3	3
<u>Permitting and Interconnection Expediting Plan</u> - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies.	4	5
<u>Operations and Maintenance Plan</u> - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA.	4	5
<u>Fire Safety</u> - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure".	3	5
<u>Additional Services</u> - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing.	1	2
<i>Subtotal:</i>	<i>20</i>	<i>25</i>

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Section II. Evaluator Comments

Project Schedule - In Section III Scope of Services and Schedule: in the Lakehurst School District Project Schedule table (page 69 of the pdf) the project timeline is included, and shows the milestones for major work tasks. The system design is broken down by school under the Design Summary Table (page 71 of the pdf). Permitting and approvals, and system installation through commercial operation are included (pages 73-74 of the pdf) where it gives detailed information of the systems.

Equipment and Warranties - In Section III Scope of Services and Schedule: under the Design Approach and Component Selection section (page 70 of the pdf), it says, "HT-SAAE modules come with a standard 10-year product warranty and a 25-year linear performance insured-warranty." Also under the PLCS 400: Power Light Commercial Solution 400 section (pages 73 - 74 of the pdf) it says that for Standardized PLCS 400 they include a 5-year warranty covered with standard AlsoEnergy for all parts except weather sensors and cell modem. There is also a warranty information in the Maintenance Plan (page 76 of the pdf).

Permitting and Interconnection Expediting Plan - In Section III Scope of Services and Schedule: under the Project overview section (page 67 of the pdf), it refers to the interconnection plan as well as the permitting and procurement process.

Operations and Maintenance Plan - In Section III Scope of Services and Schedule: under the Monitoring, Training, and Maintenance plan (page 72 of the pdf). There is also a more detailed Maintenance plan on pages 75-77 of the pdf.

Fire Safety - For their fire safety plan they have a link to it in the Facility Training section (page 72 of the pdf).

Additional Services - No additional services provided.

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Section III. PPA Financing Terms (45 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Power Purchase Agreement Offer</u> - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate	20	25
<u>Generation Estimates</u> - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites.	10	10
<u>Additional Costs</u> - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed \$/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA.	10	10

Subtotal: 40 45

Section III. Evaluator Comments

Power Purchase Agreement Offer - Within Section III. PPA Financing Terms (page 88) the Alternate Offer states a year one PPA Price of \$0.064/kWh. This is the lowest PPA rate offered of the bids submitted.

Generation Estimates - The Alternate Offer has an expected generation of 625,744 kWh/year, which offsets the current electrical consumption by 100%.

Additional Costs - No additional costs proposed in the Alternate Offer.

Section IV. Educational Value (5 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Educational Value</u> - Provide information that will demonstrate ability to deliver educational and curriculum-based materials and opportunities to the BOE in conjunction with the Renewable Energy Projects in its district-wide curriculum.	5	5

Subtotal: 5 5

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Section IV. Evaluator Comments

Educational Value - In section V Education and Outreach: HESP details their plan to include touch-screen kiosk displays at the schools selected by the District, where students can learn about the installed solar system. They also plan on sponsoring a Solar Energy Science Fair annually. (Page 96 of the pdf)

	<i>Proposer Score</i>	<i>Max Score</i>
TOTAL:	85	100



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APPENDIX C

Instrata- Base Bid Evaluation Form

**SOLAR PPA BID
EVALUATION REPORT**



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301 Union Ave
Lakehurst, NJ 08733

Solar PPA Evaluation Form**Evaluator:** DCO Energy**Date:** 8/6/2026**Proposer:** INSTRATA**Offer #:** Base**Section I. Provider Profile and Qualifications (25 points)**

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
The total number and capacity of commercial and industrial PV systems completed and brought online by the Provider in last five years.	3	5
An organization chart listing executive and management positions and indicating part-time and full-time positions.	1	2
At least three (3) references in New Jersey, preferably with School Districts. The Provider may include as many as three (3) additional references that demonstrate the Provider's ability to complete this project. Customers with similar site characteristics and PV system sizes as the potential Project Sites are preferred.	4	6
A description of the Provider's experience with environmental permitting at a local and state (NJDEP) level	1	2
A description of the key factors required for a successful project	1	2
A description of the key points of failure for solar PPA projects	1	2
List of key program team members by name and position, qualifications and experience. Specify which team member(s) will be the main contact person(s) for the program. Include resumes for those individuals who will be involved in this Project.	4	6
<i>Subtotal:</i>		25

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Section I. Evaluator Comments

Total Number of PV Systems Completed - In Section I: Proposer Profile and Qualifications (page 14 of the pdf) the proposer states they have over 70 solar sites in New Jersey with a total project value of over \$180 Million. No exact data for the period of the last 5-years.

Organization Chart - In Section I: Proposer Profile and Qualifications (page 10 of the pdf) professional profiles are detailed for the management team. No team organizational chart was provided.

References - In Section I: Proposer Profile and Qualifications: under List of References (page 14 of the pdf) lists three references in New Jersey. Two of the references are public schools, and one is for a commercial project.

Experience With Environmental Permitting - Mentions past experience with Soil Conservation Districts, the Pinelands Commission, and the NJ Department of Environmental Protection. However, in the Environmental Permitting Section (page 22) they detail that such permitting measures are not expected for a rooftop solar system.

Key Factors of Success- The Proposer mentions their team's experience as a key to success (page 14).

Key Points of Failure - The Proposer details common points of failure to be governmental regulations, incentives or requirements not met.

List of Key Program Team Members - In Section I: Proposer Profile and Qualifications (See page 14 in the PDF) details key project team members of the main partners included in this proposal: Instrata, EcoLectric, and EZenergy NJ LLC.

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Section II. Scope of Services and Schedule (25 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Project Schedule</u> - Provide a sample Project Schedule showing the expected timeline for completion of the work. Include milestones for major work tasks including site evaluation, contract signature, system design, permitting and approvals, and system installation through commercial operation. Describe any anticipated variation in this schedule based on project size or location. Explain any deviation or revision from the anticipated Timeline included in Section 4 of this RFP that the Provider believes will be necessary.	0	5
<u>Equipment and Warranties</u> - Provide information about the manufacturer and/or models of PV modules, inverters, and racking equipment. Indicate where the PV modules and other major equipment is manufactured. Provide details about the equipment, labor, and roof penetration warranties provided by the Provider and/or manufacturer.	0	3
<u>Permitting and Interconnection Expediting Plan</u> - Provide a description of the Provider's method of and capacity to expedite all incentive filing, permitting and interconnection requirements with relevant state and local agencies.	2	5
<u>Operations and Maintenance Plan</u> - Provide details about the operation and maintenance plan and services provided under the PPA. Describe who will be providing the operations and maintenance support long term. Describe billing processes of such operation and maintenance under the PPA.	2	5
<u>Fire Safety</u> - As above indicated, provide "Firefighters Safety Procedure" manual in case of the event of a fire occurring with rooftop solar panels installed. It's the responsibility of the proposer to receive approval(s) by the single and/or multiple Jurisdiction Holding Authority (JHA) for an acceptable "Firefighters Safety Procedure".	4	5
<u>Additional Services</u> - The Provider may choose to describe any additional services that can be offered to the Project Sites on an optional basis. Briefly describe how these services would be evaluated, priced, and implemented. Indicate whether services could be included in the PPA financing.	2	2

Subtotal: 10 25

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Section II. Evaluator Comments

Project Schedule - Proposed did not provide project schedule.

Equipment and Warranties - In Section II: Scope of Services: under Warranties (page 26 of the pdf), they do not provide specific equipment or product warranty information.

Permitting and Interconnection Expediting Plan - In Section II: Scope of Services: under Utility Interconnect (page 21 of the pdf) they plan to coordinate with JCP&L, NJ Department of Education and Local Planning Board.

Operations and Maintenance Plan - In Section II: Scope of Services: under Design and Installation (page 23 in the pdf) they mention use of a monitoring system for maintenance purposes, but does not identify the system.

Fire Safety - In Section II: Scope of Services: under Fire safety (page 23 in the pdf), they detail their plan for including a "fire safety manual for the local fire department" and offer to train local fire departments on how to shut off the system.

Additional Services - In Section II: Scope of Services: the sections that detail the additional services are the BOE Purchase Options, Professional Services Payment, Protect Solar Access (all on page 26 of the pdf), Electrical Service Interruptions, Early Termination Right (page 27 of the pdf), and Permitted Hours for Construction (page 28 of the pdf).

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Section III. PPA Financing Terms (45 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Power Purchase Agreement Offer</u> - Provide a PPA "Offer" or Offers for the Program. The Offer(s) shall include (1) the price per kWh in Year 1 of the PPA, (2) the annual escalation rate	10	25
<u>Generation Estimates</u> - Providers must provide the estimated Year 1 Generation based upon the PPA Offer for each of the sites.	7	10
<u>Additional Costs</u> - The Board shall have no other financial responsibilities other than the proposed rate and escalation. The proposed \$/kWh and escalation rate remains valid regardless of the final installed kW array size and generation. The proposed rates will remain unchanged for the life of the PPA.	10	10

Subtotal: 27 45

Section III. Evaluator Comments

Power Purchase Agreement Offer - Within Section III. PPA Financing Terms (page 29) the Base Offer states a year one PPA Price of \$0.1129/kWh. This is the highest PPA rate offered of the bids submitted.

Generation Estimates - The Base Offer has an expected generation of 564,003 kWh/year, which offsets the current electrical consumption by 90%.

Additional Costs - No additional costs proposed in the Base Offer.

Section IV. Educational Value (5 points)

<i>Criteria</i>	<i>Proposer Score</i>	<i>Max Score</i>
<u>Educational Value</u> - Provide information that will demonstrate ability to deliver educational and curriculum-based materials and opportunities to the BOE in conjunction with the Renewable Energy Projects in its district-wide curriculum.	3	5

Subtotal: 3 5

Section IV. Evaluator Comments

Educational Value - Proposes to introduce the school district to the National Energy Education Development (NEED) Program to help access free resources and solar energy curriculums. Also they offer to give presentations to teachers, students and public regarding solar energy and energy in general.

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	<i>Proposer Score</i>	<i>Max Score</i>
TOTAL:	55	100