



CITY OF ANTIGO

FINANCE, PERSONNEL, AND LEGISLATIVE COMMITTEE MEETING

COUNCIL CHAMBERS

Wednesday, June 09, 2021

CITY HALL, 700 EDISON STREET

5:30 PM

Call to Order

Discussion and Action May Occur on Any of the Following Agenda Items:

1. Consideration/Selection of Solar Energy Developer for Hogan Street Project

Any Other Matters Authorized by Law to be Discussed

Adjournment

Upon reasonable notice, efforts will be made to accommodate disabled individuals through appropriate aids and services. For additional information, contact Jaime Horswill, 700 Edison Street, Antigo, Wisconsin 54409. (715) 623-3633 extension 100. Members of and possibly a quorum of members of other governmental bodies may be in attendance to gather information. Any governmental body other than that specifically referred to above will take no action.

DATE MAILED: June 03,2021

BILL BRANDT



To: Mayor and City Council
From: Mark Desotell, Director of Administrative Services
Date: June 09, 2021
Re: Consideration/Selection of Solar Energy Developer for Hogan Street Project

The City received 4 responses to our Request for Proposals related to the potential use of vacant City-owned property (40 to 54 acres) located along Hogan Street south of Highway 64 for solar power development. The 4 responding companies presented summaries of their proposals to the FP&L Committee on Wednesday, May 19th with no decision being made at that time. In the interest for keeping the process moving forward, a Special meeting of the FP&L Committee is being held in advance of the June Council meeting.

Because of a lack of understanding of the Wisconsin regulations, edp Renewables subsequently contacted me and asked that their proposal be withdrawn from consideration leaving 3 proposals for your final review. A single page summary, completed after the May 19th presentations, from each of the remaining firms is included in your packet for further review.

Thank you for the opportunity to present to Antigo's Finance, Personnel, and Legislative Committee on May 19, 2021. To recap, OneEnergy Renewables is excited about the possibility to work with the City of Antigo to meet its goals for installing solar power at Hwy 64/Hogan Street in an aesthetically pleasing manner that will be able to seamlessly incorporate the proposed future housing development and bike/pedestrian walkway.

What sets OneEnergy Renewables apart:

- **Completed more projects** in the State of Wisconsin than any other solar developer: 15 projects since 2016.
- **High success rate** of bringing project proposals to full completion. Our experience in the state allows us to both size and price projects in a way that will bring the best value to the municipality and the utility purchasing the power so that the idea becomes reality-a fully constructed and operating solar project.
- **Successful implementation** of agrivoltaics (i.e. pollinator habitat, grazing) in our projects to aid in both aesthetics and best land use practices.
- **Collaboration with local contractors** for project construction and ongoing maintenance of land.
- **Demonstrated commitment** to work cooperatively with municipalities to meet their goals and ensure OneEnergy Renewables and the communities we serve have a long-term, positive partnership. We are happy to provide references upon request.
- **Outstanding communication** with all project stakeholders. We have a six-member team in Wisconsin who will be available for frequent communication and on-site visits to ensure the project is completed in an efficient timeframe meeting all of Antigo's objectives.

Project summary for Antigo Solar:

6MWac/8.5MWdc, single-axis tracking with bifacial panels will power ~1,700 average WI homes

Phase	Duration	Description		
Option Term	Up to 5 Years	OneEnergy completes pre-construction due diligence and permitting. You may continue using the land for farming or other uses.	Year 1	\$2,000
			Year 2	\$2,000
			Year 3	\$4,000
			Year 4	\$4,000
			Year 5	\$6,000
Operation Term	30 Years	Solar farm is constructed and generates power	\$900/acre/year	
Extension Term	10 Years	Solar farm continues generating power	\$1,100/acre/year	

In summary, we believe our proposal has the strongest probability to bring Antigo's solar proposal to fruition. Please do not hesitate to reach out if you have any questions. Thank you for your time and consideration of OneEnergy Renewables to be Antigo's partner in this exciting project.

Sincerely,



ERIC UDELHOFEN
DIRECTOR OF DEVELOPMENT – MIDWEST | 608-514-5378 | ERIC@ONEENERGYRENEWABLES.COM

May 24, 2021

EDF Renewables, Distributed Solutions
10 Second St. NE, Suite 400
Minneapolis, MN 55413
www.edf-re.com

RE: City of Antigo Solar Land Lease Response

Dear Mark Desotell and the City of Antigo,

EDF Renewables, Distributed Solutions greatly appreciates the City of Antigo for their interest in leasing their land for solar development. Given EDF's vast and extensive experience of operating in the United States, and Wisconsin, we believe we are the ideal partner to get these projects across the finish line.

In the first round of bidding, we provided a lease rate offer of \$800/acre with a 2% escalator. Under this proposal, EDFR assumes they will be proposing the project to WEC Group/WSP to reach an agreement on a 6.4-8 MW AC solar project. We still believe this deal will provide tremendous value to Antigo, potentially resulting in as much as \$2,160,000 over a 35-year term.

In addition to this initial bid, and in light of updated bids provided by competitors, we wish to provide a contingency clause within our option to lease agreement with the City. Given there is uncertainty regarding development companies ability to reach an agreement with WEC, and there is uncertainty regarding future legislation, EDF is willing to submit that if EDFR is unable to reach an agreement with WEC, EDFR will instead pursue community solar and third party PPA's (provided new legislation passes). In this case, EDFR is willing to increase the land lease cost for the area to \$1200/acre with a 2% escalator.

The reason for this approach is three-fold: (1) EDFR maintains that contracting with WEC provides the most certainty since community solar and third party ownership laws are very uncertain and contingent upon legislative action, (2) we do not believe WEC will be amenable to deals with lease rates above \$800 (this is the primary reason all initial developer bids assumed a lease rate near \$800), and (3) we believe this flexible proposal provides Antigo with the "best of both worlds," where they will still work with a reputable developer pursuing the immediate opportunity with WEC, but there is upside potential provided new legislation passes in the event a deal cannot be reached.

In addition to the terms above, EDFR is willing to provide unique additional benefits with the project, including an educational kiosk, agricultural fencing, and low growth pollinator friendly habitats within the project fence.

EDFR has over 30 years of experience operating in the United States and has worked with municipalities of all sizes on land leases for solar projects. In Wisconsin, EDFR has previously built the 12 MW DC Dane County airport project, the 24 MW DC Obrien Solar project, and the 3 MW Flambeau Solar Project. We believe this experience makes EDF the ideal partner on these projects and we will look forward to working with the City of Antigo to bring these projects to fruition.

Sterling Root

Manager, Business Development
EDF Renewables, Distributed Solutions
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Tony Hartman

Outside Consultant
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608.215.4446

SunVest Solar – Antigo Solar Energy Summary

Company History and Installed Capacity: Wisconsin-based since 2009. Over 880 projects installed, 90.9 MW (end of 2020).

Size of Development: 50 acres, split between two parcels. 14.3 MW array, fixed-tilt driven pile array (to reduce maintenance costs) using bi-facial panels.

Projected Life-Span: 30+ years

Job Creation: Up to 65 for various lengths of time. Local contractors used for boring, roads, fencing, tree clearing, concrete pads and other non-solar specific tasks.

Option to Hold: 3-5 years, \$1,500/year

Price per acre lease and escalator: \$800 - \$1,200/acre, with 1.5% annual escalator. Note: apprehension about our offer change is understandable. The solar land lease market is constantly changing and expanding. Our offering is supported by 11 years of solar experience, solid financial backing and a dedicated development team.

Initial lease period with extensions: 25 year base, with two 2 year extensions – 35 years total

Estimated total value of the completed solar array: \$17.4 million.

Site details: 7' chain-link fence, low-growth prairie pollinators, access roads using existing paved road(s) when possible.

De-commissioning: Bond will be in place – outside of lease payment costs for de-commissioning at end of system life. Site will be returned to original condition.

Monitoring: Full monitoring including irradiance, temperature, production both real-time and historic. Relevant production monitoring data will be made available to City of Antigo.

Marketing: SunVest will assist with press releases and arrange site exposure and tours for community members & educational groups.

Summary: SunVest Solar is currently partnering with We Energies a co-affiliate of C Energy Group, which owns WPS. This gives us a strategic advantage to develop an off-take relationship. The successful land-lease development process:

