

**Meeting Minutes** -- approved 1/8/2014, 4-0  
**Wayland Energy Initiatives Advisory Committee**  
**Wednesday, December 11, 2013**  
**7:30 p.m.**  
**Selectmen's Meeting Room**

**Members present:** Bill Huss, Tom Sciacca, Harvey Michaels, Anne Harris

**Members Absent:** Ellen Tohn

**Ex-officio Member present:** John Moynihan

**Guests:** John Harper, Wayland resident

Minutes from 11/26/13 could not be voted on as not enough members from last meeting present

### **Municipal Solar Projects**

The Committee discussed Ameresco and Broadway Electrical proposals to provide solar development expertise to the Town. The committee had follow up questions to both proposals and discussed the responses provided by both companies. The committee had previously considered proposals from Sun Edison and Broadway Electrical before selecting Broadway Electrical as the preferred vendor. (See meeting minutes from 10/9/13 for solar decision criteria). After this decision the committee was approach by Ameresco to consider their solar proposal.

Ameresco and Broadway are both reputable solar contractors: large, local and with many large completed projects. Their proposals had many similarities, and the Committee felt either choice could be favorable. Both contractors use virtual net metering, which enables Wayland to take advantage of a potentially more advantageous financial structure. Neither contractor could offer us a firm price, as the SREC 2 regulations being discussed by the state are not yet finalized, so the decision as to the selection of the contractor must be made on other criteria. In addition, each contractor used different assumptions: Ameresco priced under SREC II prices, Broadway SREC I.

After discussion the decision was made to proceed with Broadway Electrical for both projects. The following reasons were cited:

- Broadway Electric was selected as part of an MAPC competitive bidding process to select a recommended solar developer for municipalities that participated in the process; Wayland was one of the communities participating in this process to identify a solar vendor accessible under Mass 25A contracting. Ameresco was selected by MAPC as the recommended ESCO (Energy Services) provider. Since Ameresco was not specifically chosen by MAPC for their solar development expertise, the Energy Initiative Advisory Committee felt MAPC's identification of Broadway for their solar expertise indicated a judgment for Broadway's capabilities.
- Broadway, originally being an electrical contractor, uses their own in-house electricians.
- The School Committee had recently voted in favor of signing a Letter of Intent to proceed with Broadway Electrical; changing contractors would have required further discussion and another approval. Again, since the Committee felt the two proposals to be similarly strong, the decision was made to proceed with Broadway.

- Timing is an issue in solar projects, as there are caps to capacity, so projects need to be in the queue and ready to proceed once the state finalizes the SREC 2 regulations so as not to risk being shut out.
- In summary, the Committee felt both contractors offered strong credentials and proposals, but felt a clear advantage would have to be demonstrated by Ameresco to induce the Energy Committee to select them over Broadway Electrical. For these reasons, the Committee voted unanimously to proceed to sign Letters of Intent with Broadway, understanding that even the Letters of Intent are not legally binding and do not require Wayland to proceed with Broadway should the projects not be beneficial to the town.

The Committee discussed next steps. Once LOIs are signed, we will meet with Broadway. Anne will ask MaryAnn to get the issue on the consent calendar for the Selectmen to approve. Warrant articles must be in by January 14; we need placeholder articles at a minimum by then. We can discuss at our January 8 meeting.

#### **Energy Management Services Contract with Ameresco**

Reviewed meetings with Selectmen and FinCom on 12/2/13 and 12/9/13. John Moynihan explained he is including the project in his capital budget request. FinCom may or may not elect to require a separate motion for the project.

#### **Streetlights**

Feedback from municipal boards and officials was submitted by John M. to NSTAR. No response from them to our feedback yet. Bill Huss could check in with his NSTAR contact after the New Year.

#### **Green Communities Grant--Exterior Lighting project**

Horizon committed to completing project in time for us to reapply for Green Communities grant money this March; a final inspection would need to be done by DOER in late February. John M. explained that he needs to pay our ESCO consultant's fees from the Green Communities grant, and once reimbursed with OATA money will replenish the GC account.

Meeting adjourned 9:10 pm.