

September 8, 2020



David Burke  
District Director of Facilities, Maintenance, and Operations  
Davis Joint Unified School  
1919 5th Street  
Davis, CA 95616

Dear Mr. Burke:

Thank you for the opportunity to submit this proposal to continue to assist the Davis Joint Unified School District (District) with additional work on the solar feasibility study and related stakeholder outreach. ARC Alternatives brings an unmatched combination of solar expertise and experience acting as a third-party expert for energy programs and projects.

We are committed to efficiently and effectively using our resources, as well those of our clients. Our goal is to help our customers build robust energy solutions focused on reducing energy spend, replacing aging energy infrastructure, maintaining occupant comfort, and sustaining building functionality. We are a completely independent firm with no technology biases or ties to solution providers.

This proposal includes the services to accomplish the following tasks related to the District's proposed solar program:

- Task 1: Project Outreach
- Task 2: Revise Analysis and Finalize Feasibility Study

Our approach is to assist the District with enhanced stakeholder outreach for the proposed solar program and revise project specifics based on the feedback that is received. Once all feedback has been gathered, ARC Alternatives will update and finalize the District-wide solar feasibility study that has been developed under our current agreement.

## Background

The District hired ARC Alternatives in December 2019 to provide solar feasibility support services for a potential District wide solar program. ARC Alternatives has worked with District staff to develop the first draft of the solar feasibility study and will need to solicit targeted stakeholder and community feedback before the study can be finalized.

## Key Personnel

**Mr. Russell Driver**, Principal and Co-Founder of ARC Alternatives, will be the Principal-In-Charge and overall project manager for this engagement. Mr. Driver has over 20 years of experience managing large-scale technology programs in complex institutional settings. Mr. Driver specializes

in the development and implementation of energy programs in the public sector, with an emphasis on educational institutions and local governments in California. Mr. Driver led consulting efforts supporting energy and solar programs at Alameda County (R-REP), Chico Unified School District, Durham Unified School District, Oroville Union High School District, Redlands Unified School District, Santa Clara Unified School District, UC Santa Cruz, and the Washington Unified School District. These programs have seen the implementation of over 55 MW of generating capacity at almost 200 sites. Mr. Driver also provides solar consulting support to cities and counties, including several joint procurement efforts in California and Hawaii. Mr. Driver's expertise includes solar technology, utility rate analysis, energy economics, public sector procurement, design-build contracting, system design review, construction oversight, project management, and data management. Mr. Driver has a Bachelor of Arts from Stanford University and a Master's Degree from UCLA. He is an active volunteer in the community and is currently a member of the Contra Costa Transportation Authority's Citizens Advisory Committee. He previously chaired the Town of Moraga Planning Commission and Climate Action Plan Task Force.

**Niko Kalinic**, Senior Program Manager, provides a unique combination of technical and programmatic support with a proven ability to successfully lead projects from feasibility through implementation. With extensive experience designing, implementing, and managing complex energy programs with public sector clients and a strong background in energy engineering and project management, he excels at communicating effectively across multidisciplinary teams while keeping stakeholders informed and involved. Mr. Kalinic has successfully supported over 50MW of solar projects for California K-12 public school districts and local governments. In the past year alone, Mr. Kalinic has been the Program Manager for over 12MW of solar projects for California K-12 public school districts. Mr. Kalinic holds a Bachelor of Science in Mechanical Engineering and Master of Science in Civil Engineering, Building Systems, from the University of Colorado, Boulder.

**Simon Olivieri**, P.E., Senior Engineer, specializes in data analysis and mathematical modeling. Using his background in energy engineering, he has developed whole building energy analysis and statistical modeling tools used by technical reviewers for the UC/CSU IOU and CCC/IOU MBCx programs. In addition to data analysis and energy engineering, Mr. Olivieri has worked with several California K-12 public school districts to develop and install solar systems and he has overseen the installation of over 16MW of generating capacity at over 25 school sites. Mr. Olivieri has a Bachelor of Science in Mechanical Engineering from the University of California San Diego and Master of Science in Civil Engineering-Building Systems from the University

### **Schedule and Cost**

ARC Alternatives can begin the work upon receiving Notice to Proceed (NTP). The entire scope will take approximately two months, depending on final scheduling of community meetings.

Our cost estimate to deliver the work is shown below.

**ARC Alternatives**  
**Additional Scope and Budget for Solar Feasibility Support for DJUSD**

<b>Task/Subtask</b>	<b>Hours</b>	<b>Amt.</b>
1. Public Outreach		
a. Work with staff to develop first round of outreach materials	16	\$ 2,788
b. Participate in review meetings with Principals/staff	8	\$ 1,394
c. Work with staff to develop second round of outreach materials incorporating feedback from Principals	28	\$ 4,880
d. Review public comments	4	\$ 697
<b>Task 1 Labor Subtotal</b>	<b>56</b>	<b>\$ 9,760</b>
2. Revise Analysis Based on Public Input and Finalize Feasibility Study		
a. Revise layouts and solar system sizes as needed	11	\$ 1,917
b. Update solar economic analysis	13	\$ 2,266
c. Prepare final report with recommendations for procurement, financing and system ownership	10	\$ 1,743
d. Prepare for and attend Board meeting to present report findings	8	\$ 1,394
<b>Task 2 Labor Subtotal</b>	<b>42</b>	<b>\$ 7,320</b>
3. Direct Expenses - None		\$ -
<b>Grand Total</b>	<b>98</b>	<b>\$ 17,079</b>

These estimates are based on similar work done for other clients and can be modified based on District input. Please let us know if the scope needs fine-tuning to better meet your needs.

Please do not hesitate to reach out to me at 415-420-5727 or [russell@arc-alternatives.com](mailto:russell@arc-alternatives.com) with any questions or clarifications regarding our proposal, and we look forward to the opportunity to work with the Davis Joint Unified School District!

Sincerely,



Russell Driver, Principal  
ARC Alternatives