



SPURR Renewable Energy Aggregated Procurement (REAP) Program

FREQUENTLY ASKED QUESTIONS

What is SPURR?

The School Project for Utility Rate Reduction (SPURR) is a Joint Powers Authority (JPA) formed in 1989 pursuant to the California Government Code's Joint Exercise of Powers Act.

What is the REAP Program?

SPURR's REAP Program is an innovative aggregated solar procurement program that leverages the collective purchasing power of SPURR's large membership to secure transparent, pre-negotiated solar project pricing and terms to be made available to SPURR members and other Eligible Entities.

What vendor was selected through the most recent REAP Program RFP?

The vendor selected in our "REAP 2.0" Request for Proposal (RFP) process was ForeFront Power, LLC (FFP), a wholly owned subsidiary of Mitsui & Co. SPURR evaluated RFP respondents on price, company background, relevant public agency experience, system design, capabilities, and operations and maintenance. Pricing and terms were obtained both for cash purchases and for Power Purchase Agreements (PPAs). Fresno Unified School District served as the "cooperating agency" in our RFP, and assisted in our evaluations.

Who is eligible for the REAP Program?

"Eligible Entities" are California (a) public school districts, county offices of education, and community college districts, and (b) other public agencies or non-profit educational entities whose procurement rules allow purchase of goods or services through a procurement vehicle such as SPURR. Membership in SPURR is not required for eligibility.



How does participation work?

An Eligible Entity that formally references the REAP Program as the basis for their selection of a winning vendor to complete a solar or energy storage project (a Project) becomes a REAP Program Participant. Each Participant will determine for itself the specific scope and delivery terms of a solar project and is responsible for entering into necessary agreements to implement a project.

What are the benefits of REAP Program participation?

The REAP Program is intended to benefit Eligible Entities by providing:

- Streamlined, transparent, and competitive procurement process for Projects.
- Best available Project pricing, obtained by taking advantage of SPURR's purchasing power and experience.
- Minimized administrative strain associated with Project procurement, including reduced time and expense.
- Competitively procured, easily understood terms and conditions of service.
- Access to firm Project pricing and terms, so that estimated returns on investment and other benefits and risks can be quickly and accurately assessed.

Who has participated in this program to date?

To date, 16 California public agencies have used the REAP Program to contract for over 40 MW-DC of solar projects. Participants have included K-12 districts, a community college, and two cities.

Does SPURR charge a fee to Participants?

No. SPURR charges administrative fees to the winning vendor, as described in the RFP.

How does an Eligible Entity get pricing for their specific project?

FFP has provided firm pricing for sample projects based on a detailed list of project assumptions, includes, and excludes developed by SPURR that represent typical school and public agency Projects. The pricing and terms are confirmed in a Master Contract, which is a public document. FFP will gather Participant-specific site information to generate a formal binding offer. SPURR requires FFP to justify and document any deviation in pricing or terms from our Master Contract.



Does SPURR provide supporting documents?

REAP Program supporting documentation is available upon request. Please contact solar@spurr.org with requests or questions.

