
To: All Bidders
From: Town of Salina
Re: Solar RFP

**Request for Information related to the Town of Salina Photovoltaic Development
Project – Addendum 5**

The Town is in receipt of an e-mail from TJA Clean Energy (“TJA”) dated October 17, 2022, attached hereto as **Exhibit A** and made a part hereof. Below please find the following questions posed by TJA and the Town’s response:

1. *Thank you for including us on the list for the solar RFP. We are actively preparing our proposal for the November 1st deadline and have a question/comment regarding incentives.*

NYSERDA offers several incentives to solar projects, depending on their size and structure. A non-exhaustive list of these incentives includes:

1. *MW Block*
2. *Community Adder*
3. *Brownfield Adder*
4. *Prevailing Wage Adder*

Currently, the Community Adder has exceeded its capacity and is no longer available. The MW Block (#20) incentive is expected to be fully allocated during Q4 of 2022. Once MW Block 20 is fully allocated, NYSEERDA will do a “mid-program review,” where they will revise the current incentive rates to match market trends in the solar industry. We are assuming that these incentives will have significant changes due to the latest passing of the Inflation Reduction Act and its impact on renewables.

With that in mind, it is impossible for any developer to accurately reflect what incentives will be when the Salina landfill project reaches completion and can lock them in. Any proposal the Town receives will be based on assumptions of where the market is trending.

For the Town to receive comparable proposals, our recommendation would be for the Town to issue guidance that no incentives from NYSEERDA should be assumed. Within each proposal, the developer should incorporate an adjustment mechanism for NYSEERDA incentives so that if they are available at the time of project completion, the offer from the developer can be adjusted accordingly. This will allow the Town to get comparable proposals to ensure they accept the best value from this project.

There may be other ways of addressing this issue, but the recommendation above was our first thought. We would be happy to discuss this further with you if you have questions. Thank you for your time in reviewing this.

Answer: The Town will not be modifying its RFP at this time. However, the Town does recognize that any estimates for benefits are tentative at this time.

Exhibit A

From: Michael Frateschi <mfrateschi@tja.energy>
Sent: Monday, October 17, 2022 11:16 AM
To: Holly Ferriter <hferriter@salina.ny.us>
Cc: Andrew Thomas <andy@bullrockcorp.com>
Subject: Town of Salina RFP for Solar - Question

WARNING: This email originated outside of Town of Salina's email system. DO NOT CLICK on links or attachments unless you recognize the sender and know the content is safe

Good Morning Holly,

Thank you for including us on the list for the solar RFP. We are actively preparing our proposal for the November 1st deadline and have a question/comment regarding incentives.

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Michael Frateschi, PE

President

TJA Clean Energy

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