

Municipal Solar Power Purchase Agreement: RVA Solar 2050

July 6, 2026

Dawn Oleksy, Energy Program Manager
Organizational Development Standing Committee

1 - City Hall; 2 – Neighborhoods; 3 – Families; 4 – Economy; 6 - Sustainable Built Environment



**CITY OF
RICHMOND**

PROJECT BACKGROUND

Coalition for Green Capital Municipal Investment Fund – Clean Energy Pipeline

- **Fall 2025:** The Office of Sustainability partnered with the *Climate Community Collaborative (C3)* and was awarded \$250,000 to develop a **Clean Energy Public-Private Partnership Plan**
- **March 2026:** The key recommendation was a **list of priority municipal sites to consider rooftop solar** before the expiration of the federal solar investment tax credits (ITC)
- **April 2026:** **Several rideable solar PPA contracts** were reviewed in order to meet the short timeline

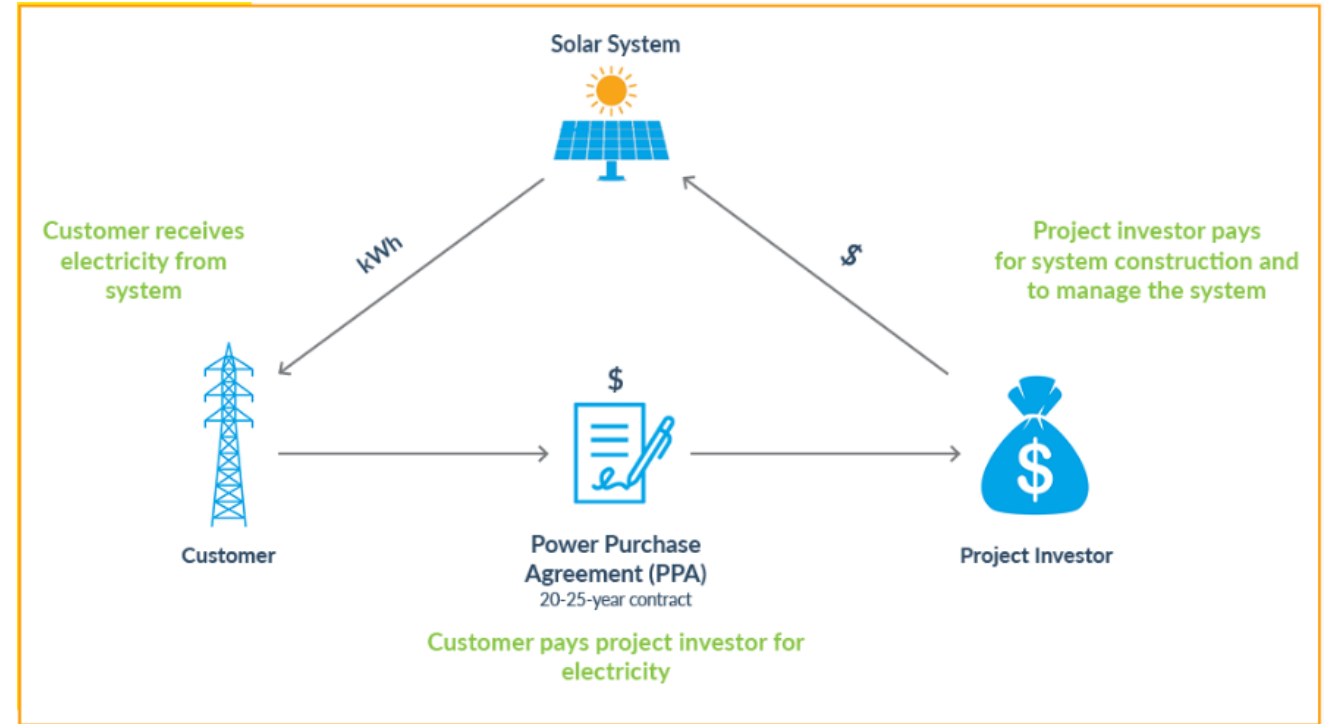


THE SOLAR POWER PURCHASE AGREEMENT (PPA)

- A solar financing arrangement that enables building owners to have 3rd party contractors install, own, and maintain solar installations at \$0 cost to the building owner.
- In exchange, the building owner is able to buy solar power from these systems at a cheaper rate than buying power from Dominion Energy.

Solar PPAs have been successful in Virginia for two decades:

- Richmond Public Schools (10 schools)
- University of Richmond
- Henrico and Chesterfield Counties
- Alexandria
- Arlington County
- Blacksburg
- Charlottesville
- Christiansburg
- Fairfax County (100+ facilities)
- Loudon County
- Prince William County
- Roanoke
- Virginia Beach
- Southwest VA Public Schools (7 county region)



PROS & CONS OF 3RD PARTY OWNERSHIP

PPA (3 rd Party Ownership)	Direct Ownership
Solar company owns & operates	City owns & operates
Solar company has maintenance responsibility	City has maintenance responsibility
No upfront cost to city	City must finance the cost of installation
Contractual simplicity	City must oversee design, construction & financing
Enables project aggregation / economies of scale	Upfront \$ requirement = fewer projects
Ongoing energy payments	No energy payments
Once installed, may be contractual constraints	Provides maximum flexibility



THE CURRENT OPPORTUNITY

Municipal Solar PPA: RVA Solar 2050

The City of Richmond has the opportunity to enter into a PPA with Secure Solar Futures that **will produce over 5 megawatts of clean energy across 27 sites in Richmond.**

- Expiring tax credits will save up to 50% in total installation costs = electricity from solar at **significantly lower rates than Dominion.**
- The City **will “ride” an existing contract** previously negotiated by Prince William County Public Schools



SSF installed rooftop solar through a PPA on J.H. Blackwell Elementary School, 300 E 15th St, Richmond, VA 23224



Prince William County
PUBLIC SCHOOLS
Providing A World-Class Education

PURCHASING OFFICE
14715 BRISTOW ROAD, SUITE 1500
MANASSAS, VIRGINIA 22012
<https://www.pwcs.edu/departments/purchasing>

CRITERIA FOR PROPOSAL EVALUATION

<u>Evaluation Criteria</u>	<u>Assigned Weight</u>
7.1. Favorable References	5%
7.2. Service Approach/Implementation of Services	50%
7.3. Experience/Qualifications/Ability to Perform	20%
7.4. Price/Financial Benefit to PWCS	25%

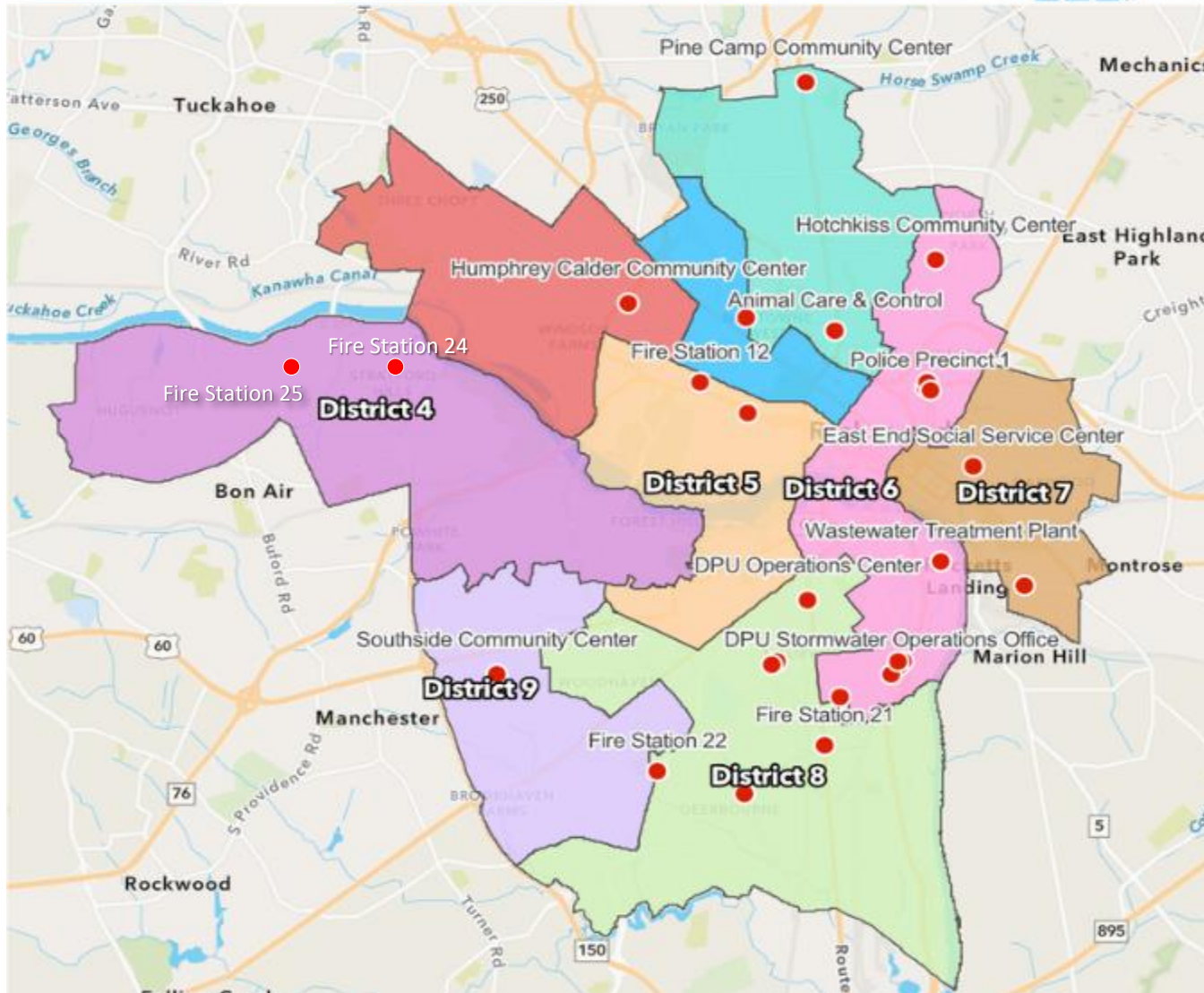


Experience
Competitive Pricing
Strong Educational Offerings



PROPOSED ROOFTOP SOLAR SITES

27 City Facilities Across Richmond



PROPOSED FACILITIES BY CATEGORY



PUBLIC SAFETY (7)

- Animal Care & Control
- Fire Station 10*
- Fire Station 12
- Fire Station 21
- Fire Station 22
- Police Precinct 1
- Juvenile Detention Center
- Fire Station 24
- Fire Station 25



COMMUNITY FACILITIES (8)

- Bellemeade Community Center
- Hickory Hill Community Center
- Hotchkiss Community Center
- Humphrey Calder Community Center
- Pine Camp Community Center
- Powhatan Community Center
- Randolph Community Center
- Southside Community Center



OPERATIONS & FLEET (7)

- DEC Radio Shop
- DPU Operations Center
- DPU Stormwater Operations Office
- DPW Operations Street Sweeping
- DPW Sign, Signal & Pavement Marking Shop
- Fleet Management (Office)
- Fleet Management (Warehouse)



UTILITY & ADMINISTRATIVE (3)

- East End Social Service Center
- Juvenile Courthouse
- Wastewater Treatment Plant (4 buildings)

MAYORAL ACTION PLAN ALIGNMENT



*Efficiency
Collaboration
Cost Avoidance*



*Energy Equity
Utility Cost Stability
Community Resilience*



*Air Quality
Clean Energy
Community Health*



City Hall



Neighborhoods



Families



Economy



Sustainable Built Environment



*Workforce Development
Economic Development
Affordability*



*Energy Reliability & Resilience
Infrastructure Investments
RVAgreen 2050 Goals*

BENEFITS OF RVA SOLAR 2050



Workforce Development

- Office of Community Wealth Building / Bridging the Gap VA (BTGVA) trains Richmonders to install solar panels



Economic Development

- Public-private partnership
- Brings more solar developers & financing to Richmond



Air Quality

- Cleaner air from solar power leads to improved community health



Energy Equity

- Bringing environmental justice and energy resilience initiatives to all Council districts



Infrastructure Investments

- Solar panels protect roofs from UV exposure



BTGVA Solar training course in Richmond

BENEFITS OF RVA SOLAR 2050



Utility Cost Avoidance

- \$260k+ less spending on electricity in 1st yr
- \$12M+ avoided costs over 25 yrs



Cost Stability

- Current annual electricity is \$18.7M
- Dominion rates ↑23.5% on 7/1/2026 and another ↑11.5% on 7/1/2027



Clean Energy

- 4MW solar = 800 gas-powered cars
- 4% of total usage powered by the sun



Resilience & Reliability

- Reduced energy from the grid
- Solar + Battery = Resilience Hubs



Affordability

- DPU electricity costs are passed to ratepayers, savings will keep rates lower



Solar mockup at DPU Stormwater Operations

City Solar Initiative Timeline



July - August 2026	July 6 - City Council Organizational Development Committee Meeting - Finalize contract documents - Complete legislative review - Ongoing stakeholder engagement & education
September 2026	September 14 – Council Introduction September 23 – Government Operations Committee Meeting September 28 – Council Adoption
October 2026	- Executed contract, project agreements & 5-year leases - Project Team Planning Meeting to review various project development stages
2027 - 2028	Installation of solar panels upon Notice to Proceed (NTP) depending on engineering/permitting timelines (3-9 months per site to receive Notice to Proceed (NTP))
2028-2052	- Panels are generating electricity Leases are up for renewal every 5 years
2052-2053	- Panels are removed after 25-year service term Leases are terminated



BY THE NUMBERS

\$0 Capital Investment

4% City of Richmond load powered by the sun

4 Mega watts of energy

9 Council Districts will have solar installations

25 Years of clean energy

27 City owned properties

35% Dominion rate increase over the next 2 years

150+ Richmonders trained to install solar panels each year looking for jobs

\$12,000,000+ In utility cost avoidance over 25 years





PWCS issued a RFP for a PPA in 2022. We received 10 proposals and shortlisted 5 firms for further evaluation. Our panel selected Secure Solar Futures based on their experience, competitive pricing, and strong educational offerings. Throughout the design and installation process, Secure Solar Futures and their contractors were collaborative, responsive, and easy to work with. We currently have 6 schools with rooftop solar from the PPA.
-Jennifer Rokasky, Energy Education Coordinator, Prince William County Public Schools



"In 2019, RPS partnered with Secure Futures to install solar arrays on 10 RPS school buildings. The process was seamless with weekly meetings on process/next steps and completion. The contractors were professional, responsive and competent. We have been happy with the experience, with the savings created, and by doing our part to reduce our carbon footprint. To date we have saved over \$200,000 per year on utility costs."
-Jeanette Endicott, Energy Management Analyst, Richmond Public Schools



"We have been pleased with the partnership (with Secure Solar Futures) and progress to date, and it is exciting to hear that the City of Richmond is moving forward with a similar effort to ride the PWCS contract."
-Jeffrey Shawver, PMP Senior Director of School Plants, Roanoke VA



"We're at the forefront of this affordability crisis that's driven by a surge in data center electricity demand and volatile gas prices. Richmond's electricity rates with Dominion Energy are anticipated to jump about 30% in the coming months, and rate increases are even more uncertain with a possible NextEra and Dominion Energy merger."
-Community Climate Collaborative

THANK YOU



Dawn Oleksy, Energy Program Manager
Office of Sustainability

