**City of Detroit Solar RFI Overview Conference (Negotiation 183562)-20230814\_140545-Meeting Recording**

August 14, 2023, 6:05PM

15m 0s

 **Jennie K. Whitfield** started transcription

 **Jennie K. Whitfield** 0:05  
OK.  
As far as the timeline and understanding of the RFI, just so you understand, again this is an RFI which they request for information.  
It is not an RFP, it is not a statement of work.  
The ultimate goal for this is to get as much information for the city of Detroit so that if there is a subsequent RFP release in the future, we'll be able to make sure that it's thorough and focused on the ultimate needs of the city of Detroit.  
We do ask that again, you will submit the RFI.

 **Chris Jones** joined the meeting

 **Jennie K. Whitfield** 0:35  
Uh via work Oracle which is your supplier portal and as far as the timeline and all of the information we'll address today, it's already uploaded at that.  
Excuse me, in Oracle and you'll have access to all the documentation, the timeline, the overview, what the?

 **Anand Pappuri - Spark Building Energy** joined the meeting

 **Jennie K. Whitfield** 0:51  
Excuse me.  
What this process is, and again any questions that are answered at this time, the timeline as far as the project for any new suppliers, we did release this on June 30th.  
We had our first round one question deadline that ended on the 31st of July.  
We did answer the questions that were initially submitted and we uploaded them in in Oracle on August 9th.  
As far as the upcoming milestones for this, for this RFI we have a question deadline that will be August 28th, which is coming up, but you still have some time and those would be for any questions that occur or you need to submit after of course the RFI Overview Conference today, we will have a goal of September 5th for any answers to be distributed.

 **Brandon Boucher** 1:18  
And.

 **Dan Buckley** left the meeting

 **Jennie K. Whitfield** 1:38  
We do ask that you give some leeway for that, just in case the team needs a little bit of time, but again, we will make sure that we submit all of that information to your team to you via Oracle.  
Ultimately, the RFI responses we're hoping that she submit them by October 2nd on or before 3:00 o'clock PM the deadline is 3:00 o'clock PM Eastern Standard Time.  
If you do currently have access to Oracle, it's extremely important that when you log into your Oracle portal, you look to the top right hand corner and make sure that your time zone is not set to Pacific or anything else it needs to be Eastern Standard Time zone or the time that you have for your submission will be late and you will miss the deadline.  
Of course, if anything does happen where you have any shoes, please be free.  
Please feel free to email me so that we can work on getting you whatever your needs are and making sure that we do still receive your responses, but we would like them to be submitted via Oracle to make sure that they are concise and that everything is submitted in the same way in format.  
I'm going to now turn this over to Valerie Willis.  
This with going over the actual bright background as well as the ultimate goals and description and need for the project.

 **Valerie Brader** 2:55  
Hi, this is Valerie Brader and I'm outside counsel to the city on this exciting project.  
The city's goal is to deploy sufficient renewables to attribute enough renewable power for the covering of the municipal operations.  
Traditionally, cities that have done this have bought into large scale developments in rural or semi rural areas and that is certainly an option that the city of Detroit is considering.  
However, another option is to repurpose all some of the lands in Detroit that right now have a, you know, no productive use and often attract dumping or things like that.  
We would like in those cases for residents to nominate uh.  
Large contiguous parcels that could be consolidated and made into solar developments, which would have a community benefits associated for those neighborhood groups that have selected this and those around them and they will discuss how that would be used.  
That is the method that the city hopes to be able to pursue, but it is obviously dependent on the response from neighborhood groups within the city nominating parcels in their area, which is also undergoing at this time.  
So another important aspect of the project is that the city of Detroit does have its own utility.  
It does not plan to serve anyone behind the meter except potentially depending on where the parcels are.  
Potentially a city facility or to maybe a behind the meter use, but otherwise these would be in front of meter solar installations.  
However, the municipal ownership would be the desired outcome, although we're definitely open to hearing other types of structures if that is would be unattractive, the idea of the municipal ownership is that it would allow the projects to be tax free on the property taxes while still being eligible.

 **Brandon Boucher** 5:12  
Sorry.  
Not in the public.

 **Valerie Brader** 5:15  
Now that there are the new direct pay options for the federal tax credits, so this RFI is really to help us understand what sort of deal structures and land uses would make these RFID or an eventual RFP attractive to folks.

 **Brandon Boucher** 5:21  
Used to be there all the time.  
Yeah, this photo calling it golden.  
And my like when change when I come back.

 **Valerie Brader** 5:36  
And so that that is an A very short way, the background and purpose of the project and you can read more in the RFI itself and we're happy to address questions that's needed at the end of the presentation.  
So Jenny, I'll turn it back to you.

 **Jennie K. Whitfield** 5:55  
Thank you, Valerie.  
OK.  
So with that, umm as Valerie mentioned and as I mentioned at the beginning of the call, the RFI is currently located in Oracle.  
Again, if you are not currently registered, we have to just reiterate.  
Please feel free to email me, I will put my email in the chat as soon as I'm done with this during the question and answer period.  
But just to make sure, if you do need any additional assistance, we have an entire procurement team that will help get you expedited through the registration process, which takes only about 10 minutes.

 **Chris Jones** joined the meeting

 **Jennie K. Whitfield** 6:27  
But you'll be able to access the actual clarify document that has a full understanding of what our goals and expectations are, as well as at the back of the RFI.  
It has explicit RFI attachments that we are hoping are used as far as the format for submission.  
Now, of course, as Valerie just mentioned, any type of preferred format for your response will be accepted, but at minimum we are asking that each respondent provide our attachment. A questionnaire.  
That way the format UMM is completed and and can in consistent with all the responses that we receive and then depending on which option A or C or both that you wanna submit we ask that you also complete the introduction and solution response document for the applicable response that you'll have.  
So it'll be very clear once you pull up the RI the difference between the two as well as the attachment a responding questionnaire, which is very clear.  
If you guys have any additional questions even on this, how we can address them at at this time or you can submit them via Oracle.  
So just to give everyone a little bit of background, as I mentioned earlier, their work has questions submitted for the first round.  
They are available in Oracle for you guys to review and if anyone has any questions at this time, please feel free to raise your hand and and we can call on you individually.  
Uh.  
I see a Janice D Hazel.  
Please feel free to unmute yourself.

 **Janis D. Hazel (Guest)** 8:17  
Hi, thank you.  
Yes, I am a volunteer on the DTE Solar Council Low Income Council and I'm the Detroit representative.  
And so I don't know.  
I just found out about this this meeting and so I joined it to get more information because we are looking for sighting locations for umm, low income residents to be able to have access to solar power renewable resources.  
So I don't know how to get into Oracle to see those other questions that other people may have posed at this point.  
And then I also wanted to and I will follow up with you after the meeting to invite you or a member of your team to do a presentation to the low income Solar Council.  
We meet twice a month by teams to give us more information because we're looking, we're looking for locations with a certain amount of acreage and I heard the mayors solar speech a month or so ago.  
And so it seems like there's some synergy there because we're seeking to find locations to place solar arrays or solar farm similar to O'Shea Field, O'Shea, Park Greenfield and but between Grand River and Schoolcraft to enable low income residents to access the benefits of solar because a lot of low income residents are renting either an apartment structure or renting a house, and those land owners may not want solar panels on their on their roofs.  
So I'm I'm just, you know, glad that I learned about this meeting.  
I wanna get more information and if you could let me know or put in the chat the link to get to Oracle so I can register not as a vendor but just to get information on what people are asking.

 **Jennie K. Whitfield** 10:20  
Definitely.  
So first, thank you so much for your interest and for getting on the call.  
What I would prefer so because you've mentioned two separate things and I want to get you one connected with the correct team in regards to a possible presentation or if that's an option.  
But also getting you registered.  
I did put my email in the chat already, if you could please send me an email that just also explains the presentation and that you are hoping to have, I can try to work with my team and see if there's a specific individual that can assist with that, but also I can connect you with our Eprocurement team and get you the link that's needed.

 **Janis D. Hazel (Guest)** 10:55  
OK.  
Thank you.

 **Jennie K. Whitfield** 10:57  
Thank you so much for coming.  
At this time, that's the only hand that I see raised.  
Is there anyone else that has any additional questions at this time or that needs access to Oracle?  
Double check the chat.  
OK, well, I'm on behalf of the team.

 **Simon Pereira** joined the meeting

 **Jennie K. Whitfield** 11:27  
We really appreciate everyone showing up today and the interest if you guys again need anything additional.  
My email is in the chat.  
I will stay on for a while just to make sure that in case you need to copy it, you have that time and we thank you for coming.

 **Brian Tell - solartonic (Guest)** left the meeting

 **Jennie K. Whitfield** 11:42  
Have a great day.

 **Nick Rudofski** left the meeting

 **Hassan Beydoun** left the meeting

 **Lytwyn, Will** left the meeting

 **Ting Zhou** left the meeting

 **Malone, Michael** left the meeting

 **Chris Jones** left the meeting

 **Mike Herbon** left the meeting

 **Hanna, Raymond** left the meeting

 **Abigail Kaufman (Guest)** left the meeting

 **Yedatore Venkatesh, Pranav** left the meeting

 **NOVA Consultants, Inc. (Sachit Verma) (Guest)** left the meeting

 **Joe Ruffing - NOVA Consultants (Guest)** left the meeting

 **Simon Pereira** left the meeting

 **Uday Varde (Guest)** left the meeting

 **Anand Pappuri - Spark Building Energy** left the meeting

 **Hascher, Andrew** left the meeting

 **Janis D. Hazel (Guest)** left the meeting

 **Larry Knight** left the meeting

 **Tomás de'Medici** left the meeting

 **Agin, Patrick** left the meeting

 **Ehrlich Crain** left the meeting

 **Trisha Stein** left the meeting

 **Makris, Paul** left the meeting

 **Valerie Brader** left the meeting

 **Jennie K. Whitfield** 13:32  
I see Ted, Scott, Brandon, Alex, Jalen and Josh done here.

 **Ted (Guest)** left the meeting

 **Jennie K. Whitfield** 13:38  
Is there something additional that you need from me?  
Please let me know at this time.  
Or I will go ahead and end the chat.

 **Brandon Boucher** left the meeting

 **Alex Boarman** 13:48  
Mr Question for one second.

 **Josh Berkow (Guest)** left the meeting

 **Jennie K. Whitfield** 13:51  
Sure.

 **Alex Boarman** 13:52  
Uh, so you're talking about a solar field basically, right?  
Are you gonna extend that past a solar like farm scenario to any city development buildings?

 **Jennie K. Whitfield** 14:04  
Uh, the individuals that were on the call, that would be able to address that have actually just dropped off explicitly.  
So if possible, could you please submit that as a question?  
You can put it in the chat or you can submit it to me via Oracle.  
That way I can make sure that all suppliers that also fell off the call can get that information and I can get it to you.  
Are you registered already, Alex?  
In perfect.

 **Alex Boarman** 14:28  
Yeah, we're.  
I'm with Jalen Thomas and he's registered in Oracle.  
We're joint venture.

 **Jennie K. Whitfield** 14:33  
Perfect.  
Perfect.  
OK, so if you guys go on Oracle, just use the message function and then you can submit that question today and we'll make sure that we get a response to you ASAP for that.

 **Alex Boarman** 14:45  
Alright, thank you so much.

 **Jennie K. Whitfield** 14:46  
No, thank you both for joining.  
Scott, do you need anything with solar alliance?

 **Scott - Solar Alliance Group (Guest)** left the meeting

 **Jennie K. Whitfield** 14:51  
Oh, he jumped off.  
OK, have a great night everybody.

 **Alex Boarman** left the meeting

 **jalen thomas (Guest)** left the meeting

 **Jennie K. Whitfield** stopped transcription