

# SOLAR MARKET PATHWAYS FOR INDEPENDENT COLLEGES IN VIRGINIA

## SMP-ICV

### OUR GOAL:

*Develop a Solar Master Plan for 15 college campuses across Virginia to collaboratively procure and install 30 megawatts of on-site solar power generation by 2020.*

Beginning in early 2015, the Solar Market Pathways for Independent Colleges of Virginia (SMP-ICV) program will empower private colleges across Virginia to reduce their operational costs and environmental impact with solar energy.

SMP-ICV will bring selected colleges together to create a comprehensive Solar Master Plan, complete with a master site portfolio, feasibility assessments, and a roadmap for deployment. With guidance from the project team of solar experts, participating colleges will draw upon the Solar Master Plan to implement a proven collaborative solar procurement model that leverages group purchasing and negotiating power to achieve economies of scale and lower installation costs.

### Participating Colleges

- Appalachian School of Law, Grundy, VA
- Bridgewater College, Bridgewater, VA
- Eastern Mennonite University, Harrisonburg, VA
- Emory & Henry College, Emory, VA
- Ferrum College, Ferrum, VA
- Hampton University, Hampton, VA
- Hollins University, Roanoke, VA
- Lynchburg College, Lynchburg, VA
- Mary Baldwin College, Staunton, VA
- Marymount University, Arlington, VA
- Randolph College, Lynchburg, VA
- Randolph-Macon College, Ashland, VA
- Roanoke College, Salem, VA
- Shenandoah University, Winchester, VA
- Virginia Union University, Richmond, VA
- Washington and Lee University, Lexington, VA

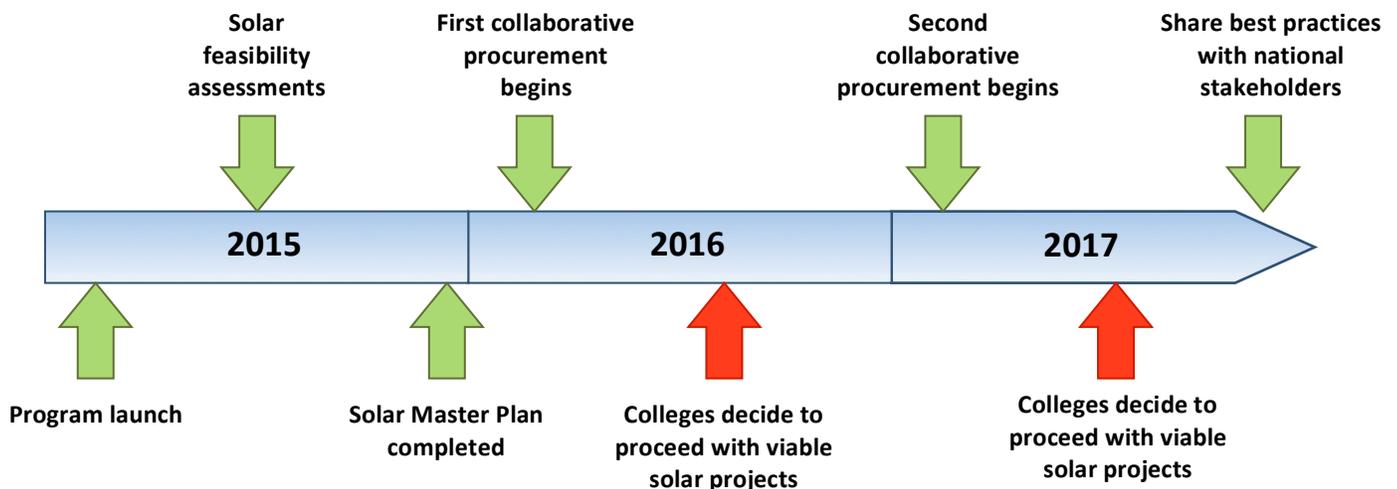
### Program Partners



## A stakeholder-driven approach to solar project development in Virginia

Over three years, the project team will engage a wide range of stakeholders across Virginia, including participating colleges, electric utilities and government agencies, to achieve the following objectives:

- **Develop a Solar Master Plan that leverages faculty expertise and builds student knowledge at participating institutions.** Faculty and staff at each college will provide technical support to develop a Solar Master Plan, including investment-grade solar feasibility assessments. Student researchers will assist faculty to gain real-world experience and the support project team to implement collaborative solar procurements.
- **Address barriers to solar deployment at the state and local levels.** The project team will work with electric utilities and government agencies to identify existing market barriers to solar deployment—including local government processes, state regulations, and utility procedures—and develop recommendations based on national best practices to make it easier, faster, and more affordable to install solar. The goal is to improve the procedural, financial, and legal aspects of the solar project development process in Virginia.
- **Implement a proven, successful collaborative procurement model to reduce project costs.** Participating colleges will leverage their group purchasing and negotiating power to reduce the cost of solar installations through at least three solar bulk purchases taking place between 2015 and 2020. This will involve the creation of RFP documents, vendor evaluations matrices, and the integration of innovative financial models to avoid the upfront cost of solar power.
- **Share best practices and lessons learned with host communities, peer education institutions and national stakeholders.** To promote project replicability and facilitate knowledge exchange between colleges across the country, the solar planning and procurement process will be accompanied by regular stakeholder workshops, an online solar information hub for higher education institutions and a guidebook for project implementation.



### Find out more

Visit <http://my.solarroadmap.com/ahj/smp-icv/view>

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