

OREC Terms of Engagement Policy

Description:

This Policy is designed to guide the OREC Board and staff in the procurement of renewable energy (RE) project installations and encourage collaboration with RE project developers when they seek our participation/financing of appropriate RE projects.

Background:

Currently, the demand for project-ready RE sites in Ottawa and Eastern Ontario exceeds their availability. It is therefore in OREC's interest to encourage RE project developers and installers to approach us with viable sites and projects that would be appropriate for our portfolio and of interest to our members. These partnerships between developers, installers and funding sources are essential to building the RE industry in Eastern Ontario.

Policy:

OREC is interested in collaborating with RE project developers and installers that share our vision and goals to identify, develop, finance, own and operate RE projects in the City of Ottawa and Eastern Ontario. As a co-operative, we are committed to following the seven Co-operative Principles, and meeting the fiduciary and other interests of our members.

The following outlines how we work with RE project developers and installers:

In general, OREC will use competitive procurement practices to obtain the best quality installation and other services at the most competitive prices. In the event of two or more similar bids, OREC will show greater favor to firms that have brought projects to our attention. If the project meets our technical and IRR requirements, we will consider awarding the construction contract to the finder in lieu of a finder's fee.

For projects that are project-ready (i.e. site owner is fully committed, draft site control agreement in place and/or FIT contract awarded)

OREC is prepared to pay a developer's fee for costs incurred to date or a finder's fee per constructed kW(DC) to an installer who proposes the project if that installer is not selected to construct the project.

For other projects

There is an inherent amount of risk and uncertainty in any project. To the degree that a project is identified to OREC where some of the initial work (site owner committed, preliminary design in place, FIT application prepared, etc) has been completed and the pre-development risk is mitigated, OREC is prepared to pay a finder's fee when and if the project comes online. Simply identifying a potential site is not sufficient "initial work."