



Governing Board Agenda Item

Meeting Date: April 2, 2026

From: Thomas Bogart, Chief Financial Officer

Subject: Marana Vista Academy Solar Project

Priority: To plan for future needs in a proactive, accountable manner.

Consent Action Discussion

Background:

Construction of the first phase of Marana Unified School District's (MUSD) Marana Vista Academy is nearly complete. With several months of normal operation, the District is in position to forecast the electrical demand at the site and seek development of solar capacity options. District and campus leadership came together to discuss the best way to utilize solar arrays. One concept was utilizing solar arrays to provide shading over the outside basketball court and recreational space. Knowing the District would seek solar contracts, the cost of shade canopies can be avoided and the funds placed into other design features of the school. The District worked with Solon Corporation to see if this notion of shade canopies would make fiscal sense under a Power Purchase Agreement (PPA). Under this model, the District embeds the cost to construct the structure into the PPA. Ultimately, the costs of development will be paid for with the savings generated by solar production. Arizona state statute prohibits such projects unless financial models can demonstrate savings. Attached, as Exhibit A, is the Financial Performance demonstrating an annual positive cash flow. The model uses a Tucson Electric Power annual escalation of 3%. The majority of the costs are folded within the agreement. Under the proposed model, MUSD would have a capital investment of \$100,000. Power generation over the 20-year life of the project would generate over \$11,568 in savings.

Tonight, we are requesting that the Governing Board approve moving forward with Solon Corporation, contingent on the project achieving the District's financial target and negotiating a final contract and scope of work with District staff that will be signed and finalized at a later date by Thomas Bogart, Chief Financial Officer.

Recommended Motion:

I move that the Governing Board authorize the administration to execute those certain contract documents between Solon Corporation and the District whereby the District agrees to contract with Solon to construct solar generating plants at Marana Unified School District's Marana Vista Academy on the terms and conditions specified in the attached draft Power Purchase Agreement and subject to the administration's agreement with the final financial projections and technical specifications for the project. This authorization is for Thomas Bogart, Chief Financial Officer, to execute the Agreements and such other documents as may be necessary to complete the transaction.

Approved for transmittal to the Governing Board: 
Dr. Daniel Streeter, Superintendent

*Questions should be directed to: Thomas Bogart, Chief Financial Officer
Phone: (520) 682-4749*

March 11, 2026

Pricing Valid until April 3, 2026

Thomas Bogart
Marana Unified School District
Vista Academy
8333 N. Silverbell Rd.
Tucson, AZ 85743

Dear Mr. Bogart,

SOLON Corporation appreciates the opportunity to submit this updated proposal for a solar superstructure at Marana Vista Academy.

This project delivers more than energy savings. The proposed superstructure creates a permanent, multi-use covered basketball court that enhances student safety, expands campus programming, and provides long-term infrastructure value while stabilizing energy costs through a Solar Services Agreement.

The proposed 239.4 kWdc system is designed to offset approximately 94% of the campus's current annual energy usage in Year 1 and is structured as a 20-year Solar Services Agreement in alignment with school district lease limitations.

SOLON holds a Master Agreement under the Arizona Statewide Cooperative Contract (CTR079826) for Solar Energy Systems. Solar Service Agreements are specifically contemplated under Section 9 of that contract, allowing the contractor to finance, design, construct, own, operate, and maintain the solar system while selling the electrical output to the participating agency on a cents-per-kWh basis.

The superstructure design assumes a 24-foot minimum clearance height to the underside of beams on the southwest side of the structure and includes canopy tilt configurations of 5° and 7°. This design provides the necessary clearance for basketball court use while maximizing solar production.

To support the District's evaluation, this proposal includes several financial structures. In addition to the base Solar Services Agreement scenario, options are included where a portion of available capital funds is applied toward project construction to improve the overall financial performance of the project.

SOLON has delivered more than 194 MW of solar projects, including numerous canopy and superstructure systems for Arizona schools and municipalities. We appreciate the opportunity to work with Marana Unified School District and look forward to discussing the options outlined in this proposal.

Sincerely,

A handwritten signature in black ink that reads "Jori Zimmerman".

Jori Zimmerman
SOLON Corporation

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System Details & Pricing – 24' Clearance

Solar Project Details

Racking	Canopy
kWdc	239.4
kWac	200
Y1 Production (kWh)	429,614
30 - Year Production (kWh)	11,996,181
Customer Annual Energy Usage Assumed (kWh)	458,530
Customer Solar Offset (Y1 Production/ Annual Usage)	94%

Canopy Details

Canopy facing Southwest at 5° tilt
 24 ft minimum clearance ht to bottom of beams.
 27.3 ft high end clearance ht
 36 modules wide X 7 modules high
 6 total columns

Canopy facing Southwest at 7° tilt
 24 ft minimum clearance ht to bottom of beams.
 28.21 ft high end clearance ht
 24 modules wide X 7 modules high
 4 total columns

Solar Power Purchase Agreement Pricing

Down Payment	\$0.00	\$100,000.00	\$150,000.00
PPA Rate	\$0.1826	\$0.1674	\$0.1598
Annual PPA Escalator	0%	0%	0%

Solar Power Purchase Agreement Savings

Year 1 Savings	-\$26,324	-\$19,233	-\$15,687
Term Savings	-\$123,727	\$11,568	\$79,216

**Pricing assumes contract execution prior to April 3, 2026*

Solar Savings – 24' Clearance

Down Payment = \$0

Annual Solar Savings - Marana Vista Academy - 24'								
kWh Provided by Solar = 94%			Utility Escalator = 3%			Down Payment = \$0		
Year	SSA Rate	Solar kWh	Current Utility Bill	Utility Bill After Solar	SSA Bill	Total Electric Bill	Savings	% Bill Reduction
1	\$0.1826	429,614	\$85,431	\$26,552	\$85,203	\$111,755	-\$26,324	-30.8%
2	\$0.1826	427,466	\$87,994	\$27,652	\$84,777	\$112,429	-\$24,435	-27.8%
3	\$0.1826	425,329	\$90,633	\$28,792	\$84,353	\$113,145	-\$22,512	-24.8%
4	\$0.1826	423,202	\$93,352	\$29,974	\$83,932	\$113,906	-\$20,553	-22.0%
5	\$0.1826	421,086	\$96,153	\$31,200	\$83,512	\$114,712	-\$18,559	-19.3%
6	\$0.1826	418,981	\$99,038	\$32,470	\$83,094	\$115,565	-\$16,527	-16.7%
7	\$0.1826	416,886	\$102,009	\$33,787	\$82,679	\$116,466	-\$14,457	-14.2%
8	\$0.1826	414,801	\$105,069	\$35,152	\$82,266	\$117,418	-\$12,349	-11.8%
9	\$0.1826	412,727	\$108,221	\$36,567	\$81,854	\$118,421	-\$10,200	-9.4%
10	\$0.1826	410,664	\$111,468	\$38,033	\$81,445	\$119,478	-\$8,010	-7.2%
11	\$0.1826	408,610	\$114,812	\$39,552	\$81,038	\$120,590	-\$5,778	-5.0%
12	\$0.1826	406,567	\$118,256	\$41,126	\$80,633	\$121,759	-\$3,503	-3.0%
13	\$0.1826	404,534	\$121,804	\$42,757	\$80,229	\$122,986	-\$1,183	-1.0%
14	\$0.1826	402,512	\$125,458	\$44,447	\$79,828	\$124,275	\$1,183	0.9%
15	\$0.1826	400,499	\$129,222	\$46,197	\$79,429	\$125,627	\$3,595	2.8%
16	\$0.1826	398,497	\$133,098	\$48,011	\$79,032	\$127,043	\$6,055	4.5%
17	\$0.1826	396,504	\$137,091	\$49,889	\$78,637	\$128,526	\$8,565	6.2%
18	\$0.1826	394,522	\$141,204	\$51,835	\$78,244	\$130,079	\$11,125	7.9%
19	\$0.1826	392,549	\$145,440	\$53,851	\$77,852	\$131,703	\$13,737	9.4%
20	\$0.1826	390,586	\$149,803	\$55,938	\$77,463	\$133,401	\$16,402	10.9%
Total	<i>Esc 0%</i>	8,196,135	2,295,555	793,781	1,625,501	2,419,282	-\$123,727	-5.4%

Down Payment = \$100,000

Annual Solar Savings - Marana Vista Academy - 24'

kWh Provided by Solar = 94%

Utility Escalator = 3%

Down Payment = \$100,000

Year	SSA Rate	Solar kWh	Current Utility Bill	Utility Bill After Solar	SSA Bill	Total Electric Bill	Savings	% Bill Reduction
1	\$0.1674	429,614	\$85,431	\$26,552	\$78,112	\$104,663	-\$19,233	-22.5%
2	\$0.1674	427,466	\$87,994	\$27,652	\$77,721	\$105,373	-\$17,379	-19.8%
3	\$0.1674	425,329	\$90,633	\$28,792	\$77,332	\$106,124	-\$15,491	-17.1%
4	\$0.1674	423,202	\$93,352	\$29,974	\$76,946	\$106,920	-\$13,567	-14.5%
5	\$0.1674	421,086	\$96,153	\$31,200	\$76,561	\$107,761	-\$11,608	-12.1%
6	\$0.1674	418,981	\$99,038	\$32,470	\$76,178	\$108,648	-\$9,611	-9.7%
7	\$0.1674	416,886	\$102,009	\$33,787	\$75,797	\$109,584	-\$7,576	-7.4%
8	\$0.1674	414,801	\$105,069	\$35,152	\$75,418	\$110,570	-\$5,501	-5.2%
9	\$0.1674	412,727	\$108,221	\$36,567	\$75,041	\$111,608	-\$3,387	-3.1%
10	\$0.1674	410,664	\$111,468	\$38,033	\$74,666	\$112,699	-\$1,231	-1.1%
11	\$0.1674	408,610	\$114,812	\$39,552	\$74,293	\$113,845	\$967	0.8%
12	\$0.1674	406,567	\$118,256	\$41,126	\$73,921	\$115,047	\$3,209	2.7%
13	\$0.1674	404,534	\$121,804	\$42,757	\$73,552	\$116,309	\$5,495	4.5%
14	\$0.1674	402,512	\$125,458	\$44,447	\$73,184	\$117,631	\$7,827	6.2%
15	\$0.1674	400,499	\$129,222	\$46,197	\$72,818	\$119,015	\$10,206	7.9%
16	\$0.1674	398,497	\$133,098	\$48,011	\$72,454	\$120,465	\$12,633	9.5%
17	\$0.1674	396,504	\$137,091	\$49,889	\$72,092	\$121,981	\$15,110	11.0%
18	\$0.1674	394,522	\$141,204	\$51,835	\$71,731	\$123,566	\$17,637	12.5%
19	\$0.1674	392,549	\$145,440	\$53,851	\$71,373	\$125,223	\$20,217	13.9%
20	\$0.1674	390,586	\$149,803	\$55,938	\$71,016	\$126,953	\$22,850	15.3%
Total	<i>Esc 0%</i>	8,196,135	2,295,555	793,781	1,490,206	2,283,987	\$11,568	0.5%

Down Payment = \$150,000

Annual Solar Savings - Marana Vista Academy - 24'

kWh Provided by Solar = 94%

Utility Escalator = 3%

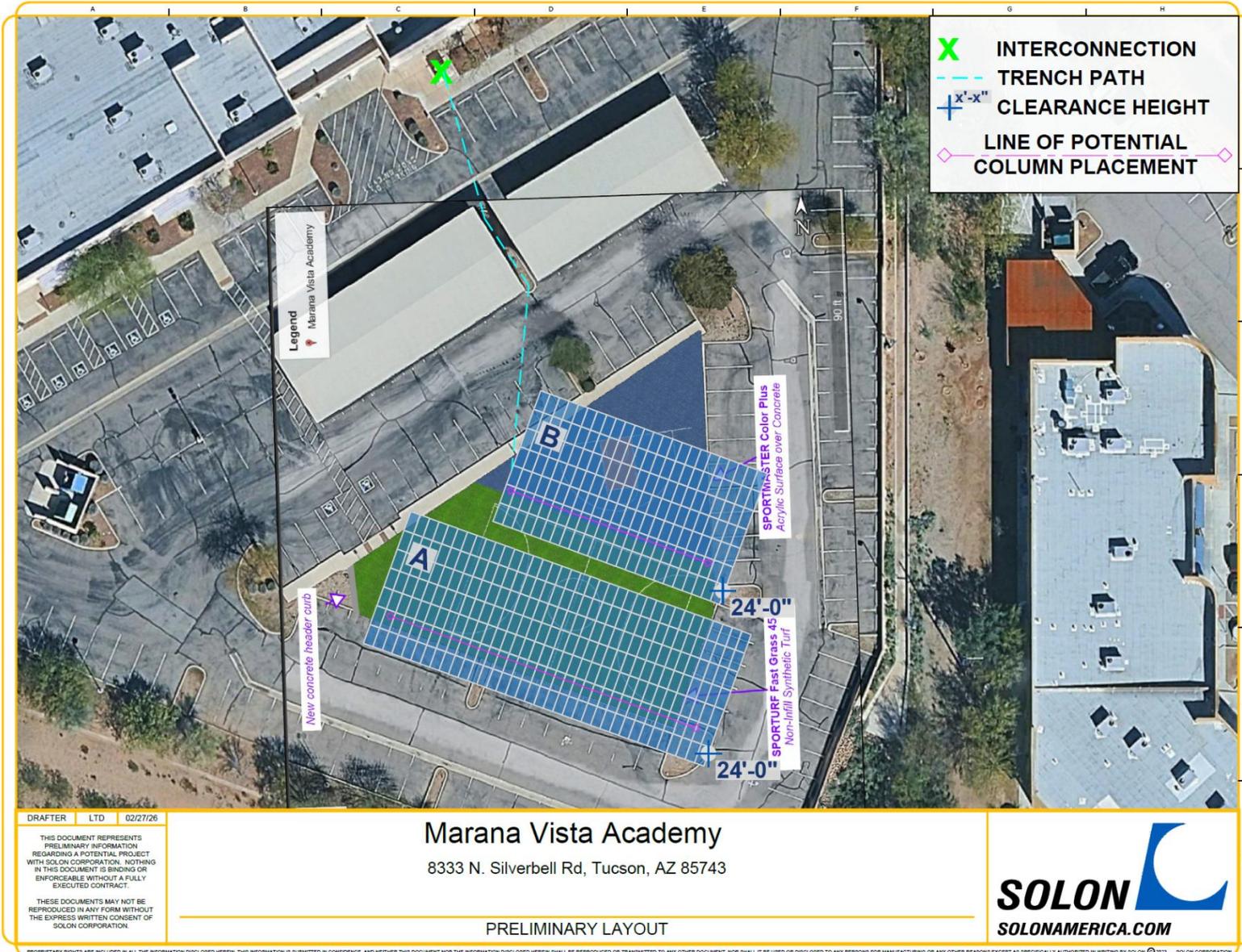
Down Payment = \$150,000

Year	SSA Rate	Solar kWh	Current Utility Bill	Utility Bill After Solar	SSA Bill	Total Electric Bill	Savings	% Bill Reduction
1	\$0.1598	429,614	\$85,431	\$26,552	\$74,566	\$101,117	-\$15,687	-18.4%
2	\$0.1598	427,466	\$87,994	\$27,652	\$74,193	\$101,844	-\$13,851	-15.7%
3	\$0.1598	425,329	\$90,633	\$28,792	\$73,822	\$102,614	-\$11,980	-13.2%
4	\$0.1598	423,202	\$93,352	\$29,974	\$73,453	\$103,427	-\$10,074	-10.8%
5	\$0.1598	421,086	\$96,153	\$31,200	\$73,086	\$104,285	-\$8,132	-8.5%
6	\$0.1598	418,981	\$99,038	\$32,470	\$72,720	\$105,190	-\$6,153	-6.2%
7	\$0.1598	416,886	\$102,009	\$33,787	\$72,357	\$106,144	-\$4,135	-4.1%
8	\$0.1598	414,801	\$105,069	\$35,152	\$71,995	\$107,147	-\$2,078	-2.0%
9	\$0.1598	412,727	\$108,221	\$36,567	\$71,635	\$108,201	\$20	0.0%
10	\$0.1598	410,664	\$111,468	\$38,033	\$71,277	\$109,309	\$2,158	1.9%
11	\$0.1598	408,610	\$114,812	\$39,552	\$70,920	\$110,472	\$4,340	3.8%
12	\$0.1598	406,567	\$118,256	\$41,126	\$70,566	\$111,692	\$6,564	5.6%
13	\$0.1598	404,534	\$121,804	\$42,757	\$70,213	\$112,970	\$8,834	7.3%
14	\$0.1598	402,512	\$125,458	\$44,447	\$69,862	\$114,309	\$11,149	8.9%
15	\$0.1598	400,499	\$129,222	\$46,197	\$69,512	\$115,710	\$13,512	10.5%
16	\$0.1598	398,497	\$133,098	\$48,011	\$69,165	\$117,176	\$15,922	12.0%
17	\$0.1598	396,504	\$137,091	\$49,889	\$68,819	\$118,709	\$18,383	13.4%
18	\$0.1598	394,522	\$141,204	\$51,835	\$68,475	\$120,310	\$20,894	14.8%
19	\$0.1598	392,549	\$145,440	\$53,851	\$68,133	\$121,983	\$23,457	16.1%
20	\$0.1598	390,586	\$149,803	\$55,938	\$67,792	\$123,730	\$26,074	17.4%
Total	<i>Esc 0%</i>	8,196,135	2,295,555	793,781	1,422,558	2,216,339	\$79,216	3.5%

Marana School District

Vista Academy

Layout



Federal Incentive and Procurement Timing Considerations

To qualify for the maximum available federal incentive of 40%, project SSA contracts must be fully executed no later than April 3, 2026. Contracts executed after this date are expected to qualify for a reduced 10% incentive, materially impacting overall project economics. Additionally, the 30% Base Investment Tax Credit expires on July 4, 2026. To secure and lock in the available federal tax credits, SOLON will require a fully executed contract by April 3, 2026, making contract timing a critical component of overall project planning.

Solar Services Agreement (SSA) Structure Overview

Under the Solar Services Agreement (SSA) structure, the solar systems will be owned by SOLON or its designated project entity. The provider is responsible for system development, construction, operations, maintenance, and long-term performance throughout the agreement term.

This structure allows the Marana School District to implement solar energy infrastructure with no upfront capital investment, while transferring key project risks — including construction, performance, maintenance, and federal incentive compliance — to the system owner.

Under the SSA structure:

- SOLON (or its designated project entity) owns the solar systems
- The system owner is responsible for operations, maintenance, and long-term performance
- The owner manages federal incentive qualification and compliance
- Marana School District purchases only the electricity generated by the systems
- No upfront capital investment is required from the District

SSA Pricing Structure

Energy generated by the solar systems will be sold to Marana School District at a contracted price per kilowatt-hour (kWh) under the SSA agreement.

The District pays only for electricity produced by the solar systems at the agreed contract rate. This pay-for-performance structure provides long-term electricity price stability while avoiding the capital expenditures typically required for infrastructure investments of this scale.

Cash vs. SSA Comparison

Category	Cash Model	SSA Model
Upfront Capital	District-funded	\$0
Project Contingency	District-funded	N/A
Construction Administration	District-funded	N/A
Tax Credit Filing & Compliance	District responsibility	Provider responsibility
Asset Ownership	District	Provider
Technology Obsolescence Risk	District	Provider
Operation and Maintenance	District responsibility	Provider responsibility
Performance Risk	District exposure	Provider exposure

This structure provides budget predictability while transferring construction, performance, maintenance, and incentive compliance risk away from the District.

Assumptions

Engineering

- 570W modules, or similar
- CPS 100/50/25 kW inverter, or similar
- No requirements above and beyond the current adopted electrical and building codes for the authority having jurisdiction
- Assumes canopy minimum clearance height of either 18' or 24' to the underside of beams at the southwest side. Includes two canopy tilt options (5° and 7°). Maximum clearance at the north side is approximately 21–22' for the 18' option and 27–28' for the 24' option.
- Steels columns include padding around the base for safety, color to be chosen by Marana Vista Academy
- Steel column and beam paint color to be chosen by Marana Vista Academy
- Assumes all underground work and column installation completed before basketball courts installed.
- Arc flash calculations and labeling for existing facility electrical gear are excluded
- AC gear includes 208V-480V transformer, panelboards, AC disconnect switch and utility metering equipment. No upgrades to existing equipment or additional AC gear included
- Excludes archaeological studies
- No historic preservation review required
- No FAA reviews required

Construction

- No tree removal or trimming required
- Site construction can be completed in one phase. Multiple-phase costs not included
- No painting of conduit or any electrical enclosures
- No safety requirements above or beyond SOLON's safety program and local safety requirements
- Parking lot will be made available for staging material and equipment
- Existing light poles will be capped at any existing concrete caisson – no concrete caisson removal included
- SOLON has included upgraded, under canopy 'play-level' lighting for the basketball court.
- Existing soils are not comprised of any engineered fill / no loose soils
- No hard dig soil conditions at caissons or trench paths

Interconnection

- 208V interconnection point located within 140' of array.
- Load side connection possible without modification of existing electrical gear
- No upgrades of any existing infrastructure, landlord, tenant, or utility required
- 208V-480V transformer required
- Assumes Utility System Impact Study is not required
- No transfer trip equipment required
- Solar monitoring included
- Facility monitoring excluded

General

- No Prevailing wages, Davis-Bacon wages, or any other special wage determination required
- Structural and electrical as-builts are available to SOLON and accurate
- Upgraded Canopy lighting included
- Clean title report with no additional project approvals required
- No additional design or construction standards above and beyond utility or AHJ requirements
- Site is properly zoned
- No historic preservation review required
- No FAA reviews required
- Payment and Performance Bonding is not included in this proposal pricing.
- All pricing is contingent on completing a site visit and detailed SES investigation
- No corrosive mitigation costs included
- This proposal includes all applicable tariffs, duties, and taxes on solar equipment and materials effective as of today's date. Any new tariffs, duties, taxes, or regulatory fees introduced or modified after today's date are not included in this proposal and may result in additional costs.

Project Examples & References

SOLON has constructed over 194 MWs of solar projects, including ground mount, canopy, and rooftop systems. Please see below for some examples of projects that SOLON has developed and constructed. Additional project photos and examples can be found here: <https://solonamerica.com>

Vail Unified School District – Vail, AZ & Tucson, AZ



Project Size: 4.5 MWdc

Financial Structure: PPA

Project Type: Superstructure, Carport Canopy, Battery Energy Storage System (BESS)

Project Notes: Vail USD partnered with SOLON Corporation to implement solar energy solutions across multiple campuses. Between 2017 and 2019, SOLON designed and constructed solar carports and superstructures at 10 existing schools, converting parking areas into renewable energy assets while providing shaded parking. Building on this success, Vail USD incorporated solar into the construction of new schools completed in 2020, 2024, and 2025. The District also hosts a Battery Energy Storage System (BESS) test site at one of their schools, designed to evaluate energy storage technologies that support grid resilience, peak demand reduction, and future energy management strategies.



Contact: Jerry Wood

Phone: 520-879-2050

Email: woodj@vailschooldistrict.org



Town of Marana, AZ



Project Size: 1.8 MWdc

Financial Structure: PPA

Project Type: Carport Canopy and Superstructure

Project Notes: The Town of Marana partnered with SOLON Corporation to design, engineer, and construct four solar projects in 2018-2019, followed by two additional projects in 2023-2024.



This portfolio of projects included the Town Hall, Police Station, and Operations Center which all had high security requirements, the Town's new Community & Aquatics Center, and shade canopies at two parks.

Contact: Brendan O'Connor, Facilities Superintendent

Phone: 520-382-2509

Email: boconnor@maranaaz.gov



City of Tucson, AZ



Project Size: 30.6 MWdc

Financial Structure: PPA

Project Type: Ground Mount, Superstructure, Carport Canopy, and Rooftop

Project Notes: The City of Tucson partnered with SOLON Corporation to deliver a large and diverse portfolio of solar projects between 2019 and 2026, with additional projects planned in the coming years. In total, SOLON constructed more than 65 solar installations across City facilities, each tailored to unique operational and site-specific requirements.



The portfolio includes projects at police stations and crime laboratories with stringent security constraints, parks and recreation facilities where minimizing disruption to the public was critical, and golf courses where maintaining parking access was essential.



Of the 65 projects, 26 installations totaling 17.8 MW were constructed for Tucson Water facilities, where available land enabled the development of single-axis tracker and fixed-tilt ground-mounted solar systems at most sites.

Contact: Mandi Leatherland, Energy Office

Phone: 520-837-6324

Email: Mandi.L Leatherland@tucsonaz.gov