

ITEM #:	<u>2</u>
DATE:	<u>03-27-26</u>
DEPT:	<u>ELEC</u>

**COUNCIL ACTION FORM**

**SUBJECT: PURCHASE OF A SOLAR POWER GENERATOR TRAILER**

**BACKGROUND:**

On January 12, 2026, the City Council authorized staff to apply for an Iowa Economic Development Authority (IEDA) grant, using funds provided through the U.S. Department of Energy State Energy Program (SEP), for the purpose of acquiring a Solar Power Generator Trailer (see attachment). On February 16, 2026, the City of Ames was awarded the grant. **The mobile trailer will provide clean, quiet, and rapidly deployable emergency power to support critical municipal functions during severe weather events, prolonged outages, and other disruptions to the electric grid, reducing the City’s dependence on diesel generators.** The generator will also be used for training, preparedness, and public education outside of emergency situations.

On March 9, 2026, the City of Ames solicited bids for one (1) Solar Power Generator Trailer. On Wednesday, March 18, 2026, bids were received as follows:

<b>Bidder:</b>	<b>Total Bid:</b>
Rural Power Systems, Inc. Woodland CA	\$59,157.50
RevoPower (Gridless Revolution, LLC) Missouri City, TX	\$62,442.00
Alamex, Inc. Manteca, CA	\$67,185.00

**Although Rural Power Systems, Inc. submitted the lowest bid, staff determined that the unit did not fully meet the City’s operational and logistical needs.** The Rural Power Systems bid consists of two separate trailers, requiring two towing vehicles for deployment. This configuration presents a significant logistical challenge in emergency and disaster response situations where rapid deployment and minimal staffing are critical. Additionally, the Rural Power Systems unit provides only 5.4kW total of solar generation capacity, less than the required minimum of 7.5kW. **Due to the low solar capacity and the deployment limitations, the bid submitted by Rural Power Systems, Inc. is considered non-responsive.**

The unit bid by RevoPower meets all key operational requirements, including a higher solar generation capacity of 12kW and a single integrated trailer design that allows deployment with one vehicle. **Staff considers the RevoPower unit acceptable and better aligned with the emergency response, disaster recovery, and community resilience objectives of the project. As such, staff has deemed the bid by RevoPower the lowest responsive bid.**

**The total cost of the recommended award is \$63,091, consisting of \$62,442 for the base Solar Power Generator Trailer, \$349 for an optional telescoping lighting tower, and an additional \$300 for one (1) hour of manufacturer-provided equipment training.**

**Funding for the Solar Power Generator Trailer is provided through a combination of sources, including \$37,456.20 from the IEDA grant, \$13,000 from the Electric Green Choices Program, and \$12,634.80 from the Electric Demand Side Management Program.**

**ALTERNATIVES:**

1. Award a contract to RevoPower of Missouri City, TX for the purchase of a Solar Power Generator Trailer in the amount of \$63,091.
2. Award a contract to another bidder.
3. Reject the bids and do not purchase a Solar Power Generator Trailer.

**CITY MANAGER'S RECOMMENDED ACTION:**

**This Solar Power Generator Trailer will provide reliable, clean, and rapidly deployable emergency power to support critical municipal operations while reducing the City's dependence on diesel generators, aligning with the goals of the Climate Action Plan.** Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1 as described above.

**ATTACHMENT(S):**

[1-13-26 IOWA ECONOMIC DEVELOPMENT AUTHORITY'S COMMUNITY ENERGY RESILIENCE PROGRAM.pdf](#)