

Company: OPTERRA Energy Services, CA

Company Description: OPTERRA Energy Services has more than 50 years of operational experience and a deep track record of delivering reliable, cost-effective, and innovative energy solutions to the public sector. Headquartered in Oakland, California, the OPTERRA team of close to 300 leverages the power of public-private partnerships to reduce costs, improve infrastructure and conserve energy. Under the leadership of in

Nomination Category: Achievement Categories

Nomination Sub Category: Achievement in Sustainability

Nomination Title: OPTERRA Energy Services: Empowering the Public Sector to Lead in Sustainability



1. Briefly describe the nominated organization: history and past performance (up to 200 words):

Total 168 words used.

OPTERRA Energy Services has more than 50 years of operational experience and a deep track record of delivering reliable, cost-effective, and innovative energy solutions to the public sector. Headquartered in Oakland, California, the OPTERRA team of close to 300 leverages the power of public-private partnerships to reduce costs, improve infrastructure and conserve energy. Under the leadership of industry expert and CEO Courtney Jenkins, OPTERRA's services and solutions have helped customers ranging from municipalities, K-16 schools and districts, special districts, and state and federal agency partners achieve over \$3B in guaranteed energy cost savings to date.

OPTERRA's commitment to innovation and public service is fueled by the leadership, creativity, and dedication of our team, who bring top-tier technology to each customized project we take on, delivering lasting impact and enhancing fiscal savings and community engagement. With over 50 years of experience, OPTERRA ensures customers' long-term success through tailored energy solutions that support their vision. By deeply engaging and understanding specific goals, OPTERRA delivers on the mission their customers envision.

2. Outline the organization's achievements since the beginning of last year that you wish to bring to the judges' attention (up to 250 words):

Total 250 words used.

OPTERRA helps public agencies, schools, & healthcare organizations achieve sustainability goals by combining efficiency upgrades, renewable energy, and resiliency solutions into projects that deliver measurable community impact.

Across our portfolio, renewable power systems, primarily solar and microgrids, supply a significant share of public-sector energy needs, in some cases offsetting up to 90% of a district's electric demand. Our projects generate millions of Kwh of clean power annually and avoid thousands of metric tons of CO₂ each year—the equivalent of removing hundreds of cars from the road or planting thousands of trees. These reductions demonstrate OPTERRA's ability to shrink carbon footprints while lowering costs and enhancing community resilience.

Several recent projects include:

- **Menlo Park Community Center:** A designated Red Cross shelter, the center now includes a solar-powered microgrid with energy storage and EV charging. Once complete, it will save the city \$6.9M over 30 years while providing clean backup power to a low-income community during outages.
- **Grossmont Union HS District:** A \$24M state-of-the-art Transportation Services Center now supports the District's transition to an all-electric bus fleet, reducing diesel use, cutting emissions, and serving as a model for school transportation electrification.
- **Solano County:** Microgrids across four campuses provide resiliency against wildfire-related outages while avoiding over 5 million tons of greenhouse gas emissions and saving \$10.3M over 25 years.

Through these and other projects nationwide—including work with Georgetown University, Ohio State, and Washington, D.C.—OPTERRA continues to demonstrate the power of sustainable infrastructure to drive financial, environmental, and social benefits.

3. Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words):

Total 22 words used.

Attached are links to customer approved case studies providing evidence of project achievements.

- <https://opterraenergy.com/case-study/city-of-menlo-parks-clean-energy-infrastructure/>
- <https://opterraenergy.com/case-study/city-of-milpitas-smart-city-energy-and-water-savings-program/>
- <https://opterraenergy.com/case-study/solano-countys-resilient-microgrids-and-comprehensive-energy-program/>

4. Which will you submit for your nomination in this category, a video of up to five (5) minutes, explaining the nominated achievements since July 1 of 2023, OR written answers to the questions? (Choose one):

Written answers to the questions

5. If you are submitting a video of up to five (5) minutes in length, provide the URL of the video here, OR attach it to your entry via the "Add Attachments, Videos, or Links to This Entry" link above, through which you may also upload a copy of your video. If you are submitting written answers to the questions, provide them in the appropriate spaces below:
6. Explain why the achievements you have highlighted are unique or significant. If possible compare the achievements to the performance of other players in your industry and/or to the organization's past performance (up to 250 words):

Total 240 words used.

OPTERRA has distinguished itself in the public sector by delivering sustainability solutions that go beyond energy savings to address community safety, resilience, and operational continuity. One of the most impactful examples is our deployment of microgrid systems for school, county, and municipal customers, designed to protect critical operations during increasingly frequent weather-related power outages.

Unlike many industry players who focus primarily on efficiency, OPTERRA integrates sustainable solutions such as solar, EV charging and microgrids as part of a broader, fiscally responsible modernization strategy. These systems allow essential public facilities—such as health centers, emergency operations hubs, and community shelters—to maintain power even when the grid goes down. In regions like California, where extreme heat, wildfires, and public safety power shut-offs have left entire communities without electricity for days, this capability has become essential rather than optional.

For example, a recently completed OPTERRA project in Solano County included solar generation and battery storage at multiple county campuses. The result: uninterrupted operations for vital services, from medical care to evidence storage for law enforcement, even during prolonged outages. This not only safeguards residents during emergencies but also protects millions of dollars in county assets and operational continuity.

Compared to typical industry approaches—often siloed or narrowly focused—OPTERRA's integrated model achieves both immediate savings and long-term resiliency. The impact is measurable: tens of millions in projected lifetime savings for our public sector partners, paired with community safety benefits that simply cannot be quantified in dollars.

Attachments/Videos/Links:

[OPTERRA Energy Services: Empowering the Public Sector to Lead in Sustainability](#)



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