Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

BOARD OF SUPERVISORS AGENDA LETTER

Department Name:
General Services
Department Number:
063
Agenda Date:
August 18th, 2026
Placement:
Administrative Agenda

Estimated Time:
NA
Continued Item:
No
If Yes, date from:
NA
Vote Required:
Majority

TO: Board of Supervisors

FROM: General Services: Kirk Lagerquist, Director

DocuSigned by:
Kirk Lagerquist
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CONTACT: Jeffrey Patton, Assistant Director

SUBJECT: Consent and Agreement for Sale-Leaseback Financing – SBC Foster Road Campus Renewable Energy Project (Fourth District)

Concurrences:

County Counsel Concurrence:
As to form: Yes

Auditor-Controller Concurrence:
As to form: Yes

Other Concurrence: CEO, Risk
As to form: Yes

Recommended Actions:

That the Board of Supervisors:

a) Approve and authorize the Chair to execute the Consent and Agreement between the County of Santa Barbara (“County”) and Wintrust Asset Finance Inc. (“Financing Party”) related to the sale leaseback financing of solar and related improvements serving the Foster Road Campus; and
b) Authorize the General Services Director, or designee, to execute any ancillary documents required to complete the Transaction, provided they do not materially deviate from the terms presented; and
c) Direct staff to transmit fully executed documents to Wintrust Asset Finance Inc. and SBC Foster Rd Campus Renewable Energy, LLC (“Project Company”) upon completion.

Summary Text:

Approval of this item authorizes the County to enter into a Consent and Agreement with Wintrust Asset Finance Inc. to acknowledge and permit the assignment of rights under the existing Lease Agreement and Solar Services Agreement for renewable energy infrastructure located at the Foster Road Campus. This action supports long-term sustainability and energy cost stabilization efforts without modifying existing contractual obligations or incurring additional County liability.

Discussion:

The Project Company and the County executed a Lease Agreement for site use and a Solar Services Agreement (“SBC Foster PPA”) on August 26, 2025, for the installation and operation of solar photovoltaic and related generation equipment serving the Foster Road Campus. The Project Company is completing a sale-leaseback financing (“Transaction”) with Wintrust Asset Finance Inc. to support the project’s capital structure.

As part of the Transaction, the Project Company must assign its rights, title, and interest under the existing agreements to the Financing Party as collateral. The Consent and Agreement confirms the County’s understanding of, and consent to, this collateral assignment while preserving the County’s rights and remedies under the underlying contracts.

The Consent and Agreement also outlines notice procedures, cure rights for the Financing Party, and clarifies that the Financing Party has no performance obligations unless it elects to step into the agreements following a default by the Project Company.

Background:

SBC Foster Rd Campus Renewable Energy, LLC was selected to design, install, and maintain solar energy infrastructure to offset electrical consumption and reduce long-term operating costs at the Foster Road Campus. The County’s August 26, 2025 Lease Agreement and SBC Foster PPA support renewable energy goals and compliance with emission reduction mandates.

The Project Company's sale-leaseback arrangement is a standard market mechanism used in renewable energy financing to reduce cost of capital. Execution of the Consent and Agreement does not alter any financial or operational terms of the PPA or Lease Agreement. The County continues to receive energy-related benefits at previously approved rates and terms.

Performance Measure:

Following execution, the renewable energy system will continue delivering anticipated annual kilowatt-hour output and related cost savings under the SBC Foster PPA. Performance monitoring and reporting are governed by the original 2025 agreements and remain unchanged.

Fiscal and Facilities Impacts:

There is no fiscal impact associated with approval of the Consent and Agreement.The County does not assume liability under the Financing Party's agreement with the Project Company.

Payment instructions under the SBC Foster PPA remain unchanged except that, pursuant to the Consent and Agreement, payments must be directed to the Financing Party unless otherwise instructed in writing by the Financing Party.

Project Company and the Financing Party bear sole responsibility for ensuring invoice instructions match the required Payment Account. There is no facilities impact beyond continued operation of the renewable energy equipment currently located at the Foster Road Campus.

Special Instructions:

Please return a Minute Order to Brandon Kaysen, General Services at 260 N. San Antonio Road, Santa Barbara, CA 93110-1315, and email a copy to bkaysen@countyofsb.org.

Attachments:

Attachment A – SBC Foster PPA Consent and Agreement (Wintrust Asset Finance Inc.) (Signature Needed)
Attachment B – SBC Foster PPA (August 26, 2025)

Contact Information:

Brandon Kaysen
Energy Manager, General Services
BKaysen@countyofsb.org