Community Solar
Net Metering Credit Program
Massachusetts
Agenda

• Current Energy Challenges
• Advantages of Community Solar
• Who is Clean Energy Collective (CEC)?
• How It Works
• Example Proposal
• Summary
• Next Steps
Current Energy Challenges

• Rising energy prices
  – Energy is typically 2nd or 3rd highest cost for hotels

• Race to claim “green” identity
  – Citizens demanding green in their buying decisions

• Many obstacles to going solar may exist
  – Aesthetics
  – Roof design and orientation
  – Maintenance
  – Price
  – Building lessee
The Solution - Community Solar with the CEC

SOLAR POWER Reinvented

Tom & Tina Smith
Somerset School District
Boston Food Bank
Gillette
Iron Mountain

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Advantages of Community Solar

- Clean, Renewable Energy
  - Reduce risk of rising energy prices, hedge against price increase – Rate tracks Utility Tariff Rates
  - Constant Savings for 20 years - No Rate Ceiling or No Rate Floor and No Rate Escalation
  - Higher on bill credit than any other solar project type in Massachusetts
  - An example to the community - Improve image and environmental position with constituents
Advantages of Community Solar

• Offsite Solar Benefits
  – Anyone can participate, regardless of roof design, direction, shading, etc.
  – Allows lessees and lessors to participate – anyone who pays a utility bill.
  – No aesthetic or structural integrity issues
  – Comprehensive operations and maintenance program included
  – Lower costs from economies of scale
Advantages of Community Solar

• Flexibility
  – Bill credit can be transferred to any meter in the utility and load zone.
  – Transferrable to another owner if property is sold, or has a reduced energy need.
  – Can be seasonally rotated to meters with highest usage.

• Saves on ENTIRE Electrical Costs
  – Independent of who is chosen as generation supplier
  – Only solution to reduced Demand and Distribution Costs
Community Solar

- Panels are part of a large ground array.
- Panels are not on your Facilities or Grounds
- No Maintenance or Liability
- Positioned for optimum Production
Who are some of our Mass Customers?

• UMASS Amherst – 920 kW system

• Cummings Properties – 5 MW system

• Attleboro Public Schools – 3.5 MW system

• Somerset Public Schools – 1.3 MW system

• Iron Mountain – 1.4 MW system
About CEC

- **Clean Energy Collective (CEC)** was founded in 2009
- CEC provides **easy access** to locally produced solar energy
- We **pioneered** country’s first “community-owned solar arrays”
- 60 producing solar power systems online or under development, >36 MW of power – **More than any developer**
- Currently serving customers of **20 utilities in 10 states**
- Recognized as 194th **fastest growing private company** on INC. 500
How Does it Work?

- **CEC Community Arrays** – >60 MW clean power capacity in Mass.
- Clean Solar Power is sold to National Grid & EverSource *under 20 year agreements*
- **Any government or commercial customer** can participate in the CEC community solar power plant with **No Money Down**
- Customers receive **monthly electric bill credits** on their utility bill for 20 years tied to increases in utility rates
- Customers pay for participation monthly and **save 15% on their monthly energy cost**
- **CEC maintains the solar array power plant** for optimal performance and savings
## Year 1 and Year 20 Benefits

<table>
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<tr>
<th>System Size</th>
<th>Panel Size (watts)</th>
<th>Panels</th>
<th>Watts</th>
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<tbody>
<tr>
<td></td>
<td>300</td>
<td>10000</td>
<td>3,000,000</td>
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### Year 1

- **Net Metering Credits**: $731,497
- **Net Metering Credit Payments**: ($621,773)
- **Year One Savings**: $109,725

### 20 Years

- **Net Metering Credits**: $19,181,491
- **Net Metering Credit Payments**: ($16,304,268)
- **Total Savings**: $2,877,224

### 20 Year Environmental Benefits

- **CO2 Avoided (lbs)**: 125,451,263
- **Car Travel Avoided (miles)**: 142,248,974
- **Trees Planted**: 193,493
20 Year Savings

Cumulative Savings

- $0
- $500,000
- $1,000,000
- $1,500,000
- $2,000,000
- $2,500,000
- $3,000,000
- $3,500,000

Years: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Questions to Ask?

• Are you experienced with Large Customers?
  – YES, Amherst, Somerset Schools, Breckenridge, Summit County, Lakewood and Iron Mountain are examples.

• Is your solar project funded? Or are you required to sign customers before you can get financing?
  – YES, CEC’s projects are fully funded and built or under construction, NOW. No, pre-sale is required by our financial partners.
Questions to ASK?

• Do you have a signed lease or deed for the property that the array is built on?
  – YES, CEC has a fully executed lease and site control for all projects.

• Do you have all non-ministerial permits approved?
  – YES, CEC has a fully executed conditional use permit executed.
Questions to Ask?

• Do you have an interconnection plan approved by the Utility?
  – CEC has an approved plan with each Utility.

• How much of the on-bill credit produced by the array will come to the Customer?
  – For Zero Down Agreements, the customer receives 15% of it, CEC will receive 85% of the on-bill credit.
Questions to Ask?

• How much of the Solar Renewable Energy Credit (SREC) will come to the Customer?
  – None of it. CEC uses the SREC to fund the Operations and Maintenance Trust Fund, Pay for Financing the Array and retains a portion as profit.

• Why don’t you offer an option to Purchase the Panels?
  – Based upon our experience most customers prefer the “Zero-Down” option.
Questions to Ask?

• What are my options for assignment?
  – The Net Metering Credit agreement can be assigned to a new owner of a property or transferred to another location.
Advantages of Community Solar

• Lock in low energy costs for a long time (20 years)
• Community Solar Generates Higher Bill Credits than other Projects
• No need to install anything on customer premise
• Professionally Maintained
• Zero Money Down
• Optimal Production & Longer Life
• Transferable to utility meters the customer owns
• Everyone can OWN clean energy and save money!
Summary

• Businesses are challenged by the risk of rising energy prices, pressure to “go green”, but many obstacles to get there.

• Community solar gardens provide the answer to overcome those challenges with...
  – Zero Money Down
  – Immediate Energy AND Financial savings
  – No Rate Ceiling, Floor or Escalation
  – Clean, renewable energy
  – Offsite solar benefits
  – Flexibility move benefit

• CEC, a leader in community-owned solar, provides a long-term, reliable renewable energy program that works!
Next Steps

- CEC to present proposal with detailed economic analysis based on actual historical energy cost
- Execute Capacity Agreement
- Execute Contracts As Projects Come on Line
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