

COMMUNITY SOLAR FOR UTILITIES: PROJECT BEST PRACTICES

June 26-27, 2017
Courtyard by Marriott
Charleston Historic District Hotel
Charleston, SC

POST-CONFERENCE WORKSHOP

**Project Siting/
Development and Finance**

WEDNESDAY, JUNE 28, 2017



EUCI is authorized by IACET to offer 1.3 CEUs for the symposium and 0.8 CEUs for the workshop

SUPPORTING ORGANIZATIONS



COALITION FOR
COMMUNITY
**SOLAR
ACCESS**



Southern
Environmental
Law Center

**There is a wide range of
sponsorship opportunities
available for this event**

**Contact Stephen Coury at
scoury@euci.com or 720-988-1228**

OVERVIEW

The **Community Solar for Utilities: Project Best Practices** symposium provides a “toolkit” for utilities – as well as project developers and other providers who work with them – to design and implement successful community-scale and solar garden projects. It will consider the elements that these specialized solar projects must address to satisfy the requirements for a successful offering. The program will examine each component in detail, and explore how the structures must adapt and operate under different state legislative and regulatory constructs. It will sort through the regulatory process of the various mechanisms, provide a tutorial for the implementation of the community solar program, and include several case studies of successful collaborations by utilities and their community development partners.

LEARNING OUTCOMES

Through presentations and panel discussions, attendees will have the opportunity at this symposium to:

- Assess types of solar garden and community-scale programs and development scenarios
- Identify how utilities and collaborating project developers must shape their development approaches to shared/community solar gardens
- Appraise the elements common to shared/community solar gardens, where they differ, and which ones result in the most prolific development results
- Distinguish why one community garden program design cannot fit all utility markets – vertically-integrated and restructured
- Discuss the important marketing components that drive shared/community solar gardens program subscriptions
- Assess the important regulatory and consumer protections elements of shared/community solar gardens
- Evaluate common challenges that utilities and their community-scale collaboration partners confront, and how they can be addressed
- Discuss case studies of how utilities and their shared/community solar garden partners have collaborated for win-win solutions



“A friendly gathering of individuals with subject matter expertise worth the trip.”

CEO, Grasshopper Solar

AGENDA

MONDAY, JUNE 26, 2017

- 7:30 – 8:00 am Registration and Continental Breakfast**
- 8:00 – 8:15 am Introduction and Overview**
- 8:15 – 9:00 am What is Community Solar?**
- What constitutes a community solar program?
 - How is this market evolving?
 - Can one program design fit all markets?
 - o Vertically-integrated
 - o Restructured
 - What is happening and where?
- 9:00 – 10:00 am Types of Programs and Development Scenarios**
- Types of community solar markets
 - o Legislated
 - o Voluntary
 - o Hybrid
 - Types of community solar development
 - o Utility-led
 - o Developer-led
 - o Customer- (e.g., commercial, community) led
 - o Other
 - Developer as intermediary between utility and consumer vs utility-direct project
 - Explanation of concept to customers
 - Services contracted with property address or property occupant
- 10:00 – 10:30 am Networking Break**
- 10:30 am – 12:30 pm Program Design Components**
- Customer offer
 - Initial commitment/payment
 - What is leased and/or owned
 - Impact on consumer bill
 - Billing adjustments over time
 - Duration of contract
 - Incentive(s)
 - Siting and scale
 - Participation usage and capacity limit
 - Environmental attributes
 - Production guarantee
 - Accounting for turnover
 - Subscription transfer policy
 - Unsubscribed energy
 - Physics of solar
 - Pricing
 - Virtual net metering
- 12:30 – 1:30 pm Group Luncheon**

AGENDA

MONDAY, JUNE 26, 2017 (CONTINUED)

1:30 – 3:00 pm

Customer Perspectives: C&I/Key Accounts

- What does this class of customers like to see in a community solar program?
- Is there an opportunity for C&I customers to help drive scale into projects?
- What need does community solar serve for C&I customers that isn't being served through other options?

3:00 – 3:15 pm

Afternoon Break

3:15 – 5:15 pm

Case Studies

Utilities

Pacific Gas & Electric (PGE)

South Carolina Electric & Gas (SCE&G)

Walton EMC

Developers/Third Party Owners

Geronimo Energy

NRG

First Solar

5:15 pm

First-day Adjournment

TUESDAY, JUNE 27, 2017

7:30 – 8:00 am

Continental Breakfast

8:00 – 9:15 am

Common Challenges

- Creation of a program framework
- Interconnection/queue management process
- Ownership structure of project
- Setting customer credits/compensation
- Engaging low/moderate income customers
- IT and technology implementation
- Payment credits

9:15 – 10:15 am

Achieving Utility and Corporate Buy-in

- What is driving the desire to address this market segment?
- What value does community solar bring to a utility?
- What are customers looking to achieve?
 - o Residential
 - o Commercial
- What are some of the risks and how can those be addressed?

10:15 – 10:30 am

Morning Break

10:30 – 11:45 am

Marketing Programs for Success

- Consumer choice modeling
- Subscription models
- Promotional efforts
- Consumer categories
 - o Residential-focused
 - o Commercial-focused
 - o Blended focus

AGENDA

TUESDAY, JUNE 27, 2017 (CONTINUED)

11:45 am – 1:00 pm Group Luncheon

1:00 – 2:30 pm Customer Fulfillment

- Solar garden subscription and ownership considerations
 - o Are solar garden subscriptions deemed a security by the SEC?
 - o Environmental attributes and their assignment
- Program oversight
 - o Role of legislative policy-makers vs role of utility regulators
- Consumer protection requirements
 - o subscriber agreement
 - o warranties, maintenance and/or production guarantees
- Monitoring and oversight components
- Green program options and designations

2:30 – 2:45 pm Afternoon Break

2:45 – 4:15 pm Collaborating for Win – Win Solutions

Open Forum of how utilities, third-party owners (TPOs) and solar developers, utility commissions, and community solar stakeholders can work together to make community solar/garden projects more broadly available.

4:15 pm Program Adjournment

PRESENTERS

3 Degrees: Amanda Mortlock, Vice President – Utility Partnerships

Ampion: Nate Owen, CEO

Clean Energy Collective (CEC): Jeff Hudson, Vice President – Business Development

Coalition for Community Solar Access (CCSA): Jeff Cramer, Executive Director

Coalition for Community Solar Access (CCSA): Laurel Passera, Policy Team

Community Energy Solar: Joel Thomas, Manager

Dominion Resources: Katherine Bond, Director – Public Policy

Duke Energy: Stacy Phillips, Senior Products and Services Manager

First Solar: Becky Campbell, Utility Market Development

Georgia Public Service Commission: Hon Tim Echols, Commissioner

Geronimo Energy: Betsy Engelking, Vice President

Nixon Peabody LLP: James Duffy, Partner

NRG: Julia Zuckerman, Manager – Policy and Market Strategy

PG&E: Molly Hoyt, Manager – Sustainable Projects

Rocky Mountain Institute (RMI): Kieran Coleman, Senior Associate (invited)

South Carolina Electric & Gas (SCE&G): Danny Kassis, Vice President – Customer Relations/Renewables

Southern Environmental Law Center (SELC): Katie Chiles Ottenweller, Senior Attorney and Leader – Solar Initiative

Walton EMC: Greg Brooks, Community and Public Relations Director

POST-CONFERENCE WORKSHOP

Project Siting/Development and Finance

WEDNESDAY, JUNE 28, 2017

7:30 – 8:00 am **Registration and Continental Breakfast**

8:00 am – 4:30 pm **Workshop Timing**

12:00 – 1:00 pm **Group Luncheon**

OVERVIEW

Shared (community) solar has seen accelerating adoption rates by project developers and utilities alike. As with the other classes of solar – residential and utility-scale — the big drivers have been financing mechanisms and regulatory policies.

But the multiple layers and complexities associated with underwriting community solar can seem overwhelming. This development type shares most of the requirements that all solar projects must fulfill. But additional hurdles, such as the front-end research and analysis of customers, are especially challenging. This workshop will feature the participation of project developers, utilities, financial advisors, lenders and investors who've "been there, done that" with regard to utility-based community solar projects. They will provide their insights, lessons learned and best practices recommendations for further expansion of utility-based community and shared solar development around North America.

LEARNING OUTCOMES

- Review the regulatory and market drivers that influence the underwriting requirements of shared/community solar gardens
- Identify the critical knowledge elements that utilities and project developers must possess of their (consumer) shared/community solar gardens subscribers
- Appraise the impact of renewable energy credits (RECs), power purchase agreements (PPAs) and utility metering/process on the overall shared/community solar gardens project value proposition
- Discuss who should be on the shared/community solar gardens development team
- Examine the project and site variables, and how they influence the overall development of shared/community solar gardens
- Describe the transaction structures, securitization issues and tax preference opportunities related to shared/community solar gardens

WORKSHOP AGENDA

I. The Community-scale Solar Investment Opportunity

- Today's finance structures
- Focus: Utility-sponsored community solar strategies

II. Subscriber (Consumer) Profile

- Identification
- Procurement
- Credit scores
- Retention and turnover

III. Value Proposition

- RECs
- Utility grid support and embedded process
 - o Metering
 - o Billing
 - o Collection
 - o Carrying costs

IV. Forming the Team

- Application/processing coordination
- Development
 - o Site identification
 - o Permitting
 - o Community interface
 - o Engineering
- Sales and subscriptions
- Legal
- Subscription agreement (uniform or individual)
- Finance structuring
- Tax counsel

V. Project and Site Variables

- Permitting
- Interconnection process
- Lease vs own underlying real estate
- Environmental
- Title

VI. Tax Dimensions

- ITC
- Depreciation
- Specialized applications and effects
- Owner-centric considerations and benefits
 - o Utility owner
 - o Third-party owner (TPO)
 - o Customer owner

WORKSHOP AGENDA

VII. Transaction Structures and Securitization Issues

Owners

- Utility-owned
- TPO-owned
- Customer-owned

Transaction Types

- Sale leaseback
- Tax equity
- Build transfer

VIII. Financing Elements and Metrics

- Standard solar due diligence underwriting review
- Customer payments
- Customer defaults
- Utility processes
- Power Purchase Agreements (PPAs)
- Renewable Energy Credits (RECs)

IX. Risk Management Considerations

X. Paths to Growth

PRESENTERS

Kieran Coleman, Senior Associate, Rocky Mountain Institute (RMI) (invited)

James Duffy, Partner, Nixon Peabody LLP

Eric S. Graber-Lopez, President, BlueWave Capital

Tony Grappone, Partner, Novogradac LLP

Marty Mobley, President, U.S. Solar

Joe Ritter, Senior Vice President, Seminole Financial Services



"I loved the smaller group of highly engaged experts."

Strategy Research & Innovations Manager, CPS Energy



"A small group setting that allows for great networking opportunities."

Northeast Regional Energy Coordinator, USDA Rural Development – Energy Division

INSTRUCTIONAL METHODS

Case studies, and PowerPoint Presentations will be used in this conference and affiliated workshop.

REQUIREMENTS FOR SUCCESSFUL COMPLETION

Participants must sign in/out each day and be in attendance for the entirety of the course to be eligible for continuing education credit.

IACET CREDITS



EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the AN-SI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the AN-SI/IACET Standard.

EUCI is authorized by IACET to offer 1.3 CEUs for the symposium and 0.8 CEUs for workshop

EVENT LOCATION

A room block has been reserved at the Courtyard by Marriott Charleston Historic District Hotel, 125 Calhoun Street, Charleston, SC 29420 for the nights of June 25 - 27, 2017. Room rates are US \$174 plus applicable tax. Call **1-843 805-7900** for reservations and mention the EUCI event to get the group rate. The cutoff date to receive the group rate is May 25, 2017 but as there are a limited number of rooms available at this rate, the room block may close sooner. **Please make your reservations early.**

REGISTER 3, SEND THE 4TH FREE

Any organization wishing to send multiple attendees to these symposiums may send 1 FREE for every 3 delegates registered. Please note that all registrations must be made at the same time to qualify.



"Highly valuable conversations due to a smart, relevant set of attendees."

Vice President, Corporate Development, CEC



"A good variety of speakers and topics."

Associate General Counsel, Hawaiian Electric

REGISTRATION
to register [CLICK HERE](#) or

Call: 201 871 0474
fax: 253 663 7224
email: [register@pmaconference.com/](mailto:register@pmaconference.com)
web: <http://pmaconference.com/>
Mail: POB 2303 Falls Church Va 22042

Please make checks payable to: "PMA"

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PLEASE SELECT

- COMMUNITY SOLAR FOR UTILITIES: PROJECT BEST PRACTICES SYMPOSIUM AND WORKSHOP,**
 JUNE 26-28, 2017: US \$2295
 Early bird on or before June 9, 2017: US \$2095

- COMMUNITY SOLAR FOR UTILITIES: PROJECT BEST PRACTICES SYMPOSIUM ONLY**
 JUNE 26-27, 2017: US \$1495
 Early bird on or before June 9, 2017: US \$1295

- POST CONFERENCE WORKSHOP ONLY**
 JUNE 28, 2017: US \$995
 Early bird on or before June 9, 2017: US \$895

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

Print Name

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What name do you prefer on your name badge?

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List any dietary or accessibility needs here

CREDIT CARD INFORMATION

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Billing Zip Code/Postal Code

Exp. Date

Security Code (last 3 digits on the back of Visa and MC or 4 digits on front of AmEx)

OR Enclosed is a check for \$ _____ to cover _____ registrations.

Substitutions & Cancellations

Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before May 26, 2017 in order to be refunded and will be subject to a US \$195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of conference cancellation, EUCI's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices at (201) 871-0474.