



Photo: Encore's 5MW Brattleboro, VT Landfill Solar Project

Municipal Solar: Opportunities and Challenges – Developer's Perspective

VECAN Conference
December 1, 2018



Company Overview

- Founded in 2007, clean energy focus initiated in 2009
- Historical focus on development of clean energy projects on underutilized properties (e.g., rooftops, landfills, brownfields)
- Commercial, industrial and community-scale focus
- Reputation built on consistent successful delivery of projects
 - 60 projects / 25 MW installed capacity / ~\$75MM deployed
 - 0 projects commenced which did not lead to COD
- Geographic expansion along Eastern seaboard
- Certified B Corporation in 2016



What is a B Corporation?

Certified



Corporation™

Certified B Corporations are leading a global movement of *people using business as a force for good*.

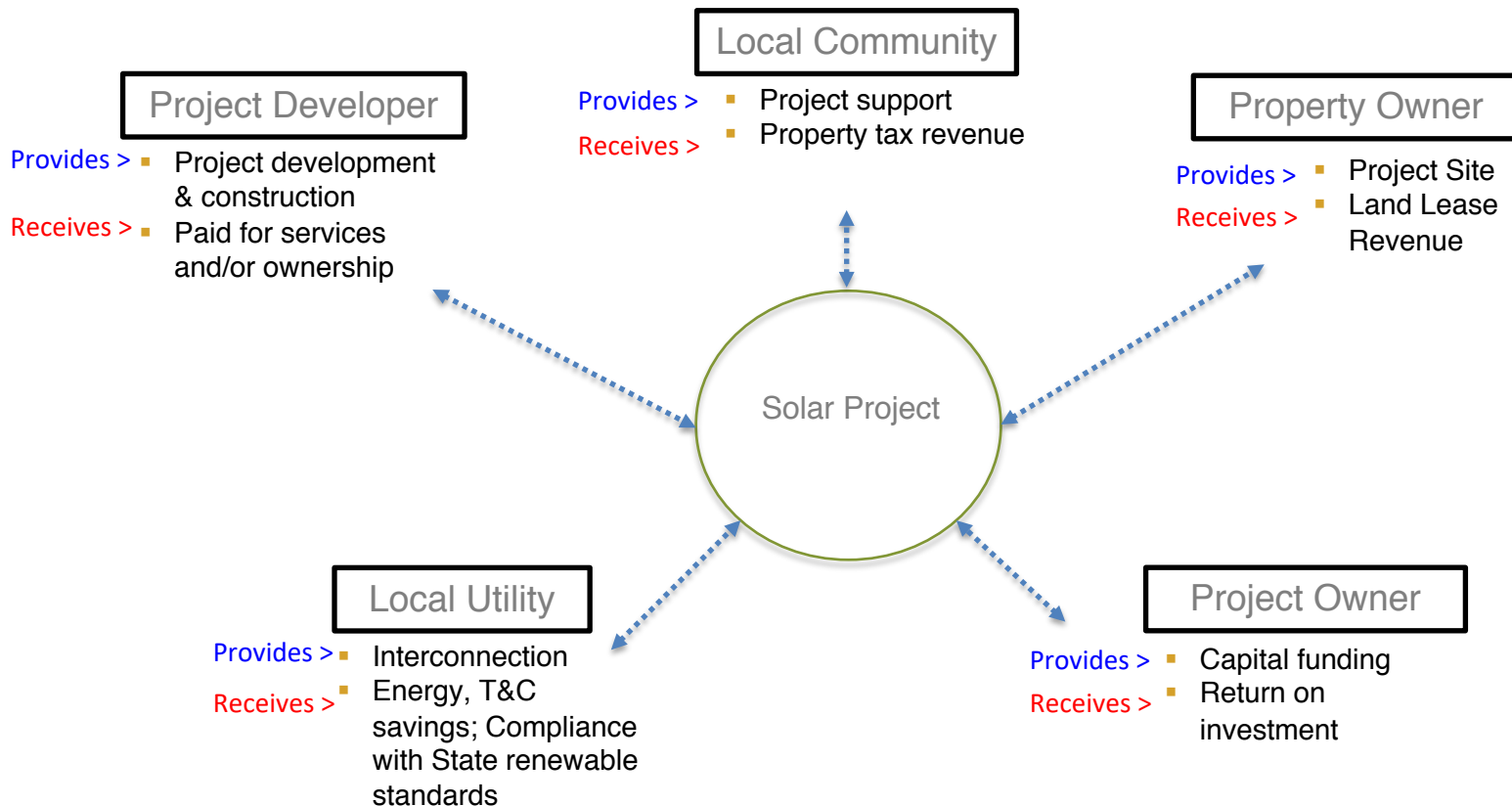
B Corps meet the highest standards of overall social and environmental performance, transparency, and accountability and aspire to use the power of business to solve social and environmental problems

Setting the Table

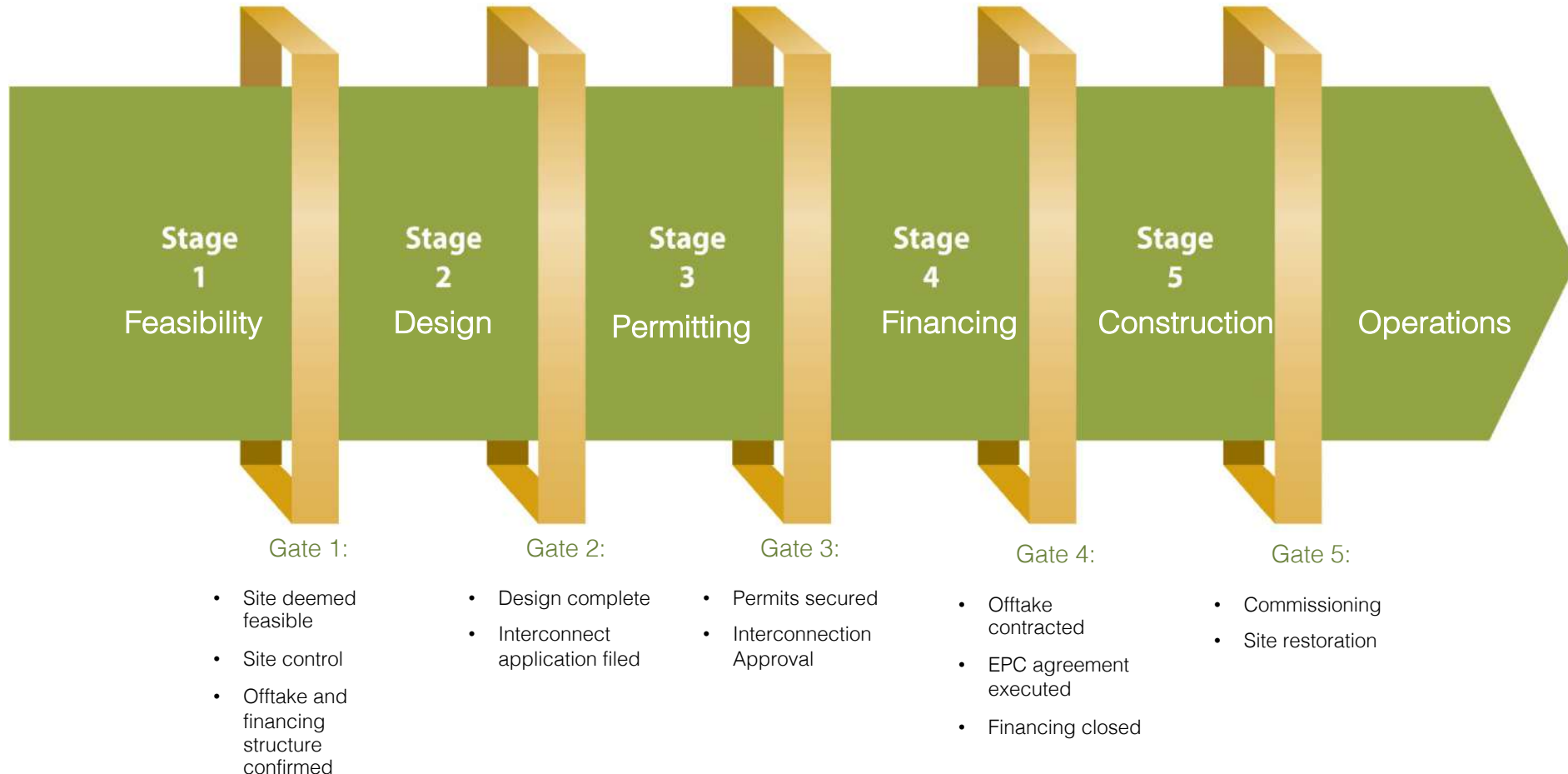
- IPCC Report
- 4th National Climate Assessment
- #GreenNewDeal, Sunrise Movement
- Jobs, Jobs, Jobs
- Multiple \$Trillion Market
- Economic opportunity of the 21st century!



Solar Project Parties: Roles & Benefits



Sharing The Solar Development Process – Partners Embrace What They Understand



Value Proposition of Solar to Municipalities

- Property tax revenues
 - Generated from underutilized real estate asset
- Support municipal environmental / sustainability / climate goals
- If municipality serves as PPA offtaker
 - Electricity savings / hedge
 - Lock in future electricity costs - eliminates exposure to short-term fluctuations and rising long-term costs
- All at no cost to community

Municipal Solar :: Opportunities for VT Municipalities

- Host / serve as net metering customer – up to 500kW
- Host bilateral PPA projects with utilities (under VT RES)
- Green tariffs
- Host **energy storage** projects
 - Behind the meter; utility scale
- Host / encourage EV charging stations
- Return otherwise undevelopable land to productive reuse
 - Landfills, brownfields, gravel pits, foreclosed properties, etc.

Municipal Solar :: Challenges for VT Municipalities

- Net metering cap – 500kW per customer
- RES limits / constraints
- Solar penetration in VT (WRT current grid capacity)
- Investment Tax Credit step down
- Changing legislation / PUC rules
- Procurement requirements
 - RFI vs. RFQ vs. RFP

Laying the Foundation for Success – doing the work

- Legislative / Community engagement
 - Work with environmental interest lobbying groups - REV, VNRC, VPIRG, VCRD, Vote Solar
 - Local energy committee engagement – project champions
 - Private citizen engagement – state and local
 - Testimony, testimony, and more testimony
 - Reaching across the aisle – finding common ground



South Burlington Landfill Solar



South Burlington Landfill, South Burlington, VT – 2.1MWp





Photo: Encore's Burlington Airport project

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