



# EZENERGY

## Solar Energy Solutions



April 2019

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## WHY ARE WE HERE TODAY

- *How to turn Landfills, Brownfields and  
Historic Fill Sites into Revenue Producers  
NJ Community Solar Program*



# ABOUT US

Leading “Turn-key” Solar Provider in New Jersey

In business for over a decade

Family, woman, and veteran owned

Serving commercial, government, non-profit, and residential clients

Portfolio of over \$130M



# INDUSTRY TRENDS

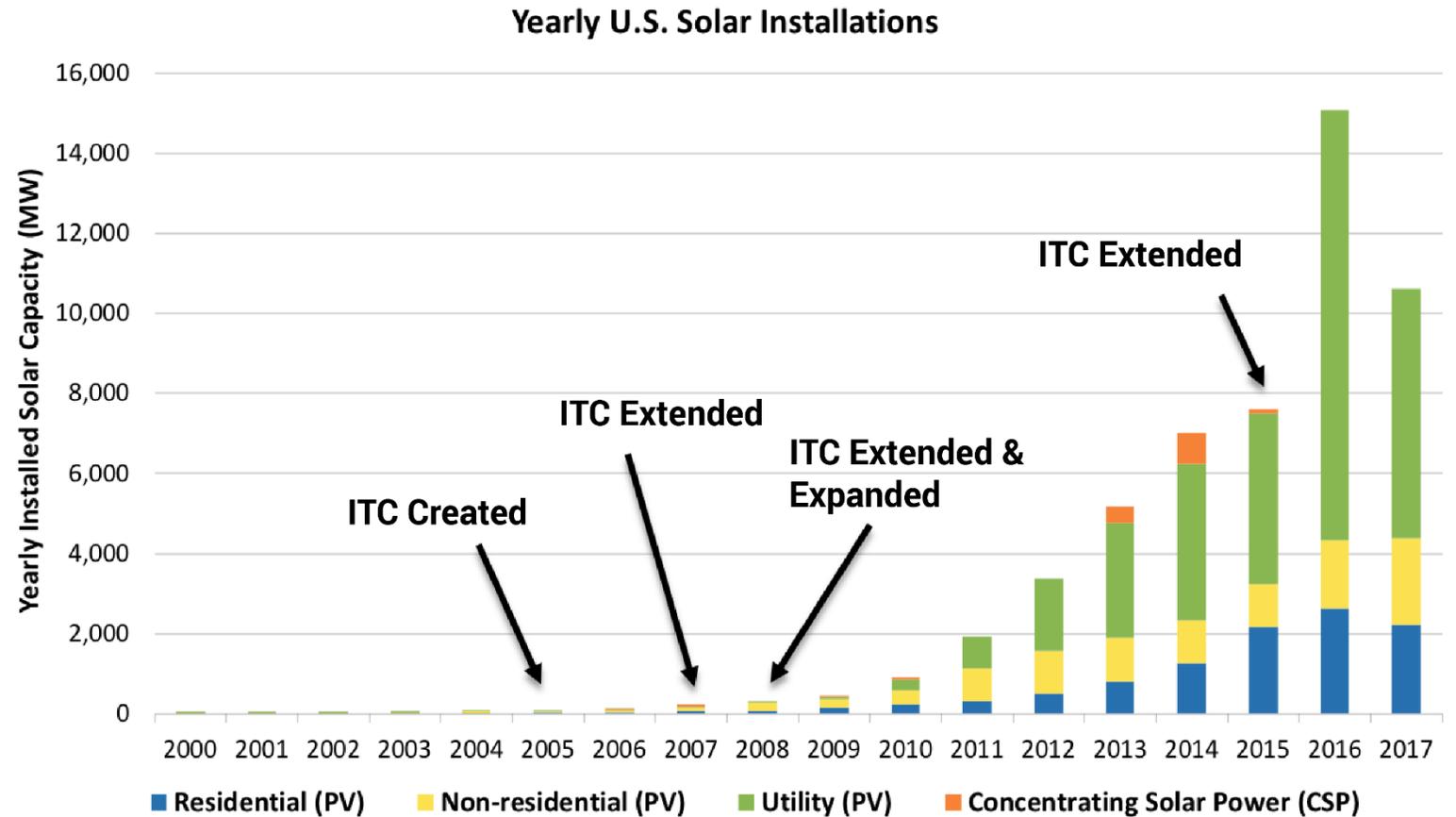
- ❖ Solar energy is outpacing other renewable energy sources in the U.S.
- ❖ Worldwide Bloomberg Energy Finance forecasts \$3.7 Trillion in Solar financing over the next 25 years.
- ❖ Over the last 10 years solar capacity installations have seen exponential Compound Annual Growth Rate.
- ❖ Solar installations are expected to continue to grow at an outstanding rate with solar the #1 new electricity generation technology.



# WHY NOW?

## INVESTMENT TAX CREDIT

- ❖ Through 2019, the ITC reduces the total cost of solar system by 30%
- ❖ In 2020 it reduces cost by 26%
- ❖ In 2021 it reduces cost by 22%
- ❖ *From 2022 on, the ITC will only reduce cost by 10%*
- ❖ *ITC, Depreciation, SREC's, Energy sales – Why the Investors Fund!*
- ❖ *.....The time to act on solar is now!*



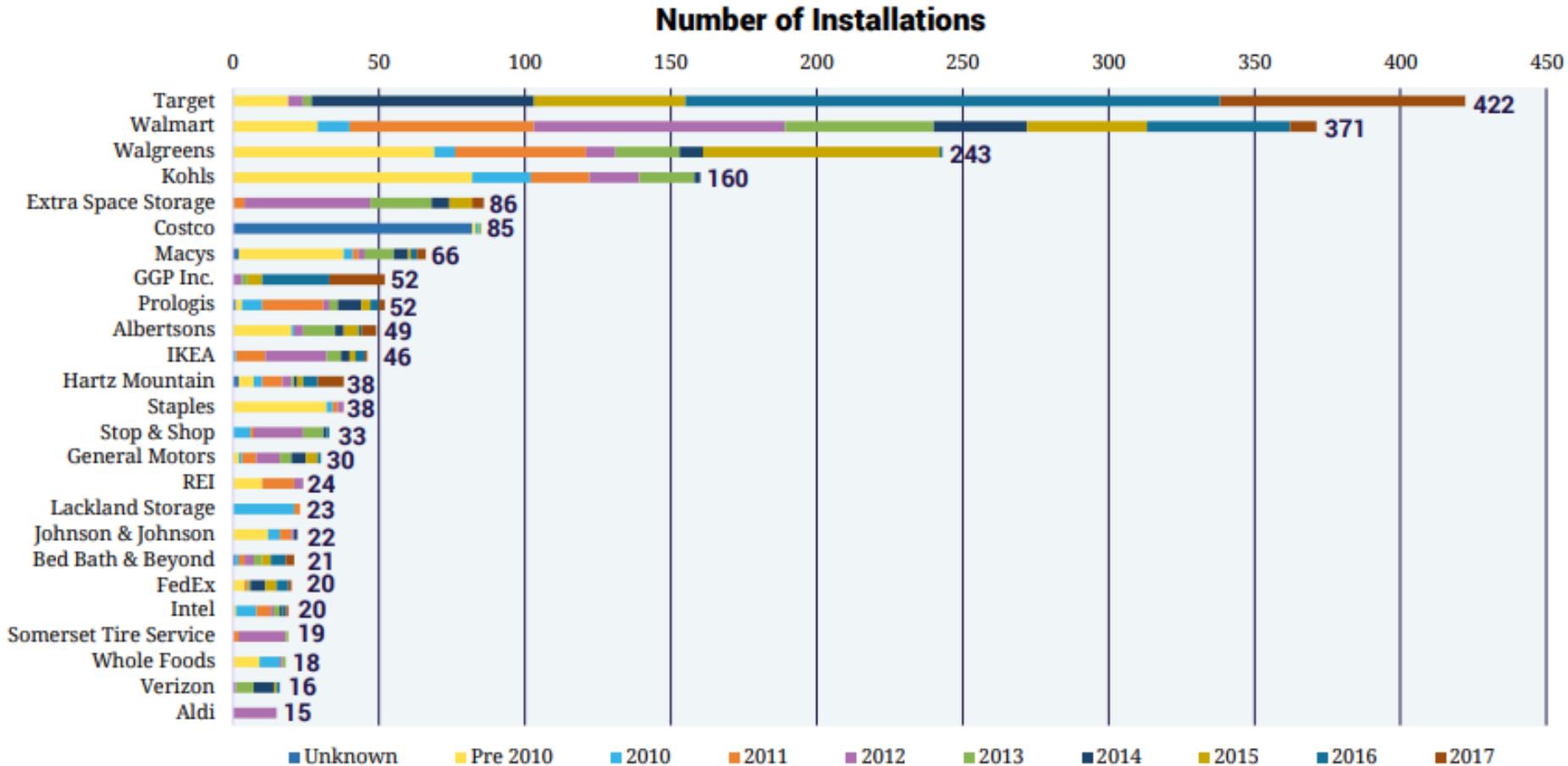
gtmresearch  
is now Wood Mackenzie



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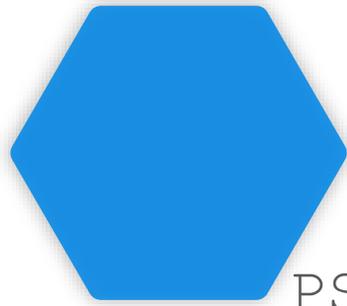
# Top 25 Corporate Users by Number of Solar Installations



- **Target** and **Walmart** continue to hold the top two spots for installations
- Remaining list is dominated by retailers with smaller building footprints
- **Extra Space Storage** cracks top 5 with dozens of small systems in Massachusetts, New Jersey and New York, while **Lackland Storage** makes top 20

EXACTLY IS GOING  
SOLAR?

*Some of the largest corporations  
in America..*

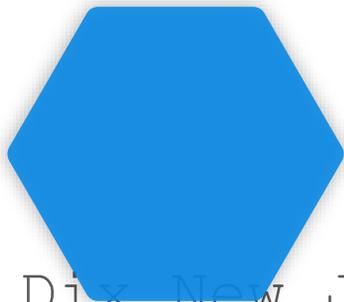


PSE&G

## Landfills Have Gone Solar! has Gone Solar on Landfills

- ❖ PSE&G has implemented 9 Solar Farms on Landfills and Brownfields
- ❖ 190 Acres of landfill/brownfield land leased statewide
- ❖ 52 MW's of power installed
- ❖ 175,000 solar panels
- ❖ Pictured here is the ILR Landfill on 21 Acres

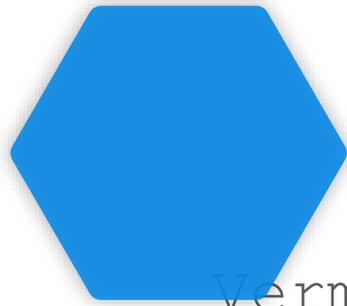




Landfills Have Gone Solar!  
Fort Dix New Jersey has Gone Solar on Landfill



- ❖ Fort Dix Landfill on a Military Base
- ❖ Land leased from the Military
- ❖ Long term revenues for the Military
- ❖ Ballasted System –limited ground penetrations



Vermont

Landfills Have Gone Solar!  
has Gone Solar on Landfills



- ❖ Elizabeth Mine, Vermont
- ❖ Landfill Solar



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## Landfills Have Gone Solar! Other Landfills

- ❖ Agawon, MA Landfill 2.6 MW
- ❖ Bernards Landfill, NJ 3.67 MW
- ❖ Brockton Landfill, MA 4.4 MW
- ❖ Dover Landfill, MA 1.3 MW
- ❖ Kinsley Landfill, NJ 11.18 MW
- ❖ Parklands, NJ Landfill 10.14 MW
- ❖ Pembroke Landfill, MA 3.3 MW
- ❖ Princeton Landfill, NJ 2.2 MW
- ❖ Tynesborough Landfill, MA 3.5 MW



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## How Do you turn your Landfill Into a Revenue producing Asset?

- ❖ Find a firm willing to turn your landfill into a solar energy generation plant
- ❖ Lease or Sell your land to these energy generation companies
- ❖ Collect Lease revenues for 20 to 30 years or get a one time payment for purchasing your landfill .
- ❖ Goal create revenue from land that cannot be used for much else!
- ❖ Community Solar is the Next Wave- \$\$\$



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## What is Community Solar ?

- ❖ Community Solar's Goal is to allow residential and commercial customers and governments to get solar energy-without having it on their sites. Sites that are not good for solar on their own property.
- ❖ States: Many states are allowing! GW's!
- ❖ NJ is has released a 3 year pilot program for Community Solar that will allow 75 MW per year of solar to be installed starting in 2019.
- ❖ After pilot program success solar can be installed anywhere for community solar to meet NJ Governors goals of 50% renewable energy in NJ by 2030. Other states similar goals.



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## What is Community Solar ? Continued

- ❖ Projects that are located on Landfills, Brownfields, Historic Fill Sites will be given priority In NJ by the BPU-- Lower Priority Sites include Parking Lots, Rooftops, Canopies, Industrial Land and Greenfields (least desirable)
- ❖ Cutting down trees will not be looked upon favorably unless on the landfills, brownfields, historic fill sites
- ❖ No preserved farmland will be allowed and most farm projects will be given the lowest priority and most likely not selected in the pilot in NJ



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What does Eznergy offer in this program?

- ❖ Financial partners are willing to lease or buy land or large rooftops on a contingent basis in order to be able to apply into the Community solar pilot program.
- ❖ No costs to the owners of the properties to enter the program with our finance partners
- ❖ The Finance firms pay a contingency fee per year that locks in the property for 4 years min.
- ❖ IF the project is awarded they pay per acre for a min. of 20 years. For rooftops they pay X cents per square foot for rooftop leases if accepted in the program.



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What has Eznergy done?

- ❖ Eznergy's financial partners have signed 12 ground leases with land owners for 60 MW \$120 Million of potential projects.
- ❖ One of Eznergy's financial partners has signed up a 4 MW project in a water basin and rooftop project.
- ❖ Our Sales team has identified projects and are working to get additional contracts
- ❖ Eznergy is working with Landfills to apply for the program.



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# SOLAR CAN BENEFIT YOUR SITES



- ❖ Turn non-revenue producing assets into a consistent and new revenue producer
  - ❖ Landfills, Brownfields, Rooftops, Parking lots
- ❖ Allows Customers to meet sustainability goals
- ❖ Lower costs of electric for any participant- Low and Middle Income Families are required
- ❖ Long Term Known Electric Rate vs unknown for participants in the Community Solar
- ❖ No Up Front Cost and Saves Money for Businesses, Government, Non-Profits and local community

# EZENERGY SUMMARY

Ezenergy has a proven track record and excellent references

01



Timing for financial gains is at its best. ITC tax credit going down in just a year.

02



We carry a strong network of large, reputable financing partners

03



Family, woman, and veteran owned. Unparalleled levels of commitment.

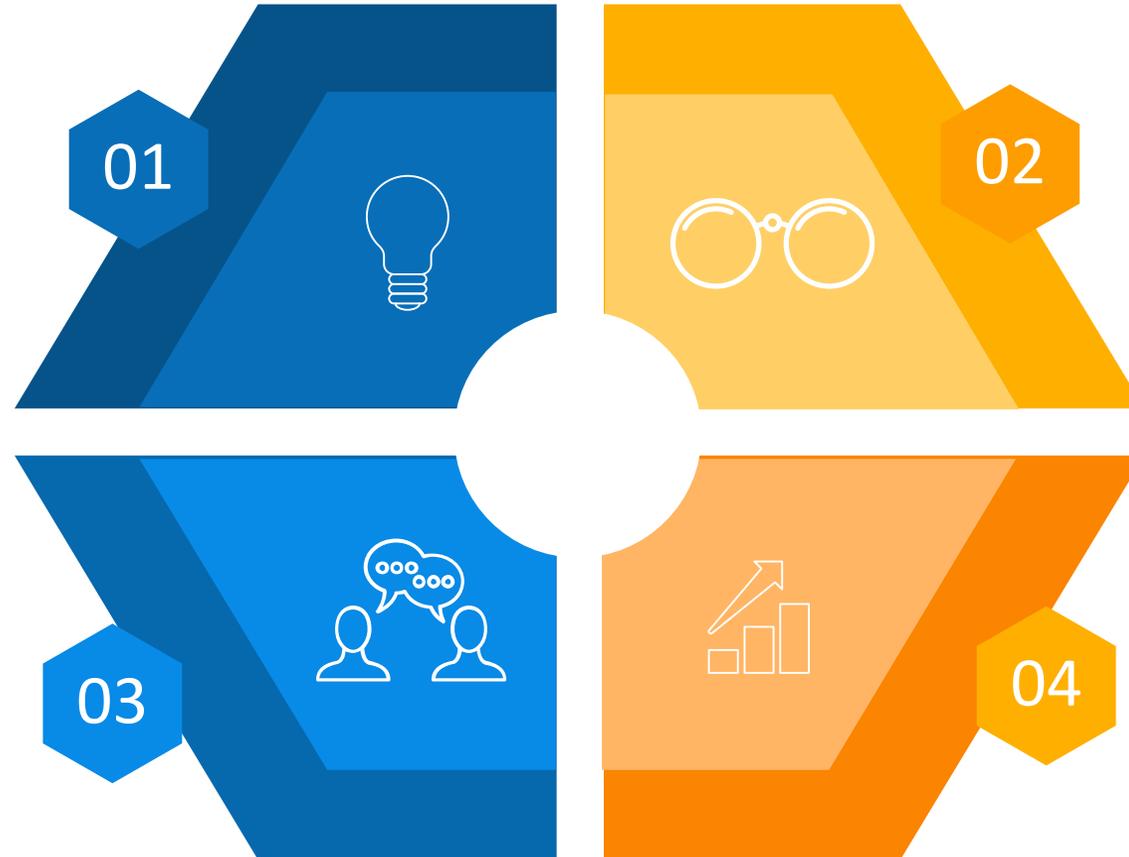
04



# EZENERGY SUMMARY

Ezenergy can get a proposal from one of our finance firms as a contingent lease

If Selected into the program then Ezenergy gets to build the project.



Finance firms pay the contingent lease per acre for 4 year contingent lease period.

Ezenergy and Financial partners will submit the project to the BPU for Community Solar till selected.



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Next Steps?  
Please contact us with information  
on your Landfill!

Thank you so much for  
your attention.

# Readington Township Schools

## PROJECT SPECIFICATIONS

### LOCATION

Readington, NJ:  
Holland Brook School  
Readington Middle School  
Three Bridges School

### INSTALLATION TYPE

Ground Mounted Solar    Roof  
Mounted Solar

### SYSTEM SIZE

1.2 MW DC

### ONLINE DATE

Operational 2017

### FIRST YEAR GENERATION

1,495,000 kWh of electricity  
produced by solar

### CHALLENGE

Utilize a Solar Power Purchase Agreement to reduce energy costs with no capital cost for three school buildings

### SOLUTION

Eznergy formed a team to deliver the Power Purchase Agreement

### PROJECT SUMMARY

Readington Township issued an RFP to obtain financing for a solar PPA. Eznergy was awarded the contract over lower priced vendors because of several highly esteemed references in the area. Eznergy retained status as the general contractor and partnered with a PPA finance company and experienced electrical installation personnel.

The result is a 1.2 MW solar project encompassing 3 School Ground Mounted systems and Rooftop Solar systems that are providing solar energy at 30% below the local utility cost with a projected cumulative savings of several thousands of dollars over the next 15 years.

### BENEFITS

**Reduce energy costs:** Price of electricity will be approximately 30% less than that of local utility

**Eliminated ownership responsibilities:** System operation up-keep and performance issues are avoided as the PPA firm retains ownership responsibilities

**Hedge against rising utility costs:** Lower-cost, known price of energy supports better cash flow management

**Create local green jobs:** Local & state economy sustained and community moral boosted with green energy promotion



Readington Middle School:  
Roof Mounted Portion of PV System



Holland Brook School:  
Entire Ground Mounted PV System

# Willingboro Township

## PROJECT SPECIFICATIONS

### LOCATION

Willingboro Township, NJ

4 Facilities:

Department of Public Works,  
Municipal Building, JFK Library,  
and JFK Community Center

### INSTALLATION TYPE

Roof Mounted Solar

### SYSTEM SIZE

1.1 MW DC

### ONLINE DATE

Operational 2018

### FIRST YEAR GENERATION

1,412,996 kWh of electricity  
produced by solar

## CHALLENGE

Utilize a Solar Power Purchase Agreement to reduce energy for Willingboro Township and meet their sustainability goals.

## SOLUTION

Ezenergy delivered a proposal with a detailed design and engineering plan. Ezenergy was awarded the contract by the Township for their project.

## BENEFITS

**Reduce energy costs:** Willingboro Township is saving an estimated 43% for electricity on these 4 facilities.

**Eliminated ownership responsibilities:** System operation, upkeep, and performance issues are avoided as the PPA firm retains ownership and maintenance responsibilities.

**Sustainability Goals:** Willingboro Township, like many organizations across the country, are volunteering to improve their environmental impact. By implementing solar, Willingboro Twp. is removing 1,052 Metric Tons of carbon dioxide removed from the atmosphere, which is the equivalent of:

- 1.15 Million pounds of coal
- 2.5 million miles driven by passenger vehicles
- 118,327 gallons of gasoline consumed
- 27,253 trees planted

## PROJECT SUMMARY

Willingboro Township released a public RFP for a Solar Photovoltaic System. The intent was to reduce their carbon footprint and also rewrite their yearly budgets with a significantly less portion allocated to energy costs. Ezenergy partnered with Standard Alternative, who is the PPA Financing company. The team was awarded the project and solar has been successfully installed at Willingboro Township's Municipal Building, the John F. Kennedy Library, the Department of Public Works (3 Garages), and the John F. Kennedy Community Center. The result is a 1.1 MW solar project providing solar energy at a 43% reduction in cost versus the local utility cost. The savings over the 15 year PPA term are projected to be \$1.2 Million. During that time, 1.4 Million kWh of clean energy will be generated.



JFK Community Center Roof Mounted System



JFK Library Roof Mounted System