

# Connecticut Solar Policy Update: Shining Some Light on Key Solar Programs

June 13<sup>th</sup>, 2019

## Agenda

- Introduction
  - Mike Trahan, Executive Director, SolarConnecticut
  - Mat Tuttleman, Account Executive, CPower
  - Ariana Bain, Principal and Founder, Metabolic Consulting
  - Clark Wallace, Business Development Director, EnterSolar
  - Nate Suresh, Operations Analyst, MaxSolar
- Panel Discussion
  - Connecticut Solar Policy Update
  - Unicorr Packaging Group Solar Case Study
  - Demand Response
  - Solar Operations & Maintenance
- Audience Q&A

## *Introductions*



### **Mike Trahan - SolarConnecticut**

**SolarConnecticut** (SolarConn) has been a CT Solar Industry Business Group since 2007 and organizes residential/commercial installers/developers to press for stronger PV policy

SolarConn supports the solar industry through:

- Representing industry members in state legislature, PURA, state departments and media
- Creating state legislative annual agenda



**Mike Trahan**  
Executive Director  
SolarConnecticut

## Mike Trahan - SolarConnecticut

- CGA/PURA/Dept. Highlights
  - Commercial Property Tax Exemption
  - Voltage Variation Reg Change
  - Upgrade Home Solar Interconnection
- Reversed PURA Ruling to ZREC Cap
- Redrafted State Fire Code Proposal
- ZREC/RSIP extension(s)
- Launched \$150M lawsuit v. State of CT



5

## Mathew Tuttelman - CPower

**CPower** is a Demand-Side Energy Management Company: we help organizations save on energy costs, earn revenue through energy curtailment, increase grid reliability and achieve their sustainability goals

- Demand-Side Management / Demand Response
- Energy Efficiency
  - LED Lighting
  - Advanced Wireless Lighting Controls / IoT
  - BMS / EMS / HVAC Optimization



**Mat Tuttelman**  
Account Executive  
CPower

6

## Mathew Tuttelman - CPower

- Distributed Energy Resources
  - Solar
  - Solar + Storage
- Energy Procurement
- Rate Tariff Optimization



7

## Ariana Bain - Metabolic Consulting

**Metabolic Consulting** aims to simplify the complexity of "sustainability" into concrete actions that create value, happy people and thriving ecosystems for clients seeking sustainability as a mission and a strategy.

- Focuses on guiding companies through creating meaningful plans to tackle climate change, net-zero energy, and renewable energy development



**Ariana Bain**  
Principal and Founder  
Metabolic Consulting

8

## Ariana Bain - Metabolic Consulting

- Clients range from small businesses up through Fortune 500
- We have created and implemented strategies for more than 6MW of solar investments over the past five years as part of climate and energy strategies

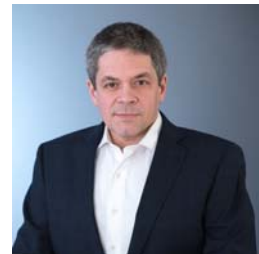


9

## Clark Wallace - EnterSolar

**EnterSolar** is a leading provider of distributed solar & storage solutions to the commercial market with experienced solar professionals and 10+ year track record of delivering successful solar projects for corporate clients

- We are a strategic partner and affiliate of **EDF Renewables**, the renewable energy division of the EDF Group, a Global Fortune 200 company



**Clark Wallace**  
Business Development Director  
EnterSolar

10

## Clark Wallace - EnterSolar

EnterSolar tailors each project to the individual needs of our corporate clients

- Corporate clients require superior comprehensive turnkey execution capabilities
- Best-in-class solar equipment and state-of-the-art design practices
- Agnostic to project financing alternatives (i.e. Own vs. PPA vs. Lease)
- Creative financing solutions (PACE, sculpted debt, etc.)

11

## Nate Suresh - MaxSolar

**MaxSolar** is an affiliate of EnterSolar and is focused on Operations & Maintenance (O&M), asset management and technical services for commercial solar photovoltaic and battery storage systems

- Dedicated service technicians, licensed electricians, engineers and analysts
- Strong national portfolio with an emphasis on safety and maximizing the long-term ROI of the solar PV asset(s) – **“Maximize Power & Profit”**



**Nate Suresh**  
Operations Analyst  
MaxSolar

12



## Nate Suresh - MaxSolar

As a comprehensive solar services provider, we can comprehensive programs customized for each of our client's needs throughout the entire project lifecycle



## *Connecticut Solar Policy*

## *Unicorr Packaging Group Solar Case Study*



### **Unicorr Packaging Group Goes Solar**

Rooftop Solar Projects in progress at North Haven and Putnum, CT







***Demand Response***

entersolar



***Solar O&M***

entersolar

## MaxSolar's Services

<u>Operations &amp; Maintenance</u>	<u>Asset Management</u>	<u>Technical Services</u>
• 24/7 System Monitoring & Dispatch	• System Performance Analytics	• Pre-Con Site Assessments
• Preventative / Corrective Maintenance	• PPA Billing/Financial Admin	• Quality Management
• Warranty Service Coordination	• SREC/Incentive Management	• Independent Commissioning
• Array/Module Cleaning	• Risk Assessment & Mitigation	• System Retrofits/Upgrades

19

***Audience Q&A***