

## **Green Community Committee**

Meeting Minutes for March 22, 2012 – Approved April 10, 2012

Location: Ayer Town Hall, Selectman's Meeting Room

Members Present: Carolyn McCreary (CM), Jeremy Callahan (JC), Allan Wilson (AW)

Also Present: Patrick Marr (PM), Emma Kosciak (EK), Lauri Sabol (LS), Alan Camara (AC), Jonathan Abe – Nexamp (JA)

Not Present: Faith Salter, David Maher (DM), Robert Pontbriand (RP), Ted Staples

APAC taped: NO

Documents Distributed: Nexamp: Town of Ayer Net Meeting Credit Opportunities, March 22, 2012

### **7:05 PM – Open Meeting**

- **Meeting Minutes**
  - JC stated draft meeting minutes from February 28, 2012 meeting are incomplete
  - JC motioned to approve meeting minutes from March 6, 2012; CM second
    - Motion approved unanimously
  
- **MEI Database Update**
  - AW indicated we've had some difficulty getting competitive supply data from Constellation Energy.
  - EK will follow up with CM with standard permission slip to allow her to request data directly from Constellation.
  - AW requested a conversation w/ RP needs to take place regarding the mechanics of ongoing data entry into the MEI Database; CM will follow up with RP.
  - AW, AC, CM and Cindy Knox will meet after April 1, 2012 to further discuss this topic.
  
- **Nexamp Presentation**
  - Jonathan Abe presented "Nexamp: Town of Ayer Net Metering Credit Opportunities March 22, 2012" (see attached)
  - Proposal details
    - Nexamp market share in Massachusetts: 20%
    - Risks of proposal: weather and utility rate variations.
    - Modules guarantee: 10 years workmanship, 25 years performance.
    - Energy "dashboard" included: software to monitor performance.
    - Nexamp has implemented building standards developed in Long Beach, CA.
    - Nexamp coordinates building plans with local fire and police.
    - Indicative project: BSA Rutland, MA
      - Total output: 6 MW
      - Available in up to 6 1 MW "chunks"
      - Once commitments are in place, construction will begin.
    - Nexamp is only paid when credit are "used."

- Positive National Grid balances area “rolled-over” to the next month depending on the season (sunny months produce more electricity).
- Time is of the essence
  - Statute allows credits to be issued totaling 2% of the peak load of all Massachusetts utilities.
    - Commitments for private entities are nearly complete.
    - Commitments for public entities are in great demand and should be complete early 2013.
  - The Town of Ayer has 6-9 months to enter into contract.
  - The Town of Ayer could not implement a development plan of its own in time to benefit from this credit program.
  - The Town of Ayer’s consumption is approximated to be 1.5 MW (data collection and review still required).
- PPA vs. Net Metering
  - PPA is a physical power transaction: power is actually purchased.
  - Net Metering is a financial transaction: coupons are exchanged.
- Nexamp Next Steps
  - JA will forward rate sheet to GCC.
  - The Town of Ayer has 60 days to respond to the proposal.
  - Town Meeting would need to approve the contract.
- **Net Metering: GCC Next Steps**
  - Third proposal to be reviewed at next GCC meeting.
  - EK will work with Constellation to get data and confirm consumption number.
  - The GCC would like to move forward and present a contract to ATM for approval.
- **Solarize Ayer Update**
  - DM has submitted Solarize Ayer application.
    - More than 35 responses received to Survey Monkey.
    - Two residents have volunteered to help CM with implementation.
- **Cleaner Ayer April 21 , 2012**
  - CM has arranged with Conservation Services Group to provide information about MassSave audit program.
  - CM has arranged with Transformation, a residential solar panel installer, to provide information.
  - The GCC will also be represented to celebrate the Ayer Green Communities designation.
- **Next Meeting: Tuesday, April 10 at 7 PM**
- **Adjourn Meeting at 8:55 PM**



Town of Ayer  
Net Metering Credit Opportunities  
March 22, 2012



# Agenda

- Introductions
- Nexamp Overview
- Net Metering Credit Overview
- Case Studies
- Indicative Project
- Nexamp Net Metering Credit Offer
- Discussion/ Next Steps

## Nexamp Overview

- Nexamp develops, builds, owns, and operates distributed and utility-scale solar projects for our clients and partners.
- Most experienced solar installer headquartered in Massachusetts; 20% market share in the state.
- Over 16 MW installed, with many more under construction or development
- Nexamp delivers integrated solutions, from project development and financing through construction and asset management to maximize value for our clients and partners.

### Experienced Team



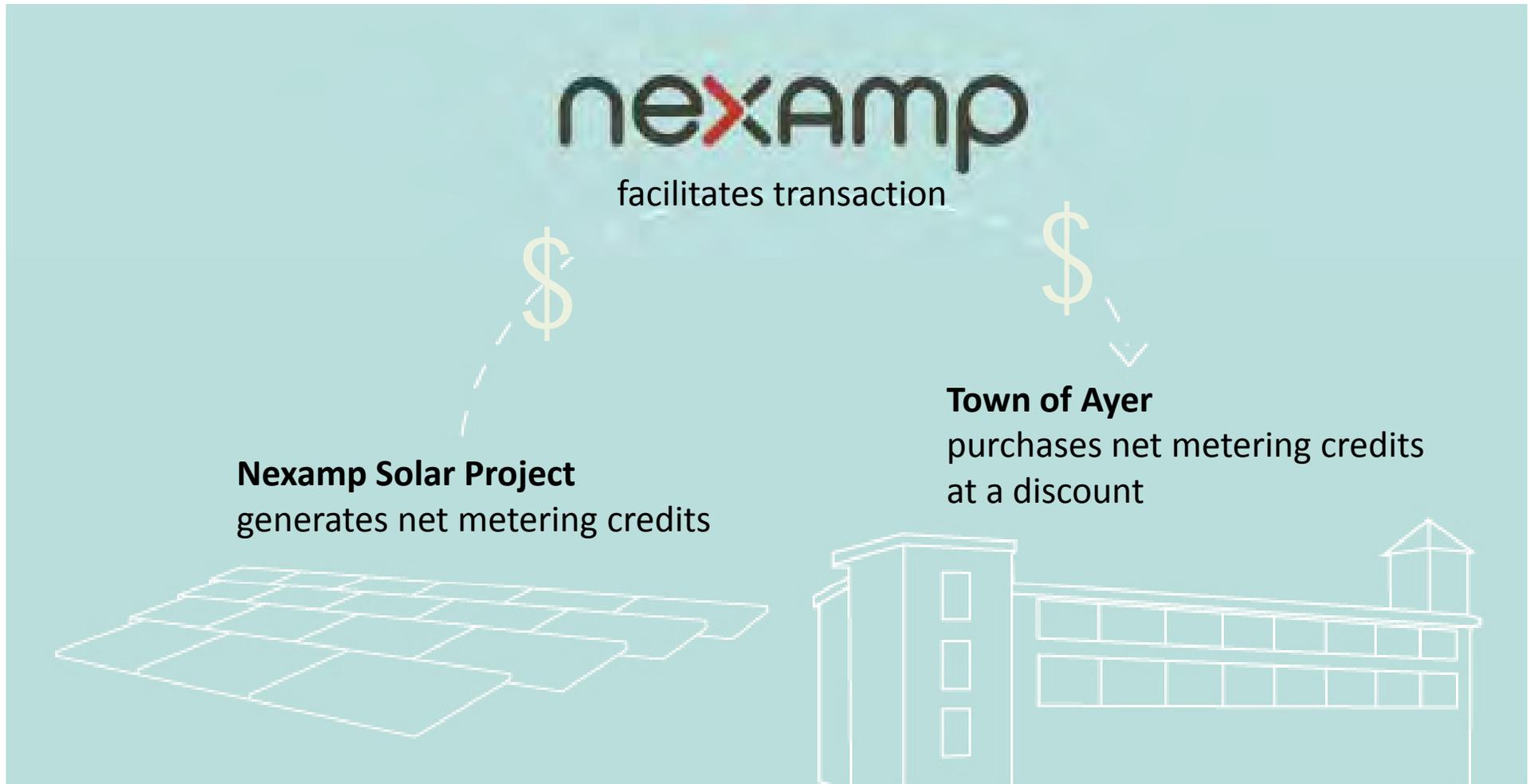
### Integrated Solutions



### Proven Results



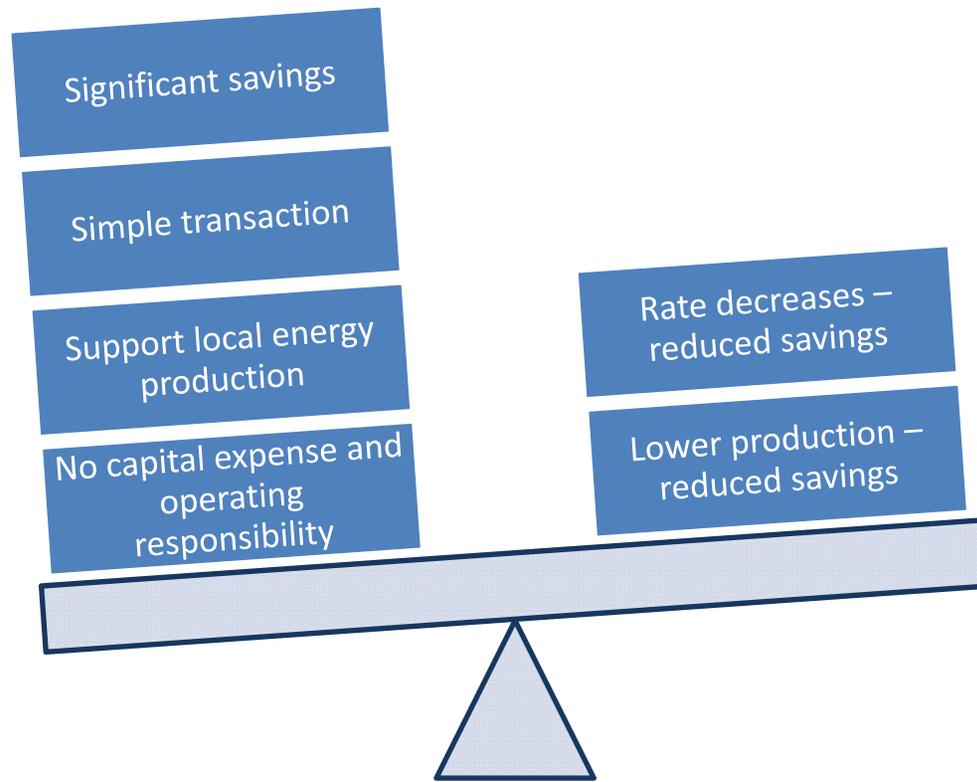
# Net Metering Credit Overview



# Net Metering Credit Benefits and Risks

Benefits

Risks



# Westford Solar Park

Westford, MA





Greater Boston Food Bank  
Boston, MA

# Barnstable Wastewater Treatment Facility

Barnstable, MA



# EH Perkins Construction

Sterling, MA





Pittsfield Wastewater Treatment Plant  
Pittsfield, MA



Crooked Spring Water Treatment Facility  
Chelmsford, MA

# Quaboag Regional School District

W. Brookfield, Warren, W. Warren, MA





Acton-Boxborough Regional School District

Acton, MA

## Indicative Project: Mohegan Council Boy Scouts of America

### Treasure Valley Scout Reservation

- 6 MW(DC) in Rutland, MA
- Advanced stages of development
- Net metering credits currently available for purchase
- On track to be constructed and operational Fall 2012
- Working collaboratively with Vocational Technical High Schools, for curriculum development and public education materials

Boy Scouts announce Treasure Valley solar project with Senator Stephen Brewer and MA Secretary of Environmental Affairs, Richard Sullivan



# Net Metering Credit Proposal

- Sell credits @ 12.5% annual discount for 20 years **OR**
- Sell credits @ 15% annual discount for 20 yrs **IF** able to transact in 60 days

## Example 1.5 MW (AC) Net Metering Credit Savings Summary\*

National Grid Electricity Inflation Rate	0%	2%	4%	6%
Cumulative 20- Year Savings (12.5%)	\$489,632	\$594,643	\$728,544	\$899,716
Cumulative 20- Year Savings (15%)	\$587,558	\$713,571	\$874,253	\$1,079,660

*\*For illustrative purposes; volume of credit will be matched to Ayer's needs*

## Example 1.5 MW (AC) Transaction

- Ayer Assumptions:
  - 4,000,000 kWh/yr
  - National Grid T+D = \$0.05/kWh
  - T+D \$200,000/yr
- First Year of project operation:

Discount Rate	Solar Credits Generated	Ayer Purchase Price	Ayer Savings
12.5%	\$196,785	\$172,187	\$24,598
15%	\$196,785	\$167,267	\$29,518

## Questions/Discussion

THANK YOU!

Jon Abe

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