

CNY Municipal Solar Program

Town of Skaneateles

August 6th, 2018

Abundant Solar Power Inc.



Abundant Solar Power

Based in Canada and the United States

- Initiates, develops, constructs, owns and operates solar assets in Canada and the US
- Highest successful rate in Ontario Feed-In-Tariff program
 - Approx. 30 MW of Asset under Management
 - Approx. 30 MW awarded and under development
 - Approximately 100 MW awarded in September 2017 (FIT5)
 - appr. 55% share of contracts
- US Solar projects
 - 75 MW under development in NY
 - 50 MW pipeline in MD

Experienced executive team with over 50 years of combined experience in the renewable energy industry

Leading Canadian solar developer

- Focused on Commercial & Industrial solar segment
- Managing over \$50 million of development equity capital
- Total developed and completed capital value of \$180 million
- **100% subsidiary Abundant Solar Power Inc.**, office in US Rochester

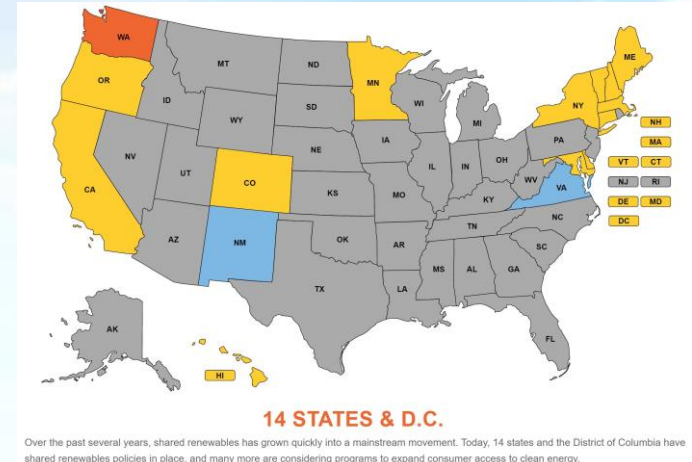
Key Facts – Abundant Solar Energy

Established	2013
Headquarters	Toronto, Canada
US Offices	Rochester, US
Employees	25
Asset Management	30MW/\$100MM

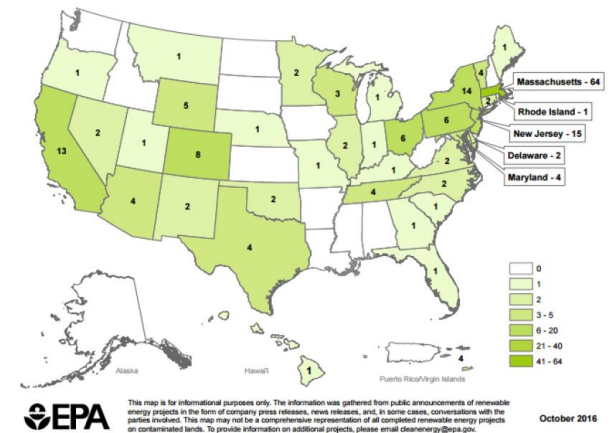


What do we do?

- We study renewable policies in the 14 States and direct investments to clean energy developments, especially on contaminated lands (38 States),
- We identify potential sites and either purchase or lease the lands,
- We gain approvals and permits from various government branches and the local utility,
- We finance the projects,
- We deliver the projects through engineering design, procurement, and construction,
- We asset manage the array, monitor its production efficiency and oversee its operation through locally contracted maintenance teams,
- We sell the energy produced to local electricity customers through integrated billing/crediting operations tied into your local utility.

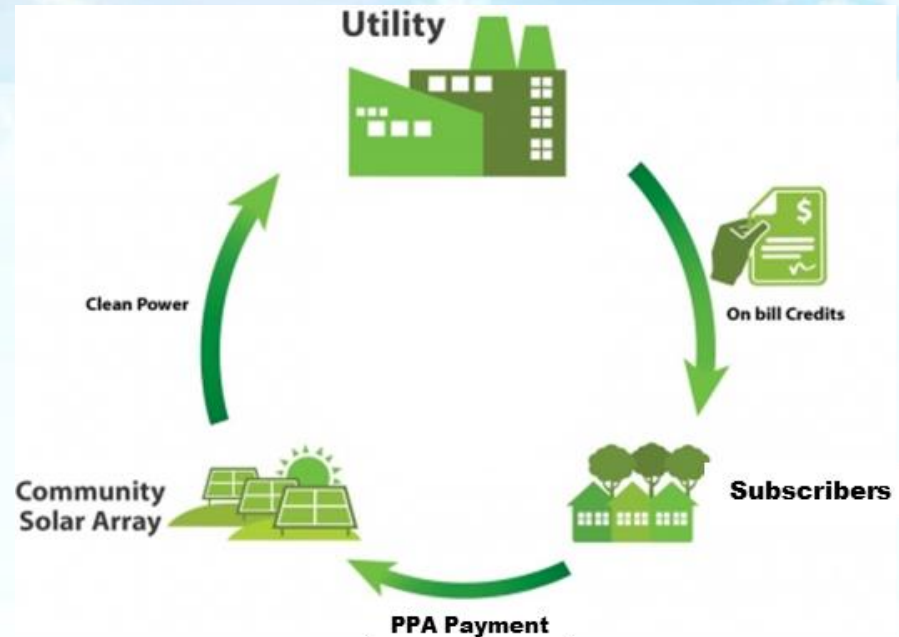


38 States have Renewable Energy Projects on Contaminated Lands



What is community solar?

- Since 2015, New York State is one of the 14 States to enact policies in support of community solar. The policy has provided access to affordable clean energy to every electricity consumer,
- Community solar is the deployment of a local solar energy generation facility that provides power to multiple subscribers depending on the size of the array,
- Anyone with an electric bill can participate in community solar.
- A Community solar array, usually has an anchor tenant, that can purchase up to 40% of the energy produced. In many cases the anchor tenant will be the town itself, or a local business. The remainder of the subscribers will be small businesses and residential users.



Community solar in the State of New York

- The PSC (Public Service Commission) and NYSERDA (New York State Energy Research and Development Authority) have created the CDG policy to accomplish a number of goals:
 - To achieve a goal of 50% renewables by 2030,
 - To reduce the cost of energy to consumers,
 - To allow anyone who uses electricity to have a choice to use renewable power, even if they don't have a rooftop,
 - To use private money to finance local generation of green energy.

2.5 MW, NY

- In NY, we can build up to a 5MW array, providing energy for up to 1000 local residential subscribers.



Why is Abundant here today?

- CNY Regional Planning & Development Board selected Abundant to develop solar projects at 33 sites (22 Government Authorities)
 - ASP has created preliminary designs for the 33 sites, including production estimates;
 - ASP has engaged LaBella (local engineering firm) to estimate grid connection costs at each site;
 - ASP has revised cost estimates given the introduction of the 30% panel tariff in January of 2018;
 - ASP has created a value assessment of remote net metering vs CDG opportunities;
 - ASP has modeled the utility data with the NY VDER (value of distributed energy resources) regulation to assess financial feasibility;
- We are developing a solar array in your community and want to get the facts out on the table and answer your questions.



Solar Energy for your Community

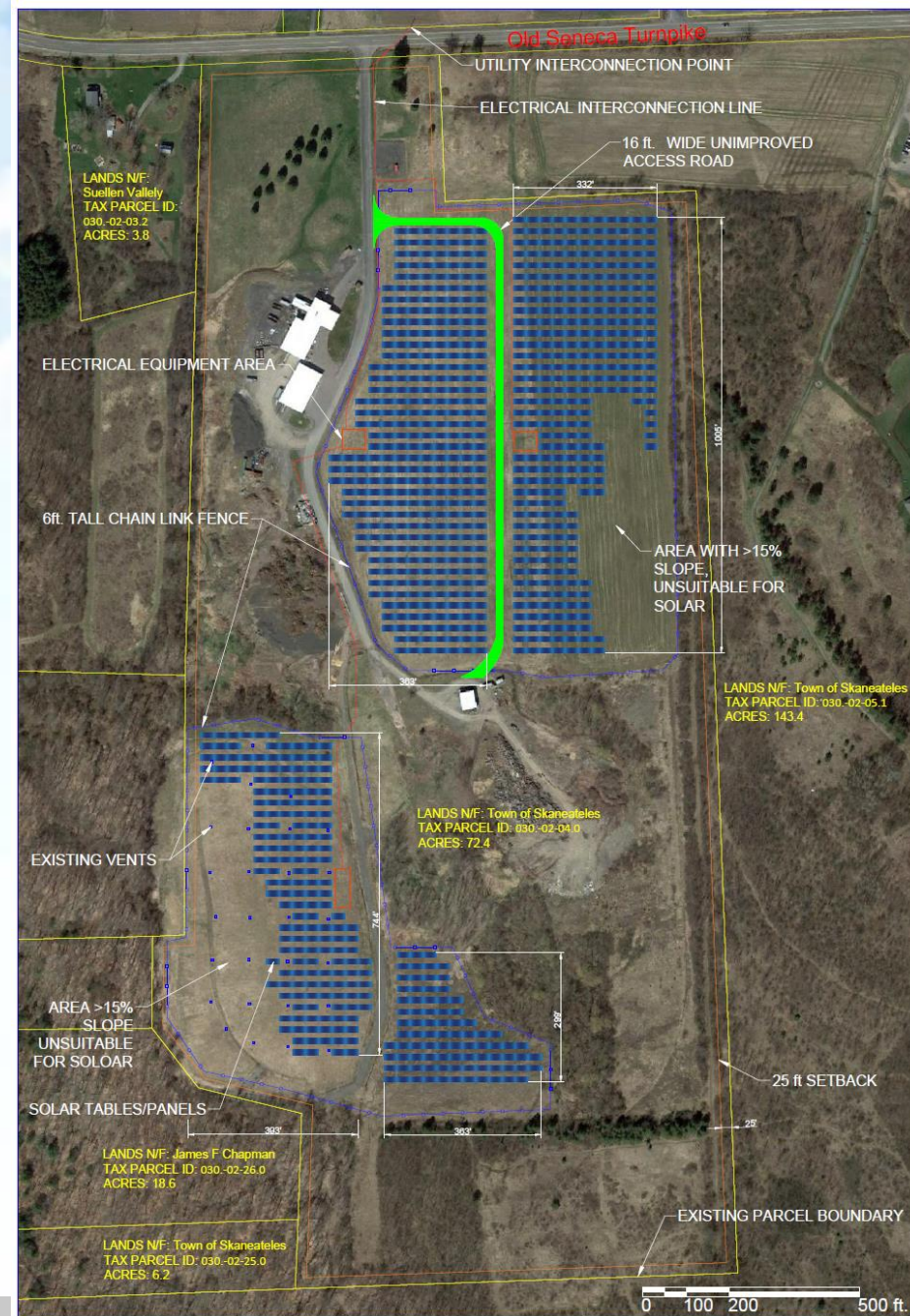
- We will show you what the array will look like.
- We will outline the benefits of the array to you and your community.
- We want to assure you that solar energy is:

- Safe
- Efficient
- Cost effective
- Clean and sustainable
- Resilient and local



Where is the array?

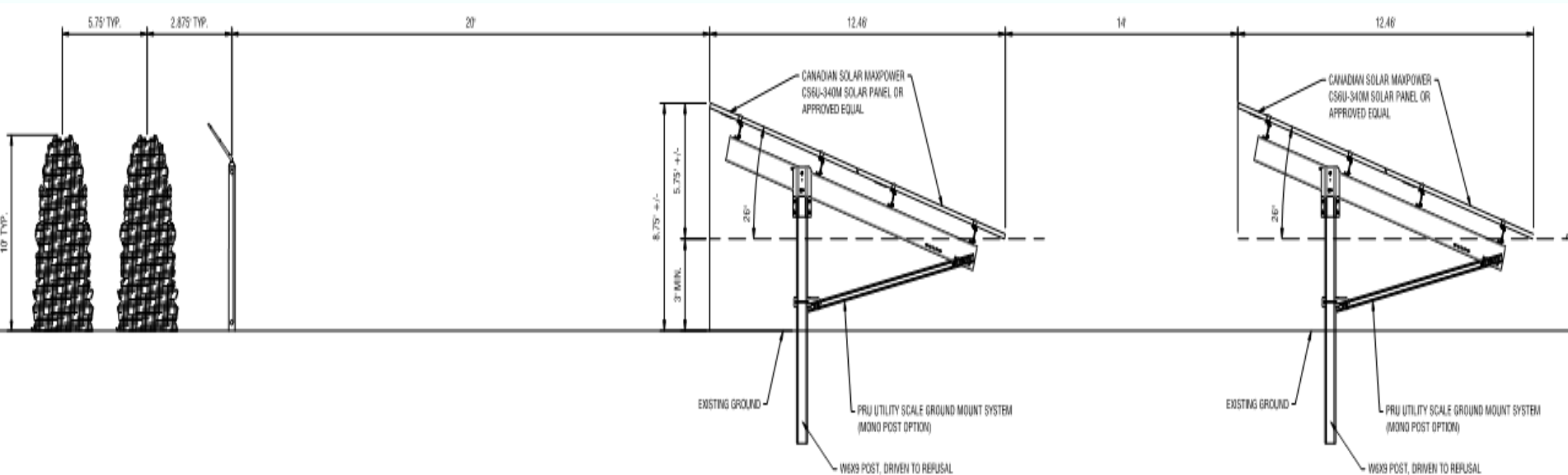
- Town of Skaneateles Transfer station/Landfill
- The Transfer station is located at 1676 Old Seneca Turnpike. The property is 72.4 acres in total and we will be constructing an array on 30 acres of that total space.
- The array will produce 5.6 MW DC of electricity which is enough to power approximately 1000 homes.



What the array will look like?



- The array will stand approx. 3ft off the ground and top out at 9 ft. in height.
- The array will be angled at approx. 26 degrees for optimization
- The panels will be aligned in a portrait configuration, 2 deep in height.



What the array will look like?

- The solar panels will cover significantly less than 30 acres of land as we allow for inter row spacing to prevent shading;
- The ground cover will be slow growth grass or clover mix;
- The facility will be secured with a chain link fence to protect both people and animals as well as property.

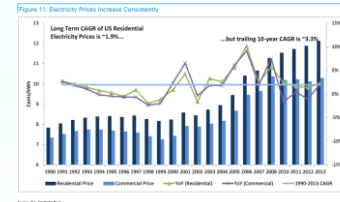
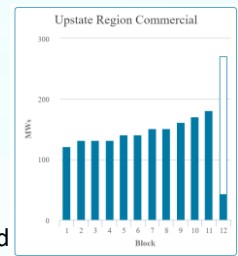
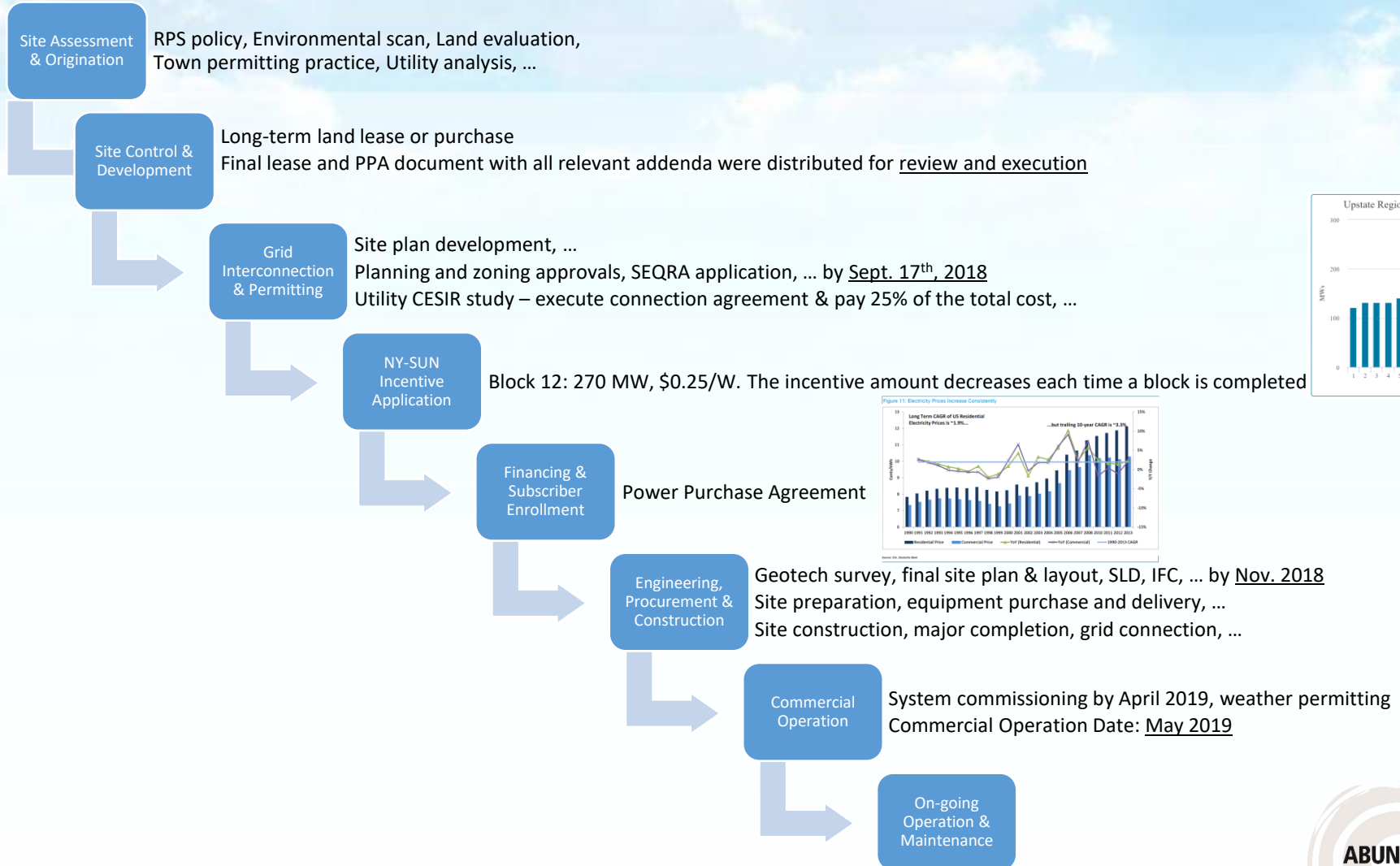


The Benefits to you and your community

- The Town takes delivery of 3% of production, to offset 100% of the Town's total electricity consumption. Savings to the Town @ PPA: \$0.069/kWh:
 - Year 1: est. \$1,595 (appr. 3% of TTL electricity cost)
 - 25 years: est. \$149,459 (appr. 9% of TTL electricity cost)
- The Town residents and businesses in NG Load Zone C take the remaining production at 5% savings will result in:
 - Year 1: est. \$37,651
 - 25 years: est. \$2,648,182
- Solar power aligns naturally with peak load requirements, especially in a hot and sunny day when everyone has their air conditioners turned up to maximum levels,
- The array will delay the need for transmission upgrade, further reducing your utility rate. We will also be upgrading your utility owned infrastructure in order to connect,
- The power produced by your local array is green and sustainable energy, contributing to the NY Renewable Portfolio Standard, and support carbon emission and climate change reduction.

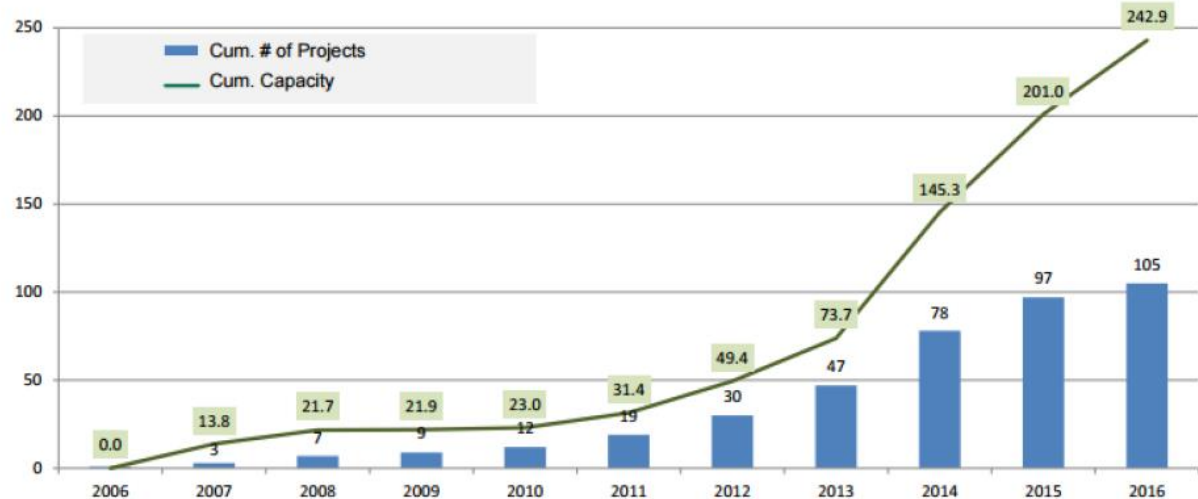


The Solar Project Development Process



We want to be good neighbors

- We want to be a positive contribution to your Community.
- We will employ local trades in the build and maintenance of the array.
- We will give electricity consumers a choice to use green power and to save money.
- We will offer local business to reduce their electricity bills, making doing business in the area more competitive.
- We are quiet and never have noisy parties!



Thank you

Questions & Answers

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