



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

July 17, 2012

Dear Deployment Committee Members,

We look forward to our meeting on Monday, July 23rd at 3:00 p.m. at CEFIA in Rocky Hill.

We have a full agenda which includes:

- **Review of Onsite Distributed Generation (OSDG) RFP proposals**
Per the Comprehensive Plan, the OSDG program is a major program that CEFIA is transitioning out as the ZREC and LREC programs move into the commercial market. This is the final set of proposals for review under the OSDG program.
- **Review of Campus Efficiency Now strategic investment**
Per the Comprehensive Plan, Campus Efficiency Now is our first energy efficiency financing program that will demonstrate the use of an innovative financing structure – an energy savings agreement – in collaboration with our strategic partners: Connecticut Conference of Independent Colleges and GreenerU.

The implementation of the projects and programs is consistent with the Board approved Comprehensive Plan and Budget in June, as well as the statewide policy guidance through the Integrated Resources Plan outlined by the Department of Energy and Environmental Protection.

Materials for the meeting can be found at the link below. We have included numerous background documents for further information. Please let us know if you have any questions or concerns.

We'll see you on Monday.

Sincerely,

A handwritten signature in blue ink, appearing to read 'B. Garcia', with a long horizontal flourish extending to the right.

Bryan Garcia
President and CEO



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AGENDA

Deployment Committee of the
Clean Energy Finance and Investment Authority
865 Brook Street, Rocky Hill, CT 06067

Monday, July 23, 2012 – Special Meeting
3:00-4:30 p.m.

Staff Invited: Jessica Bailey, Mackey Dykes, Brian Farnen, Bryan Garcia, David Goldberg,
Dale Hedman, Bert Hunter, and Dave Ljungquist

1. Call to order
2. Public Comments – 5 minutes
3. Approval of meeting minutes for May 11, 2012* – 5 minutes
4. Review and approval of Onsite Distributed Generation RFP proposals* – 30 minutes
 - a. Solar PV projects up to 100 kW (transition complete)* – 20 minutes
 - b. Revision to prior approved Solar PV projects from 100 kW to 250 kW (transition complete)* – 10 minutes
5. Review and approval of Campus Efficiency Now proposal** – 45 minutes
6. Update on Solar Thermal Program – 5 minutes
7. Adjourn

*Denotes item requiring Committee action

** Denotes item requiring Committee action and recommendation to the Board for approval

Call-in information: 1-877-885-3221

Access code: 8446562

Next Meeting: Friday, August 17, 2012

Clean Energy Finance and Investment Authority, 865 Brook Street, Rocky Hill, CT



CLEAN ENERGY

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RESOLUTIONS

Deployment Committee of the
Clean Energy Finance and Investment Authority
865 Brook Street, Rocky Hill, CT 06067

Monday, July 23, 2012 – Special Meeting
3:00-4:30 p.m.

Staff Invited: Jessica Bailey, Mackey Dykes, Brian Farnen, Bryan Garcia, David Goldberg, Dale Hedman, Bert Hunter, and Dave Ljungquist

1. Call to order
2. Public Comments – 5 minutes
3. Approval of meeting minutes for May 11, 2012* – 5 minutes

Motion to approve the minutes of the Deployment Committee of May 11, 2012 Special Meeting. Second. Discussion. Vote.

4. Review and approval of Onsite Distributed Generation RFP proposals* – 30 minutes
 - a. Solar PV projects up to 100 kW (transition complete)* – 20 minutes

RESOLVED

- (1) that the Deployment Committee, a committee of the Board of Directors of the Clean Energy Finance and Investment Authority (CEFIA), has determined that the solar PV projects listed below (Projects), are consistent with the CEFIA Comprehensive Plan and in the interests of ratepayers, and that funding be approved for the Projects in an amount not-to-exceed as listed below and that said Grants are contingent upon sufficient funds being available to CEFIA for the purpose of funding renewable energy projects under CEFIA's On-site Renewable Distributed Generation Program or other CEFIA installed capacity programs:

Project Name	Address	City/Town	System Size (stc)	Grant (not-to-exceed)
South Kent School	40 Bulls Ridge Road	South Kent	102.1	\$182,558

Evolution Sails	35 Campground Road	Old Mystic	20.7	\$24,132
Unitarian Universalist Society East	153 Vernon Street West	Manchester	13.0	\$28,832
Fox Hopyard Golf Course	1 Hopyard Road	East Haddam	26.3	\$28,958
Tia May McCall / Polywogs Child Development Center	417 Norwich Westerly Road, Lot 17	North Stonington	20.7	\$22,208
AHM Youth and Family Services, Inc.	25 Pendleton Drive	Hebron	11.3	\$28,104
Amity Teen Center	10 Selden Street	Woodbridge	12.0	\$23,392
Farmington Woods District	Mallard Drive	Avon	28.2	\$66,241
Lake Garda Elementary School	61 Monce Road	Burlington	76.4	\$192,765
Common Ground - New Haven Ecology Project	358 Springside Avenue	New Haven	74.3	\$155,200
Coventry Public Works Garage	100 Olsen Farm Road	Coventry	76.4	\$181,950
Glastonbury Vehicle Maintenance Garage	2155 Main Street	Glastonbury	72.4	\$222,897

- (2) that if sufficient funds are available to fund the Project, then the President of CEFIA; and any other duly authorized officer of CEFIA, is authorized to execute and deliver for, and on behalf CEFIA, not later than October 31, 2012 any contract or other legal instrument necessary to effect the Grant on such terms and conditions as he or she shall deem to be in the interests of CEFIA and the ratepayers. The authorized officer's approval thereof is hereby authorized to be conclusively evidenced by the execution and delivery of said legal instrument; and
- (3) that the proper CEFIA officers are (3) authorized and empowered to do all other acts and execute and deliver all other documents as they shall deem necessary and desirable to effect the above-mentioned legal instrument.
- b. Revision to prior approved Solar PV projects from 100 kW to 250 kW (transition complete)* – 10 minutes

RESOLVED:

- (1) that the Deployment Committee, a committee of the Board of Directors of the Clean Energy Finance and Investment Authority (CEFIA), has determined that the purchase of Renewable Energy Credits (RECs) for the solar PV projects listed below (Projects), are consistent with the CEFIA Comprehensive Plan and in the interests of ratepayers, and that funding be approved in an amount not-to-exceed as listed below for the purchase of RECs generated by the Projects. Said Grants are contingent upon sufficient funds being available to CEFIA for the purpose of funding renewable energy projects under CEFIA's On-site Renewable Distributed Generation Program or other CEFIA installed capacity programs:

Project	Additional Grant for RECs
Galleria Design Center	\$18,638
Firestone Building Products	\$9,653
Lake Gallard (RWA)	\$22,918
RHAM District School 8	\$13,844
Eagle Leasing Company	\$11,515
John C. Mead School	\$20,590
Total	\$97,158

- (2) that if sufficient funds are available to fund the purchase of RECs generated by the Projects, then the President of CEFIA; and any other duly authorized officer of CEFIA, is authorized to execute and deliver for, and on behalf CEFIA, not later than October 31, 2012 any contract or other legal instrument necessary to effect the Grant on such terms and conditions as he or she shall deem to be in the interests of CEFIA and the ratepayers, in conformance with the wishes of the CEFIA Board, and in conformance with Section XI of the operating procedures of CEFIA. The authorized officer's approval thereof is hereby authorized to be conclusively evidenced by the execution and delivery of said legal instrument; and
- (3) that the proper CEFIA officers are authorized and empowered to do all other acts and execute and deliver all other documents as they shall deem necessary and desirable to effect the above-mentioned legal instrument.
5. Review and approval of Campus Efficiency Now proposal** – 45 minutes

WHEREAS, the Clean Energy Finance and Investment Authority (CEFIA) and the Connecticut Conference of Independent Colleges (CCIC) both recognize the benefits of cooperation in accelerating energy efficiency and renewable energy implementation in Connecticut, resulting in cleaner, cheaper and more reliable sources of energy and have engaged in a memorandum of understanding to support such cooperation.

WHEREAS, it is CEFIA's intention to assist CCIC in helping its members to meet goals for clean energy by providing educational opportunities about the clean energy marketplace and

tailored financial products for its members to support building upgrades through the work of qualified contractors and service providers to be selected and engaged directly by the CCIC member institutions.

WHEREAS, CEFIA and GreenerU, Inc. (GreenerU) both recognize the benefits of cooperation in accelerating energy efficiency and renewable energy implementation in Connecticut, resulting in cleaner, cheaper and more reliable sources of energy.

WHEREAS, CEFIA and GreenerU desire to execute a term sheet that will lead to definitive legal documentation for a loan finance arrangement in an amount not to exceed one million dollars (\$1,000,000) establishing the pilot Campus Efficiency Now program;

NOW, therefore be it:

RESOLVED, that the Deployment Committee hereby recommends to the CEFIA Board of Directors the selection of GreenerU and a to be established wholly owned Connecticut subsidiary of GreenerU (“OpCo”) as program partners for the Campus Efficiency Now pilot program as a Strategic Selection and Award pursuant to the CEFIA Operating Procedures Section XII given the uniqueness, special capabilities and strategic importance of its partners (i.e. CCIC and GreenerU) as well as its timeliness and potential for a multi-phase follow-on investment in clean energy for Connecticut’s colleges and universities.

RESOLVED, that the Deployment Committee hereby recommends to the CEFIA Board of Directors that the Board of Directors grant approval for CEFIA to enter into a Term Sheet (per Attachment 1) and definitive documentation with GreenerU whereby CEFIA would make loans to OpCo in an aggregate amount not to exceed \$1 million (under a loan facility to be available for loan advances for a period of up to 18 months from transaction closing) for the purpose of enabling OpCo to implement clean energy projects for CCIC member colleges and universities with such loans to be repaid with interest over a 5-year term at an annual effective yield of 7.00% utilizing cash flows derived from payments by the CCIC participating college and universities under Energy Savings Agreements (“ESAs”) with OpCo of equivalent duration and a target internal rate of return for CEFIA of 7.00%, with such loans being limited in recourse to the cash flows derived from the ESAs as described in the attached Term Sheet; and

RESOLVED, that the Deployment Committee action is consistent with CEFIA’s purposes as codified in Section 16-245n(d)(1) of the Connecticut General Statutes (C.G.S.), its board approved Resolution of Purposes and CEFIA’s Comprehensive Plan.

6. Update on Solar Thermal Program – 5 minutes
7. Adjourn

*Denotes item requiring Committee action

** Denotes item requiring Committee action and recommendation to the Board for approval

Call-in information: 1-877-885-3221

Access code: 8446562

***Next Meeting: Friday, August 17, 2012
Clean Energy Finance and Investment Authority, 865 Brook Street, Rocky Hill, CT***



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Deployment Committee of the Clean Energy Finance and Investment Authority

Agenda Item #1

Call to Order

July 23, 2012



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Deployment Committee of the Clean Energy Finance and Investment Authority

Agenda Item #2

Public Comments

July 23, 2012



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Deployment Committee of the Clean Energy Finance and Investment Authority

Agenda Item #3

Approval of Meeting Minutes for May 11, 2012

July 23, 2012



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Deployment Committee of the Clean Energy Finance and Investment Authority

Agenda Item #4

Review of Onsite Distributed Generation RFP Proposals

July 23, 2012

- ▶ **Programs in Transition**
- ▶ **On-Site Distributed Generation “Best of Class” Program** – final round of incentives as we transition to the ZREC-LREC program
- ▶ **RFP Issue Date** – September 12, 2011
 - ❖ \$4.50 million to support ZREC (e.g. solar PV)
 - ✓ Less than or equal to 100 kW – \$1.50 million (Requesting approval of \$1.15 million on July 23, 2012 – **REQUEST**)
 - ✓ Greater than 100 kW to 250 kW – \$3.00 million (Approved \$2.95 million on May 2, 2012 and proposed modifications on July 23, 2012 – **TRANSITION COMPLETE**)
 - ❖ \$3.50 million to support LREC (Approved \$1.50 million on May 2, 2012 – **TRANSITION COMPLETE**)

OSDG Best of Class Program Evaluation Criteria



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- ▶ PV Project Economics **40%**
- ▶ Deployment of the Technology **20%**
- ▶ Probability of Completion and Feasibility **20%**
- ▶ Public and Unique Ratepayer Benefits **20%**

OSDG Best of Class Program

Projects Less than or Equal to 100 kW



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Total # of Projects Evaluated – 22

Recommended Solar PV Projects – 10

Conditional Recommendation Solar PV Projects – 2

Total Recommended Project per kWstc – 533.8

Total Recommended Project Cost – \$2.435 million

Total Recommended Project Incentive – \$1.157 million

Recommended Project Average Cost per kWstc – \$4,436

Total Recommended Project Incentive per kWstc – \$2,018

Recommended Project Incentive to Total Project Cost – 45.1%

Recommended Projects – scored above 53 points out of 100

OSDG PV Evaluation Summary

Recommended Projects



Project Name	Business Type	Type of System Owner	REC Ownership Option	CEFIA Grant Value as ZRECs	kW _{STC}	Total Cost	Cost per kW _{STC}	CEFIA Grant Recommendation	CEFIA Cum Grant Recommendation	CEFIA Grant per kW _{STC}	Ratio of CEFIA Grant to Cost	Total Pts
South Kent School	School District	Purchase	Sell to CEFIA	\$144.73	102.1	\$387,946	\$3,800	\$182,558	\$182,558	\$1,788	47.1%	70.0
Evolution Sails	For-profit	Purchase	Sell to CEFIA	\$125.41	20.7	\$79,000	\$3,816	\$24,132	\$206,690	\$1,166	30.5%	56.0
Unitarian Universalist Society East	Religious organization	Purchase	Sell to CEFIA	\$191.94	13.0	\$51,286	\$3,945	\$28,832	\$235,522	\$2,218	56.2%	71.5
Fox Hopyard Golf Course	For-profit	Purchase	Retire	\$177.87	26.3	\$104,798	\$3,981	\$28,958	\$264,480	\$1,100	27.6%	59.5
Tia May McCall / Polywogs Child Development Center	For-profit	Purchase	Sell to CEFIA	\$106.22	20.7	\$90,000	\$4,348	\$22,208	\$286,688	\$1,073	24.7%	53.5
AHM Youth and Family Services, Inc.	Not-for-profit	Purchase	Sell to CEFIA	\$372.22	11.3	\$49,632	\$4,400	\$28,104	\$314,792	\$2,491	56.6%	54.5
Amity Teen Center	Not-for-profit	Purchase	Sell to CEFIA	\$165.51	12.0	\$53,222	\$4,450	\$23,392	\$338,184	\$1,956	44.0%	54.5
Farmington Woods District	Condominium association	Purchase	Sell to CEFIA	\$268.80	28.2	\$127,629	\$4,526	\$66,241	\$404,425	\$2,349	51.9%	55.5
Lake Garda Elementary School	School District	PPA	Sell to CEFIA	\$298.69	76.4	\$362,300	\$4,740	\$192,765	\$597,190	\$2,522	53.2%	66.5
Common Ground - New Haven Ecology Project	School District	Purchase	Retain	\$176.89	74.3	\$395,500	\$5,327	\$155,200	\$752,390	\$2,090	39.2%	64.0
Coventry Public Works Garage	Municipality	PPA	Sell to CEFIA	\$279.92	76.4	\$337,100	\$4,410	\$181,950	\$934,340	\$2,380	54.0%	61.5
Glastonbury Vehicle Maintenance Garage	Municipality	PPA	Sell to CEFIA	\$359.99	72.4	\$396,900	\$5,484	\$222,897	\$1,157,237	\$3,080	56.2%	63.0
Total Recommended				\$222.35	533.8	\$2,435,313	\$4,436	\$1,157,237	\$5,674,492	\$2,018	45.1%	60.8

Note: Projects in Yellow are conditional recommendations

OSDG PV Evaluation Summary

Conditional Recommended Projects



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- ▶ **Scored above 60 points out of 100 (Not-For-Profit PPA's)**
 - ▶ Coventry – 61.5
 - ▶ Glastonbury – 63.0
- ▶ **Total installed cost per kW (w/ REC purchase)**
 - ▶ Coventry - \$4,410 (Not-For-Profit PPA's)
 - ▶ Glastonbury - \$5,484 (Not-For-Profit PPA's)
- ▶ **Ratio of CEFIA grant to total installed cost (w/ REC purchase)**
 - ▶ Coventry – 54.0%
 - ▶ Glastonbury – 56.2%
- ▶ **Estimated ZREC equivalent price**
 - ▶ Coventry – \$279.90
 - ▶ Glastonbury – \$238.80

OSDG PV Evaluation Summary

Projects Not Recommended



Not Recommended Projects - Evaluation Summary (Less than or Equal to 100 kW_{AC})

Project Name	Business Type	Type of System Owner	REC Ownership Option	CEFIA Grant Value as ZRECs	kW _{STC}	Total Cost	Cost per kW _{STC}	CEFIA Grant Recommendation	CEFIA Cum Grant Recommendation	CEFIA Grant per kW _{STC}	Ratio of CEFIA Grant to Cost	Total Pts
Duncklee, Inc.	For-profit	Purchase	Sell to CEFIA	\$201.88	16.8	\$68,368	\$4,070	\$29,518	\$29,518	\$1,757	43.2%	58.5
KLSD, LLC	For-profit	Purchase	Retain	\$322.30	88.2	\$418,285	\$4,742	\$219,400	\$248,918	\$2,488	52.5%	58.5
Hillside Equestrian Meadows	For-profit	Purchase	Sell to CEFIA	\$256.87	13.7	\$66,704	\$4,882	\$32,178	\$281,096	\$2,355	48.2%	50.0
B. United International Inc.	For-profit	Purchase	Sell to CEFIA	\$370.64	57.6	\$288,000	\$5,000	\$155,085	\$436,181	\$2,692	53.8%	60.5
Louis Astorino Ice Arena	Municipality	PPA	Sell to CEFIA	\$298.69	74.9	\$432,152	\$5,771	\$239,366	\$675,547	\$3,197	55.4%	53.0
1621 State Street LLC	For-profit	Purchase	Sell to CEFIA	\$313.94	21.4	\$128,310	\$6,000	\$56,833	\$732,380	\$2,658	44.3%	50.0
Connecticut Science Center	For-profit	PPA	Sell to CEFIA	\$380.97	65.0	\$398,050	\$6,124	\$264,395	\$996,775	\$4,068	66.4%	43.0
Pleasant View Farm, Inc.	For-profit	Purchase	Sell to CEFIA	\$338.56	36.7	\$227,787	\$6,214	\$108,586	\$1,105,361	\$2,962	47.7%	45.5
Stevens Ford	For-profit	Purchase	Sell to CEFIA	\$370.65	62.04	\$400,000	\$6,447	\$226,715	\$1,332,076	\$3,654	56.7%	40.5
Stonington Congregation of Jehovah's Witnesses	Religious organization	Purchase	Sell to CEFIA	\$262.70	18.3	\$102,000	\$5,565	\$60,010	\$1,392,086	\$3,274	58.8%	54.5
Total Not Recommended				\$3,117.22	454.6	\$2,529,656	\$5,481	\$1,392,086	\$7,229,938	\$2,910	52.7%	51.4

OSDG Best of Class Deployment Committee Request



▶ **OSDG Best of Class – Up to 100 kW Solar PV**

- ❖ Determine that the solar PV projects as presented and the funding for such projects is consistent with the Comprehensive Plan
- ❖ Approve of the funding request by staff for the projects up to 100 kW recommended

▶ **OSDG Best of Class – 100 kw to 250 kW Solar PV (REC Purchase)**

- ❖ Approve of the purchase of the present value of 15-years of Renewable Energy Credits (RECs) at a price of \$10 per REC for solar PV projects approved by the Deployment Committee on May 2, 2012



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Deployment Committee of the Clean Energy Finance and Investment Authority

Agenda Item #5

Review and Approval of Campus Efficiency Now Proposal

July 23, 2012

Policy Basis

Financing Programs



- ▶ **Name of the Program** – Campus Efficiency Now
- ▶ **Type of Program** – Financing Program (Loan Facility)
- ▶ **Policy Basis**
 - ❖ **PA 11-80** – consistent with public policy direction of PA 11-80 (i.e., use financing to support, promote and stimulate demand for clean energy investment)
 - ❖ **IRP** – supportive of the Integrated Resource Plan to deliver cost-effective energy efficiency and availability of financing through CEFIA programs
 - ❖ **Comprehensive Plan** – an integral component of CEFIA’s Comprehensive Plan – (a) a financing program; (b) support energy efficiency in not-for-profit / MUSH sector
- ▶ **Sector Focus** – colleges and universities with application to wider non-profit market for municipalities, schools and hospitals
- ▶ **Strategic Selection** – partnership with Connecticut Conference of Independent Colleges (CCIC) and GreenerU

Campus Efficiency Now Strategic Partners



Customer Aggregation



Customer Experience

Campus Efficiency Now Strategic Partners – CCIC



Albertus Magnus College
Connecticut College
Fairfield University
Goodwin College
Mitchell College
Quinnipiac University
Rensselaer at Hartford
Sacred Heart University

St. Vincent's College
Trinity College
University of Bridgeport
University of Hartford
University of New Haven
University of Saint Joseph
Wesleyan University
Yale University

*Schools in **bold** have agreed to participate in the pilot*

Campus Efficiency Now

Strategic Partners – GreenerU



▶ **Extensive Experience – 100% Focus on Higher Education**

- ❖ The founders, management, and board of GreenerU have been successful leaders in energy efficiency and renewable energy for decades.
- ❖ Helped formulate policies and programs at the national and regional level.
- ❖ Developed, installed, or built over \$1.3 billion worth of energy efficiency and renewable energy projects.

▶ **Skilled Management Team**

- ❖ Rob Pratt - Chairman, CEO & Founder – A former director of the Mass Renewable Energy Trust, SVP Henry P. Kendall Foundation - working with munis & NFPs to develop large-scale EE projects, and Chairman emeritus of ACORE
- ❖ David Kopans - CFO & co-founder. CPA and CMA at Coopers & Lybrand. Co-founded VAEIS in 2003, a leading provider of metering and monitoring services for renewable energy, which later merged with Fat Spaniel Technologies.
- ❖ David Adamian - VP Engineering and Operations & co-founder. More than 18 years of experience in project management and corporate management. Previously, regional manager for HEC/Select Energy Services.



▶ Extensive Experience – Distinguished Client List in Higher Ed

- ❖ Assumption College
- ❖ Babson College
- ❖ Brandeis University
- ❖ Brown University
- ❖ Clark University
- ❖ College of the Holy Cross
- ❖ Dartmouth College
- ❖ Hampshire College
- ❖ Phillips Academy
- ❖ Worcester Polytechnic Institute

Campus Efficiency Now

Selection of Participants



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Key Factors	Conn College	Mitchell College	Saint Joseph College	University of Hartford	University of New Haven
Founded	1911	1938	1932	1957	1920
Assets	\$326 MM	\$30 MM	\$54 MM	\$307 MM	\$186 MM
Endowment	\$158 MM	\$5 MM	\$15 MM	\$91 MM	\$18 MM
Land, Buildings, and Equipment	\$93 MM	\$21 MM	\$34 MM	\$156 MM	\$120 MM
Liabilities	\$83 MM	\$20 MM	\$27 MM	\$172 MM	\$125 MM
Staff	490	-	-	720	500
Faculty	180	70	140	465	520
Students	1,900	1,000	1,100	6,500	6,000
Location	New London	New London	West Hartford	West Hartford	West Haven

Colleges participating in the Campus Efficiency Now pilot program expressed interest and were selected by CCIC. Had CEFIA been doing this project on a larger basis, we would have opened it up to a competition.

Campus Efficiency Now

Strategic Partners – GreenerU (cont'd)



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Notable Energy/Institutional Shareholders

Total Shareholders' Equity

Management and Staff

Independent Board Members & Others



- ▶ Independent electricity and gas company with \$75 billion in assets and in excess of \$3 billion in income annually



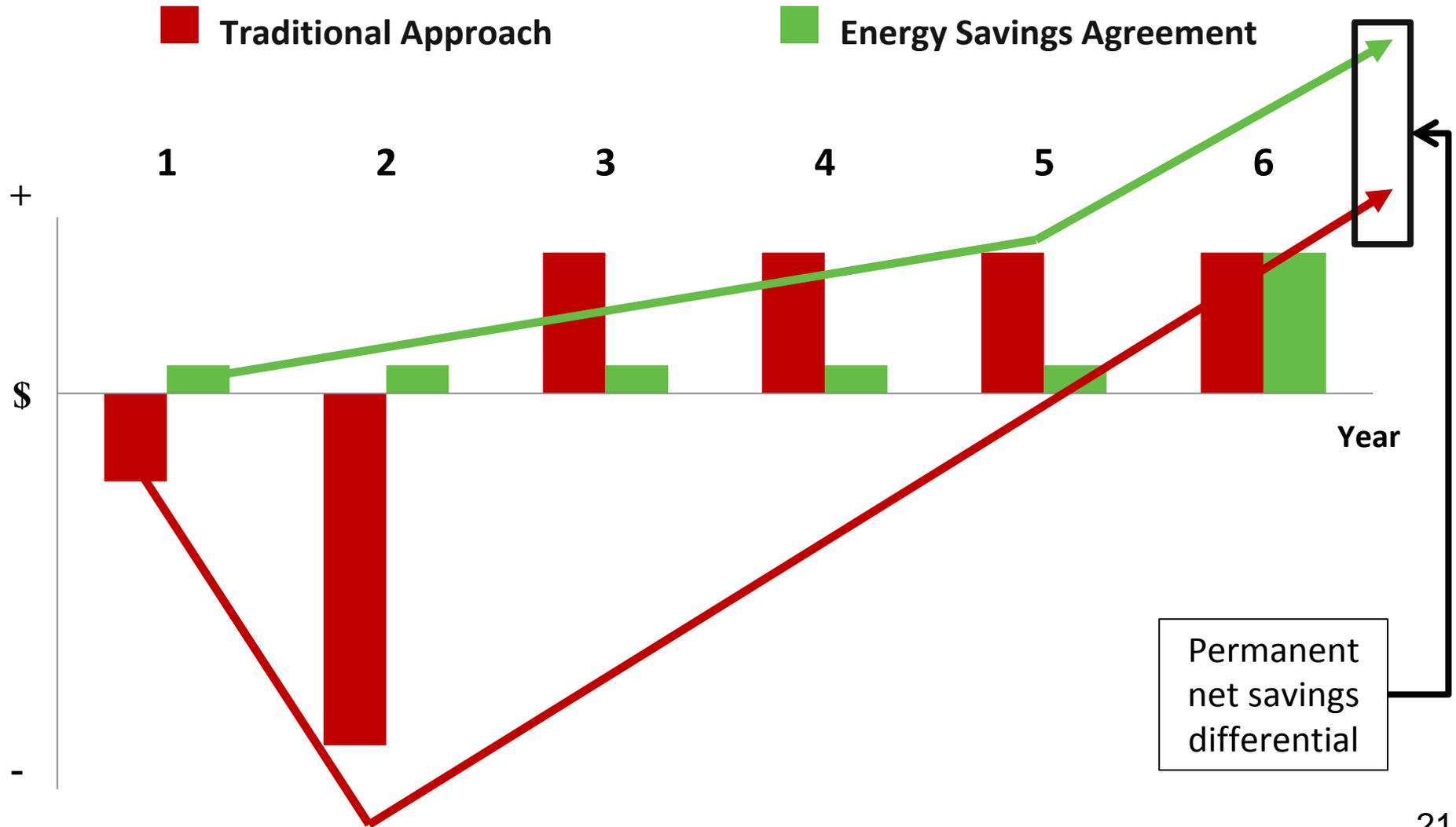
- ▶ Integrated regional solid waste services company (\$500 million annual revenues)

Campus Efficiency Now Goals



- ▶ **Pilot an innovative financing approach** – use an energy savings agreement (ESA) to accelerate cost-effective energy efficiency actions (Note – CEFIA will have access to use all data from the pilot program)
- ▶ **Grow the financing model to other sectors** – take the proven ESA model and apply it to other colleges and universities as well as non-profit MUSH market organizations
- ▶ **Expand access to capital** – identify deeper and larger energy efficiency measures along the way and attract greater capital investment (i.e. through tax exempt bond financing and the use of the Special Capital Reserve Fund with the Connecticut Health and Educational Facilities Authority)

Campus Efficiency Now Energy Savings Agreement



Campus Efficiency Now

How It Works



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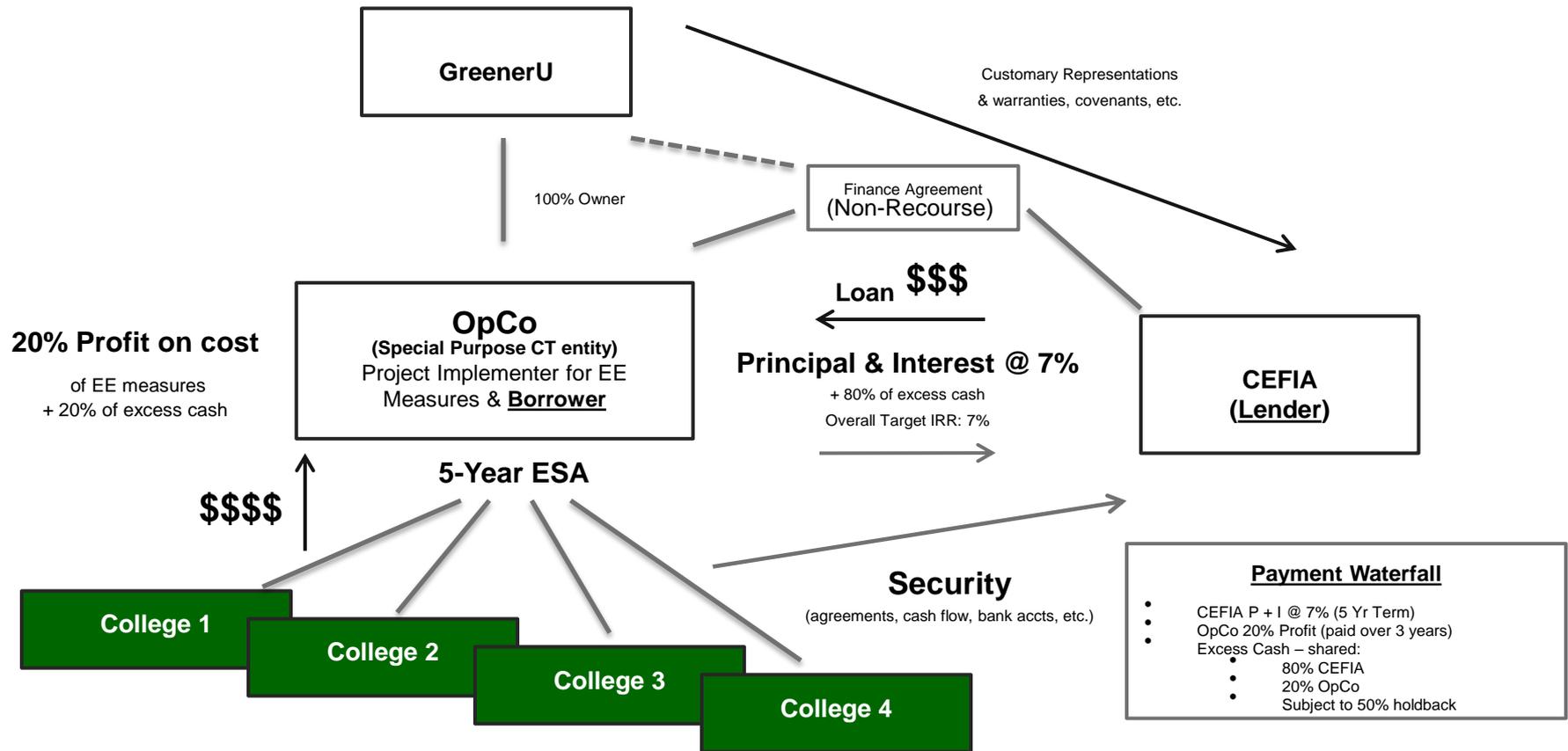
▶ **Participating Organizations through CCIC**

- ❖ No upfront funding needed from selected participants
- ❖ Quick implementation of energy efficiency measures
- ❖ Limited time requirement from facility staff
- ❖ Participating colleges pay 80% of the savings generated for 5 years – at the end of 5-years they own the equipment with no further payment obligation

▶ **Financing the Pilot with GreenerU**

- ❖ Loan facility of \$1,000,000 – initial loan of \$500,000 with supplemental loan of \$500,000 subject to CEFIA approval – both available for 18 months from closing
- ❖ Loan advances per project up to an aggregate of \$300,000 per participant
- ❖ Projects meet agreed upon criteria CEFIA approval required
- ❖ Loans staged at 50-40-10
- ❖ CEFIA holds a security interest in assets of SPV that holds the ESAs

Campus Efficiency Now Deal Structure – Loan Facility



Campus Efficiency Now

Liabilities and Risks



▶ **Defective Workmanship/Product**

- ▶ CEFIA is not making a recommendation to the universities. Contract will include indemnity language and explicit disclaimer language stating that:
 - ▶ CEFIA sole role is to provide financing, and
 - ▶ CEFIA does not endorse or recommend any product or energy efficiency measure used or implemented by GreenerU or OpCo.

▶ **Recourse against CEFIA if someone does not pay or perform**

- ▶ The risk to CEFIA is limited to OpCo's inability to pay CEFIA back the loan.
- ▶ CEFIA will retain the right to pay contractors other than GreenerU or OpCo directly.

▶ **Mitigation Approach**

- ▶ If CEFIA determines that GreenerU is unable to ensure the operational success of projects funded by CEFIA, CEFIA may:
 - ▶ direct clients to make payment directly to CEFIA,
 - ▶ require OpCo to assign to CEFIA the project agreements for projects funded by CEFIA, and
 - ▶ require OpCo to assign to CEFIA the stream of payments due under such agreements from the clients.

Campus Efficiency Now

Connecticut Content



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- ▶ CT subsidiary of GreenerU
- ▶ 30-50% of project cost → trade labor (most CT-based)

Campus Efficiency Now Reporting Schedule



- ▶ **Quarterly Updates** (i.e. October, January, April, and July)
 - to the Deployment Committee, including:
 - ❖ Loan originations by participant and project with details on buildings addressed and measures performed
 - ❖ Energy savings performance (i.e. kWh, MMBtu, and avoided costs)
 - ❖ Loan repayment performance
 - ❖ Returns to date on the Campus Efficiency Now loan facility

Campus Efficiency Now Deployment Committee Request



► Strategic Selection and Award

- ❖ CEN Pilot Program with GreenerU meets the requirements for Strategic Selection and Award pursuant to Section XII of CEFA's Operating Procedure
 - ❖ **Special Capabilities:** CCIC and GreenerU together provide the Campus Efficiency Now project with exceptional experience and expertise that will contribute to its implementation and success.
 - ❖ **Uniqueness:** Campus Efficiency Now presents a unique opportunity to demonstrate an innovative new financing model on Connecticut's campuses by testing the application of an energy savings agreement.
 - ❖ **Strategic Importance:** Campus Efficiency Now is strategically important because universities tend to "lead by example" – engaging them in this program will not only serve to attract others given its visibility, but it will also deliver strong economic and environmental benefits and positive public relations value.
 - ❖ **Urgency and Timeliness:** CCIC has generated a great deal of interest among its member universities for the Campus Efficiency Now program, and five universities have already expressed a desire to participate in the pilot program.
 - ❖ **Multiphase Project:** It is envisioned that the success of this project will include multiple steps that will bring in other colleges and universities, increase the types of clean energy measures undertaken by them, and attract other sources of capital.

► **Recommendations to the Board of Directors**

- ❖ Selection of GreenerU and a to be established wholly owned Connecticut subsidiary of GreenerU (“OpCo”) as program partners for Campus Efficiency Now pilot program
- ❖ Strategic Selection and Award pursuant to Operating Procedures Section XII of its partners – CCIC and GreenerU
- ❖ Enter into a term sheet and definitive legal documentation between CEFIA and GreenerU to make loans to OpCo in an aggregate amount not to exceed \$1,000,000 for loan advances for a period of up to 18 months to implement energy savings measures that are repaid over a 5-year term at an annual effective yield of 7.00% through the ESA



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

Deployment Committee of the Clean Energy Finance and Investment Authority

Agenda Item #6

Update on Solar Thermal Program

July 23, 2012

Solar Thermal Program Update



- ▶ **Transition Program**
- ▶ **Round 1** – competitive RFP which selected 5 of 8 projects
 - ❖ Decrease in rebate level per MMBtu – 44% reduction from ARRA-SEP program levels
 - ❖ Decrease in rebate level per square foot – 16% reduction from ARRA-SEP program levels
 - ❖ Decrease in the installed cost of a system – 40% reduction from ARRA-SEP program levels
- ▶ **Follow-On Rounds**
 - ❖ Three more rounds to be completed by the end of FY 2013 and completed transition
 - ❖ Continue movement away from subsidies and work towards financing



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

Deployment Committee of the Clean Energy Finance and Investment Authority

Agenda Item #7

Adjourn

July 23, 2012

**DEPLOYMENT COMMITTEE OF THE
CLEAN ENERGY FINANCE AND INVESTMENT AUTHORITY
Draft Minutes – Special Meeting
Friday, May 11, 2012**

A special meeting of the Deployment Committee of the Board of Directors of the **Clean Energy Finance and Investment Authority (“CEFIA”)** was held on May 11, 2012, at the office of CEFIA, 865 Brook Street, Rocky Hill, CT.

1. **Call to Order:** Noting the presence of a quorum, Reed Hundt, Chairperson of the Deployment Committee, called the meeting to order at 1:00 p.m. Deployment Committee members participating: Reed Hundt (by phone); Donald Kirshbaum representing Denise Nappier, State Treasurer (by phone); Matthew Ranelli (by phone); and Patricia Wrice (by phone).

Staff Attending: Mackey Dykes, Brian Farnen, Bryan Garcia, Dale Hedman, and Shelly Mondo.

2. **Public Comments:**

There were no public comments.

3. **Approval of Meeting Minutes:**

Mr. Hundt asked the Deployment Committee members to consider the minutes from the May 2, 2012 meeting.

Upon a motion made by Mr. Kirshbaum, seconded by Ms. Wrice, the Deployment Committee members voted unanimously in favor of adopting the minutes from the May 2, 2012 meeting as presented.

3. **Update, Review and Recommend Approval of Modifications to the Residential Solar Investment Program:**

Mr. Hundt noted that the purpose of the special meeting is to have further discussion about the recommended modifications to the Residential Solar Investment Program (the “Program”). The Deployment Committee members asked that the additional information provided by staff be attached to the minutes—*Exhibit 1: Market Watch Report; Exhibit 2: Press Analysis (two-month assessment of the press coverage on the program from February 7, 2012 through April 11, 2012); Exhibit 3: Power Point Presentation comparing the Net Present Value of the Incentive Analysis; and Exhibit 4: Memorandum dated May 10, 2012 explaining the proposal to modify the incentive and increase funding for Step 2 of the Residential Solar Investment Program.* Mr. Garcia explained that the Market Watch Report is a weekly analysis of how the Program has performed through May 8. He summarized that only 10 percent of the applications received through May 8 are from the Performance Based Initiative (“PBI”) model of the

Program and 90 percent are from the rebate model under Step 1. Mr. Garcia stated that staff had hoped to see an equal distribution of funding under the Program. He noted that the data shows that the PBI projects thus far are more cost competitive than the rebate model.

Mr. Garcia summarized the press analysis about the development of the solar market in Connecticut. Prior to the February 2012 Board meeting when the program was approved, there was positive coverage about the development of the solar market in Connecticut. Following the February 2012 Board meeting, there was negative coverage because the contractors did not feel that the program was meeting the requirements set forth in the statutes. More recently the coverage has been positive as a result of the performance of the Program. Mr. Garcia noted, however, that the decision of the Deployment Committee and Board should not be driven by press coverage of the Program.

Mr. Garcia stated that the Power Point presentation prepared by staff is an attempt to lay out the legislative and quantitative rationale for providing the proposed rebate levels.

Mr. Garcia explained that staff proposed to modify Step 2 of the program in two ways. The first is to separate the two competing business models—rebate and PBI (i.e. lease) and to have the firms participating within each model aimed for fixed volumes of installation by a certain date. Whichever is reached first will define the end of the step. Mr. Garcia stated that given the limited participation of the third-party financing model, the second modification to the program is to maintain the PBI incentive for Step 2 at the current Step 1 incentive. For the rebate model, staff proposed a Step 2 incentive at \$2.275/W for systems up to 5 kW and an additional incentive of \$1.075/W for systems 5-10 kW. Mr. Garcia explained that the reduction of the rebate to \$2.275/W rather than the originally proposed \$2.10/W will help to maintain economically comparable incentives between the rebate and PBI models.

Mr. Garcia stated that in accordance with Section 2 of Public Act 11-80 CEFIA has the ability to create comparable incentives between rebate and PBI models. He stated that CEFIA has experience with rebate incentives but the PBI model is new. Mr. Garcia explained that third-party leasing models have other economic advantages that rebate model does not.

Mr. Hedman explained the analysis of the comparison of the rebate and the PBI models at step 1 at \$2.45/W up to 5 kW and anything over 5 kW at \$1.25/W. He stated that once the rebate is taken into the second tranche, the total costs of the system on a per watt basis declines, and the PBI for systems between 1 and 10 kW would always be 30 cents per kilowatt hour.

Mr. Hedman explained that the difference between the rebate and PBI models for first 5 kilowatts takes into account the federal tax advantages under the lease model, and for fairness provide more incentives for the rebate model. As a result of depreciation advantages in most lease models, Mr. Hedman indicated that leasing companies can

add on additional dollars to installed costs to derive more tax credit revenue than a homeowner can in applying for federal tax credits.

Mr. Hedman stated that the break even or average system sizes is 5.9 kW for the rebate and 7.2 kW for the PBI for Step 1 based on the history to date. The PBI systems are larger than the systems under the rebate model. Mr. Hedman indicated that the second chart shows the net present value comparison of the proposed and approved rebate at Step 2 and the PBI Step 1 incentives. He explained that the analysis shows the disadvantage for all systems 1 to 10 kW with the incentive for the rebate at \$2.10/W and \$.90/W. Mr. Hedman stated that the proposed range of \$2.275/W and \$1.075/W would bring the rebate closer to the incentive amount for the PBI for the first 5 kW.

In response to a question about projections for future steps, Mr. Garcia stated that Step 2 should send a message to the contractors that CEFIA supports the long-term development of the industry and that it is in the process of developing a loan/rebate program to complement the incentives. It is anticipated that in subsequent steps, the step down will be in conjunction with loan financing and eventually overtime transition to a pure financing model. Mr. Garcia mentioned that Mr. Hedman is in the process of developing a financing program. Mr. Hundt stated that he has seen the proposed model for a loan program; and while the model is a good working document, he urged staff to proceed with caution while finalizing the program details.

Mr. Garcia acknowledged the work done by Mr. Hedman to create the first state-supported lease program in 2008. It was noted by Mr. Ranelli that other states have modeled programs after Connecticut's program.

A question arose as to how CEFIA's incentives compare with incentives of similar programs in other states. Mr. Hedman mentioned that it is difficult to compare Connecticut with other states. He stated that Massachusetts has a Solar Renewable Energy Certificates ("SREC"), rebate and tax credits. Mr. Hedman indicated that considering the SREC, rebate and tax credits, Connecticut's incentives would be similar to Massachusetts. Mr. Hedman indicated that residential installed costs are about the same. However, Massachusetts has more installers to provide clearer data. He stated that once CEFIA is through step 2, there should be sufficient information to do a more thorough comparison.

In response to a question, Mr. Hedman indicated that there has been an uptick with PBI applications and that CEFIA is now seeing more eligible PBI firms. With more marketing, it is anticipated that the PBI applications will increase.

Mr. Garcia reviewed the proposed resolution for consideration by the Deployment Committee to recommend changes to the Program to the Board. There was consensus that having staff present additional information was very helpful. The Deployment Committee members asked staff to provide updates on the program at least monthly, regardless of whether there is a meeting scheduled.

A majority of the Deployment Committee members stated that they are in support of management's recommended changes, especially with the additional supporting documentation and explanation. Mr. Ranelli thanked Mr. Garcia and Mr. Hedman but indicated he is still concerned with the revised subsidy for the rebate model. He stated that since the responses to the rebate model exceeded the projected amounts of the plan, there is no need to over-incent the market. He indicated that he is not opposed to leaving the PBI incentive at the Step 1 level and expanding the runway because the applications are not to the level projected or desired. Mr. Ranelli stated that he regrettably cannot support the recommended changes with respect to the rebate model. He clarified that he supports much of what staff is suggesting but cannot support increasing the Step 2 incentive amount.

Mr. Hedman reiterated some of the advantages of the PBI because of the tax advantages and stated that there is some element of fairness that needs to be considered when adjusting one model without the other. CEFIA does not want to create too much of an advantage to one business model over the other when it is the legislatures desire for the models to be reasonably close before taking the next step in the market.

There was a discussion on the Board's responsibilities, the judgment of management and policy issues. The Deployment Committee asked management in the future to provide more detailed explanations about proposals for consideration.

Upon a motion made by Ms. Wrice, seconded by Mr. Kirshbaum, the Deployment Committee members voted in favor of adopting the following resolution to modify the incentive and increase funding for Step 2 of the Residential Solar Investment Program (Mr. Ranelli was opposed to the motion). VOTE: 3-1-0; motion carried.

RESOLUTION:

WHEREAS, Section 106 of Public Act 11-80 "An Act Concerning the Establishment of the Department of Energy and Environmental Protection and Planning for Connecticut's Energy Future" (the "Act") requires CEFIA to design and implement a Residential Solar Photovoltaic Investment Program ("Program Plan") that results in a minimum of thirty (30) megawatts of new residential PV installation in Connecticut before December 31, 2022.

WHEREAS, pursuant to Section 106 of the Act, CEFIA has prepared a Program Plan to offer direct financial incentives, in the form of performance-based incentives or expected performance-based buydowns, for the purchase of lease of qualifying residential solar photovoltaic systems.

WHEREAS, CEFIA has prepared a declining incentive block schedule ("Schedule") that: (1) provides for a series of solar capacity blocks, the combined total of which shall be a minimum of thirty megawatts and projected incentive levels for each

such block, (2) provides incentives that are sufficient to meet reasonable payback expectations of the residential consumer, (3) provides incentives that decline over time and will foster the sustained, orderly development of a state-based solar industry, (4) automatically adjusts to the next block, and (5) provides comparable economic incentives for the purchase or lease of qualifying residential solar photovoltaic systems.

WHEREAS, the Deployment Committee seeks to revise the Schedule to (1) address the findings from the program data obtained since approval of the original incentive schedule, (2) address changes in the solar market ascertained since approval of the original incentive schedule which would affect the expected return on investment for a typical residential solar photovoltaic system under the performance based incentive model by twenty percent or more, and (3) ensure that third party financing companies enter the market to help serve the low and middle income markets.

NOW, therefore, be it:

RESOLVED, that the Deployment Committee hereby recommends to the Board of Directors for approval the revised Schedule of Incentives.

RESOLVED, that the Deployment Committee hereby recommends to the Board of Directors a Step 2 budget increase of \$5,000,000 to a total of \$10,000,000.

RESOLVED, that this Board action is consistent with Section 106 of the Act.

4. **Adjournment**: Upon a motion made by Mr. Kirshbaum, seconded by Ms. Wrice, the Deployment Committee members voted unanimously in favor of adjourning the May 11, 2012 meeting at 2:03 p.m.

Respectfully submitted,

Reed Hundt, Chairperson of the
Deployment Committee

Attachments:

Exhibit 1: Market Watch Report;

Exhibit 2: Press Analysis (two-month assessment of the press coverage on the program from February 7, 2012 through April 11, 2012;

Exhibit 3: Power Point Presentation comparing the Net Present Value of the Incentive Analysis.

Exhibit 4: Memorandum dated May 10, 2012 explaining the proposal to modify the incentive and increase funding for Step 2 of the Residential Solar Investment Program.



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

865 Brook Street
Rocky Hill, CT 06067-3444
Phone 860.563.0015
Fax 860.563.4877
info@ctcleanenergy.com
www.ctcleanenergy.com

Projects that have received or will receive a grant from CEFIA under this solicitation are not eligible to participate in any future ZREC or LREC programs.

Request for Proposals

On-Site Renewable Distributed Generation

Best of Class, Public Buildings and Affordable Housing for Solar Photovoltaic Projects

Program Opportunity # CEFIA-RFP-002

Version 2
October 18, 2011

Best of Class, Public Buildings and Affordable Housing

Important Dates:

Request for Proposals (RFP) Released	September 12, 2011
RFP Version 2 Released	October 18, 2011
Application Deadline	December 30, 2011, 5:00 p.m. EST

Questions or clarifications about this RFP should be directed to:

Clean Energy Finance and Investment Authority
865 Brook Street
Rocky Hill, CT 06067-3444
Telephone: 860.563.0015
FAX: 860.563.4877
Email: info@ctcleanenergy.com

This RFP is available on the following Web sites:

Clean Energy Finance and Investment Authority (CEFIA)

www.ctcleanenergy.com/bestofclass

Department of Energy and Environmental Protection (DEEP)

<http://www.ct.gov/deep/site/default.asp>

No other person employed by CEFIA other than its Director of Project Development is authorized to provide information with respect to the On-Site Renewable Distributed Generation (OSDG) Program Applications (Applications) submitted under this RFP. Contact with any other employee, officer or director of CEFIA, consultants to CEFIA, or members of the CEFIA Board of Directors (the Board) with respect to Applications or confidential information related to this RFP is prohibited. Violation of this provision may result in Application disqualification.

Questions will be accepted via email from the release date, September 12, 2011, through October 12, 2011. All relevant questions and answers will be posted on the CEFIA Web site at www.ctcleanenergy.com/bestofclass. The identities of those who submit questions will not be revealed.

At any time, CEFIA staff will be available to answer general questions regarding process or timetables.

Any oral communication concerning this RFP is not binding and shall in no way alter a specification, term or condition of this RFP or indicate any selection preference other than that identified herein.

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Executive Summary

The purpose of the competitive OSDG Program Best of Class, Public Buildings and Affordable Housing RFP is to solicit Applications from eligible entities working with experienced renewable energy developers (Applicants). There will be a strong emphasis on evaluating the financial feasibility of each proposed OSDG solar photovoltaic installation (PV Project) as well as the Applicant's ability to complete construction of the PV Project in a timely manner. Applications for this RFP will only be accepted during the timeframe specified in this RFP, Section 2.

Important Dates

Request for Proposals (RFP) Released	September 12, 2011
RFP Version 2 Released	October 18, 2011
Application Deadline	December 30, 2011, 5:00 p.m. EST

Solar Photovoltaic (PV) is the only technology eligible for grants under this RFP.

This RFP is a financial support program for new renewable energy generating equipment at commercial, industrial and institutional facilities in Connecticut. Through this RFP, CEFIA will offer financial support to buy down the cost of renewable energy generating equipment for PV Projects in the development phase that have not yet commenced the construction phase. The level of support for individual awards is not a fixed amount based on size or cost; it will vary based on the specific PV technology, efficiency and economics of the installation. The intent of the funding is to enable owners of PV systems to "break even" over the life of the PV Project, with a fair and reasonable return on investment, compared with purchasing the equivalent amount of power from the utility.

This RFP is intended to provide PV Project funding during the transition from grant-based, CEFIA supported PV Project funding to the market-based, Public Utility Regulatory Authority (PURA) and electric distribution company (EDC) regulated Zero-emission Renewable Energy Certificate (ZREC) program. The ZREC program was created by Public Act 11-80, Sections 107 to 108 (PA 11-80) in July 2011. The ZREC program will be implemented by PURA, formerly the Connecticut Department of Public Utility Control (DPUC), and EDCs. Currently, the program has not yet been developed, but it is expected program information will be available in late 2011 with program implementation beginning in early 2012. PA 11-80 specifies the following about the ZREC program:

- ZRECs will have a \$350/MWh price ceiling
- Contracts will be awarded in a competitive bidding environment with competitive bid RFPs issued by the following EDCs:
 - Connecticut Light & Power (CL&P)
 - United Illuminating Company (UI)
- ZRECs will be rate-payer funded
- Contracts will have a fifteen (15) year duration

CEFIA was created by the Connecticut General Assembly in 2011. It is the successor organization to the Connecticut Clean Energy Fund (CCEF). CEFIA's mission is to promote,

Best of Class, Public Buildings and Affordable Housing

develop and invest in clean energy and energy efficiency projects in order to strengthen Connecticut's economy, protect community health, improve the environment, and promote a secure energy supply for the state. As the nation's first full-scale clean energy finance authority, CEFIA will leverage public and private funds to drive investment and scale-up clean energy deployment in Connecticut.

Section 1 - Introduction

1.1. Objectives of the Request for Proposals

CEFIA's competitive OSDG Program Best of Class, Public Buildings and Affordable Housing RFP is the only vehicle through which CEFIA will identify and qualify PV installations for RFP funding. CEFIA will competitively screen and evaluate all of the proposed PV Projects and recommend only the PV Projects best meeting this RFP's criteria. The results will be provided to the Board for final authorization of grant awards. Following a minimum review to determine Application eligibility, CEFIA intends to conduct reviews of the Applications concurrently.

Under this RFP, CEFIA intends to recommend only those PV Projects that (1) use commercially available PV technologies, (2) have already achieved substantial progress in permitting and site control, (3) require minimal investment from CEFIA, (4) are ready for deployment and (5) are installed at sites that have taken maximum advantage of available energy efficiency incentive programs. If an Application does not meet the minimum criteria or does not include all required documentation listed in Section 2 of this RFP, the Application will not be accepted for further review by CEFIA. The Applicant must reapply under a future funding opportunity. **No Applications will be held in a queue or pipeline, as in past CCEF commercial OSDG programs.**

The specific objectives of this RFP are to:

- Fund a geographically and size-diverse portfolio of PV Projects;
- Select PV Projects with a high probability of reaching successful installation and operation;
- Focus on PV Projects that fully utilize the characteristics of the technology and maximize benefits to a Connecticut property or facility (the Customer Site);
- Select PV Projects that include investments in energy efficiency with short (≤ 5 -year) payback periods;
- Select PV Project Customer Sites that will disseminate lessons learned, barriers overcome and benefits of the installation to peers; and
- Assist the market in becoming more acquainted with a performance-based incentive program such as the ZREC program currently being developed in the State of Connecticut.

The total funding allocated for all selected PV Projects under this RFP is \$4.5MM. This solicitation offers grant funding as shown below:

Best of Class, Public Buildings and Affordable Housing		
System Size Blocks	$\leq 100\text{kW}_{AC}$	$>100 \text{ kW}_{AC}$ to 250kW_{AC}
Funding Allocation per System Size Block	\$1,500,000	\$3,000,000

Unused funds from this RFP will be added to future Best of Class, Public Buildings and Affordable Housing solicitations or will be reallocated at CEFIA's discretion.

The Application for this solicitation is posted on CEFIA's Web site at www.ctcleanenergy.com/bestofclass.

Applications must be in CEFIA's possession no later than 5:00 p.m. EST on Friday, December 30, 2011.

1.2. Eligible Technologies

To be eligible, an Applicant must propose to install commercially available PV generating equipment at the Customer Site.

1.3. Eligible Applicants

CEFIA will review Applications only from developers, Customer Sites or companies who are engaged in the development of a PV system. The Applicant must establish to CEFIA's satisfaction which entity will be primarily responsible for the overall managerial and financial control for the proposed PV Project. **Only one Application will be accepted per Customer Site per RFP round.** PV Projects must be located in either CL&P or UI territories.

The following commercial entities may apply under this RFP:

- For-profit companies
- Not-for-profit companies
- Religious organizations
- Condominium associations
- Municipalities
- State and federal agencies
- School districts
- Not-for-profit and for-profit affordable housing companies

1.4. Eligible PV Projects

Under this RFP, CEFIA will accept only PV Projects in the development phase. PV Projects that have begun construction prior to executing a Financial Assistance Agreement (FAA) with CEFIA will not be eligible for funding under this program.

An eligible PV Project under this RFP must also meet the following criteria:

- As required under Connecticut law, the PV Project must be located within the state of Connecticut.
- PV Projects must be located in either CL&P or UI territories.
- **Customer Sites must have a minimum peak demand of 10kW or greater. (Please refer to Section 4.1, PV Project kW Size Limit Calculation) Customer Sites with a minimum peak demand of less than 10kW will not be considered for funding under this RFP.**
- **PV Projects may be larger than 250 kW_{AC}, however, the grant calculation shall only be based on the first 250 kW_{AC}.**
- If the Application is structured as a Power Purchase Agreement (PPA) or a lease, the contract duration of the proposed PPA or lease must be between ten (10) and twenty (20) years.
- The PV Project must generate electricity for use on site.
- The Applicant must agree to accept the standard FAA “as is” except for technical revisions or PV Project-specific revisions required due to special features of a particular PV Project.

Applications not meeting all of the requirements outlined above will not be further evaluated by CEFIA under this RFP.

1.5. PV Project Cost

For economic evaluation purposes, Applications must include firm costs not subject to revision through the evaluation process and Board review proceedings. Applicants must also disclose all other sources of funding that will be applied to the PV Project. Final determination of whether a PV Project has quoted reasonable costs will be made by CEFIA at the time of Application review.

For-profit, tax-paying Applicants should include all applicable state and federal tax benefits in their financial analysis. Federal and investment tax credits are to be retained by the Applicant. **Not-for-profit Applicants are not eligible for state and federal tax benefits.**

1.6. Funding

CEFIA will award a grant to each PV Project selected under this RFP through the evaluation process and approved by the Board. Funding will be provided in the form of a monetary grant under standardized terms, and grant payment(s) will be contingent upon the following items:

- Execution of an FAA with CEFIA.
- Reaching the in-service date within nine (9) months of FAA execution.

CEFIA will provide a contingent funding offer letter to PV Projects approved by the Board. Execution of the FAA will occur within ninety (90) days of Board approval. **PV Projects failing to execute the FAA within ninety (90) days of Board approval will not be funded under this RFP.**

No one Customer Site may receive more than \$4.0MM in CEFIA funding during any two (2)-year period for all types of renewable energy technologies under the OSDG Programs. The maximum aggregate incentive dollar amount any Customer Site will be awarded for multiple PV Projects will be limited to \$1.0MM in any two (2)-year period.

CEFIA will give priority in the Application evaluation process to those Applications whose overall costs have the least impact on ratepayers. Final funding amounts offered by CEFIA to an Applicant will be at the sole discretion of CEFIA.

Section 2 - Application Process

2.1. RFP Schedule

As shown on the following schedule, the due date for this RFP is December 30, 2011, at 5:00 p.m. EST.

Other key milestones for this RFP are presented below. **Any modifications to this schedule or this RFP will be posted at www.ctcleanenergy.com/bestofclass.** Applicants are strongly encouraged to check CEFIA's Web site for any modifications.

Activity	Activity Date
Issue RFP document	September 12, 2011
Issue press release	September 12, 2011
Questions accepted in writing - E-mail only - info@ctcleanenergy.com	September 12, 2011 to October 12, 2011
Information session – Phoenix Room, Department of Energy and Environmental Protection, 79 Elm Street, Hartford	October 12, 2011 4:00 p.m. – 6:00 p.m.
Final question responses posted on CEFIA Website	October 31, 2011
Letter of intent to apply	December 2, 2011
Proposal due date	December 30, 2011 5:00 p.m. EST
Eligibility rejection/acceptance letters Issued	January 2012
CEFIA staff recommendations to the Board	February 2012
Funding authorization letters issued	March 2012

A letter of intent must be submitted by December 2, 2011. This letter should be on the Applicant's letterhead and signed by the following parties:

- Applicant
- Developer/Contractor
- Customer Site, if different from Applicant

An original, hardcopy of the letter of intent should be mailed to the following address:

Clean Energy Finance and Investment Authority
865 Brook Street
Rocky Hill, CT 06067-3444
Attention: Christin A. Cifaldi, Project Manager

2.2. Minimum Criteria

All Applications must meet the minimum requirements outlined below to be considered for eligibility. **If an Application fails to meet the minimum requirements, the Application will not be accepted by CEFIA under this RFP.** The Applicant will receive a denial letter from CEFIA clarifying why the Application failed to meet the minimum criteria. **No Applications**

will be reviewed for minimum compliance until December 30, 2011. CEFIA recommends Applicants develop a response over the entire available RFP timeline to ensure submission of a complete and thorough Application.

Minimum eligibility requirements:

- Customer Sites must be commercial, industrial, or institutional facilities.
- Portable or mobile systems will not be considered under this RFP.
- Seasonal, temporary, or limited-use facilities will be closely scrutinized for high value and visibility, and may be excluded.
- PV Projects must use energy-generation devices that are commercially available and offer warranties, spare parts, and service commensurate with their commercial status.
- Applicants must be the owner and operator of the Customer Site where the PV Project is to be located, or a PPA provider willing to own and operate the PV equipment for the contract term.
- PV Projects must be located in CL&P or UI service territories.
- The PV Project must intend to generate energy primarily for consumption at the Customer Site at the moment it is generated. Net metering may be used to accommodate occasional excess production, but if significant excess energy is anticipated, the incentive will be calculated on the proportion of the PV Project's capacity that does not result in excess production.
- A specific PV Project location must be identified at the Customer Site.

2.3. Minimum Documentation

All Applicants must submit the minimum documentation outlined below to be considered for eligibility. **If an Applicant fails to submit the minimum documentation in the proper format, the Application will not be reviewed by CEFIA under this RFP.** The Applicant will receive a denial letter from CEFIA outlining which minimum documentation the Applicant failed to submit. **No Applications will be reviewed for minimum documentation until December 30, 2011.**

All Applicants must provide the following minimum documentation to be considered for a CEFIA grant:

1. **Utility Bills** – This requirement is applicable only to existing buildings. If the Customer Site is using a separate generation provider, provide the following information for both the generation provider and the transmission and distribution information from the utility.
 - Copies of the most recent twelve (12) months of electricity bills.
 - Utility interval data upon request.
2. **Usage Information for New Construction** – This requirement is only applicable to buildings with less than six (6) months of utility history. If six (6) months of usage history or less is available, provide any available usage history as listed under the utility bills requirement. In addition to the utility bills requirement above, Customer Sites with less than six (6) months of usage history will provide the following information:

- Engineering calculations specifying anticipated monthly electrical consumption in kWh for the site.
 - Engineering calculations specifying the anticipated monthly maximum peak demand in kW for the site.
 - A letter from the engineer who performed the calculations explaining calculation methodology. The letter should be signed by the engineer and on the engineer's letterhead.
3. **Financial Information** – Provide verifiable evidence of financial capability to undertake this PV Project from the Applicant. This should include the following:
- Proof of funding resources for the PV Project in the form of a bank letter of reference/credit. This letter should be addressed to CEFIA on the bank's letterhead, signed by the appropriate bank officer, reference the length of time the Applicant has been a customer of the bank and the minimum balance carried by the Applicant.
 - Recipients of a grant under this RFP must provide a detailed statement of all sources and uses of funds for their project before receiving the final grant payment. Such statement must be certified as correct by the chief financial or principal officer of the grant recipient.
4. **Site Plans** – Site plans cannot be hand-drawn. Site plans shall include:
- Electrical one-line diagram – This diagram clearly shows all major system components, identifies the make and model number of all major system components, and identifies the interconnections among all major system components.
 - PV Project Site Plan – A detailed drawing of the proposed PV Project site and surrounding territory. The drawing must clearly identify the specific location of the equipment to be installed and the expected point of electric interconnection.
5. **Site Energy Efficiency Measures for Existing Buildings** – Documentation must be submitted indicating the Customer Site has participated in one or more of the local utility's conservation programs funded by the Connecticut Energy Efficiency Fund (CEEF) or has had an energy audit performed by a qualified third-party energy services company. The Applicant must submit evidence that an energy efficiency audit has been performed at the Customer Site during the sixty (60) months **prior** to the submission of its Application. **Audits conducted by Customer Site personnel or the PV Project developer/contractor will not be accepted. If an energy efficiency audit has not been performed at the Customer Site within this timeframe, the Application will not be reviewed under this RFP.**

CEFIA prefers applicants work with CEEF to perform an energy audit. However, if this is not possible, a full-building system audit may be performed by a qualified third party energy services company, including Professional Engineers (PEs) or Certified Energy Managers (CEMs). An energy audit includes a review of the entire building system – the envelope and all mechanical systems. The entity performing the energy audit

cannot be related to the Customer Site, installation contractor, PPA provider or any other entity directly involved with the renewable energy project.

The Applicant will submit the following documentation to evidence participation in a CEEF program:

- A copy of the completed energy efficiency audit, including the report's findings and payback periods for any recommended energy efficiency measures.
- Notarized affidavit signed by the Customer Site stating all recommendations in the energy efficiency audit with a payback of five (5) years or less will be implemented **prior** to the installation of the PV equipment.
- If available, a copy of the financial agreement with CL&P or UI executed by the following parties:
 - Customer Site
 - Energy efficiency contractor
 - Local utility

The Applicant will submit the following documentation to evidence completion of an energy efficiency audit conducted at the Customer Site by a qualified third-party energy services company:

- A copy of the completed energy efficiency audit, including the report's findings and payback periods for any recommended energy efficiency measures.
- Notarized affidavit signed by the Customer Site stating all recommendations in the energy efficiency audit with a payback of five (5) years or less will be implemented **prior** to the installation of the PV equipment.
- If available, invoices marked paid for all measures with a payback of five (5) years or less recommended in the energy efficiency audit.

No payments will be made by CEFIA until all energy efficiency recommendations in the energy efficiency audit with a payback of five (5) years or less have been implemented and proof, in the form of invoices marked paid or a signed financial agreement with CL&P or UI, has been provided to CEFIA's satisfaction. **CEFIA reserves the right to request more information regarding energy efficiency audits prior to making a grant payment.**

6. **Site Energy Efficiency Measures for New Construction or Gut Rehabilitations** – If a Customer Site has been constructed or gut-rehabilitated within the sixty (60) months **prior** to the submission of the Application, the Applicant **does not** have to evidence the Customer Site's participation in a CEEF program. CEFIA will require a letter from the general contractor or architect – on the general contractor or architect's letterhead – stating the date of construction or gut rehabilitation completion and listing all the energy efficiency measures included in the construction or gut rehabilitation. The letter must also state the site has been brought up to all current Connecticut electrical codes, building codes and regulations. The general contractor or architect and the Customer Site must both sign and date this letter.

7. **PV Project Agreements** – All PV Project agreements must be in place at the time of Application. Agreements must be signed by both the Applicant/Customer Site and the PV Project developer/contractor. Agreements should be made contingent upon receipt of a CEFIA grant award. Submit an executed copy of all PV Project agreements that demonstrate the ability of the Applicant to successfully develop and operate the proposed PV Project. Copies of the following contracts must be submitted, as applicable:
 - For third-party ownership PV Projects, where the Applicant plans to sell the PV Project's energy to the Customer Site, a copy of the PPA or lease between the Applicant and the Customer Site.
 - Letters of intent to negotiate any necessary easements.
 - Contracts to acquire, install, operate and maintain all major pieces of equipment.
 - Contracts or letters of commitment from financing firms or guarantors.
8. **Shading Analysis** – Provide a shading analysis using the solar pathfinder angle estimator diagram (www.solarpathfinder.com/DIA-Angle.html) at the planned installation location at the Customer Site. Google Earth or other aerial photos taken off the Internet are not valid shading analysis tools. Please provide any shading report(s) generated for the location as well as a digital photo of the pathfinder.
9. **Roof Information, applicable to roof-mounted projects only:**
 - Provide a notarized statement from Customer Site giving the estimated remaining useful life of the roof, years left on roofing warranty and assurance that the installation of solar PV modules will not void the existing warranty.
 - Provide a letter stamped by a PE or an Architect certifying a PE or an Architect has reviewed the Customer Site, and the roof is able to support the additional load PV modules will add. This letter will be on the PE's or Architect's letterhead and will be signed by both the PE or Architect and the Customer Site.
 - Provide a PE-stamped layout of the PV modules on the roof to certify the layout has been reviewed and is suitable for the specific Customer Site.
10. **Ground Mount Information, applicable to ground-mounted projects only:**
 - If applicable, provide a notarized statement from the Customer Site committing to clearing all trees/brush from the future site of the ground-mounted PV Project.
 - Provide a PE-stamped layout of the ground-mounted PV modules to certify the layout has been reviewed and is suitable for the specific Customer Site.
11. **Not-for-profit Documentation** – This requirement is applicable only to not-for-profit Applicants. Provide a copy of a 501(c)3 letter from the Internal Revenue Service (IRS) indicating the Customer Site is a not-for-profit enterprise.
12. **Affordable Housing Documentation** – This requirement is applicable only to not-for-profit affordable housing Applicants.

- Submit a copy of the page in the not-for-profit's by-laws which indicates the primary mission of the Customer Site is to develop, manage, promote and/or construct affordable housing.
- Submit a letter from a Federal, State or local government agency listing the PV Project's address and certifying the site is part of a Federal, State or locally recognized affordable housing development.

Applications not meeting all requirements outlined above will not be further evaluated under this program.

2.4. Evaluation Process

Applications submitted under this RFP will be assessed through three evaluation steps. CEFIA may use department staff, staff of other agencies, private consultants, industry experts or other designated representatives to evaluate the Applications throughout the evaluation process. The RFP evaluation process steps are as follows:

- Minimum RFP Requirements – The information provided in each response will be evaluated first for completeness and consistency with the minimum RFP requirements and documentation requirements outlined above. These are the minimum requirements all responses must meet to be eligible for further evaluation. All Applications with deficiencies will be denied.
- PV Project Analysis and Evaluation – After the evaluation of the complete Application, including receipt of responses to any follow-up questions, Applications will be evaluated by CEFIA staff based on the following criteria:
 - PV Project Economics
 - Deployment of the Technology
 - Probability of PV Project Completion and PV Project Feasibility
 - Public and Unique Ratepayer Benefits

Based on this evaluation, CEFIA staff will rank all eligible PV Projects and develop a recommendation of PV Projects for funding to the Board.

- Selection of PV Projects for Funding – At a regularly scheduled Board meeting, CEFIA staff will present recommendations to the Board for review and funding authorization. All PV Projects approved by the Board will receive a conditional funding offer from CEFIA.

Applications can be rejected at any point in the evaluation process at the sole discretion of CEFIA. Where appropriate, PV Projects not awarded a grant will be encouraged to resubmit a revised Application in response to a later solicitation.

2.5. Evaluation Criteria

Those Applications meeting the minimum requirements will be evaluated by CEFIA for funding based on the following evaluation criteria:

- | | |
|---|-----|
| • PV Project Economics | 40% |
| • Deployment of the Technology | 20% |
| • Probability of PV Project Completion and PV Project Feasibility | 20% |
| • Public and Unique Ratepayer Benefits | 20% |

2.5.1. PV Project Economics

This review will include an assessment of the PV Project's pro forma and the commitment of non-CEFIA financing sources to determine if the costs of the equipment and installation are reasonable.

Key PV Project economic values to be evaluated are:

- Ratio of grant request to total PV Project cost
- Staff grant calculation
- Cash flow net present value (NPV) and Internal rate of return (IRR)
- Cash flow consistency
- Simple payback

2.5.2. Deployment of the Technology

Key issues to be addressed in the Deployment of the Technology evaluation:

- How well are the technology's attributes matched with the Customer Site's energy needs and requirements?
- Has the proposed equipment been appropriately sized to the Customer Site's electrical loads?
- Does the PV Project reflect a thorough understanding of the generating equipment's limitations and capabilities?

2.5.3. Probability of PV Project Completion and PV Project Feasibility

Key issues to be addressed in the Probability of PV Project Completion and PV Project Feasibility evaluation:

- Does the Applicant exhibit financial strength, technical expertise and experience with similar PV Projects?
- Does the Applicant demonstrate awareness and experience with community issues that could influence the PV Project's success and schedule?
- Has the Applicant made efforts to interface with community and special interest groups?
- For buildings complying with the most current Connecticut State Building Code or ASHRE standard 90.1-2004, whichever is more stringent, and demonstrating 10.5% or better minimum energy performance, is the Customer Site certified as:
 - [EPA Energy Star compliant](#)
 - [Green Globes rating system - Two \(2\) Globes or better](#)

- [Compliant with the Connecticut regulations regarding High Performance Building Standards](#)
- [LEED Silver or better](#)
- Or
- Energy efficient under an equivalent standard
- Does the Applicant exhibit a strong understanding of the PV Project's expected production of renewable energy?
- Is the Application economically sound?
- Is funding secured for the balance of the costs not funded by CEFIA?
- What is the level of financial commitment from the Customer Site?
- What is the likelihood the PV Project will meet its proposed operational date?

2.5.4. Public and Unique Ratepayer Benefits

Important in CEFIA's evaluation is the degree to which the proposed PV Project relates to the broader interests of Connecticut ratepayers. All Applications will be evaluated on their ability to provide the state's ratepayers with a high level of benefits.

Key elements of the Public and Unique Ratepayer Benefits evaluation will include:

- In-state job creation, including purchases of major system components manufactured or assembled in Connecticut.
- Additional consideration for manufacturing or assembling major system components in a distressed municipality in Connecticut.
- Generation output and reliability at time of system peaks.
- PV Project diversity in terms of technology, location and size.
- Outreach efforts to promote the application of PV to non-residential entities and the general public.
- Efforts to promote PV in schools through curriculum, programs and events.
- Unique PV Project attributes (e.g., part of larger municipal or corporate sustainability plan, etc.)
- Has the Customer Site implemented the recommendations from a third-party energy efficiency audit?
- Applicable to municipal and school projects only – Is the project located in a CEFIA Clean Energy Community?

Section 3 - Application Submission Requirements

This section outlines the content and format requirements for all Applications submitted in response to this RFP. Applications that do not include the information requested in this section will be ineligible for further evaluation. CEFIA is permitted, but not obligated, to contact the Applicant to clarify or obtain any information inadvertently omitted from an Application.

All Applications must address the requirements outlined in the following sections of this RFP document.

3.1. Application Delivery

Applicant must submit a sealed package that includes:

- Original application (labeled "ORIGINAL") with confidential material separated and placed in a sealed envelope clearly marked "CONFIDENTIAL" in accordance with Section 6 of this RFP
- One (1) electronic copy on compact disc or thumb drive

Sealed Application packages must be received at CEFIA's offices no later than 5:00 p.m., December 30, 2011. E-mail and facsimile (fax) transmissions are not acceptable under any circumstances. Applications must be submitted as complete packages, not piecemeal. The Application package will be date-stamped by CEFIA upon receipt, and this time and date shall determine when the package was received.

3.2. Application Format

All Applications must conform to the following format guidelines:

- 12-point font, 1.5-line spacing, standard 8.5 X 11" paper.
- Double-sided printing where possible.
- Bound using binder clip or other soft method. No three-ring binders.
- No handwritten applications.

3.3. Application Content Requirements

An Application will include a complete set of Application forms and all additional documentation as required.

3.4. Application Instructions

All Applications must include a complete set of forms for each PV Project. Using the forms will ensure consistency in PV Project submission, interpretation and evaluation. Information requested on each of the forms must be completed in detail and cannot refer to other sections of the response, even if the information is redundant.

Each Customer Site is allowed to submit one Application under this RFP. Each Application must be submitted by the Customer Site/Applicant. If an Applicant is a PPA provider submitting more than one Application for separate Customer Sites, a separate set of forms

must be submitted for each PV Project. **Additionally, for PPA providers, the Customer Site must sign Form A – Application Certification along with the PPA provider’s representative.**

The Application and all required forms are posted on CEFIA’s Web site at www.ctcleanenergy.com/bestofclass.

Brief descriptions for each section of the Application are provided below.

3.4.1. Form A – Application Certification

This section requests general information about the Applicant, Customer Site and proposed PV Project, including contact information, PV Project description, funding sources, REC ownership and grant request.

A duly authorized officer of the Applicant must complete and sign the Application Certification. This will certify the information in the Application is accurate, the pricing includes all costs for the proposed term of service, and the Applicant agrees to be bound by the terms and conditions contained in this RFP. At least one (1) original signature must be provided.

If the Applicant is a third-party PPA provider, the Customer Site, in addition to the duly authorized representative of the PPA provider, must sign Form A.

3.4.2. Form B – PV Project Summary

This section requests both general and specific information about the Applicant and the proposed PV Project including contact information, location and size.

3.4.3. Form C – Technology-Specific Data

This section requests information about the technology being utilized, the cost and the PV Project schedule and milestone dates for the proposed generating facility. Applicants should format the schedule using a number of months from a reference date.

3.4.4. Form D – Team Experience and Qualifications

This section requests information regarding the key team members responsible for the development, installation, coordination and/or maintenance of the proposed PV Project.

3.4.5. Form E – Estimated Job Creation Information

This section requests estimated information regarding the number of owner(s), fulltime and/or part-time employees working directly on installing the renewable energy system. The Applicant will be responsible for collecting all relevant data from the PV Project contractor(s) and/or any subcontractor(s) working on the PV Project. Required information includes:

- Name of company
- Location of company headquarters
- Location of any other company offices, if applicable
- Total number of people employed by company
- Total number of employees located in Connecticut, if applicable

- Total number of employees working directly on the Customer Site
- Number of new employees hired to complete the Customer Site, if applicable
- Hours worked per employee directly on Customer Site
- Hourly wages per employee working directly on Customer Site
- Employee job classifications for those working directly on the Customer Site, including but not limited to:
 - Master/Journeyman/Apprentice Tradesman
 - Roofer
 - Design Engineer
 - Installation Project Manager
 - Heavy Machinery Operator
 - Volunteer
 - Student
 - Owner

Section 4 - Incentive Limits and Calculation

4.1. PV Project kW Size Limit Calculation

PV Projects may be larger than 250 kW_{AC}, however, the grant calculation shall only be based on the first 250 kW_{AC}.

Where interval data are available, the maximum system size eligible for CEFIA's incentive will be limited to the difference between the most recent twelve (12) months' peak demand and the "base load." Base load is defined as the average of the account's non-zero monthly minimum demands over the most recent twelve (12) months.

In cases where interval data are not available, the greatest allowable system size will be no larger than the maximum of the previous twelve (12) months' peak demand on a kW_{AC} basis. **If the minimum of the previous twelve (12) months' peak demand is less than 10kW the site will not be eligible to apply under this RFP.** Sites with a peak demand greater than 250kW are eligible to apply.

4.2. Renewable Energy Certificates (RECs)

Applicants will have several options regarding the ownership of the Connecticut Class I RECs generated by the proposed PV system. Applicants may:

- Retain ownership of the RECs.
- Retire the RECs.
- Sell the RECs to CEFIA at a set price.

If an Applicant elects to retain ownership of the RECs, CEFIA will include the estimated, positive annual cash flow generated by these RECs in the grant calculation.

If an Applicant chooses to retire or sell the RECs to CEFIA, the value of the RECs will not be included in the grant calculation.

Applicants that sell the RECs to CEFIA will receive a larger grant than Applicants opting to retain or retire the RECs. For Applicants opting to sell their Connecticut Class I RECs to CEFIA, the purchase price will be estimated using a value of \$10.00 per MWh (\$.010 per kWh) for a fifteen (15) year period.

4.3. Funding and Disbursement

This RFP is intended to help transition commercial renewable energy projects located in Connecticut from a CEFIA-funded, grant-based incentive structure to a REC-based model. Grants will vary based on the economics of each PV Project and will be capped according to Table 1. The grant caps in Table 1 are based on the proposed ZREC program structure outlined in PA 11-80. For systems less than or equal to 100 kW_{AC}, the grant cap is \$3.60 per Watt. For systems greater than 100 kW_{AC} up to 250 kW_{AC}, the grant cap is \$3.30 per Watt.

The proposed ZREC program does not provide different incentives for systems based on commercial customer type (i.e. private, government, or non-profit); thus, no premium for customer type is built into the grant structure of this RFP. The grant caps presented in Table 1 have been calculated based on the present value of the cash flow generated by ZREC payments over an estimated fifteen (15) year time period. Although grants are offered through this RFP, CEFIA will provide the comparative ZREC incentive price for project based on CEFIA's financial model assumptions.

The assumptions used by CEFIA to determine the grant funding caps are presented in Table 2 below. The actual funding amount will be determined by an assessment of the difference between the Customer Site's cost of energy displaced by the proposed PV Project and the total cost and value of the energy generated by the PV Project.

Each Customer Site will be individually analyzed by CEFIA, and will be evaluated over the reasonable life cycle of the PV Project.

Table 1 – Funding Limits for PV Projects

	Maximum Incentive
Incentive Blocks	All System Owners** (\$/Watt_{PTC})
≤100kW _{AC}	\$3.60/Watt _{PTC}
>100 kW _{AC} to 250kW _{AC}	\$3.30/Watt _{PTC}
Evaluation timeframe	20 years

Table 2 - Assumptions Used To Determine ZREC-Based Grant Incentive

Incentive Blocks	Private Owners**		Public, Non-Profit and Affordable Housing Owners	
	≤ 100 kW _{AC}	>100 kW _{AC} ≤ 250 kW _{AC}	≤ 100 kW _{AC}	>100 kW _{AC} ≤ 250 kW _{AC}
ZREC Rate Cap ¹	\$.385/kWh	\$.350/kWh	\$.385/kWh	\$.350/kWh
Internal Rate of Return	9.320%	9.320%	4.500%	4.500%
Debt Interest Rate	8.000%	8.000%	4.500%	4.500%
Initial Debt Term	15 Years	15 Years	15 Years	15 Years
Debt to Total Cost Ratio	70.0%	70.0%	100.0%	100.0%
Federal Investment Tax Credit	30.000%	30.000%		
Combined Federal and State Income Tax	39.445%	39.445%		
Avoided Utility Rate	\$.1870/kWh	\$.1870/kWh	\$.1870/kWh	\$.1870/kWh
Avoided Utility Cost Inflation Rate	2.000%	2.000%	2.000%	2.000%
General Inflation Rate	2.500%	2.500%	2.500%	2.500%
Depreciation	50% Bonus, 5-year MACRS	50% Bonus, 5-year MACRS		
Class 1 REC Price	\$.01 per kWh	\$.01 per kWh	\$.01 per kWh	\$.01 per kWh

****Includes PPAs with not-for-profit entities**

Awarded grants will be disbursed in installments to the owner of the PV equipment based on PV Project milestones according to the schedule in Table 2 below. **Payments may not be assigned to a third party for any reason.**

Table 3 - Disbursement Schedule – Basic Grant

Milestone	Payment
Delivery of generating equipment to site	50%
Startup, commissioning, and inspection	40%
After six (6) months of successful operation	10%

The final grant payment will be made only if the system has produced at least seventy percent (70%) of the FAA's projected AC energy production during the first six (6) months of operation, as verified by production reports generated by on-site metering and a data acquisition system such as Fat Spaniel or equivalent.

¹ The ZREC rate cap is higher for systems up to 100 kW per Section 108 (b) (3) of PA 11-80.

Additionally, the final grant payment will not be made until actual job creation information has been submitted. With the final payment request the Applicant must submit job information for all employees working directly on the installation of the renewable energy generating system. The Applicant will be responsible for collecting all relevant data to satisfy this requirement. Requisite information includes:

- New employees hired to complete the PV Project
- Employee job classifications, for example:
 - Electrician
 - Plumber
 - Design Engineer
- If applicable, employee license type, for example:
 - Journeyman Plumber (P-2)
 - Master Electrician (E-1)
 - Home Improvement Contractor (HIC)
- Hours worked per employee
- Hourly wages per employee

The actual job creation information will be compared to the estimated job creation information submitted in Form E of the Application. As a development agency for the State of Connecticut CEFIA will be collecting job creation information to gauge the effectiveness of development programs in Connecticut.

Section 5 - Change Orders

If an Applicant is selected by the Board for a grant award, no changes to the Application will be permitted, unless the change is required due to documented unavailability of key equipment (e.g., PV modules, inverters) and the change results in no significant change ($<\pm 5\%$) in the PV Project scope, cost or schedule.

No other circumstances may trigger a change order. If a change order is required, the Applicant must submit to CEFIA the following documentation:

- Updated Application Forms A, B and C
- Updated site plan
- Updated electrical one-line drawing
- Letter from Applicant, signed by both the Applicant and the PV Project developer/contractor, explaining the circumstances and nature of the change order.

Any changes to PV Project scope other than the above will require reapplication at a future date.

Section 6 - Terms and Conditions of CEFIA Financing

Applicants accepting a grant award must be willing to accept terms and conditions substantially similar to those found below. **An FAA detailing the terms and conditions of the award is expected to be negotiated and executed within ninety (90) days of award notification, after which time the financing offer from CEFIA may be retracted if an FAA has not been executed.** An outline of the basic terms and conditions of CEFIA financing is provided below.

No Commitment; Reserved Rights

This program is not an offer. Neither this program nor any subsequent discussion shall give rise to any commitment on the part of CEFIA or confer any rights on any Applicant unless and until a binding written FAA is executed by CEFIA and the Applicant. CEFIA reserves the right to reject any or all Applications; waive defects or irregularities in any Application; enter into discussions with selected Applicants; discontinue discussions with any Applicant at any time and for any reason; correct inaccurate awards; change the timing or sequence of activities related to this program; modify, suspend or cancel this program; and condition, modify or otherwise limit awards pursuant to this program.

Applicant's Costs

The Applicant shall bear all costs associated with the preparation of its Application, any related investigative or due diligence activities and any resulting discussions or negotiations.

Applicant Representations

By responding to this program, the Applicant shall be deemed to have represented and warranted: (1) that the Applicant's Application is not made in connection with any competing Applicant submitting a separate response to the program and is in all respects fair and without collusion or fraud; provided, that this requirement shall not be construed to prohibit any person or entity from being involved in more than one project or Application; (2) that the Applicant did not participate in the program development process; (3) that no Board member, consultant to CEFIA or employee of CEFIA participated directly or indirectly in the Applicant's response preparation; (4) that the Applicant has not been convicted of bribery or attempting to bribe a public official or employee of the state, has not been disqualified for contract awards by any agency of the state and is not in default under any contract with an agency of the state; (5) that the Applicant has not provided any gift or benefit to any state official or employee having direct influence over the evaluation of this proposal; (6) that the Applicant has disclosed all affiliates, partnerships and relationships; and (7) that the information contained in the Application is true, accurate and complete and includes all information necessary to ensure that the statements therein are not misleading.

Freedom of Information Act and Confidential Material

CEFIA is a "public agency" for purposes of the Connecticut Freedom of Information Act (FOIA). Accordingly, upon receipt at CEFIA's office, the Application, the request for financial assistance, and any files or documents associated with this Application, including e-mails or other electronic files, will be considered a public record and will be subject to disclosure under FOIA. Under C.G.S. §1-210(b), FOIA includes exemptions for, among other things, "trade secrets" and "commercial or financial information given in confidence, not required by statute." Only the particular information falling within a statutory exemption can be withheld by

CEFIA if CEFIA receives a FOIA request that encompasses a particular proposal or request for financial assistance.

All Applicants submitting responses to this program must specifically identify particular sentences, paragraphs, pages, sections or exhibits it claims are confidential and should be exempt, and provide these confidential materials in a separate sealed envelope clearly marked "Confidential." All Application materials not placed in a separate, sealed envelope clearly marked as confidential will not be treated as confidential and will be made available for public view upon an FOIA request. Applicants may not submit the entire program response marked as confidential.

The Applicant must also provide a statement of the basis for each claim of exemption. It will not be sufficient to state generally that the proposal is proprietary or confidential in nature and not, therefore, subject to release to third parties. A convincing explanation and rationale sufficient to justify each exemption consistent with C.G.S. § 1-210(b) must be provided.

Further, Applicants should be aware:

- (i) CEFIA has no obligation to notify any Applicant of any FOIA request received by CEFIA, although it may make an effort to do so;
- (ii) CEFIA may disclose materials claimed to be exempt if in its judgment such materials do not appear to fall within a statutory exemption;
- (iii) CEFIA may in its discretion notify Applicants of FOIA requests and/or of complaints made to the Freedom of Information Commission concerning items for which an exemption has been claimed, but CEFIA has no obligation to initiate, prosecute or defend any legal proceeding or to seek to secure any protective order or other relief to prevent disclosure of any information pursuant to an FOIA request;
- (iv) the Applicant will have the burden of establishing the availability of any FOIA exemption in any such legal proceeding; and
- (v) in no event shall CEFIA or any of its officers, directors or employees have any liability for the disclosure of documents or information in CEFIA's possession where CEFIA, or such officer, director or employee in good faith believes the disclosure to be required under FOIA or other law.

In the event of a public records request for an Application, CEFIA may request from the Applicant a version of such Application from which all information for which an FOIA exemption has been claimed has been redacted. By submitting such an Application, the Applicant agrees to provide such a redacted version upon request by CEFIA.

Use of Information and Ownership of Work Product

Except for information falling within a statutory FOIA exemption as described in the section above dealing with the FOIA, CEFIA is not restricted in its right to use or disclose any or all of the information contained in any Application and can do so without compensation to the

Applicant, notwithstanding any language in the Application to the contrary. Except as otherwise expressly provided in an agreement with CEFIA, all work products developed under a contract awarded as a result of this program shall be the sole property of CEFIA.

State Contracting Requirements

This program and any FAA awarded pursuant to this program shall be subject to and incorporate all applicable legal requirements arising under federal or state law, including applicable state statutes and Executive Orders relating to maintenance and examination of records, nondiscrimination, sexual discrimination, the Americans with Disabilities Act, violence in the workplace and whistleblower protection. A more complete description of such state contracting requirements is available on request directed to CEFIA in accordance with the communications protocol set forth above.

PV Project Operation

The Applicant is required to operate the PV Project for the “financeable life” of the equipment, which is assumed to be fifteen (15) years for solar PV. Language will be incorporated into the FAA allowing temporary cessation of operation if it can be documented that continued operation would cause significant economic hardship.

Term of FAA

The term of the FAA will be fifteen (15) years.

PV Project Characteristics

In addition to the funding terms discussed above, successful Applicants will be required to:

- Operate the equipment in Connecticut for the duration of the FAA.
- Make available, in real time, via a publicly accessible web link, downloadable operating and historical data from the PV Project, through an energy monitoring system for all installations.
- Provide CEFIA with reasonable access to the site.
- Show proof of contractor, subcontractor and Applicant/Customer Site’s insurance policies evidencing a minimum of \$1,000,000 liability insurance coverage.
- Insure the equipment and list CEFIA as an additional loss payee.
- Repay the total grant amount from the date of disbursement in the event of a default.
- Provide prominent and visible signage at the PV Project site and acknowledgment in any and all of the customer and owner’s promotional materials recognizing CEFIA’s contribution to the PV Project in a form acceptable to CEFIA.
- Meet certain standards that include documentation, operational, warranty and hardware requirements.

The details of these requirements can be found in the sample FAAs posted on the CEFIA Web site at www.ctcleanenergy.com/bestofclass.



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

On-site Renewable Distributed Generation Program

Round 2 Project Recommendations

**<100 kW PV Best of Class, Public Buildings and
Affordable Housing Competitive RFP**

Name: Dale Hedman

Date: July 23, 2012

Project Recommendation Summary



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

Total # of Projects Evaluated – 22

Recommended Solar PV Projects – 10

Conditional Recommendation Solar PV Projects – 2

Total Recommended Project per kWstc – 533.8

Total Recommended Project Cost - \$2.435 million

Recommended Project Average Cost per kWstc - \$4,436

Total Recommended Project Incentive - \$1.157 million

Total Recommended Project Incentive per kWstc – \$2,018

Recommended Project Incentive to Total Project Cost – 45.1%

Recommended Projects scored above 53 points out of 100

Conditional Recommended Projects



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

- ▶ **Scored above 60 points out of 100 (Not-For-Profit PPA's)**
 - ▶ Coventry – 61.5
 - ▶ Glastonbury – 63.0
- ▶ **Total installed cost per kW (w/ REC purchase)**
 - ▶ Coventry - \$4,410 (Not-For-Profit PPA's)
 - ▶ Glastonbury - \$5,484 (Not-For-Profit PPA's)
- ▶ **Ratio of CEFIA grant to total installed cost (w/ REC purchase)**
 - ▶ Coventry – 54.0%
 - ▶ Glastonbury – 56.2%
- ▶ **Estimated ZREC equivalent price**
 - ▶ Coventry – \$279.90
 - ▶ Glastonbury – \$238.80

OSDG PV Evaluation Summary

Recommended Projects Less than 100 kW (Competitive RFP)



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

Recommended Projects - Evaluation Summary (Less than or Equal to 100 kW_{AC})

Project Name	Business Type	Type of System Owner	REC Ownership Option	CEFIA Grant Value as ZRECs	kW _{STC}	Total Cost	Cost per kW _{STC}	CEFIA Grant Recommendation	CEFIA Cum Grant Recommendation	CEFIA Grant per kW _{STC}	Ratio of CEFIA Grant to Cost	Total Pts
South Kent School	School District	Purchase	Sell to CEFIA	\$144.73	102.1	\$387,946	\$3,800	\$182,558	\$182,558	\$1,788	47.1%	70.0
Evolution Sails	For-profit	Purchase	Sell to CEFIA	\$125.41	20.7	\$79,000	\$3,816	\$24,132	\$206,690	\$1,166	30.5%	56.0
Unitarian Universalist Society East	Religious organization	Purchase	Sell to CEFIA	\$191.94	13.0	\$51,286	\$3,945	\$28,832	\$235,522	\$2,218	56.2%	71.5
Fox Hopyard Golf Course	For-profit	Purchase	Retire	\$177.87	26.3	\$104,798	\$3,981	\$28,958	\$264,480	\$1,100	27.6%	59.5
Tia May McCall / Polywogs Child Development Center	For-profit	Purchase	Sell to CEFIA	\$106.22	20.7	\$90,000	\$4,348	\$22,208	\$286,688	\$1,073	24.7%	53.5
AHM Youth and Family Services, Inc.	Not-for-profit	Purchase	Sell to CEFIA	\$372.22	11.3	\$49,632	\$4,400	\$28,104	\$314,792	\$2,491	56.6%	54.5
Amity Teen Center	NOT-FOR-profit	Purchase	Sell to CEFIA	\$165.51	12.0	\$53,222	\$4,450	\$23,392	\$520,134	\$1,956	44.0%	54.5
Farmington Woods District	Condominium association	Purchase	Sell to CEFIA	\$268.80	28.2	\$127,629	\$4,526	\$66,241	\$586,375	\$2,349	51.9%	55.5
Lake Garda Elementary School	School District	PPA	Sell to CEFIA	\$298.69	76.4	\$362,300	\$4,740	\$192,765	\$779,140	\$2,522	53.2%	66.5
Common Ground - New Haven Ecology Project	School District	Purchase	Retain	\$176.89	74.3	\$395,500	\$5,327	\$155,200	\$934,340	\$2,090	39.2%	64.0
Coventry Public Works Garage	Municipality	PPA	Sell to CEFIA	\$279.92	76.4	\$337,100	\$4,410	\$181,950	\$496,742	\$2,380	54.0%	61.5
Glastonbury Vehicle Maintenance Garage	Municipality	PPA	Sell to CEFIA	\$359.99	72.4	\$396,900	\$5,484	\$222,897	\$1,157,237	\$3,080	56.2%	63.0
Total Recommended				\$222.35	533.8	\$2,435,313	\$4,436	\$1,157,237	\$5,964,694	\$2,018	45.1%	60.8

Note: Projects in Yellow are conditional recommendations

OSDG PV Evaluation Summary

Not Recommended Projects Less than 100 kW (Competitive RFP)



CLEAN ENERGY
FINANCE AND INVESTMENT AUTHORITY

Not Recommended Projects - Evaluation Summary (Less than or Equal to 100 kW_{AC})

Project Name	Business Type	Type of System Owner	REC Ownership Option	CEFIA Grant Value as ZRECs	kW _{STC}	Total Cost	Cost per kW _{STC}	CEFIA Grant Recommendation	CEFIA Cum Grant Recommendation	CEFIA Grant per kW _{STC}	Ratio of CEFIA Grant to Cost	Total Pts
Duncklee, Inc.	For-profit	Purchase	Sell to CEFIA	\$201.88	16.8	\$68,368	\$4,070	\$29,518	\$29,518	\$1,757	43.2%	58.5
KLSD, LLC	For-profit	Purchase	Retain	\$322.30	88.2	\$418,285	\$4,742	\$219,400	\$248,918	\$2,488	52.5%	58.5
Hillside Equestrian Meadows	For-profit	Purchase	Sell to CEFIA	\$256.87	13.7	\$66,704	\$4,882	\$32,178	\$281,096	\$2,355	48.2%	50.0
B. United International Inc.	For-profit	Purchase	Sell to CEFIA	\$370.64	57.6	\$288,000	\$5,000	\$155,085	\$436,181	\$2,692	53.8%	60.5
Louis Astorino Ice Arena	Municipality	PPA	Sell to CEFIA	\$298.69	74.9	\$432,152	\$5,771	\$239,366	\$675,547	\$3,197	55.4%	53.0
1621 State Street LLC	For-profit	Purchase	Sell to CEFIA	\$313.94	21.4	\$128,310	\$6,000	\$56,833	\$732,380	\$2,658	44.3%	50.0
Connecticut Science Center	For-profit	PPA	Sell to CEFIA	\$380.97	65.0	\$398,050	\$6,124	\$264,395	\$996,775	\$4,068	66.4%	43.0
Pleasant View Farm, Inc.	For-profit	Purchase	Sell to CEFIA	\$338.56	36.7	\$227,787	\$6,214	\$108,586	\$1,105,361	\$2,962	47.7%	45.5
Stevens Ford	For-profit	Purchase	Sell to CEFIA	\$370.65	62.04	\$400,000	\$6,447	\$226,715	\$1,332,076	\$3,654	56.7%	40.5
Stonington Congregation of Jehovah's Witnesses	Religious organization	Purchase	Sell to CEFIA	\$262.70	18.3	\$102,000	\$5,565	\$60,010	\$1,392,086	\$3,274	58.8%	54.5
Total Not Recommended				\$3,117.22	454.6	\$2,529,656	\$5,481	\$1,392,086	\$7,229,938	\$2,910	52.7%	51.4



Recommended Projects



Host	South Kent School
Business	School District
Type of System Owner	Purchase
City/Town of Host	South Kent
Installer	Real Goods Solar
Ranking and Score	1 – 70.0
System Size (kW STC)	102.1
Design Factor	97.14%
Estimated 1 st Year Generation (kWh)	116,398
Generation as % of Annual Usage (kWh)	69.03%
Total System Cost	\$387,946
Cost / kW STC	\$3,800
Grant Recommendation and Simple Payback	\$182,558 – 12.8 years
Grant Recommendation as % of Total Cost	47.1%
Grant Recommendation ZREC Equivalent (per kWh)	\$144.70
Requested Grant ZREC Equivalent (per kWh)	\$171.70



Host	Evolution Sails
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	Old Mystic
Installer	Shoreline Greenpower
Ranking and Score	2 – 56.0
System Size (kW STC)	20.7
Design Factor	92.06%
Estimated 1 st Year Generation (kWh)	23,130
Generation as % of Annual Usage (kWh)	81.05%
Total System Cost	\$79,000
Cost / kW STC	\$3,816.43
Grant Recommendation and Simple Payback	\$24,132 – 8.2 years
Grant Recommendation as % of Total Cost	30.5%
Grant Recommendation ZREC Equivalent (per kWh)	\$125.40
Requested Grant ZREC Equivalent (per kWh)	\$336.80



Host	Unitarian Universalist Society East
Business	Religious organization
Type of System Owner	Purchase
City/Town of Host	Manchester
Installer	Real Goods Solar
Ranking and Score	3 – 71.5
System Size (kW STC)	13.0
Design Factor	93.35%
Estimated 1 st Year Generation (kWh)	13,752
Generation as % of Annual Usage (kWh)	28.0%
Total System Cost	\$51,286
Cost / kW STC	\$3,945.08
Grant Recommendation and Simple Payback	\$28,838 – 7.5 years
Grant Recommendation as % of Total Cost	56.23%
Grant Recommendation ZREC Equivalent (per kWh)	\$191.90
Requested Grant ZREC Equivalent (per kWh)	\$260.40



Host	Fox Hopyard Golf Course
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	East Haddam
Installer	Sandri Energy
Ranking and Score	4 – 59.5
System Size (kW STC)	26.325
Design Factor	100.66% (tracker)
Estimated 1 st Year Generation (kWh)	28,907
Generation as % of Annual Usage (kWh)	73.44%
Total System Cost	104,798
Cost / kW STC	\$3,980.93
Grant Recommendation and Simple Payback	\$39,600 – 7.8 years
Grant Recommendation as % of Total Cost	37.78%
Grant Recommendation ZREC Equivalent (per kWh)	\$177.90
Requested Grant ZREC Equivalent (per kWh)	\$130.10



Host	Tia May McCall / Polywogs Child Dev. Center
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	North Stonington
Installer	Shoreline Greenpower
Ranking and Score	5 – 53.5
System Size (kW STC)	20.7
Design Factor	98.8%
Estimated 1 st Year Generation (kWh)	24,821
Generation as % of Annual Usage (kWh)	77.88%
Total System Cost	\$90,000
Cost / kW STC	\$4,347.83
Grant Recommendation and Simple Payback	\$22,208 – 8.3 years
Grant Recommendation as % of Total Cost	24.67%
Grant Recommendation ZREC Equivalent (per kWh)	\$106.20
Requested Grant ZREC Equivalent (per kWh)	\$313.90



Host	AHM Youth and Family Services, Inc.
Business	Not-for-profit
Type of System Owner	Purchase
City/Town of Host	Hebron
Installer	Sunlight Solar
Ranking and Score	6 – 54.5
System Size (kW STC)	11.28
Design Factor	96.98%
Estimated 1 st Year Generation (kWh)	12,354
Generation as % of Annual Usage (kWh)	26.53%
Total System Cost	\$49,632
Cost / kW STC	\$4,400
Grant Recommendation and Simple Payback	\$28,104 – 14.5
Grant Recommendation as % of Total Cost	59.62%
Grant Recommendation ZREC Equivalent (per kWh)	\$372.20
Requested Grant ZREC Equivalent (per kWh)	\$372.20



Host	Amity Teen Center
Business	Not-for-profit
Type of System Owner	Purchase
City/Town of Host	Woodbridge
Installer	Ross Solar
Ranking and Score	7 – 54.5
System Size (kW STC)	11.96
Design Factor	91.32%
Estimated 1 st Year Generation (kWh)	12,840
Generation as % of Annual Usage (kWh)	45.98
Total System Cost	\$53,222
Cost / kW STC	\$4,450
Grant Recommendation and Simple Payback	\$23,392 – 14.4 years
Grant Recommendation as % of Total Cost	43.95%
Grant Recommendation ZREC Equivalent (per kWh)	\$165.50
Requested Grant ZREC Equivalent (per kWh)	\$277.10



Host	Farmington Woods District
Business	Condominium association
Type of System Owner	Purchase
City/Town of Host	Avon
Installer	Real Goods Solar
Ranking and Score	8 – 55.5
System Size (kW STC)	28.2
Design Factor	97.79%
Estimated 1 st Year Generation (kWh)	30,829
Generation as % of Annual Usage (kWh)	37.22%
Total System Cost	\$127,629
Cost / kW STC	\$4,525.85
Grant Recommendation and Simple Payback	\$66,241 – 6.8 years
Grant Recommendation as % of Total Cost	51.90%
Grant Recommendation ZREC Equivalent (per kWh)	\$268.80
Requested Grant ZREC Equivalent (per kWh)	\$385.40



Host	Lake Garda Elementary School
Business	School district
Type of System Owner	PPA
City/Town of Host	Burlington
Installer	DBS Energy
Ranking and Score	9 – 66.5
System Size (kW STC)	76.44
Design Factor	95.19%
Estimated 1 st Year Generation (kWh)	81,033
Generation as % of Annual Usage (kWh)	18.83%
Total System Cost	\$362,300
Cost / kW STC	\$4,739.66
Grant Recommendation and Simple Payback	\$192,765 – 6.34 years
Grant Recommendation as % of Total Cost	53.21%
Grant Recommendation ZREC Equivalent (per kWh)	\$298.70
Requested Grant ZREC Equivalent (per kWh)	\$202.10



Host	Common Ground High School
Business	School district
Type of System Owner	Purchase
City/Town of Host	New Haven
Installer	Westport Solar Consultants
Ranking and Score	10 – 64.0
System Size (kW STC)	74.250
Design Factor	97.97%
Estimated 1 st Year Generation (kWh)	84,248
Generation as % of Annual Usage (kWh)	71.27%
Total System Cost	\$395,500
Cost / kW STC	\$5,326.59
Grant Recommendation and Simple Payback	\$155,200 – 10.6 years
Grant Recommendation as % of Total Cost	39.24%
Grant Recommendation ZREC Equivalent (per kWh)	\$176.90
Requested Grant ZREC Equivalent (per kWh)	\$254.40



Host	Coventry Public Works Garage
Business	Municipality
Type of System Owner	PPA
City/Town of Host	Coventry
Installer	DBS Energy
Ranking and Score	11 – 61.5
System Size (kW STC)	76.4
Design Factor	95.28%
Estimated 1 st Year Generation (kWh)	81,436
Generation as % of Annual Usage (kWh)	15.30%
Total System Cost	\$337,100
Cost / kW STC	\$4,412.30
Grant Recommendation and Simple Payback	\$181,950 – 6.3 years
Grant Recommendation as % of Total Cost	53.98%
Grant Recommendation ZREC Equivalent (per kWh)	\$279.90
Requested Grant ZREC Equivalent (per kWh)	\$168.80



Host	Glastonbury Vehicle Maintenance Garage
Business	Municipality
Type of System Owner	PPA
City/Town of Host	Glastonbury
Installer	Solar City
Ranking and Score	12 – 63.0
System Size (kW STC)	72.380
Design Factor	95.69%
Estimated 1 st Year Generation (kWh)	78,184
Generation as % of Annual Usage (kWh)	60.85%
Total System Cost	\$396,900
Cost / kW STC	\$5,483.56
Grant Recommendation and Simple Payback	\$222,897 – 5.8 years
Grant Recommendation as % of Total Cost	56.16%
Grant Recommendation ZREC Equivalent (per kWh)	\$360.00
Requested Grant ZREC Equivalent (per kWh)	\$238.80



Projects Not Recommended



Host	Duncklee, Inc.
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	Stonington
Installer	Bonner Electric
Ranking and Score	13 – 58.5
System Size (kW STC)	16.8
Design Factor	88.55%
Estimated 1 st Year Generation (kWh)	18,105
Generation as % of Annual Usage (kWh)	96.92%
Total System Cost	\$68,368
Cost / kW STC	\$4,070
Grant Recommendation and Simple Payback	\$29,518.7 - years
Grant Recommendation as % of Total Cost	43.2%
Grant Recommendation ZREC Equivalent (per kWh)	\$201.88
Requested Grant ZREC Equivalent (per kWh)	\$302.10



Host	KLSD, LLC
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	Middletown
Installer	Consulting Engineering Services
Ranking and Score	14 – 58.5
System Size (kW STC)	88.2
Design Factor	91.43%
Estimated 1 st Year Generation (kWh)	88,387
Generation as % of Annual Usage (kWh)	37.94%
Total System Cost	\$418,285
Cost / kW STC	\$4,742.46
Grant Recommendation and Simple Payback	\$213,400 – 6.2 years
Grant Recommendation as % of Total Cost	52.5%
Grant Recommendation ZREC Equivalent (per kWh)	\$332.30
Requested Grant ZREC Equivalent (per kWh)	\$385.00



Host	Hillside Equestrian Meadows
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	Wolcott
Installer	AllGreenIT
Ranking and Score	15 – 50.0
System Size (kW STC)	13.7
Design Factor	98.635%
Estimated 1 st Year Generation (kWh)	15,619
Generation as % of Annual Usage (kWh)	75.64%
Total System Cost	\$66,704
Cost / kW STC	\$4,482
Grant Recommendation and Simple Payback	\$32,178 – 7.0 years
Grant Recommendation as % of Total Cost	48.2%
Grant Recommendation ZREC Equivalent (per kWh)	\$256.87
Requested Grant ZREC Equivalent (per kWh)	\$554.50



Host	B. United International, Inc.
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	Oxford
Installer	Sunlight Solar Energy
Ranking and Score	16 – 60.5
System Size (kW STC)	57.6
Design Factor	73.69%
Estimated 1 st Year Generation (kWh)	49,839
Generation as % of Annual Usage (kWh)	76.44%
Total System Cost	\$288,000
Cost / kW STC	\$5,000
Grant Recommendation and Simple Payback	\$155,085 – 7.5 years
Grant Recommendation as % of Total Cost	53.8%
Grant Recommendation ZREC Equivalent (per kWh)	\$370.64
Requested Grant ZREC Equivalent (per kWh)	\$414.60



Host	Louis Astorino Ice Arena
Business	Municipality
Type of System Owner	PPA
City/Town of Host	Hamden
Installer	Power Point Energy
Ranking and Score	17 – 53.0
System Size (kW STC)	74.9
Design Factor	89.79%
Estimated 1 st Year Generation (kWh)	78,690
Generation as % of Annual Usage (kWh)	9.68%
Total System Cost	\$432,152
Cost / kW STC	\$5,771
Grant Recommendation and Simple Payback	\$239,366 – 6.7 years
Grant Recommendation as % of Total Cost	55.4%
Grant Recommendation ZREC Equivalent (per kWh)	\$298.69
Requested Grant ZREC Equivalent (per kWh)	\$228.20



Host	1621 State Street, LLC
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	New Haven
Installer	Sunlight Solar Energy
Ranking and Score	18 – 50.0
System Size (kW STC)	21.4
Design Factor	92.62%
Estimated 1 st Year Generation (kWh)	22,776
Generation as % of Annual Usage (kWh)	65.59%
Total System Cost	\$128,310
Cost / kW STC	\$6,000
Grant Recommendation and Simple Payback	\$56,833 – 7.1 years
Grant Recommendation as % of Total Cost	44.3%
Grant Recommendation ZREC Equivalent (per kWh)	\$313.94
Requested Grant ZREC Equivalent (per kWh)	\$352.90



Host	Connecticut Science Center
Business	For-profit
Type of System Owner	PPA
City/Town of Host	Hartford
Installer	DBS Energy
Ranking and Score	19 – 43.0
System Size (kW STC)	65.0
Design Factor	63.58%
Estimated 1 st Year Generation (kWh)	46,055
Generation as % of Annual Usage (kWh)	11.54%
Total System Cost	\$398,050
Cost / kW STC	\$6,124
Grant Recommendation and Simple Payback	\$264,395 – 20+ years
Grant Recommendation as % of Total Cost	66.4%
Grant Recommendation ZREC Equivalent (per kWh)	\$380.97
Requested Grant ZREC Equivalent (per kWh)	\$363.70



Host	Pleasant View Farms
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	Somers
Installer	Pure Point Energy
Ranking and Score	20 – 45.5
System Size (kW STC)	36.7
Design Factor	95.41%
Estimated 1 st Year Generation (kWh)	40,441
Generation as % of Annual Usage (kWh)	77.58%
Total System Cost	\$227,787
Cost / kW STC	\$6,214
Grant Recommendation and Simple Payback	\$108,586 - 6.8 years
Grant Recommendation as % of Total Cost	47.7%
Grant Recommendation ZREC Equivalent (per kWh)	\$338.56
Requested Grant ZREC Equivalent (per kWh)	\$377.40



Host	Stevens Ford
Business	For-profit
Type of System Owner	Purchase
City/Town of Host	Milford
Installer	Pure Point Energy
Ranking and Score	21 – 40.5
System Size (kW STC)	62.04
Design Factor	89.13%
Estimated 1 st Year Generation (kWh)	61,423
Generation as % of Annual Usage (kWh)	24.37%
Total System Cost	\$400,000
Cost / kW STC	\$6,447
Grant Recommendation and Simple Payback	\$226,715 – 10.6 years
Grant Recommendation as % of Total Cost	56.7%
Grant Recommendation ZREC Equivalent (per kWh)	\$370.65
Requested Grant ZREC Equivalent (per kWh)	\$382.30



Host	Stonington Congregation of Jehovah's Witnesses
Business	Religious organization
Type of System Owner	Purchase
City/Town of Host	Stonington
Installer	Tuscany Design Build
Ranking and Score	22 – 54.5
System Size (kW STC)	18.3
Design Factor	93.03%
Estimated 1 st Year Generation (kWh)	20,556
Generation as % of Annual Usage (kWh)	106.59%
Total System Cost	\$102,000
Cost / kW STC	\$5,565
Grant Recommendation	\$60,010
Grant Recommendation as % of Total Cost	58.8%
Grant Recommendation ZREC Equivalent (per kWh)	\$262.70
Requested Grant ZREC Equivalent (per kWh)	\$227.90



Memo

To: Deployment Committee
From: Dale Hedman
dale.hedman@ctcleanenergy.com
CC: Bryan Garcia
Date: July 17, 2012
Re: OSDG RPF Solar PV >100kW <=250kW Project Grant Recommendations
– PV Project Grant Award Corrections

At the May 2, 2012 Deployment Committee meeting of the CEFIA Board of Directors, the committee approved grant awards for seven (7) commercial solar PV projects. The grant awards for six (6) of the seven projects opted to sell the Renewable Energy Credits (RECs) generated by their systems to CEFIA. Staff did not include the additional grant amount for the purchase of RECs from these six systems in the resolution approving their grants. The additional grant amount for the purchase of the RECs for these systems is the net present value of RECs generated over fifteen (15) years at \$.01 per kWh. The table below shows the additional grant for the purchase of RECs.

Project	Additional Grant for RECs
Galleria Design Center	\$18,638
Firestone Building Products	\$9,653
Lake Gallard (RWA)	\$22,918
RHAM District School 8	\$13,844
Eagle Leasing Company	\$11,515

John C. Mead School	\$20,590
Total	\$97,158

The staff's recommendations that the Deployment Committee approve the addition grant award to the projects in the above table for CEFIA's purchase of their RECs. See proposed resolution below.

RESOLVED:

(1) that the Deployment Committee, a committee of the Board of Directors of the Clean Energy Finance and Investment Authority (CEFIA), has determined that the purchase of Renewable Energy Credits (RECs) for the solar PV projects listed below (Projects), are consistent with the CEFIA Comprehensive Plan and in the interests of ratepayers, and that funding be approved in an amount not-to-exceed as listed below for the purchase of RECs generated by the Projects. Said Grants are contingent upon sufficient funds being available to CEFIA for the purpose of funding renewable energy projects under CEFIA's On-site Renewable Distributed Generation Program or other CEFIA installed capacity programs:

Project	Additional Grant for RECs
Galleria Design Center	\$18,638
Firestone Building Products	\$9,653
Lake Gallard (RWA)	\$22,918
RHAM District School 8	\$13,844
Eagle Leasing Company	\$11,515
John C. Mead School	\$20,590
Total	\$97,158

- (2) that if sufficient funds are available to fund the purchase of RECs generated by the Projects, then the President of CEFIA; and any other duly authorized officer of CEFIA, is authorized to execute and deliver for, and on behalf CEFIA, not later than October 31, 2012 any contract or other legal instrument necessary to effect the Grant on such terms and conditions as he or she shall deem to be in the interests of CEFIA and the ratepayers, in conformance with the wishes of the CEFIA Board, and in conformance with Section XI of the operating procedures of CEFIA. The authorized officer's approval thereof is hereby authorized to be conclusively evidenced by the execution and delivery of said legal instrument; and
- (3) that the proper CEFIA officers are authorized and empowered to do all other acts and execute and deliver all other documents as they shall deem necessary and desirable to effect the above-mentioned legal instrument.