

# COMMUNITY SOLAR: THE REALITIES—AND THEN SOME

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Michigan Public Service Commission  
January 24, 2019



# VICTORY!



**EAST LANSING SOLAR PARK GOES LIVE**

**DECEMBER 28, 2018**

# REALITY!

Delivered

Today 1:19 PM

Hi John. FYI The  
portopotty is still  
there. [REDACTED]  
the [REDACTED]  
[REDACTED]  
[REDACTED] it was  
[REDACTED] Someone  
may still be paying  
for it. [REDACTED]



iMessage



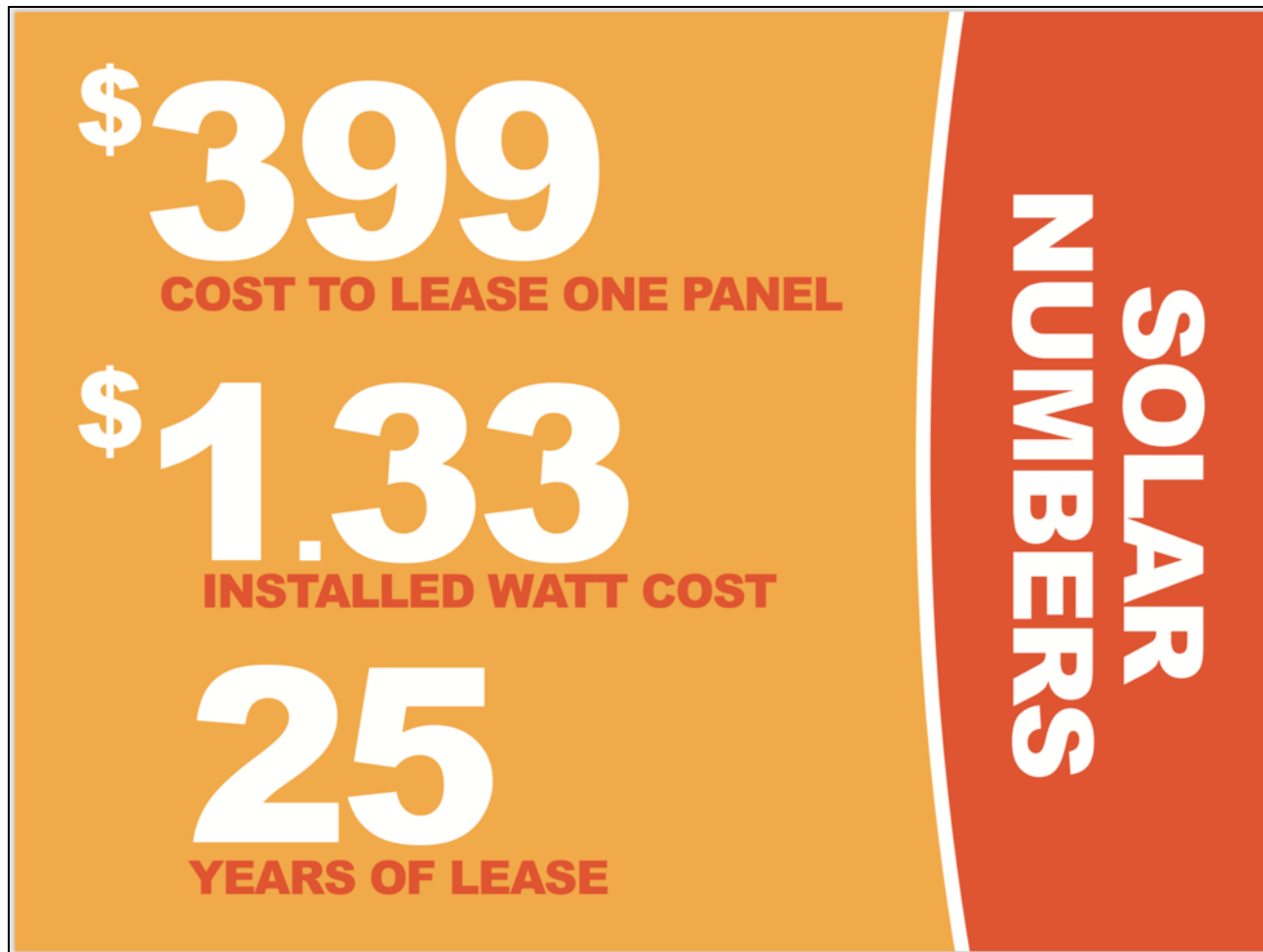
# TOPICS

- Market Feasibility
- Rate Design
- Financing I
- Program Design
- Community Engagement
- Sales
- Financing II
- Legal
- Construction
- Operations and Maintenance
- Value-Addeds
- Growing Community Solar in Michigan
- Discussion: For Want of a Nail

# MARKET FEASIBILITY

**87%**

# RATE DESIGN



A graphic with an orange background and a red curved banner on the right side. The banner contains the text 'SOLAR NUMBERS' in white, oriented vertically. On the orange background, there are three lines of text: '\$399' with 'COST TO LEASE ONE PANEL' below it, '\$1.33' with 'INSTALLED WATT COST' below it, and '25' with 'YEARS OF LEASE' below it. All numbers are in large white font, and the descriptions are in smaller red font.

**\$399**  
COST TO LEASE ONE PANEL

**\$1.33**  
INSTALLED WATT COST

**25**  
YEARS OF LEASE

**SOLAR  
NUMBERS**

# FINANCING I

“How big?”

“Three hundred kilowatts.”

“Three hundred megawatts?! In Michigan?!”

“Ki-lo-watts.”

“Seriously? We don’t touch anything below 10 megs.”



# PROGRAM DESIGN

A promotional banner for MI Community Solar. The banner has an orange header with the MI Community Solar logo on the left and a menu icon on the right. The main body features a blurred image of a diverse crowd of people. Overlaid on this image is the text 'SIMPLE. AFFORDABLE. LOCAL.' in large white letters, followed by a smaller line of text stating that community solar is available to all Lansing Board of Water & Light electric customers. The banner concludes with an orange footer containing the text 'MI Community Solar is Open for Business!' in white.

**MI**  
COMMUNITY  
SOLAR

**SIMPLE. AFFORDABLE. LOCAL.**

Community solar is available to all Lansing Board of Water & Light electric customers.

**MI Community Solar is Open for Business!**



# COMMUNITY ENGAGEMENT

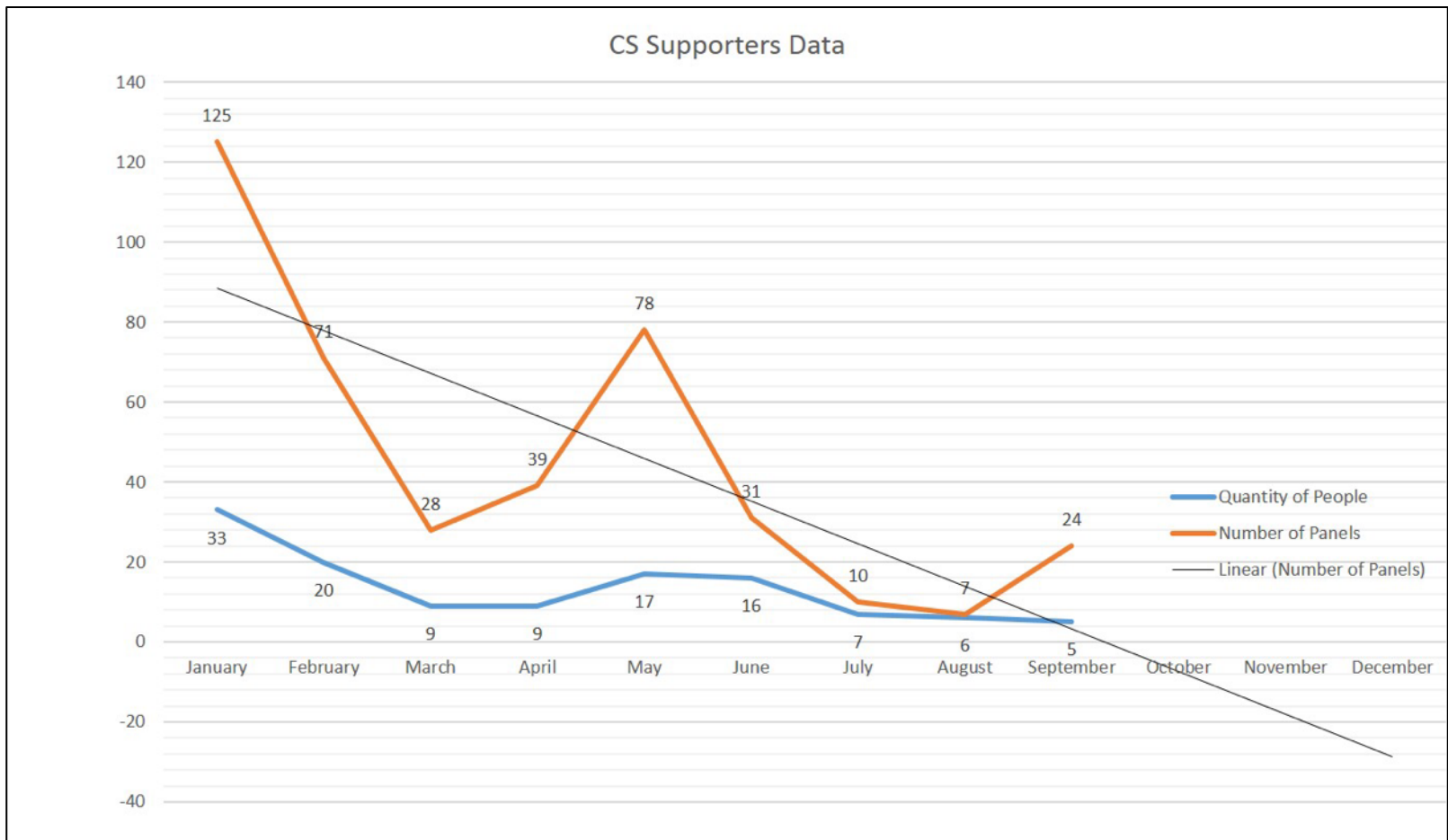
“I am leasing one panel for every grandchild. They are inheriting this world from us.”

—A Community Member

“You can call it a solar garden or a solar farm or a solar park. But do you know when I look at it [a site plan drawing] what I see? I see a solar prison.”

—A Community Member

# SALES



# FINANCING II

	A	B	C	D	E	F	G
48	Lease Agreement - Housing Urban Development			Kinch		working on it	9/20: Solution is to locate array off of HUD property
49	Lease Agreement - City of East Lansing	TRUE			Lease Agreement By and Between The City of East Lansing, a Michigan Municipal Corporation ("Landlord") and Community Energy Options, a Michigan LLC ("Tenant") dated July 17, 2018.	Term: 26 years from Rent Commencement Date Annual Rent: \$1.00 Frequency of Payment: Quarterly Construction has commenced without executed Utility Contract per section 5.5.3 Article 11 to be reviewed by legal - Eminent Domain. Prepay lease for the next 26 years. Review section 2.8 - [LEGAL REVIEW REQUIRED] SECTION 5.5.1 REFERS TO 300 kW FACILITY	
50	Schedule A - Legal Description of Property	TRUE		CEO		Ensure legal description aligns with ALTA and Title Commitment Find original site description	9/20: Changing due to new location on parcel 1, 10/15 likely but need to confirm
51	Schedule B - Site Plan			CEO		Incorporate Site Plan approval dated November 9, 2016 Find original site plan	10/15 likely but need to confirm
52	PV Watts II Data Prepared or Certified by Engineer			CEO	Refer to section 1.1.12		
53	Proof of Annual Rent Payments			CEO	Pursuant to article 4 of the Lease Agreement		
54	Landlord 5 day Written Notice			CEO	Refer to 5.5.3		
55	Consent to Assignment and Assumption of Solar Lease				Refer to section 12.1	not applicable	
56	Assignment and Assumption of Solar Lease					not applicable	
57	Estoppel Certificate				Refer to Article 17		
58	Memorandum of Lease				Refer to Articles 19		
59	Subordination Non-Disturbance Attornment Agreement ("SNDAs")						
60	Property Tax Abatement/ Exemption				Begin Period: 11/9/2016 End Period: 12/30/2026 Term: 10 years	Brian to provide update on current status, in motion	9/20: Kinch looking into
61	ALTA Survey				Preliminary ALTA Survey completed by Erick R Friestrom on July 11, 2018. Certified to Golder Associates, Inc.	Address indicates 2701 in lieu of 2705 per the building permit. Which is the correct address? Questions regarding R.O.W? Survey not based on title survey. Refer to survey notes - #7 Discuss #8 (survey notes) Certify to Dr. P's LLC	9/20: New location, new address? Parcel 1
	Title Search Summary				Title Search Summary	Reflects two parcels with two different	9/20: side-stepping partial ownership issue, 10/15

# LEGAL

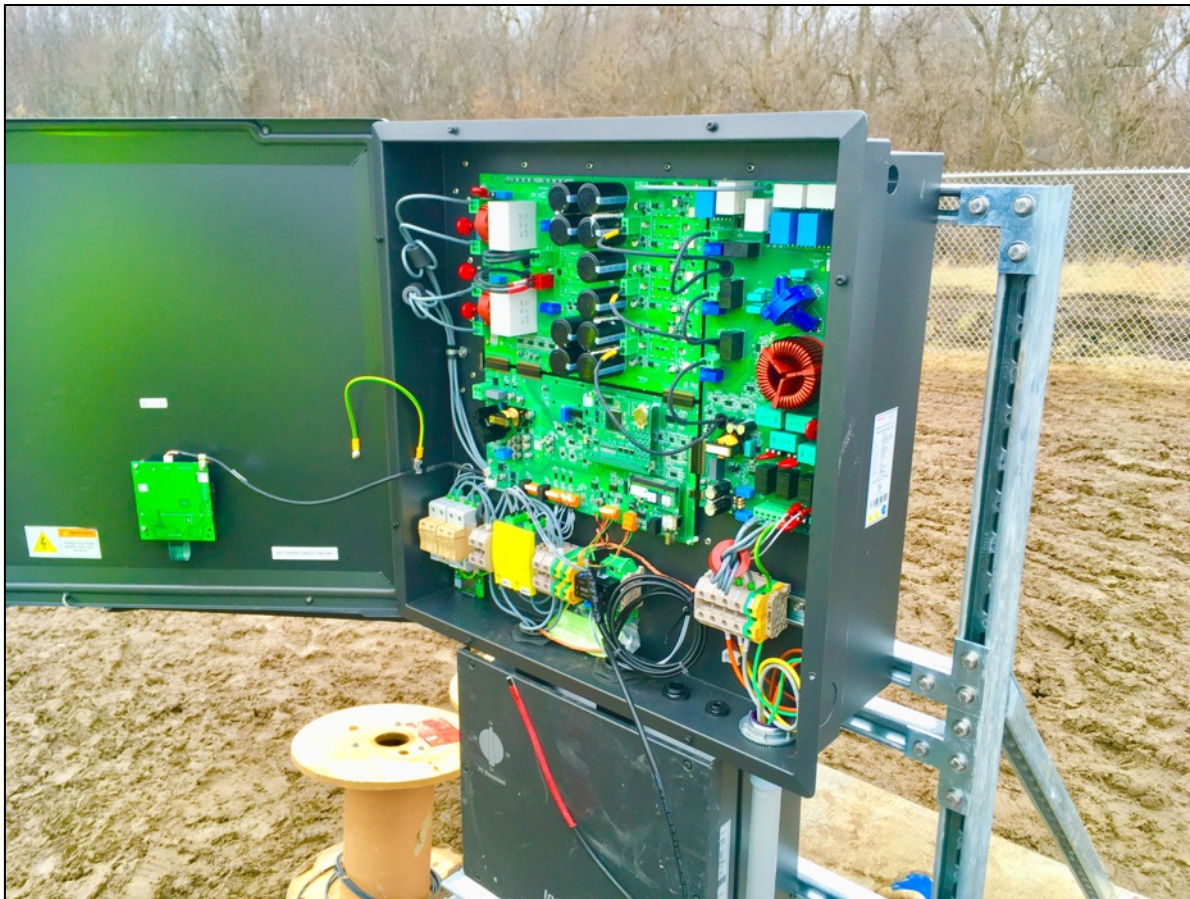


# CONSTRUCTION





# OPERATIONS AND MAINTENANCE



# VALUE-ADDED





# GROWING COMMUNITY SOLAR IN MI



# DISCUSSION AND QUESTIONS

“For the want of a nail the shoe was lost,  
For the want of a shoe the horse was lost,  
For the want of a horse the rider was lost,  
For the want of a rider the battle was lost,  
For the want of a battle the kingdom was lost,  
And all for the want of a horseshoe-nail.”

“For Want Of A Nail”  
(Origin: 13th Century Proverb)

# THANK YOU

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