

Minutes (*approved 3/25/15, 3-0*)
Public Forum on Municipal Solar Projects
Wayland Energy Initiatives Advisory Committee
Wednesday, March 18, 2015
8 p.m.
Large Hearing Room

Members present: Tom Sciacca, Anne Harris, Ellen Tohn, Harvey Michaels

Members absent: Bill Huss

Associate members present: Corinne Lenk, John Harper, Mike Staiti

Ex-Officio member: Ben Keefe

Also present: From Ameresco: Mike Zimmer, Project Manager; Luis Alegria, Sr. Project Engineer

The Energy Initiatives Advisory Committee sponsored a forum to explain the proposed municipal solar projects that will be considered in the April Town Meeting Warrant, article 14.

Ellen Tohn went through a Power Point presentation on the projects. This slide show will be available on the Energy Committee website, as well as the Town Meeting web site.

Additional points made:

- Energy Committee met with HS and MS principals, who both supported school projects.
- CL described the Clean Energy Resiliency grant at the Middle School; rather than batteries to store solar power, there will be a system to manage the power to utilize solar while the sun shines, or the generator if not.
- There will be a School Curriculum piece which will include dashboards in locations around town to monitor production.
- This project needs Town Meeting approval for three things:
 1. To allow the Town to enter into a long term contract, the 20 year Power Purchase Agreement
 2. To allow Ameresco to lease the land and rooftop to install the PV projects and
 3. To give the Town the ability to enter into a structured tax agreement with Ameresco
- Nan Balmer and Ben Keefe are working out the PPA details with Ameresco now; our Owner's Agent, Peregrine Energy Group will conduct a legal review of the PPA. School projects could start over the summer. Fall 2015 operation starts.

Questions from attendees:

Q. What is the fixed price we will pay? A. Later slide indicates that.

Q. When do we pay Ameresco for the power? A. Monthly, net 30 days. We will then be credited on the bills of our choice. May be a month or two lag at first.

Q. What about snow on panels? A. Weather is accounted for in power projections. The flat "V" shape of canopies will allow snow to fall to center and slowly melt, drain through small center gap. Gaps between panels likened to standing under a tree in rain.

Q. Is the utility required to buy our power? A. Yes, they will.

Q. What is the maintenance budget for the panels/projects? A. 0\$, as they will be owned and maintained by Ameresco, not Wayland. Our interests are aligned, however, as Ameresco has an

incentive to insure the panels are producing maximum power so we will buy it, and Wayland wants the same, so we can sell more to the utility.

Q. What if someone runs into a canopy? Will Wayland have to pay to fix it? A. From Mike Zimmer, Ameresco: No, the Town will not pay anything to fix it. Ameresco will fix the canopy if need be and decide if they will file a claim against whoever hit it.

Q. What if a Wayland truck hits the canopy? A. What if a Wayland truck hits a Wayland building? Or a streetlight? Same situation.

Q. What about leaking roofs? A. The only project on a roof is the DPW. That has a new standing metal seam roof, and the panels' racking system will be clamped to the seams with no penetrations except the one to bring the power to the inverter in the building. The Permanent Municipal Building Committee has been looking at that connection and Ameresco has provided the information. There is also a pitch to the DPW roof, which guards against any leakage (as opposed to flat roofs).

Q. How does Ameresco make money? A. Mike Zimmer: First, from the Federal Investment Tax Credit of 30% for solar projects. Ameresco has a large tax burden, which this helps to reduce. As a municipality, Wayland could not take advantage of that. Second, they generate and sell SRECs (Solar Renewable Energy Credits), which are generated for each MW of power produced, for the first 10 years of the project. Currently selling at 28.5 cents/kWh. Third, from the PPA rate agreed upon.

Q. Is there any risk in Ameresco's model going away? A. SREC prices are variable; they could fall or rise; Ameresco accepts that risk and includes it in the model. Depreciation will not go away, and the Investment Tax Credit is taken at the beginning of the project.

Q. What about insurance? A. Ameresco is fully insured through the construction phase and beyond, for damage, etc.

Q. Is lighting on parking canopies solar as well? A. No, lighting is not solar, but it is LED, which is very high efficiency.

Q. Re: seasonality of generation, A. TS notes that some might say solar is a benefit to those who have it, but not those who don't. He counters that the wholesale value of electricity is highly variable, and in fact typically peaks on the hottest afternoons of the summer, which is when solar is most productive. This brings peak loads and costs down for everyone. Also, peak days often bring diesel generators online, which are smog and greenhouse gas effect producers; solar will help prevent that too.

Q. Will this project benefit homeowners? A. It will not affect residential electric costs, but will be a benefit to taxpayers.

Q. Does the Energy Committee recommend a solar installer for residences? A. The Town partnered with Astrum Solar two years ago for the Mass Clean Energy Center Solarize program and installed 70 plus systems in Wayland. There are many additional installers who could be contacted for an estimate.