



Pivot
Energy

Introduction and Community Solar Overview

January 2021

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Company Introductions

COMPANY OVERVIEW – Pivot Energy

Company Data

- Founded in 2009
- Headquarters: Denver, CO
- 680+ Solar & Battery projects
13+ States
300+ Megawatts (MW) developed
180+ Financed transactions
- Nationwide Operations
Offices: Denver, St. Louis, Chicago, NYC
- Triple Bottom Line Company

Areas of Focus:

- Onsite Solar & Energy Storage
- Community Solar / Small Utility
- Project Finance – PPA, Lease

Service Types:

- Project Developer
- EPCM (Design & Construction)
- Owner-Operator

Clients:

- Commercial & Industrial, MUSH
- Utilities
- Other Solar Developers

COMPANY OVERVIEW – Storke Renewables

Company Data

- Founded in 2017
- Headquartered in Rochester, NY
- Over 1,000MW of renewable energy projects under development in NY

Areas of Focus

- Land development
- Early stage permitting and interconnection
- Landowner engagement

PROJECT TEAM

Pivot Energy

- Garrett Peterson
 - VP Project Development
 - gpeterson@pivotenergy.net
- Matt Preskenis
 - Managing Director, NE Region
 - mpreskenis@pivotenergy.net
- Gordon Woodcock
 - Director, Project Development
 - gwoodcock@pivotenergy.net

Storke Renewables, co-developer

- Ryan Storke
 - Co-founder
 - ryanstorke@storkellc.com
- Joe Yurcisin – Project Development
 - Project Development
 - joeyurcisin@storkellc.com

Pivot Energy and Storke Renewables are partnering on over 35 MW of projects in New York

PROJECT TYPES

Pivot Energy services the full range of onsite and offsite installation types including: rooftop, ground mount, carports, canopies, sculptures, community solar, small scale utility, and energy storage. Pivot boasts comprehensive service capabilities combined with the financial backing to complete highly-complex solar projects, both large and small.

Onsite Solar

- Behind-the-meter solar PV
- Solar + Storage
- Project Financing



Offsite Solar

- Community Solar Subscriptions
- Virtual Power Purchase Agreement
- Project Financing



Utility

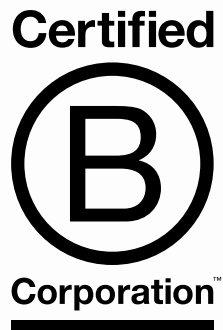
- Community Solar Development
- Utility Power Purchase Agreements



PIVOT ENERGY IS A TRIPLE BOTTOM LINE COMPANY

- A better approach to doing business – use metrics to measure progress on more than just a financial basis
- Goal is to achieve balance between the three, sometimes opposing, metrics of People, Planet, and Profit

We utilize the B Corporation framework and certification process for formalizing and verifying our triple bottom line approach.



- B is for Benefit. B Corps are redefining success in business to include benefits to workers, society, and the environment
- Certified by B Lab to meet rigorous standards of social and environmental performance, accountability, & ethics
- Offers 3rd party validation and a standardized framework for tracking metrics
- The B Corp movement includes over a thousand companies, including the likes of Patagonia and Ben & Jerry's



3BL is a key component of our company culture; and we believe it to be one of the secrets to our success.

PROFESSIONAL CREDENTIALS



Pivot has one of the highest number of NABCEP certified personnel on staff, nationally, amongst our peer companies. NABCEP certification is considered the “gold standard” for the Solar PV industry.



Pivot is a member in good standing with the premier Solar industry association. Microgrid has adopted the Association’s Ethics Policy.



Pivot has a full time Safety Director, tasked with maintaining full compliance with all OSHA regulations and training. All field staff receive OSHA 10 training.



Pivot has licensed professional engineers on staff.

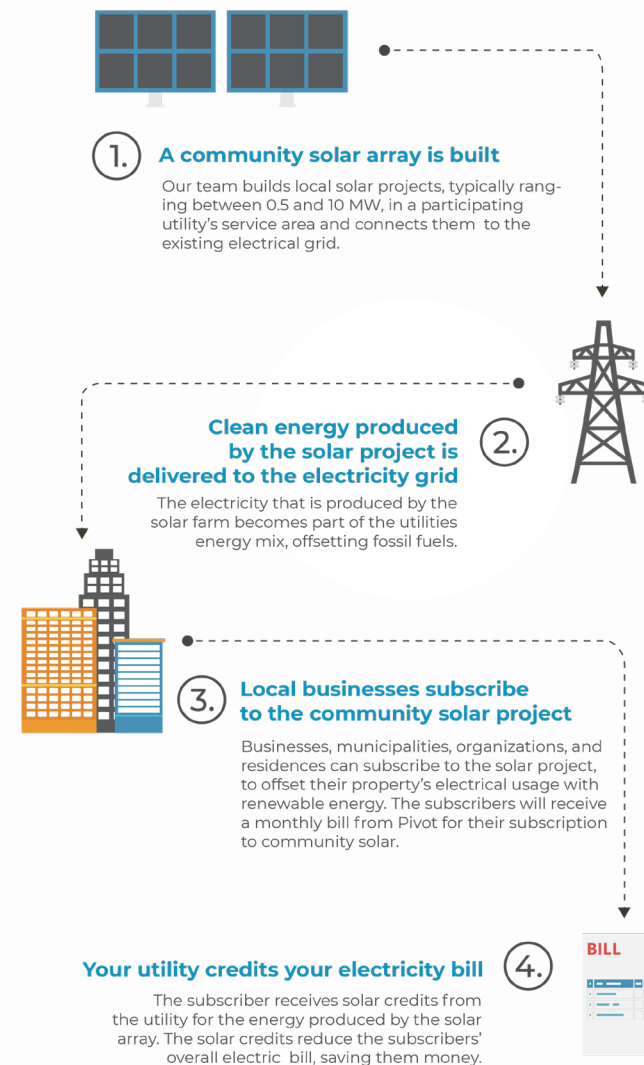
SELECT CLIENT LIST



Community Solar Generation

HOW DOES COMMUNITY SOLAR WORK?

- Local solar facilities, often called a “solar garden” or “solar farm”, shared by subscribers
- Subscribers contract for an allocated percentage of energy produced, and receive bill credits on their electricity account for their share of the garden
- Basic Program Rules:
 - Large users (demand >25 kW) can only compose 40% of a solar garden’s membership.
 - Each project must have at least 10 subscribers.
 - Subscription capacity in a garden is determined by last 12 months electric usage.



IMPACTS OF COMMUNITY SOLAR

- Opens accessibility of solar energy to homes, non-profits, businesses, etc. that cannot install or own a solar system
- Creates construction jobs and generates local revenue for taxing authorities
- One of Pivot Energy's community solar gardens in New York will offset electric energy consumption for approximately 1000 homes

Carbon Offsets of a 5 MW Solar Farm*

Year 1: (10,606,000 kWh)

- Carbon Emissions: 7,499 Metric Tons
- Trees planted: 123,995 tree seedlings growing for 10 years (carbon sequestered)
- Vehicle Miles: 18,607,609 Miles

20-Years: (212,120,000 kWh)

- Carbon Emissions: 149,980 Metric Tons
- Trees planted: 2,479,900 tree seedlings growing for 10 years (carbon sequestered)
- Vehicle Miles: 372,152,580 Miles (1.4 trips to the sun)

*based on data provided by <https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator>

COMMUNITY SOLAR SERVICES

Pivot Energy is an industry leader in community solar with one of the most experienced teams nationally

Comprehensive Services:

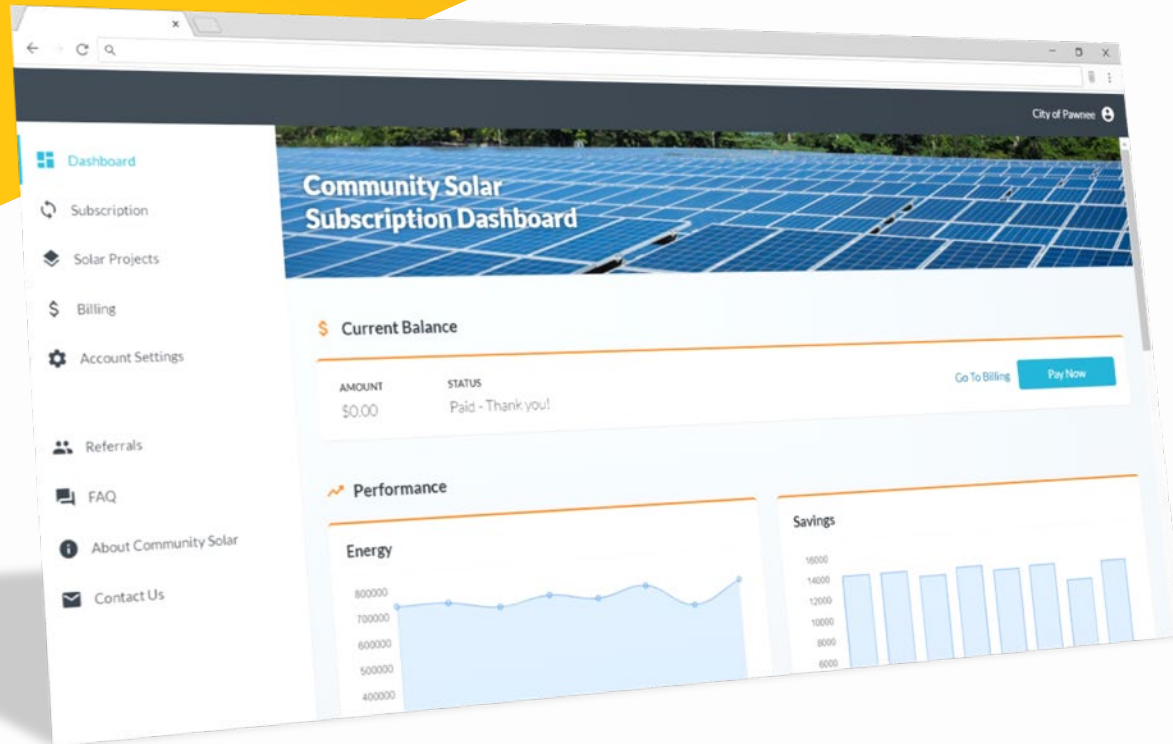
- Development
- Financing
- Customer Management
- Customer Acquisition
- Cloud Platform
- Policy Consulting

Ongoing development in 4 state markets, project acquisition in additional 7 markets

Experience working with Co-ops and investor owned utilities



Industry Leading Solar Software



- Customer management services platform for community solar projects
- Proprietary software for client billing & performance monitoring

Verona Community Solar

TECHNOLOGY AND PROJECTS

- Projects are either 1-axis trackers or fixed tilt depending on site conditions.
- Host sites are typically between 10 - 30 acres; large rooftops may also host a community solar array
- Pivot's gardens connect directly to the utility's distribution grid.

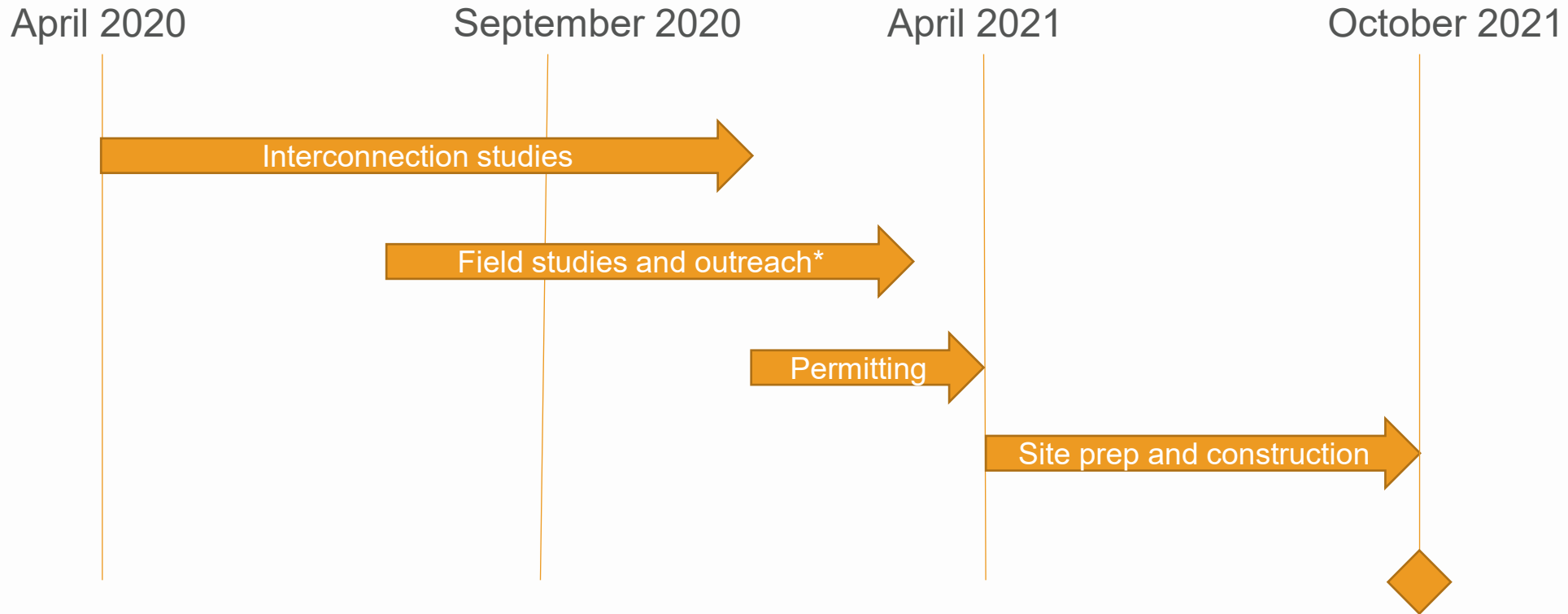


PROJECT LAYOUT AND INFORMATION

- Located at 5718 Tilden Hill Road in the Town of Verona, Rural zone
- Approximately 15 acres occupied by solar array
- Low profile, quiet, no pollution, no onsite employees, no traffic.
- 3.8 MW DC / 3.0 MW AC
- Enough energy each year for approximately 600 homes



PROJECT MILESTONES



*Initial Department of Environmental Conservation screens are complete

Commercial Operations Date
(COD) – November 2021

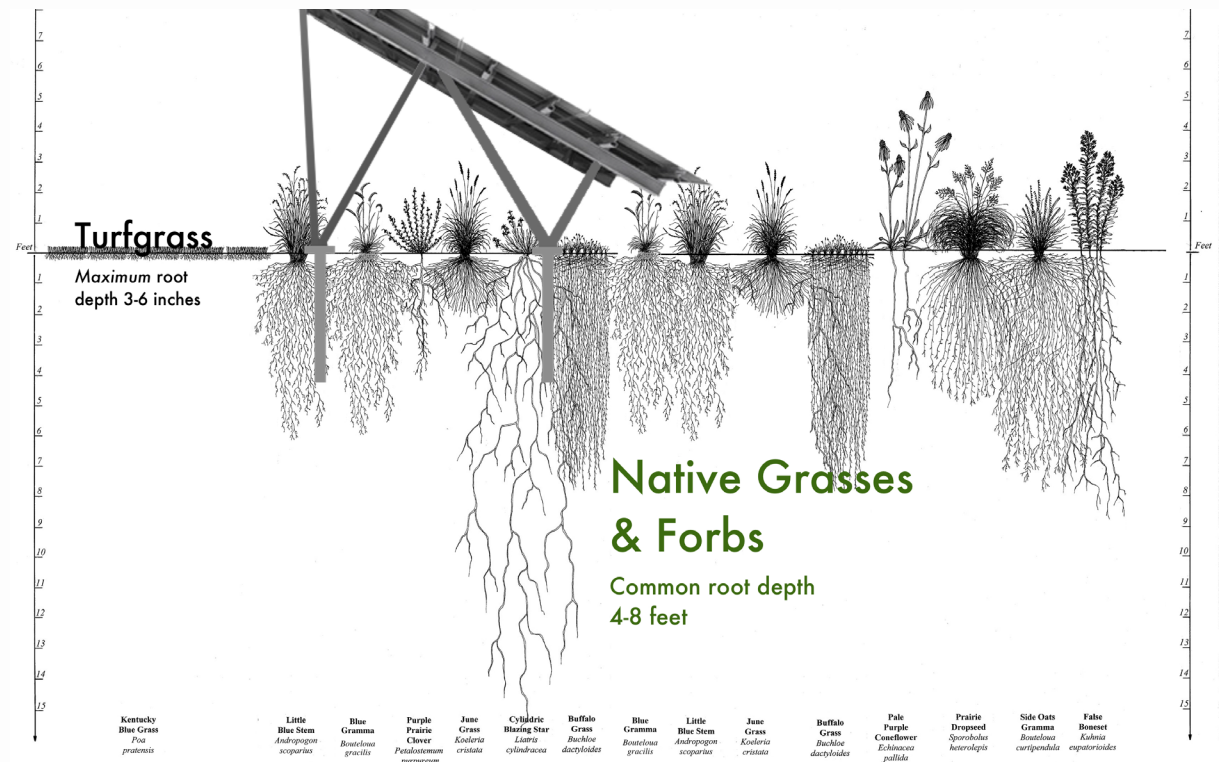
ECONOMIC IMPACTS

- Tax revenue for the Town, School District and County assuming a 15-year payment-in-lieu-of-taxes (PILOT) agreement with the Oneida County Industrial Development Agency.
- Proposed project brings 25 to 30 full time construction jobs for 12+ weeks of on-site labor
 - Fencing contractor
 - Civil contractor – site prep, grading, trenching
 - Electrical and mechanical contractors
- Operations and maintenance (O&M) work over 25+ year project lifetime, estimated annual O&M investment of \$42,000 / year
 - Vegetation management and mowing
 - Routine maintenance
- Reduced electricity costs for local residents and businesses that subscribe to the solar garden.

ENVIRONMENTAL BENEFITS

A community solar garden can provide additional environmental benefits beyond the clean energy it produces.

- Local vegetation and pollinator-friendly habitat addition is aesthetically appealing and ecologically beneficial
- Low growth, native vegetation chosen to reduce frequency of mowing; decreases cost to operate
- Support habitat of bees, butterflies, wasps, flies, beetles needed for agriculture
- Allows site to be resilient to droughts and intense downpours
- Native grasses and deep roots are more efficient than turf grass at absorbing run-off; designed to not increase storm water runoff



Solar Site Management for Soil, Storm Water, and Pollinator Benefits

Rob Davis, Fresh Energy
Adapted with permission from World Nature, Living Habitats © 1999



Project Experience

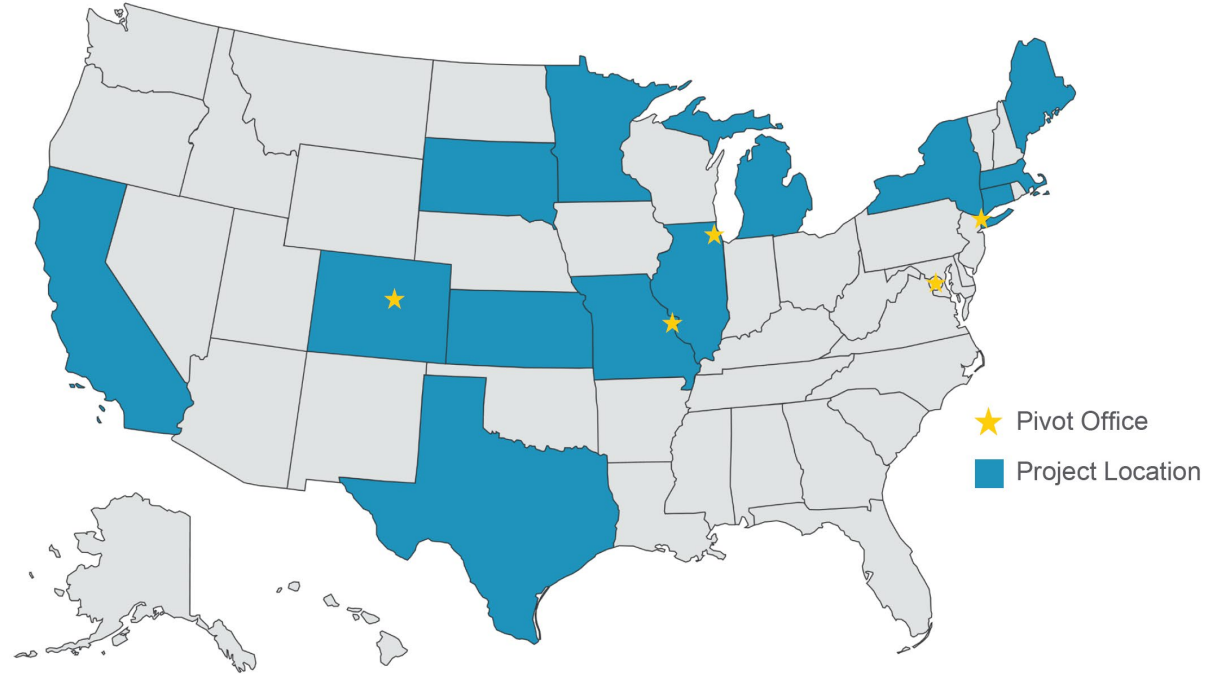
UTILITY and COMMUNITY SOLAR PROJECTS

Colorado Portfolios

- 45 MW in operation

143 MW currently in development in New York, Minnesota, Illinois, and New Mexico

Regional Offices, National Reach



MESA CSG 1 (MURDOCK)



Location: Grand Junction, CO



Capacity: 2 MWdc



Community solar garden serving:

- Volunteers of America
- Garfield Housing Authority
- Rifle Housing Authority
- Town of Carbondale
- Town of Silt
- Battlement Mesa Metro District
- Roaring Fork School District
- Garfield 16 School District



MTN SOLAR 1 LLC & MTN SOLAR 2 LLC



Location: Watkins, CO



Capacity: 4 MWdc



Community solar garden serving:

- Jefferson County
- Metro West Housing Solutions
- Foothills Parks and Recreation
- Grand Junction Regional Airport
- Local Residents

CO LI CSG 2 LLC + DU CSG 1 LLC



Location: Watkins, CO

- Operating as of April 2018



Capacity: 1.5 MWdc



Community solar garden serving:

- Volunteers of America
- Metro West Housing Solutions
- Jefferson County
- Foothills Parks and Rec
- Stanley Marketplace
- Local Residents

