

Community Solar in NY Outlook & Opportunity



Presented by: Charles Feit, 06/21/2016

Current residential solar deployment

- Typically only available to homeowners, renters blocked from the market.
- ~40% of homeowners still cant purchase or lease a PV system due to site specific constraints (orientation, shading etc)
- Labor and operations heavy business. Permitting, interconnection, installation, closeout etc. Long arduous process in most of NYS.

Case Study – Wappinger's Community Solar

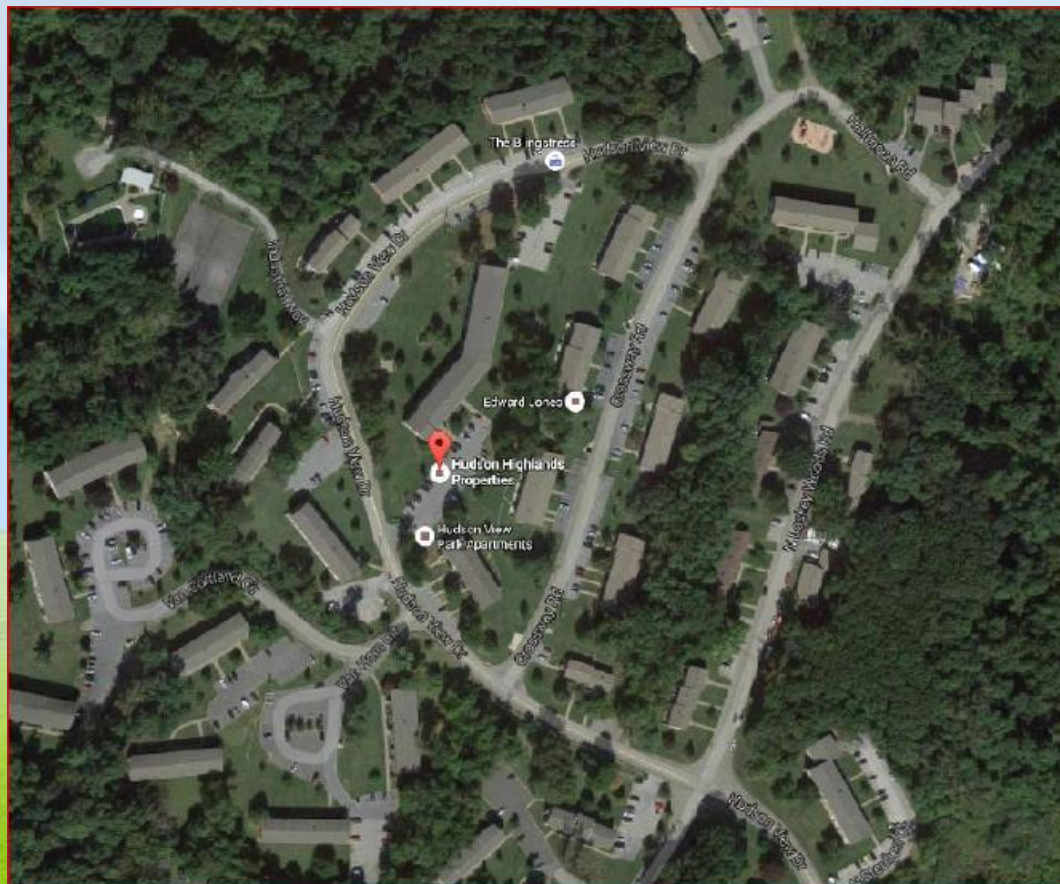
Our client / the opportunity:

- Owns over 600 rental apartments
- Owns hundreds of acres of land in the same utility region

Seeking a way to:

- Increase tenant retention
- Gain tax benefits
- Utilize land that is not developable
- Increase operating cash flow

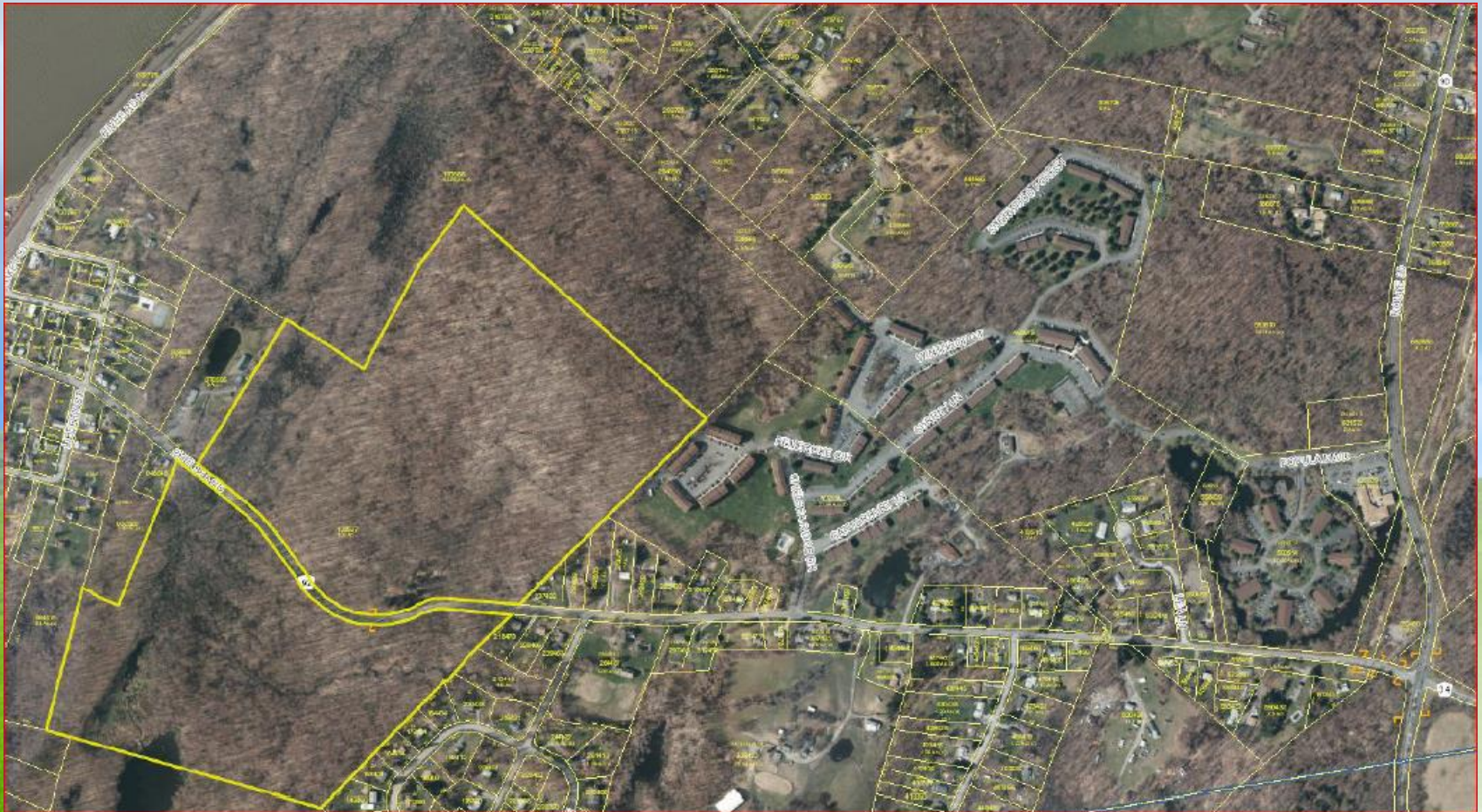
Wappinger's Community Solar



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OnForce value proposition:

- Created business plan, financial models and advisory services
- OnForce brought all projects into final CESIR study, providing all design engineering and application preparation.
- NYSERDA incentive processing
- Turnkey EPC services
- Ongoing Community Solar customer acquisition

Contact

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