

**In The Matter Of:**  
*COMMUNITY SOLAR ENERGY PILOT PROGRAM*

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*July 24, 2018*

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*JH Buehrer & Associates*

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STATE OF NEW JERSEY  
BOARD OF PUBLIC UTILITIES

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IN THE MATTER OF  
THE COMMUNITY SOLAR  
ENERGY PILOT PROGRAM  
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BPU DOCKET NO.:  
QO18060646  
  
STAKEHOLDER MEETING

BEFORE: KENNETH SHEEHAN, ESQ., DIRECTOR,  
HEARING EXAMINER  
MICHAEL WINKA, SENIOR POLICY ADVISOR  
ARIANE BENREY, PROGRAM ADMINISTRATOR  
EMMA YAO XIAO, ESQ., DEPUTY ATTORNEY GENERAL

TRANSCRIPT of the stenographic notes of the  
proceedings in the above-entitled matter, held at the  
Rutgers University College Avenue Student Center,  
126 College Avenue, Multipurpose Room, 2nd Floor,  
New Brunswick, New Jersey 08901, on July 24, 2018,  
commencing at 10:00 a.m.

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1           MR. SHEEHAN: Good morning, ladies and  
2 gentlemen.

3           My name is Ken Sheehan. I'm the director of  
4 the Office of Clean Energy for the New Jersey Board of  
5 Public Utilities. And I do want to welcome you to  
6 today's stakeholder meeting for the Community Solar  
7 Energy Pilot Program. This meeting was noticed under  
8 Docket No. Q018060646.

9           That stakeholder meeting went forth and  
10 included a number of issues, most notably it reminded  
11 us that under Public Law 2018, Chapter 127, the Clean  
12 Energy Act, decided into law on May 23rd. It directed  
13 the BPU to adopt rules and regulations establishing a  
14 Community Solar Energy Pilot Program within 210 days.

15           It's an ambitious timeline, but that's why we  
16 are here. We appreciate that everyone is here to do  
17 this process.

18           Following this initial stakeholder  
19 engagement, the Board will be presenting -- staff will  
20 be presenting proposed rules to the Board. If the  
21 Board adopts those rules, they will then be published  
22 in the New Jersey Register. A 60-day comment period  
23 will be offered. And during that time, much like we're  
24 doing now, public comment will be taken and included  
25 into the process.

1           That rule will then be brought back before  
2 the Board for its approval; and if so approved, the  
3 final rule will be published in the Register and that  
4 will be full implementation of the rule for the state.

5           Our stakeholder meeting today is broken up  
6 into five sessions. Session I, which we will be  
7 starting immediately after this, is Siting and Project  
8 Size. Session II at 11:45 is Low- and Moderate-Income  
9 Access. Not a session, but a lunch break, very  
10 important, it is at 1:15. At two o'clock, Session III  
11 which is Value of the Credit. Session IV, Applications  
12 and Interconnection. And, finally, Session V, Customer  
13 Subscriptions and Customer Protection.

14           This room holds 150 people and we're darn  
15 close at the moment. So during the comment period, we  
16 will not put any restrictions on how long anyone can  
17 speak, but we would ask that you be cognizant of the  
18 fact that there are other people here. Me too is an  
19 acceptable answer if your answer is me too to something  
20 someone else said.

21           As many of you are aware, we had requested  
22 those individuals who wished to speak file something by  
23 July 19th. We have those individuals listed and they  
24 will speak first. That being said, anyone who wishes  
25 to make comments afterwards is absolutely welcome to do

1 so.

2 During the sign-in process, you should have  
3 indicated whether or not you wished to speak and during  
4 what session. We will address those in the order that  
5 we received them, with the exception of elected  
6 officials. If there are any elected officials who have  
7 to get back to the process of running their county or  
8 municipality, please let us know and we will allow you  
9 to jump the line.

10 Everyone was required to sign in. That's for  
11 us to keep track of things, to put you onto our service  
12 list and to make we have the ability to get everyone  
13 involved in this process.

14 Written comments, if you wish to make them,  
15 are due to the Board by July 31st, 2018, and need to be  
16 sent to the secretary by 5:00 p.m. You are absolutely  
17 welcome to both give oral comments here and written  
18 comments. If you wish to give written comments only,  
19 they all carry the same weight and they will be  
20 reviewed and integrated into the record fully.

21 We will be calling the speakers in the order  
22 in which they signed up.

23 Please speak for as long as you'd like, again  
24 within the confines of an understanding of what we're  
25 doing here.

1           This may be a little unusual for some of you,  
2 however, that there may be some questions from the  
3 dais, we would look forward to understanding what's  
4 going on, what your thoughts are. So if we ask you a  
5 question, I'd ask you to answer to the best of your  
6 ability. If you need to say, hey, listen, I'll deal  
7 with that in my written comments, that will be fine.  
8 It's not a criticism. It's not a complaint. It's  
9 actually an engagement from us, and I'm looking forward  
10 to the process. It's something that we haven't done a  
11 lot in the past, but we're hoping to see if it's  
12 beneficial to us as we move forward.

13           With that in mind, the truly important  
14 things, the men's and women's room is right out the  
15 door, to your right. There is a coffee place out the  
16 door and across the street. We will be taking breaks  
17 during the process.

18           This matter is being recorded by a court  
19 reporter, as you can see. With that in mind, I would  
20 ask you to speak as slowly as you can.

21           Upon introductions, please state your first  
22 name, last name, please spell your last name, and  
23 indicate any organization that you may be representing.  
24 This will ensure that the record is full and complete  
25 during the process.



1           Finally, I would like to welcome two  
2 individuals here. We have Commissioner Chivukula from  
3 the Board here to keep an eye on us as we go through  
4 the process. And Governor Florio, thank you once again  
5 for attending. We look forward to your involvement in  
6 the process and appreciate you being here.

7           SESSION I: SITING AND PROJECT SIZE

8           MR. SHEEHAN: With that in mind, we're going  
9 to go ahead and open up the first session on siting and  
10 project size. And the first speaker will be Atlantic  
11 City Electric.

12           For ease, we would ask you to come up to the  
13 dais to use the microphone and that way we can catch  
14 your full comments.

15           Thank you.

16           MR. SUNDERHAUF: Yes, good morning. I'm glad  
17 I sat in the middle of 150 people, come up here.

18           But, yes, so it's Steven Sunderhauf, can you  
19 hear me?

20           Steve Sunderhauf, for Atlantic City Electric.

21           Do you need me to spell my name?

22           THE COURT REPORTER: Yes.

23           MR. SUNDERHAUF: S-u-n-d-e-r-h-a-u-f, first  
24 name is Steve, from Atlantic City Electric.

25           Just some general opening remarks that we

1 had. We wanted to mention that ACE looks forward to  
2 working with the entire stakeholder group to make  
3 community solar a success in the New Jersey market and  
4 look forward to the legislation that is passed.

5 I think it offers opportunities for a variety  
6 of groups that didn't have the ability to easily  
7 participate in the PV arrays in the past, low- and  
8 moderate-income, customers with routes of properties  
9 that can't ventilate and accommodate PV, and customers  
10 located on some are concerning feeders that otherwise  
11 couldn't install PV.

12 And one of the issues on this area is setting  
13 up optimization. We note that there are optimal places  
14 to install systems on our circuits and our feeders and  
15 one of the things that we do, as proof, is begin to  
16 look at those locations and identify where they are.  
17 We do have locational maps currently available.

18 But, again, given the size of these projects,  
19 up to 5 megawatts in size, it's important to get them  
20 sited to the right locations so that the cost for  
21 interconnection can be as low as possible and can be as  
22 beneficial as possible for the grid.

23 We think that we are not only for  
24 streamlining the administrative process and lessen the  
25 risks of ability areas. And one of the things that we

1 have to bring to the table is the experience with  
2 community solar in the other utility jurisdictions in  
3 District of Columbia, Delaware, Maryland, and the State  
4 of Illinois.

5 And we plan to respond to the questions in  
6 detail.

7 Specifically on siting, we want to work with  
8 the players to identify the prime locations. The  
9 larger the size of the community solar array, the more  
10 difficult the siting options are. So we are cognizant  
11 of that. We recognize that that large scale is offset  
12 by perhaps lower administrative expenses per megawatt  
13 installed and perhaps a lower cost per kW.

14 Again, we've developed hosting maps where  
15 available in identified locations where solar might be  
16 optimal.

17 Considerations should also be given to the  
18 integration with battery storage goals of the statute.  
19 It's possible that battery storage could basically be  
20 joined with community solar projects to basically, not  
21 only meet New Jersey's energy storage goal, but  
22 optimize the use of those community solar projects and  
23 lessen the distribution system impact at the same time.

24 There was a question related to preferences  
25 of sites on brownfields, landfills, and historic fills.

1 We, as a utility, believe -- on questioning the local  
2 land use issues and state and local policymakers and we  
3 don't have a position on that either.

4 But, again, we're looking forward to working  
5 with each of you.

6 We have a team of folks that can help with  
7 the interconnection locations. It would be mindful  
8 that as we work through the process to take some time  
9 through identifying those sites that would be best for  
10 community solar activities.

11 Those are my remarks.

12 I'd be happy to answer any questions.

13 MR. WINKA: So one question just, and maybe  
14 for all the EDCs, is the Board just recently passed  
15 infrastructure investment plan regulations.

16 Do you see a match-up or an ability to think  
17 about community solar and the hosting maps that you put  
18 together within the context of that?

19 MR. SUNDERHAUF: Yeah, absolutely.

20 I believe there's a linkage. We just need to  
21 get it right.

22 Community solar, if we get it right, offers a  
23 number of advantages. When you do it in a less optimum  
24 way, the distribution system cost in design. So we  
25 just need to be cognizant of what we're doing and the

1 cost on our system because we want to get it right as  
2 we go forward. Okay. Thank you.

3 MR. SHEEHAN: Thank you.

4 Next up would be Melissa Kemp from the CCSA.

5 And just for ease, behind that would be Vote  
6 Solar, Pari Kasotia and UU Faith Action, Carol  
7 Hemington. Just to let you know you're on deck.

8 Additionally, we're going to be opening the  
9 back door because we have additional seats. So for  
10 those people standing, we'll have you seated in about  
11 10 minutes.

12 MS. KEMP: Good morning.

13 We have a few slides.

14 Do you guys have the clicker?

15 Very good. I'm all set.

16 Hi, everyone. Good morning.

17 I'm Melissa Kemp, here on behalf of CCSA,  
18 Coalition for Community Solar Access nationwide. I  
19 myself am the Policy Director for the Northeast Region  
20 for Cypress Creek Renewables, the largest developer,  
21 owner, asset operator, solar resource.

22 So to get into substance here, I need a  
23 little help with the. . . Aha, wonderful.

24 We're obviously very excited about this  
25 program in New Jersey, looking forward to this day of

1 discussions on these very important topics.

2 The first topic I'm going to deliver comments  
3 on -- initial comments today is on program size and  
4 siting.

5 So program size, we represent a large number  
6 of companies across the country, many of which work in  
7 New Jersey, in the northeast for some time.

8 The program size that we think is absolutely  
9 essential for this program is a minimum size of around  
10 half a gigawatt, around 450 megawatts, which is about  
11 150 megawatts per year.

12 And I just want to quickly walk through kind  
13 of the rationale for that. We didn't pick that number  
14 out of a hat. We don't think it's a scary number. We  
15 think it's a number that makes a lot of sense and has a  
16 lot of really positive outcomes associated with it.

17 So, number one, rationale for it is what we  
18 continue to call equity. So it's consistent with what  
19 we have going on, on the behind-the-meter -- in an  
20 annual deployment rate not too different. And that  
21 this entire program over three years would be about  
22 20 percent of the behind-the-meter deployment to date.

23 So in the overall construct of community  
24 solar as being an alternative for those folks who don't  
25 have on-site access, trying to begin to give them the

1 opportunity to actually have that access, some kind of  
2 commiserate scale, it's still 20 percent of the  
3 overall, current market today for behind-the-meter.  
4 Seems like a reasonable starting point.

5 Well, let's go further because that's not the  
6 only important factor here.

7 The other pieces that put this in context,  
8 one, this program size of 450 megawatts would be about  
9 1 percent of New Jersey's current electrical  
10 consumption. Pretty small number.

11 Number two, if you look at the 2030 RPS that  
12 was updated in April or created in April, if you look  
13 at what controllers are going to be needed for that,  
14 we're talking about this pilot program being less than  
15 4 percent of what New Jersey is going to need by 2030.  
16 So by no means is this going to be the be all end all  
17 for solar, but it's a really positive step in the right  
18 direction, towards the important goals and the benefits  
19 that those goals bring.

20 Three, and probably most important for a lot  
21 of folks in this room, is cost. Like, this can be done  
22 really cost-effectively. And so a program of this size  
23 is not scary from a cost perspective.

24 We'll be filing a full analysis next week  
25 when we put in our formal comments. But we're looking

1 at, you know, costs when paired with the compensation  
2 and siting proposals are critical in calculating that  
3 cost.

4 We're looking at a program that has less than  
5 half a percent rate impact for all customer classes and  
6 potentially less.

7 And, yeah, I think -- I guess those last two  
8 bullets really focus on the possibilities. This can be  
9 cost-effective. The scale when done cost-effectively  
10 does not have a big scary impact and the scale is still  
11 a small, small piece of where New Jersey is going in  
12 the next 12 years.

13 The next slide.

14 Next slide.

15 Thank you.

16 So just to finish out the two additional  
17 reasons for the program size being proposed as we have  
18 here. One is driving investment. Like, not only is  
19 this not scary from a cost perspective and not only is  
20 it just a small step towards what New Jersey actually  
21 needs, but this kind of scale at minimum is really  
22 what's needed to get companies to invest here and save.  
23 And invest meaning see enough ramp of where they can  
24 deploy capital and work with communities to make it  
25 worth their time and energy.



1           And we'd love to see that kind of investment,  
2           and we think it's essential to some of the more tricky  
3           problems. Right? How do we really serve urban areas?  
4           How to do we really serve the LMI components?

5           We'll talk about that a bit later.

6           But how do we do those community resources to  
7           brainstorm and implement those solutions is going to  
8           require investment. And like being here and seeing a  
9           market signal that we're wanted here. So that's an  
10          additional extra point.

11          And last point on the program size would just  
12          be when you look at other states, which is not always  
13          the be all end all comparison, but this program is  
14          smaller than most of our neighboring states, whether  
15          it's New York or whether it's Massachusetts, this  
16          program size is, you know, a little smaller than  
17          New York and quite a bit smaller than Massachusetts.

18          And so those are states that, you know, in  
19          some respects are less mature than New Jersey is in  
20          terms of solar. And so they're doing larger things.  
21          They haven't had problems. You know, they're having  
22          the same kind of arguments here or discussions about  
23          how this can be done really successfully. It's  
24          something for us to think about here as well.

25          Next slide.

1           So a few other just key kind of details about  
2 program size or program details. One, you know, we're  
3 recommending that the capacity be allocated with the  
4 EDCs percentages state load. Some of it's been done in  
5 many states across the country and it seems like a very  
6 logical approach and not going to be too controversial.

7           Number two, we'll talk about later, the only  
8 kind of carve-out provided by -- we're recommending I  
9 think is appropriate is in the LMI piece. We think  
10 that that requires its own focus and attention. But in  
11 terms of otherwise divvying up this program into blocks  
12 and requirements, we found like in other states, like  
13 Maryland, that has been very, very challenging. And  
14 said, you know, if there's certain things we want to  
15 meet, let's meet them through market signals and smart  
16 program design without unofficially parting other  
17 programs to way, way too many little pieces that don't  
18 end up driving investment or being usable.

19           Three, co-location. You know, while we, you  
20 know, don't think there are fundamental limits, you  
21 know, to suit project size and find a location be  
22 sized, distribution per structure and local land use  
23 property, we recognize that there is typically a  
24 standard. And so, you know, 5 megawatts per parcel and  
25 allowing things on adjacent parcels seems like a pretty

1 standard thing that's been done across the northeast  
2 that hasn't caused problems and allows us to deploy  
3 projects, you know, at scale. And then they also need  
4 to comply with local end use and infrastructure  
5 requirements.

6 And the last point actually kind of ties up  
7 to the first one. When we allocate off the capacity by  
8 percentage of load, if we do have unused capacity, we  
9 recommend that it be reallocated, that some type of  
10 process be put in place so that it is used where  
11 needed. And for some reason we have less in a certain  
12 territory, but if it's not going to be used, let's make  
13 sure it does serve other businesses and residents  
14 across the state.

15 Next slide, please.

16 Thank you.

17 So siting, the second topic that's bundled  
18 into the first session here. I'm going to start with  
19 what we have seen worked really, really well in other  
20 states and then kind of go forward from there.

21 So our recommended approach for New Jersey  
22 would be to take a step forward, use this pilot program  
23 as a way to do that toward diversifying our siting  
24 options in the state. And this means moving beyond  
25 landfills, brownfields, parking lots, and rooftops,

1 although still very much encouraging us to talk about  
2 in a second.

3 And some of the lands that we like as we've  
4 seen done in other states would include former  
5 agricultural land, ag land, other types of open land,  
6 even forested land in the right situations.

7 All of it's being done in other states with  
8 best practice requirements that really ensure that  
9 responsible development is done. And these run the  
10 gamut from how much concrete can be used on-site or how  
11 soil can be graded or moved to how wiring and conduit  
12 would be allowed to be buried, how much trenching would  
13 be able to be used.

14 One, it could be a single trench in a clearly  
15 easily removable place versus spreading across the  
16 site; or it could be things like decommissioning, not  
17 decommissioning plans, but actually bonding,  
18 site-specific reuse re-establishment.

19 We've seen this work really well in  
20 Massachusetts, in New York.

21 From all of the work that we're doing  
22 ourselves using our companies within CCSA, using these  
23 best practices, we're actually finding that  
24 sometimes -- a lot of times we can do -- not only do no  
25 harm, but we can actually do good.

1           A colleague pointed out to me this morning  
2 that actually when the New York -- the New Jersey DEP  
3 updated its solar setting analysis, they found it was  
4 27,000 acres of land from the last time they did it  
5 five years ago had been converted from more open space  
6 into now their urban preferred lands.

7           And so we are losing in this state like open  
8 land, farmland, every day similar kind of run of the  
9 mill houses and corporate parks and parking lots and  
10 whatever else.

11           And so, you know, one additional  
12 underutilized piece here besides restoring soils or  
13 having complete removal, having other positive  
14 ecological services, we can use solar for test land in  
15 a way, not only through the decommissioning bonds and  
16 plans and what happens after the project is done, just  
17 preventing something else from being developed on it  
18 that doesn't have any of those pieces and will never be  
19 reclaimed from.

20           So just something to think about. I think  
21 there's a lot more to talk about here.

22           Our big focus is going to be working with  
23 New Jersey partners, land use groups, to really talk  
24 about this in general because we understand very well  
25 this has not been what's been going on for the last

1 five years and there's a lot of legitimate concern  
2 about how land is used.

3 Next slide, please.

4 I also want to just note before moving on to  
5 kind of an additional possible approach is just the use  
6 of adders.

7 So in that first scenario I just described,  
8 we put in special practice requirements. Really,  
9 really thoughtful, we needed to preserve land, restore  
10 land to an equal or better condition. You know, we  
11 still want to track development when we can on  
12 brownfields, landfills, parking lots. There's  
13 absolutely no reason that that shouldn't be done. That  
14 makes all the sense in the world. We just know that  
15 there are physical constraints and cost constraints of  
16 doing that.

17 So following the model of what some other  
18 states, including New York and Massachusetts have done,  
19 let's do use adders. In this program, it may be  
20 separate from this program in terms of the SRECs  
21 successor efforts, but something to actually say,  
22 please go and let's recognize there's a cost difference  
23 here, and please go and, you know, develop on these  
24 other more difficult, more expensive sites. So it's  
25 not just protect development on these open lands, but

1 also encourage continued extensive development on the  
2 lands that have these impacts already.

3           You know, we'll have more information on this  
4 next week, but the analysis that we're doing really  
5 does show, in addition to everything else that's played  
6 out about do no harm, you can help, you can encourage  
7 development still on these impaired sites beyond all  
8 that, like, to get New Jersey to where it needs to go  
9 just for 2030, then we're looking probably on the order  
10 of 10 to 12 gigawatts of solar. It's enormous. We're  
11 going to need more siting options. And that maybe  
12 isn't today. It's in the next few years. But it's  
13 something to think about.

14           Like diversifying our land options in a  
15 responsible and smart way will make it feasible to get  
16 to the goals we need to get to which have all sorts of  
17 benefits. And then, too, it's also going to reduce  
18 costs for businesses and residents, right, when we have  
19 additional competition for siting, we have a  
20 possibility for siting, that is going to reduce costs  
21 to people, ratepayers, residents, and businesses across  
22 the state.

23           Finally, the last point that I'm sure a lot  
24 of you have experience with and talk about frequently,  
25 you know, allowing more siting diversity, also helps

1 other types of folks in our state, helps landowners,  
2 helps farmers. You know, a lot of times farmers in  
3 New Jersey are having trouble making things  
4 economically incentful. And so we have so many farmers  
5 in this state and others who are excited about having  
6 another source of revenue. And if done responsibly,  
7 they would welcome it and it would really help that  
8 protection of land or farmland to continue.

9 Next slide.

10 So I guess we'd like to say, you know, that  
11 is what we think makes a lot of sense. It's logical  
12 and has worked well in other states. Not every state  
13 is the same. And I guess just to kind of put another  
14 bookend on it, what we would like to say, you know, at  
15 a minimum, at a minimum we'd strongly recommend that a  
16 marginal land category be added to the missing allowed  
17 siting uses that we have today under the SREC  
18 construct.

19 Now, that definition of marginal land, we  
20 would want to work on, but it would start with  
21 something like uneconomic and/or underutilized, you  
22 know, cash your land and do crop lands.

23 So maybe if we don't want to open it up in  
24 the way the state have used best practice standards and  
25 maybe we take our first step in a super positive but



1 more limited sense and adding a category like that and  
2 we're just calling it marginal land as a placeholder  
3 would be something that we would say is a minimum which  
4 is really, really needed to make this program --  
5 community solar program successful.

6 And with that other kind of minimum option  
7 about adding that extra category of land, we would also  
8 strongly recommend, you know, adders for brownfields,  
9 landfills. And this fits into the compensation program  
10 which we'll be talking about later this afternoon and  
11 how we're, you know, because of the compensation  
12 situation current in New Jersey, we're looking at a  
13 much lower level of compensation, making the adders  
14 actually keep it reasonable and still much, much more  
15 cost-effective and less expensive than those kind of  
16 projects have been done in the past.

17 So the adder piece we'll save partly until  
18 the afternoon when it fits into the -- when all things  
19 kind of fit together.

20 One last point, I know one of the many  
21 questions in the document from BPU was about additional  
22 ways to reduce risks for brownfield, landfill  
23 development.

24 You know, we have been working very closely  
25 with our environmental expert and land development

1 expert on the recommendations. Just one example I  
2 wanted to mention. You know, it's like a pathway for  
3 comfort letters for brownfield sites that don't have  
4 full closure today. So there's a bunch of different  
5 ways, like, that to try to reduce risk earlier and make  
6 those sites more useful and I think it does pair very  
7 much with the outer piece as well. But we like really  
8 appreciate that thought and the idea of, like, let's  
9 reduce risk to make this more efficient, less  
10 expensive, more doable, as well as recognize the extra  
11 costs in doing so.

12 I think that is the last of the slides.

13 Next slide.

14 Yeah, that's it. Thank you.

15 MR. SHEEHAN: Does your pilot program size  
16 require land to be on the port that would support the  
17 proposal?

18 MS. KEMP: We will have a full analysis on  
19 that for next week, but it's a very good question that  
20 we're looking at.

21 MR. WINKA: One second.

22 MR. SHEEHAN: Nice try.

23 MR. WINKA: So since you raised that here,  
24 I'll just -- and maybe for others to think about.

25 So currently in a rate impact that we have,

1 so in the SBC, SREC program, Class I RECs, we probably  
2 spent about \$1.3 billion annually.

3 So do you see community solar program as  
4 additive to that or in a zero sum gain?

5 And you don't have to answer now. You can  
6 answer in your written comments.

7 The other is we spend about between LIHEAP,  
8 Weatherization, Comfort Partners, USF, Lifeline about  
9 \$400 billion a year, those are on the Energy Assistance  
10 Programs.

11 Do you see ways that other states have used  
12 those programs more effectively, more efficiently in  
13 the Comfort Partners Program?

14 Again, if you can't answer it now, if you can  
15 answer in your written comments. So just a way of  
16 being able to link those two things together.

17 MS. KEMP: Definitely on the latter, I think  
18 as we talked about a little bit, those type of  
19 organizations have been -- begun to be effective  
20 partners mainly on the subscription side of community  
21 solar.

22 I think it would be very wise to brainstorm  
23 additional ways that there can be partnerships or  
24 collaborative work.

25 Can you clarify the first question?

1           Was it whether the community solar program  
2 would be additive to any cost factor?

3           MR. WINKA: So we currently spend significant  
4 ratepayer dollar -- ratepayer impact to raise that, so  
5 about 1.3 billion, last number I saw from the comments  
6 DEP or RGGI, add all that up.

7           So would the additional cost of a consumer --  
8 of a community solar program be rate impact  
9 additionally above to that or should there be some cap  
10 within the entire program? So should it be a  
11 cumulative cap?

12          MS. KEMP: I think I'm going to need some  
13 clarification on where that number is coming from.

14          I mean, generally, the overall point here,  
15 which I know Brandon will talk about the compensation,  
16 is finding a way to reduce the amount that it's  
17 spending.

18          So I think there are two issues. One, the  
19 resources can be valuable and it's not essentially a  
20 subsidy, but obviously anything that's not avoided in  
21 utility costs today does get passed over -- well, New  
22 Jersey utilities, that's evolving -- but in general --  
23 in general the ratepayers end up paying for it.

24          The goal here would be to make this program  
25 so efficient that whatever it's adding to New Jersey's

1 current expenditure is very modest, if not almost a  
2 decimal point. And I think with the combination of  
3 program size recommendations from CCSA, the  
4 compensation proposal and the siting, all of that  
5 actually works really well together in an extremely  
6 cost-effective manner.

7 To put a number on it and clarify in the  
8 context of what you guys are already doing, we need to  
9 circle back for next week.

10 MR. WINKA: Thanks.

11 MS. BENREY: To push you a little bit further  
12 on the proposal to have capacity -- program capacity  
13 set at 450 megawatts, I understand what you're saying  
14 about it's 1 percent of New Jersey's annual  
15 consumption, etcetera. Flipping it, have you, as a  
16 speaker for CCSA, with your ear to the ground, do you  
17 know of sufficient pent-up demand to justify 450  
18 megawatts for a pilot program that's three years long?  
19 And with the understanding that neighboring states have  
20 done more, I can also point to states that have done  
21 pilot programs with much, much, much less.

22 So I think we want to be able to size a pilot  
23 program as quickly, not just looking at what it means  
24 for the state, but also what it means for the community  
25 solar pilot program.

1 MS. KEMP: Given New Jersey's population  
2 density in certain areas, given the scale of overall  
3 consumption, and half of it, you know, being related to  
4 the sector would be most immediately served by this  
5 project, and folks that have been here longer than I  
6 can probably comment more, but what we have seen is a  
7 lot of demand interest.

8 As long as there's a value proposition and  
9 that value proposition definitely includes economic  
10 savings to those customers, it includes more than that,  
11 like economic certainty is the number one starting  
12 thing. If that is there and, you know, there's a good  
13 job in the state educating what this is and there is  
14 protection and it's done smartly, then the people are  
15 interested.

16 So, you know, in neighboring states who have  
17 done larger things and they didn't call them pilots and  
18 they were their first iteration. You know, we haven't  
19 seen a problem in customer uptake. The problems --  
20 there are other things. There have not been customer  
21 uptakes. There's been evolution about certain  
22 protection and how that's communicated with people and  
23 how to reach different types of populations.

24 But, yeah, I haven't seen any problem with  
25 customer interest.

1           And given, you know, New Jersey is a little  
2 bit greater in consumption than Massachusetts, we're  
3 seeing many times this in terms of community solar and  
4 not get a saturation market.

5           So we can respond to that in a little more  
6 detail in our written comments. But we really have to  
7 be really positive to take over the market, as long as  
8 value proposition, people have been waiting for the  
9 opportunity to get involved in their own energy and  
10 they think its responsible and in their children's  
11 interest for a long time. And I think we'd love to  
12 provide that at a scale that, you know, begins to meet  
13 that need and then also brings development to drive  
14 down costs and makes this a success for New Jersey and  
15 other areas as well.

16           MR. SHEEHAN: Thank you very much.

17           Our next speaker is from Vote Solar, Pari  
18 Kasotia.

19           PARI KASOTIA: Good morning, everyone.

20           Pari Kasotia, Vote Solar.

21           Vote Solar is a national nonprofit  
22 organization that promotes solar friendly policies.  
23 And as part of our mission, we also promote equity and  
24 choice access for everyone.

25           So before I get into other aspects of siting

1 and project size, we actually do agree with CCSA and we  
2 are also advocating for 450 megawatt program size.  
3 Also, we also believe that provides market certainty to  
4 solar developers and also helps to reach the RPS goals,  
5 that regional competition in New Jersey.

6 And in terms of the individual programs  
7 sites, it makes sense to do 5 megawatt -- up to 5  
8 megawatt of projects, but we also want to make sure  
9 that we are facilitating all types of project sizes.  
10 So there are projects that are 250 kilowatts that  
11 should be facilitated in a much easier way, 5 megawatt  
12 project to building in some flexibility based on the  
13 project size.

14 In terms of projects located on agricultural  
15 land, we recommend that those projects combine  
16 solar-friendly vegetation. We have seen somewhat  
17 success of that in other states like Minnesota and  
18 Maryland. So we want to be encouraging a good  
19 concentration of how to maintain that agricultural  
20 land, in addition to projects on brownfields and  
21 landfills.

22 And then siting of projects, as I mentioned  
23 earlier, ensuring that underserved communities and  
24 disadvantaged communities benefit from community solar.  
25 We encourage the BPU to support, prioritize, and



1       incentivize projects that are constructed in  
2       communities of color. We want those customers to not  
3       only benefit from clean energy access, but also benefit  
4       from the job creation opportunities that arise from  
5       community solar projects.

6               We encourage the BPU to partner with other  
7       agencies to see how we can prioritize projects that are  
8       located in environmental justice and communities of  
9       color.

10              Lastly, I think we also need to ensure that  
11       any community solar project that's developed is  
12       reaching all types of customers, whether they're in  
13       multi-family buildings, single-family homes, and those  
14       that are privately and publicly owned. So thinking  
15       much broadly in terms of projects that are sited and  
16       access to different counties and towns.

17              Those are the initial comments that we have  
18       on the siting and project size.

19              Thanks.

20              MR. SHEEHAN: Thank you.

21              UU Faith Action, Carol Hemington.

22              MR. GREGSON: Thank you.

23              Good morning, everyone.

24              It's a pleasure to be here. I'm part of the  
25       team. My name is Rob Gregson, G-r-e-g-s-o-n. And I'm

1 pleased to be with colleagues Carol Hemington, who  
2 filed the initial papers, and Reverend Ronald Tuff of  
3 Green Faith.

4 I am the Executive Director of the statewide  
5 public policy arm for all the Unitarian Universalist  
6 Churches and congregations in the State of New Jersey.  
7 And we have a program -- environmental program that has  
8 been in place for several years where we've tracked  
9 legislation and testified in Trenton and elsewhere  
10 advocating for justice on issues of environmental.

11 Because of that, because of a real commitment  
12 that we have to some of the same issues the last  
13 speaker brought up around low income communities and  
14 particularly a real attempt to change the way that  
15 racial bias is played out, we are very concerned, in  
16 particular, that LMI communities and urban communities  
17 benefit as much as possible.

18 So my responses will be on the siting piece  
19 of that. And later on, we have more specific  
20 suggestions my colleges will speak to.

21 First of all, we have a strong preference  
22 that the siting would be in those urban preferred  
23 areas. We understand that there may be some  
24 compromises that need to be made around farms, farmers.  
25 But we think that there should be plenty of sites, that

1 would be brown sites, that benefit low-income  
2 communities in a number of ways, both in terms -- and I  
3 agree, again, with the former speaker -- in terms of  
4 making good use of that and providing more of an  
5 incentive for LMI communities to actually participate  
6 in these programs; but, of course, there would be job  
7 training -- some job training aspects.

8 But even beyond that, I would ask the  
9 Board -- or we would ask the Board to think more  
10 creatively, if possible, about how to make this  
11 attractive for people who live in these -- near some of  
12 these spaces.

13 So, for example, we didn't mention this, but  
14 we were thinking something along the lines of solar  
15 cities where there would be a way to make this an  
16 attractive and a positive impact on cities that often  
17 don't have that reputation or that feeling in them.  
18 And that would take, perhaps, some additional resources  
19 and some creative thinking. We think that would be an  
20 important point to make.

21 We'd also be asking that -- and again I agree  
22 with the former speaker -- that everything be done to  
23 make these hard areas not be all concrete, gravel,  
24 another hard surface, and a possible heat pocket. So  
25 we would agree that those examples from Maryland and

1 Minnesota would be worth the Board's time to look at,  
2 not only in farmland places, but let's make these sites  
3 something you and I would like to live next to or at  
4 least not feel like it's yet another eyesore in our  
5 communities.

6 And sadly urban communities have lived with  
7 that and communities of color have lived with that as  
8 part of their neighborhoods for a long time, among  
9 other energy development plans.

10 Secondly, we would ask that as part of the  
11 environmental piece to that, that there be a  
12 decommissioning plan and escrow fund for mediation.

13 As we've seen in too many places -- and my  
14 colleague, Carol, has worked in superfund sites in her  
15 professional experience -- too often developers go  
16 bankrupt and disappear, leaving communities with  
17 serious health issues and nowhere to turn for help.

18 Secondly, we have some concerns that  
19 exemptions on groundwater, groundwater standards, I  
20 believe are in law right now for community solar. That  
21 was our understanding of the legislation. We would  
22 like the Board to ask that, in fact, stormwater coming  
23 from treatment plants be a part of any community solar  
24 so that we're not further impacting our waterways and  
25 certainly around the areas.

1 I guess, lastly, one piece I meant to say, a  
2 little bit earlier and is my last comment, is that  
3 there might be some concerns that we don't have enough  
4 brownfield or urban areas really adequately to develop.

5 I would just bring your attention to the  
6 New Jersey DEP's solar siting analysis update, which  
7 was included in our paper from 2017. That says:

8 Even 100 percent solar objective for the  
9 State's electrical consumption of 74,199,000 megawatt  
10 hours requires only 302 square miles or 4.1 percent of  
11 all of New Jersey's land areas, or 14.3 percent of the  
12 New Jersey's preferred urban brown site land area, well  
13 within this analysis' total preferred area calculation  
14 of 29 percent.

15 So we hope that you will land squarely on the  
16 side of really using spaces in urban areas that will  
17 benefit those communities.

18 Thank you very much.

19 Any questions?

20 MR. SHEEHAN: Thank you very much.

21 Next speaking would be Jeanne Fox.

22 MS. FOX: Thank you, Mr. Director.

23 Jeanne Fox, J-e-a-n-n-e, F-o-x.

24 My background is President of the BPU, Deputy  
25 Commissioner under Governor Florio, and EPA Regional

1 Administrator.

2 So this is what I know and also having done a  
3 community solar project in Princeton and I've worked  
4 with Governor Florio, there again, a business partner.

5 Talking on just this subject: The proximity  
6 of projects to subscribers is an important determinant  
7 of the extent to which a subscriber is identified with  
8 a project. They need to be perceived for the  
9 community. It can also result in an improvement in the  
10 health of project subscribers when community solar is  
11 deployed, instead of a traditional power generation  
12 facility. More proximate siting can also result in  
13 lower transmission line power loss and a relative  
14 lessening of the burden on grid distribution lines.

15 As you know, in South Jersey we have these  
16 problems because of these large sited distribution  
17 systems.

18 I favor requiring that the subscribers be  
19 located within the same service territory, and  
20 additionally, within the same or an adjacent  
21 municipality; provided that if the subscribers are in  
22 an adjacent municipality, they must under no  
23 circumstance be located at a distance of further than  
24 50 miles from the project site. However, the Board  
25 should retain the authority to grant a waiver from the

1 proximity requirement for a specific project via board  
2 order if there are reasons that justify the project is  
3 in the public interest.

4 Since there is a pilot stage of the program,  
5 efforts should be taken to support the implementation  
6 of projects of varying capacity levels and any RFP  
7 should describe these size categories.

8 I recommend that neither individual projects  
9 or any co-located group of related projects be deployed  
10 with a capacity in excess of 2 megawatts.

11 Generally speaking, projects with such  
12 capacity require approximately 10 acres of service  
13 area. Projects with capacity in excess of 2 megawatts  
14 would be inconsistent with the need for New Jersey to  
15 preserve its limited open space, as well as site  
16 projects in close proximity to applicable subscribers.

17 As I think as most of us know, New Jersey is  
18 unique and we're the most densely populated for a long  
19 time. And in order to build out by 2050, the way we're  
20 going now, and yet routinely vote to preserve our open  
21 space and our farmland. So New Jersey is one for  
22 preservation of farmland.

23 I've heard them say that we're restoring  
24 group -- to focus. We have tons of parking lots, big  
25 box stores, and parking, etcetera, etcetera.

1           In order to obtain the most benefit from the  
2 pilot, BPU should create categories for participation  
3 in the program based upon the siting of projects and  
4 provide incentives for project development where  
5 appropriate. Certain categories would have  
6 standardized approval requirements, while others would  
7 be authorized via an RFP process.

8           Categories for deployment should include  
9 brownfields, government building rooftops and parking  
10 facilities, low- and moderate-income, and other  
11 multi-apartment facilities, building rooftops and  
12 parking facilities, warehouse rooftops and parking  
13 facilities, and other commercial building rooftops and  
14 parking facilities.

15           We should attempt to avoid as much open and  
16 undeveloped land as possible, again, because we don't  
17 have enough of it and, clearly, New Jersey residents  
18 want to maintain that land.

19           So I urge that especially that landfills  
20 improve quite differently. I think it was a mistake  
21 and I thought it at the time when landfills were  
22 included. I know from my experience in the EPA and BPU  
23 and having been in solid waste at the BPU, that  
24 landfills settle. It's garbage, it's junk, and it  
25 settles. It's planned to settle, the collection



1 system. They're very expensive and the most expensive  
2 solar facility in the state is the one up in the  
3 Meadowlands. It cost a fortune. And you know better  
4 than I of how much that would be. But solar on  
5 landfills is the most expensive solar to put in because  
6 of that settling. It's very expensive. It needs an  
7 infrastructure, a very strong infrastructure to be  
8 built to actually support the weight of the PV.

9 When I was at EPA, they looked at -- dumps  
10 were being closed down. And they were looking at  
11 different ways to make use for it. Skiing, solar, all  
12 kinds of stuff. It is not possible do to that. It's  
13 too expensive.

14 So possibly tax incentives to be given to old  
15 landfills. I would not have it in any way, shape, or  
16 form though that ratepayers would cover any additional  
17 landfill costs that went above the typical brownfield  
18 costs because of that issue. It's a cost factor. And,  
19 as we know, ratepayers are paying a lot of money.

20 And based on the community subsidy bill, the  
21 offshore wind, going back in RGGI, the \$2.5 billion  
22 infrastructure that Public Service filed, and other  
23 rate cases, our working class is growing because the  
24 middle class is decreasing. And I think a lot of them  
25 are -- have to be concerned about ratepayers, either

1 through the SREC process which we have now or certainly  
2 through utilities base rate solars, specifically not  
3 good for the ratepayers.

4 I suggest that the pilot do some community  
5 solar competent with the systems that we've been  
6 working on. My personal belief is that such  
7 arrangements will be part of our New Jersey energy  
8 future.

9 When we had the microgrid and these  
10 micro-storms and all that come up, it might make sense  
11 to have some of the pilot be in communities with  
12 microgrids, where you have that involved in the  
13 microgrids in this pilot.

14 In fact, in schools and government roofs,  
15 parking lots and garages are likely to be prime  
16 locations for community solar.

17 I also think that possible consideration  
18 should be given to LMI community solar projects. We've  
19 talked about that for a couple years now. I would  
20 suggest at least 15 percent to 30 percent of solar  
21 capacity be allocated to LMI solar for both single- and  
22 double-family housing, as well affordable public low-  
23 and moderate-income housing, both private and publicly  
24 owned. And, of course, these projects would require  
25 something like a 40 percent allowance for accurate

1 subscribers -- the accurate subscribers.

2 Bottom line: Because of those extra costs  
3 that have now been put into effect through legislation  
4 and through rate case filings, the Board really needs  
5 to avoid as much as possible the unnecessary cost to  
6 ratepayers or utility rate basing or by other means in  
7 the process. Incentives, such as tax credits and  
8 partnerships, should be utilized, possibly working with  
9 the EDA to get some money for RGGI, those types of  
10 things.

11 Possibility that if there are areas where no  
12 other developer would put in community solar, maybe  
13 some downtown urban area that is not exactly a  
14 money-maker in their minds, utilities possibly could be  
15 involved in that. But we ask you to look seriously at  
16 that issue.

17 So thank you for prioritizing community solar  
18 in New Jersey. I think it is part of our future.

19 Any questions?

20 Michael, no?

21 MR. WINKA: So since you've been a preacher  
22 of this for a long time, you mention a number of  
23 standards. You said at minimum 15 percent within  
24 50 miles to 2 megawatts. This is a three-year pilot.

25 MS. FOX: Right.

1           MR. WINKA: And a lot of things will possibly  
2 change and the legislature had said you have to do this  
3 by rules. I would prefer to do it by order, but our  
4 friends at the end of the table say we have to do it by  
5 rule.

6           MS. FOX: This is the DAG. I was wondering  
7 who this young lady was.

8           MR. WINKA: How would you see -- would you  
9 see us being able to build in flexibility into that  
10 rulemaking structure for some of the things that you  
11 raised?

12           MS. FOX: First of all, the rulemaking  
13 proposal, I personally think was not a good thing to do  
14 because the rulemaking takes a year typically and then  
15 you have another year to start working on it and then  
16 another year proposing the rule.

17           So I don't know how the heck you're going to  
18 do that. But good luck.

19           I would suggest the rulemaking begins as  
20 broad-based as possible. That will give the Board  
21 authority to have some results. One year of results  
22 that you can do to then do a somewhat better  
23 broad-ranged rule. And then you have to do it for a  
24 couple more years to do a pilot. And then actually  
25 have more hearings in getting down to the pilot.

1 I think you need to give the Board as much  
2 discretion as possible to do it by board order.

3 So you can try to be very specific on some of  
4 them. But especially with the LMI, I think you really  
5 need a broad way of LMI now. If this is universally  
6 thought in this state that you need to include that --  
7 the underserved.

8 So possibly looking at areas in the most  
9 congested areas of New Jersey, up in North Jersey,  
10 ratepayers pay higher rates because of that -- people  
11 cover to low-income community members.

12 I would also suggest energy efficiency and  
13 other things where you're charging at least initially,  
14 and look at that to see if that works out.

15 It's going to be tough because you really  
16 don't -- doing the regs is just taking away too much  
17 time. You're going to have to do them again in another  
18 couple years.

19 Does that answer your question?

20 MR. WINKA: Thanks.

21 MS. FOX: Okay.

22 MS. BENREY: Just as thoughts moving forward,  
23 two points that were brought up for speakers who are  
24 coming next.

25 One of the questions that we're grappling

1 with is: What is community solar? What does community  
2 solar mean to you in terms of one of the issues that  
3 was brought up? What is the distance -- maximum  
4 distance that we're going to allow between subscribers  
5 and the site in order to maintain the definition of  
6 community solar as we understand community to be?

7 So that is something I would encourage  
8 speakers to continue to reflect on. And then something  
9 that I would also enjoy hearing more about is the  
10 issue, if anybody has any expertise on landfills  
11 specifically and solar on landfills that can be heard.

12 One very strong opinion, if there are  
13 developers in the room who've had experience of  
14 building solar on landfills, I would encourage you to  
15 make that note and share that with us.

16 MR. SHEEHAN: Thank you.

17 Our next speaker is from Pine Gate  
18 Renewables.

19 I'm afraid there's not a name attached to it.

20 Okay. We can bring you back around.

21 Next up would be New Jersey Resources.

22 MR. BARTH: Good morning, everyone.

23 Larry Barth, Director of Corporate Strategy  
24 with New Jersey Resources.

25 Pleased to be here.

1           We've installed about 200 megawatts of solar  
2 in New Jersey. We've been in the market for the past  
3 eight years.

4           I really want to thank the BPU for holding  
5 this proceeding. And the questions that you put out  
6 were great and really got us thinking. And this is a  
7 terrific opportunity that we're all talking about  
8 today.

9           Even though you guys put out great questions,  
10 I have got a question.

11           And this is one that we really couldn't  
12 answer which was related to the capacity, the program  
13 capacity here which was, you know, from our  
14 perspective, if we're going to have a diversity of  
15 projects in the state here in this pilot program to  
16 really figure out what makes sense and to be able to  
17 test a number of things out, we're going to need  
18 incentives for some of those projects.

19           Unless you're building a 5-megawatt project  
20 maybe in PS territory with one or two or two or three  
21 corporate off-takers, all other types of projects,  
22 smaller projects, projects on rooftops, projects with  
23 different customer bases are going to require  
24 incentives, and where are we going to get those  
25 incentives from.

1           I mean, the SREC program has been a terrific  
2 program and has really supported instate development.  
3 The BPU has really been instrumental in the connect to  
4 distribution. But as we see it, that program is pretty  
5 much getting maxed out.

6           If the BPU were to look at community solar  
7 programs, in terms of these, would need to be approved  
8 by the Board as being designated as connected to  
9 distribution. And one of the things that you would  
10 need to look at in that context is whether or not this  
11 will impair the SREC market. It would, based on the  
12 numbers that we're seeing, you know, tracking from the  
13 BPU in terms of what's installed, what's in the  
14 pipeline, and what the ultimate goal is.

15           So back to our view, these are questions for  
16 the BPU.

17           As we look at the statutes, we see that the  
18 statutes encourage the BPU to consider opportunities to  
19 increase the RPS as they see fit with stakeholder  
20 input.

21           The BPU also, as we interpret the statutes  
22 has authority to do so. And so this is something that  
23 we would suggest that you look at, here, particularly,  
24 as we're bridging between, you know, the world of today  
25 and the future world that we're looking to create with



1 some structure which is to-be-determined. So figuring  
2 that out will help us answer the question.

3 There may be other things that the BPU is  
4 thinking about in terms of where funds can come from,  
5 like rejoining RGGI, there may be some funds. There's  
6 a Class I market. There's some authority you have over  
7 the EDCs. But these are all things that we need to  
8 understand from you in terms of what's feasible.

9 We can probably spend hours today talking  
10 about each of those, and I don't want to start that  
11 discussion here.

12 But answers to those questions would help us  
13 inform what a reasonable target is.

14 In terms of project size, you know, the  
15 statute is pretty clear on 5 megawatts. The only thing  
16 we would add to that is that we think in the pilot we  
17 should limit the size of the projects to some level  
18 within the annualized load of the off-takers so that we  
19 want to avoid oversizing the projects and getting into  
20 excess credit generation. So 80 percent, 90 percent of  
21 the load, it should really be treated like a -- you  
22 know, like when you sized projects for the net-metered  
23 projects. You're ultimately building to serve the  
24 customer needs. So we should keep that discipline in  
25 the sizing.

1           We agree conceptually with some of the  
2 discussions earlier about using adders rather than be  
3 overly prescriptive about certain market segment sizes.  
4 We agree that does need some basic allocation between  
5 the EDCs, but to the extent possible, as a design  
6 principle here, we would lead with providing proper  
7 incentives for different types of projects and then let  
8 the market find the path to least resistance.

9           We also feel like, you know, the way when we  
10 talk to the value of the credits, you know, we believe  
11 that you should be paying an EDC for moving the power  
12 and using their lines. So we feel that siting the  
13 project within the EDC territory is fair game anywhere  
14 within the EDC territory. I understand, you know, that  
15 you want it as close to the customer as you can, but  
16 given land constraints in this most populated state in  
17 the country, it would need to be a little bit flexible  
18 on that one.

19           With respect to low- and moderate-income  
20 folks, again, we would also go down the path of let's  
21 define perhaps even a sliding scale for an individual  
22 project, what percent of the project off-takers are LMI  
23 and then, you know, provide an additional adder for  
24 that, as opposed to again a prescriptive segment  
25 target.

1           As we're looking at some other states, we're  
2       seeing that there is a little bit of a challenge in  
3       customer acquisition for that segment and a lot of  
4       these projects fall into corporate customers. So  
5       that's something that we need to be aware of.

6           I think the only thing -- the only other  
7       thing I would add is we have built projects on  
8       landfills. We do believe that those are technically  
9       feasible. We do understand that there's settlement and  
10      there is some concerns about -- different than just  
11      putting it on a greenfield project, but we do feel  
12      those are feasible.

13          We think that, you know, large scale projects  
14      built on landfills can deliver some of the best  
15      economics and result in the lowest cost incentives to  
16      the state, if we can do that.

17          One thing that would be helpful is we've seen  
18      a lot of time wasted in discussing limitation of  
19      liability when we're involved in a landfill project  
20      because of all the history of landfills and what  
21      possibly could happen. So the more the state can help  
22      in setting up rules to avoid that, the faster we can go  
23      with landfills and brownfields.

24                 So those are all my comments.

25                 Thank you.

1           MR. WINKA: So in the statute there was  
2 increase in the solar RPS. So there's something around  
3 600 megawatts of incremental load between this year --  
4 well, yeah, this year.

5           So your comment was you've seen impact of  
6 this program on that. So if you can submit those  
7 calculations and that sort of modelling that you've  
8 done, we would appreciate that.

9           I can answer your question on the incentive.

10          So the answer is: What do you think?

11          So the good thing about sitting up here is I  
12 don't have to answer those questions. And I'm not  
13 being rhetorical. We asked that question earlier.  
14 We're spending \$1.3 billion. Where do you see -- and  
15 to other folks, where do you see that sort of -- and  
16 there's other things we're going to be doing and other  
17 things that are going to be good for society, but where  
18 do we sort of -- how do we balance out all those  
19 issues?

20          So it's not a rhetorical question. It is  
21 we'd like to hear your comments on how do we break out  
22 those things.

23          MR. BARTH: The thing that we would be  
24 leaning on and thinking about is, you know, an SREC is  
25 very important in terms -- I think part of our

1 objective here in community solar is we're trying to  
2 build projects here in New Jersey to build-out  
3 distributed energy resources in the state, employ  
4 people here in the state, and create benefits for  
5 people in the state.

6 SRECs have been instrumental in helping us  
7 build a large, robust, in-state market, and I'd be  
8 looking for ways to continue to leverage that for this  
9 pilot.

10 So if there was a way -- and I don't know if  
11 there's a way, if there was a way that the BPU could  
12 adjust the RPS for whatever it would add as a result of  
13 this pilot in the context of, you know, we're going to  
14 100 percent clean energy so what adjustment we need to  
15 make here in the bigger picture would be a minor one.  
16 That's the direction I'd be thinking of.

17 But, you know, I don't know all the details  
18 on what you guys are having with that.

19 MR. WINKA: And we're not looking for your  
20 answer here; but if you can put it in writing, that  
21 would be helpful.

22 Thank you.

23 MS. BENREY: Right before we let you go.

24 Sorry.

25 Very small point.

1           You mentioned that the maximum subscription  
2 size or a project should be sized at about 80 or  
3 90 percent. Do you have any suggestions, should there  
4 be a minimum; and if there should be, what should it  
5 be?

6           MR. BARTH: A minimum size for the entire  
7 project or a minimum size for the --

8           MS. BENREY: For if it's a subscription or  
9 whatever business model the community solar array is  
10 pursuing, should there be a minimum imposed on what an  
11 individual subscriber's load is being?

12          MR. BARTH: I would need to think that  
13 through. Off the top of my head, I would say no. I  
14 would say that's up to the developer. I think the  
15 developer, from an efficiency standpoint, would want to  
16 be signing up as many high-load factor customers as  
17 they could and they'd be targeting those folks  
18 appropriately and messaging that the more the better.

19           So I have to think further about that.

20           Thank you.

21          MR. SHEEHAN: Our next speaker is from Direct  
22 Energy Solar. It's Daniel Schneider.

23           Okay. Jonathan Ratner.

24           All right. Well, that was the people who had  
25 pre-signed. So we're going to take a look at the

1 people who have signed up at the front door. So some  
2 of these might be duplicative. So I apologize.

3 Carol Hemington, you've already spoken.

4 Right?

5 That's what I thought. Thank you.

6 Ryan Marrone from Solops.

7 MR. MARRONE: Yes.

8 MR. SHEEHAN: Thank you.

9 MR. MARRONE: Thank you.

10 MR. SHEEHAN: And you can go ahead and spell  
11 your last name for the court reporter.

12 MR. MARRONE: Sure.

13 Ryan Marrone, M-a-r-r-o-n-e. I'm the  
14 President of Solops. I was most recently the Chief  
15 Operating Officer and the founder of Blackstones  
16 Renewable Energy Company.

17 Just a couple comments, first, I want to  
18 thank Larry for his comments. They were right on  
19 point. And it's been a pleasure working with him in  
20 the pre-legislative process. And I think he touched  
21 upon some very good points.

22 We've developed or I've developed over the  
23 past 10 years around 320 megawatts of projects across  
24 the United State in the C&I space, 40 megawatts of  
25 those have been on landfills sited throughout

1 New Jersey, Massachusetts, New York.

2 And I would submit and concur with Larry's  
3 comments with respect to development on landfills.  
4 They can be very beneficial.

5 And in the work that we did in conjunction  
6 with a lot of the stakeholders and the legislative  
7 process, the concept that we were really focussed on  
8 was factoring on how to reduce the cost overall in  
9 development projects.

10 Part of the reason we suggested larger scale  
11 development on brownfields, landfills of the sort is to  
12 reduce the cost overall so that it could provide more  
13 savings to the consumer, less cost and burden on the  
14 ratepayer so you can develop those projects.

15 The idea is to preserve the SREC market for  
16 the legacy projects that have been built and  
17 operational in the state and provide a path forward for  
18 new opportunities.

19 One of those was to talk about a carve-out or  
20 an increase of the RPS associated with the community  
21 solar and the remote net metering piece that, that can  
22 operate independently with a secondary SREC market  
23 perhaps that can subsidize and provide support to those  
24 particular projects at a lower SACP factor. And if you  
25 establish all those rules ahead of time so that legacy



1 SRECs, the original SREC I program cannot be utilized  
2 to meet the RPS requirements of the community solar or  
3 the remote net metering program, you can create a  
4 secondary SREC market.

5 This is similar to what was done in  
6 Massachusetts. We were part of the rulemaking process  
7 over there when they were doing their various programs,  
8 and it really looks to factor in the consideration of  
9 the hundreds of millions and billions of dollars spent  
10 over the years in getting the market established in  
11 New Jersey without jeopardizing those projects. It  
12 allows a nice path forward as we transition.

13 When we talk about the siting locations,  
14 which was the primary point of this component, Larry  
15 was right on point with respect to the EDC.

16 We looked at the underserved markets of the  
17 LMI community in the urban areas and it's critical to  
18 being able to provide a growth and meeting objectives  
19 of the State of New Jersey.

20 The issue you have, right, is to give them  
21 the savings that you want to be able to meet, perhaps,  
22 an SREC II with reduced SACP factor, you need to be  
23 able to build scale more efficiently. The utilization  
24 of urban areas is more costly in building those  
25 particular projects. So being able to establish and

1 get scale of 2, 3, 4 megawatts and be able to serve  
2 those communities requires that they be sited further  
3 out from those urban areas. Typically because you  
4 don't have the scale squats of land to be able to do  
5 the scale and efficiency and construction of it. So  
6 it's certainly I think a benefit of balance to be able  
7 to establish that.

8 One of the components with respect to the  
9 CCSA, and I thought they were very good, I wasn't sure  
10 where they were going to be going, but I commend them  
11 with their comments.

12 The only thing I would touch upon, as well as  
13 Ms. Fox, in which she had indicated about the  
14 greenfields, is an added benefit of solar development  
15 is that it enhances value. If you're a real estate  
16 owner and you have static revenue you're receiving for  
17 commercial rooftops or a warehouse, you can add revenue  
18 by leasing your roof.

19 One of the other things about this  
20 opportunity with brownfields, landfills, and one of the  
21 things that wasn't included that we think should be,  
22 there is a need of redevelopment to receive blighted  
23 designations, is putting fallow or underutilized land  
24 back to work and utilizing private dollars to be able  
25 to clean up those particular circumstances.

1           So rather than utilize public dollars or  
2 grant dollars or tax dollars to improve a brownfield,  
3 improve a blighted area, close a landfill or complete a  
4 landfill closure, utilize the private developer  
5 investment through renewable projects to be able to  
6 clean up those projects, clean up those properties that  
7 benefits the community and the state by putting them  
8 back on the tax rolls for the townships. So there's an  
9 added benefit with a focus on the development of those  
10 projects, whether it's done through an adder, as some  
11 others have suggested. It certainly is one of the  
12 things that is really important to focus upon with  
13 respect to those properties and those types of projects  
14 used for siting.

15           Parking lots are great. Carports, we just  
16 finished 50 megawatts of carports for public entities  
17 in California. They're great, but they're more  
18 expensive.

19           So when it comes to reducing that cost for  
20 the ratepayer, reducing the benefit with respect to the  
21 off-takers for the property, that's the only downside  
22 with respect to the carports. Certainly, we don't have  
23 objection to utilizing them, particularly in hot areas  
24 in the state. In southern states, we did them a lot  
25 because there's an added benefit with respect to

1 covered parking and factor in the charging stations.

2 That's all I have.

3 MR. SHEEHAN: Do you have a sense of scale  
4 and scope of blight redevelopment areas in the state?

5 MR. MARRONE: You know, I would say yes.  
6 It's rather significant, but it is municipal limited.  
7 Certain municipalities have virtually none. But the  
8 ones that have it are prevalent with it. And even if  
9 you talk about bluefields areas, like the City of  
10 Rahway, that has it. You know, we've looked at their  
11 bluefield designated areas and figure is there a way to  
12 be able to capture those properties so that you can  
13 actually repurpose them.

14 Those unaware of bluefield areas are areas  
15 that were subject to flood zones and basically  
16 designated you can't development anything else because  
17 of the likelihood that they're going to re-flood.

18 So the towns in a sense have been forced to  
19 take over ownership of those particular properties at  
20 their own cost, but now they can't do anything with  
21 them. So they're off the tax rolls and they had to  
22 acquire the property.

23 So perhaps to re-purpose those lands by  
24 putting solar. They'd be small arrays, but they would  
25 serve that benefit. And if there was an upside or

1 cooperation with the EDA or some other grant associated  
2 with it, it might be a better utilization of the public  
3 dollars that are allocated or required to be spent with  
4 the bluefield program, to put them to this use to work  
5 together.

6 It's really that focus of utilizing private  
7 dollars to assist and help with overwhelmed public.  
8 Because private developers have the wherewithal to pool  
9 what levers are appropriate from a financing  
10 perspective to make things work. If the rules are such  
11 that we know what the rules of the game are, we'll work  
12 on the private side. And financing projects on  
13 brownfields and landfills, we've never found a problem  
14 with it from all of the Wall Street partners and banks  
15 that we've utilized, whether it be through debt for tax  
16 equity facilities. It may be more complex and a little  
17 bit more difficult from a documentation perspective,  
18 but it's certainly out there.

19 MR. WINKA: You started to touch on the  
20 question that was raised. So Mr. Barth raised a  
21 liability issue on landfills, a liability issue on  
22 brownfields.

23 So is there any other cost in there?

24 And does the DEP -- or is there something we  
25 should be talking to DEP about in the same vein that

1 Mr. Barth raised on landfills?

2 MR. MARRONE: There absolutely is. There's  
3 an added cost from a legal perspective and an  
4 engineering perspective in putting the documentation  
5 that are going to coverup that liability risk. There's  
6 policies that we can also purchase which offset it.

7 One of things that's somewhat helpful is if  
8 you use a friendly, through a senior property, I'm here  
9 talking about land and redevelopment of land, then that  
10 can clear the title and clear liability issues. And I  
11 think it's something we actually have to look at.

12 The problem you have is when you talk about  
13 strict liabilities under Circular ARICRA (phonetic),  
14 you're dealing with the federal regulations. If we  
15 talk about things like PCBs which are under federal  
16 TSCA regulations, a little bit less enforcement. But  
17 there has to be a cooperation between the DEP and the  
18 municipal property owner and the federal government,  
19 the EPA, in order to try and work through that.

20 But there's absolutely a benefit to it if you  
21 can streamline or reduce the regulatory process to  
22 provide some protections so that that liability cost is  
23 either reduced or at least the timeline for clearing it  
24 out for the documentation, the insurance, and the  
25 engineering that time period is strong.

1 MR. WINKA: Thank you.

2 MS. BENREY: I forgot my question.

3 Yes.

4 So based on your comments, it sounds like  
5 you're saying -- so we heard from previous speakers  
6 that ideally we want to locate projects in cities next  
7 to the people that they would benefit, potentially  
8 withdraw benefits, etcetera.

9 It sounds from your comments like that may be  
10 a little bit difficult from a sizing and economic  
11 perspective. We'll get into the finance at a later  
12 session.

13 Do you envision a path forward for perhaps  
14 smaller scale projects in urban areas that would be --  
15 and perhaps some returning to -- which is what is  
16 community solar, but that would be directly embedded  
17 into a community in which they would benefit? Is that  
18 something pursued? Is that something you would  
19 consider pursuing, and under what conditions?

20 MR. MARRONE: I like to look at a community  
21 as all the people in the State of the New Jersey are  
22 one big community, and the renewable portfolio  
23 objective it's statewide. It's not municipal-wide and  
24 of the 535 municipalities and the 20 counties.

25 I would certainly look at, as a developer, at

1 urban development opportunities that are smaller scale.  
2 The issue we run into is: What is our average cost of  
3 capital? What does the financing mechanism look like  
4 for that based upon the scale that we get to build it?

5 And with the ever-changing landscape of the  
6 ITC and where it's at and you have now rising debt  
7 markets and with the longstanding current projection is  
8 for the debt to offset the decline of the ITC which is  
9 the balance of how you're going to actually finance  
10 these things over a long period of time and what the  
11 future markets are going to look like.

12 So getting costs down is tremendously  
13 important. So it doesn't exclude them. It just  
14 doesn't make them the ideal optimal opportunity.

15 So I would leave it to the private developers  
16 and all my colleagues that are in the development of  
17 the solar space to be able to determine what those  
18 economics are and whether they work for them. And  
19 there are certainly in the private sector going to be  
20 companies that can focus on serving those markets, just  
21 like there are companies that focus on building  
22 residential for the LMI community with the lower FICO  
23 scores.

24 So I think it's absolutely an opportunity. I  
25 think it's something you should consider. I just



1 don't.

2 Think it should be exclusionary.

3 Thank you.

4 MR. SHEEHAN: I'm going to apologize for this  
5 one, Royal (sic) Tuff.

6 Is that somebody who signed up from Green  
7 Faith I believe?

8 REVEREND TUFF: For the next session.

9 MR. SHEEHAN: Got you. Okay. Very good.

10 Thank you.

11 Would you like to speak for this session or  
12 next session?

13 REVEREND TUFF: Next session.

14 MR. SHEEHAN: Gaylord Olson.

15 MR. OLSON: Hello.

16 My name is Gaylord Olson, O-l-s-o-n. I'm not  
17 representing any specific organization. I'm a  
18 semi-retired engineer, and I've been looking into some  
19 of the real numbers, comparing small rooftop solar with  
20 much larger scale solar. And there's at least one  
21 member of the audience who was part of the rural group  
22 where we kind of met informally in Mercer County, and  
23 we would talk about one of these factors that should be  
24 looked at to prepare it, you know, the economy of  
25 scale.

1           And we've heard a few times the mention of it  
2 as the economy of scale. But I'd like to put out some  
3 real numbers for you.

4           And we're going back to four years ago, the  
5 research that I did, indicated that you could buy about  
6 twice as much power from a large scale array per  
7 dollar. Twice as much, as compared to small rooftop  
8 array. And I think that's probably pretty close to  
9 still true.

10           However, another factor coming into play in  
11 recent years and that is large utility solar arrays  
12 incorporate what's called one access tracking where the  
13 arrays can be -- I see people nodding. If you don't  
14 know what that is, Wikipedia will tell you.

15           But, anyway, the arrays can rotate slowly so  
16 that they face the sun at all times so that gives a  
17 significant extra benefit.

18           As a matter of fact, the National Renewable  
19 Energy Laboratory once a year puts out some comparative  
20 numbers and the most recent numbers I have right here.

21           They actually separated four different  
22 categories of solar electricity. One being residential  
23 rooftops. And the average cost -- and this is going to  
24 be in terms of energy, not power. There's a  
25 difference. And in terms of energy kilowatt hours

1 selected per year, the cost for residential rooftop is  
2 14.8 cents per kilowatt hour.

3 Now, there are three other categories. The  
4 larger size category, being the one access tracking  
5 systems, utility scale. The cost for those averages  
6 out to be 5.25 cents per kilowatt hour.

7 You can take the ratio of those two numbers,  
8 it comes out to 2.8. In other words, you can buy 2.8  
9 times energy per year if you're a part owner of a large  
10 array, hopefully, community solar.

11 And so this is pretty significant. I hope  
12 you can all keep that number in mind: 2.8 times more  
13 power than a very large array, as compared to a rooftop  
14 array.

15 A couple of other factors that come into play  
16 in this comparison are if -- if you happen to have a  
17 home with trees, large trees in your yard, that home is  
18 more valuable than a home without the trees.

19 And I've seen various numbers between 4 and  
20 15 percent. Now, the most recent numbers for that  
21 indicate the value of the home is increased between 7  
22 and 19 percent. That is an increase in the value of  
23 the home if it happens to have large trees around it.

24 Of course, rooftop solar would not encourage  
25 anybody to have large trees there because then it

1 wastes their money for the rooftop solar.

2 A third factor, which is harder to quantify,  
3 would be lower air conditioning bills, if you can keep  
4 the home in the shade of trees. And people are nodding  
5 yes to that.

6 So anyway there are these three factors that  
7 I think we should all keep in mind to help us encourage  
8 the promotion and discuss it with your neighbors and  
9 try to convince them that they should pursue this  
10 concept as rapidly as possible in my opinion because it  
11 makes pure sense to have people to be encouraged and  
12 allowed to be part of a large array rather than on the  
13 roof.

14 One other factor, which is something that is  
15 happening around the world, not so much where we are,  
16 but it's happening in Italy and Japan, Korea, and that  
17 is putting solar electricity on bodies of water. And  
18 if you want to see some of the specifics, go to  
19 Wikipedia, type in floating solar. It's another way to  
20 avoid agricultural land being taken up for this  
21 purpose.

22 So, again, I would encourage you to look at  
23 it also, but I'm really happy to see such a large  
24 number of people in the audience here. And I hope we  
25 can pursue this concept as rapidly as possible.

1 MR. SHEEHAN: Thank you very much.

2 MR. OLSON: Okay.

3 MR. SHEEHAN: Next up is the Director from  
4 Montclair State Program. I'm sorry. I'm going to have  
5 trouble with that name.

6 MR. LAL: L-a-l; first name, P-a-n-k-a-j.

7 A lot of stakeholders here. I thought -- me  
8 I'm stakeholders at the center, again start by the  
9 university. Just like a few months ago and some of the  
10 BPU. So we have primary research of the state.

11 Again, we're moving on the clean energy for  
12 quite a bit and in terms of the past research.

13 And one of the things that we got modelling  
14 where it was the requests of these stakeholder  
15 meetings, I see a lot. Some were like Newton in a way,  
16 like with vehicles, between university, as well as the  
17 private parties.

18 We have objectives. We do research. And  
19 that is our way, like every question that I have. I  
20 see a lot of research, also from the private sector,  
21 the EDCs and others. We talk about costs. We talk  
22 about incentives. We talk about access.

23 But what are we lacking? Are we moving too  
24 fast? Are we moving too slow?

25 We see that this side that we are university

1 and this makes sense, economy costs. But on the other  
2 side, we say, fine, it's like we have enough.

3 So those are -- and bring it up here in terms  
4 of that, that BPU, and other agencies are appreciative  
5 university's role and community solar, as well as  
6 larger indicators that the state is moving on is always  
7 larger in the segment. But also a lot of partners  
8 between the private sector, as well as the university,  
9 as well as the regulators and the government.

10 And I wanted to highlight some of the  
11 questions. I'm also a professor, but we learn a lot  
12 from our opportunities from the society from things  
13 that are happening, and these stakeholder meetings is a  
14 lot of learning, from me, as well as my students, but  
15 also some of the analysis and other data is lacking.

16 And we said that -- has but how we are moving  
17 forward? Those kind of analysis and my in terms of  
18 modeling and analytics so we have more quantitative  
19 side and in community costs, economy costs. But how do  
20 we design and how do we design for this and what impact  
21 it has?

22 And as modelers, it's complicated, the  
23 economy margin, the energy sector does not operate  
24 inside. That came out in CCSA when they talked about  
25 how they would define marginal lands.

1           I think that is what we economists have been  
2   grappling for a long time and because like one land  
3   moves to another in different crops because it is not  
4   beneficial. If it is underutilized, it can be  
5   underutilized based on the market.

6           And when we are investing in these kind of  
7   pilot programs, we go on marginal land and also the  
8   conservation. Like I heard, I might -- I heard two  
9   different sides, like forest lands for sale or  
10   underutilized. We have so much open space, need to be  
11   looked at. And these stakeholder meetings look at it.

12           We can take a lot of opportunities to learn  
13   from each other and what we have been doing and it is  
14   our business or do we do our business modeling for  
15   teaching and research. But we see that we learn a lot,  
16   we adapt.

17           And I thank you all for this opportunity and  
18   we look forward to working with you all.

19           Again, thank you for the opportunity. That  
20   is what I was here to say.

21           MR. SHEEHAN: Thank you, very much.

22           Next up would be Ross Abbey from US Solar.

23           MR. ABBEY: Ross Abbey, A-b-b-e-y, US Solar.

24           Thanks for having us.

25           US Solar is, I would say, a small sized

1 developer. We've got about 20 employees. Our  
2 corporate office is in Connecticut, just across the  
3 border. We've got developers and projects in  
4 Connecticut, Illinois and Minnesota and New York.

5 I want to speak to three issues.

6 One, the definition of community, how do you  
7 define community.

8 A couple others have said this, in terms of  
9 flexibility and allowing every market to work, I think  
10 it's important to allow these front-ends to be sited  
11 anywhere in a utility.

12 And the programs we're most active in  
13 community is really defined by this penalty that is  
14 assessed against the developers for unsubscribed  
15 energy.

16 The deal is no fair penalty about 2 megawatt  
17 or 5 megawatt array, calling it community, unless  
18 you're actually subscribing 100 percent of your project  
19 to the community. And that puts the onus on the  
20 developer to go out and cobble together, you know,  
21 approach to churches and approach to the large  
22 employees -- employers, approach cities and water  
23 utilities. And unless we can convince those members of  
24 the community to sign a long-term contract with us to  
25 join us in envisioning and development of new projects,



1 you know, we're not going to be able to build the  
2 projects and make a profit.

3 So I'm not sure at what point today if you  
4 guys are going to talk about unsubscribed energy  
5 penalties, but I think that is an important argument.

6 In terms of market and project size, we  
7 support CCSA's proposal of 150 megawatts per year. As  
8 a 5-megawatt project size, that should lead to at least  
9 30 projects a year. I mean 150 projects over the  
10 course of the pilot.

11 The truth is we see project attrition in a  
12 lot of markets, especially a new market. A lot of the  
13 proposed projects maybe never go forward. Even from an  
14 interconnection perspective or renewable lighting  
15 perspective or perhaps we can't get to that 95, 100  
16 percent subscriber level that they need to get the  
17 financing. So be ready for a fair amount of attrition.

18 And the reason we really like the idea of 150  
19 and 5 is that does allow, call it, 20 or 30 projects a  
20 year. You start to get a big enough scale where you've  
21 actually got a real market and competition among  
22 employers. Competition is I think should be a primary  
23 goal because that allows subscribers to look at  
24 multiple offers and pick the best offer. They can shop  
25 around in price. It puts developers in a position of

1 also competing on price and competing on quality.

2 So if you go in a smaller project where  
3 there's other projects less than 150, I would say maybe  
4 consider scaling down the maximum project size so you  
5 maintain that 25, 30 projects a year so you do have  
6 that competition.

7 Obviously, smaller project sizes maybe you  
8 have less economies of scale so you have higher costs  
9 in the system. But the key is to turn on that market  
10 competition and it will drive down costs.

11 And then, finally, in terms of siting, I  
12 think folks probably know this, but developers we  
13 really are constrained by the great infrastructure.  
14 There's a lot of places, a lot of landfills, I think  
15 maybe 90 percent of parcels out there are just not good  
16 sites for solar from an interconnection perspective.  
17 Either the facilities aren't currently there so we need  
18 to pay a lot of money to upgrade it or if a substation  
19 capacity is limited. And so it's somewhat unfortunate,  
20 but that combined with local land use zoning, we're  
21 already very much constricted.

22 So that's why I support the idea of adders,  
23 or brownfields and landfills and some of these  
24 preferred areas; but if you limit the program to that,  
25 then you really I think risk having enough projects to

1 turn on that market competition.

2 Adders are great, specifically if you're  
3 increasing the subscription to the subscribers because  
4 then that drives subscribers to prefer those brownfield  
5 projects to higher grades. Maybe you're increasing  
6 ratepayer impact with that. So an alternative may also  
7 take into consideration would be instead of having a  
8 financial adder, you could maybe have a differentiated  
9 project maximum size.

10 So, for example, in Illinois, Minnesota, we  
11 are doing a lot of projects with soy and corn growers.  
12 They actually love these projects because it allows  
13 them to take maybe a fourth or fifth of their acres,  
14 put into solar. They give us their worst acres where  
15 they're not making much money on the corn. And then  
16 plant it with pollineer prevalene (phonetic), all of a  
17 sudden they've got kind of a wildlife refuge that draws  
18 pollineers and benefit, well, vegetable growers and  
19 other types of growers around them.

20 But if you want to avoid your solar project  
21 taking up the entire farmland, you can do, for example,  
22 a 2 megawatts cap on greenfields and a 5 megawatt cap  
23 on brownfields and that would be one way without  
24 increasing the financial payments that you can kind of  
25 steer more development activity.

1           That is going to lead developers to at least  
2 strongly consider those brownfields in developing that  
3 parcel.

4           So, yeah, I appreciate being able to speak to  
5 you.

6           MR. WINKA: So thank you for you comments.  
7 We appreciate that.

8           So we're here because we don't have all the  
9 answers and we're trying to put together a program and  
10 spitballing some ideas and your sort of throwing some  
11 things out there.

12           One of the things we've been thinking about,  
13 and you raised this with the interconnection issue, is  
14 so where are those locations?

15           Would it benefit the State of New Jersey to  
16 do some along the lines about hosting capacity  
17 statewide or is that just should we leave that on to  
18 the private sector and say you find the best locations?

19           MR. ABBEY: Yeah, it's a great question.

20           I think the utilities are going to be faced  
21 with this question from the private sector regardless,  
22 where the developers come and say can you share basic  
23 information about your voltage on this line and your  
24 conductor width on this line and your association  
25 capacity.

1           So what we've seen is developers, utilities  
2           in those states kind of want to get in front of that  
3           and provide you with some base level of public  
4           information, that way not answering a hundred e-mails.

5           But, yeah, typically, I think it's going to  
6           be a combination of the two.

7           MR. SHEEHAN: Thank you.

8           MR. ABBEY: Thank you very much.

9           MR. SHEEHAN: Lena Smith from Food and Water  
10          Watch.

11          MS. SMITH: Good morning.

12          MR. SHEEHAN: Good morning.

13          MS. SMITH: My name is Lena Smith. I am from  
14          Food and Water Watch. We are a national advocacy  
15          organization that champions healthy food and clean  
16          water. I also am representing a coalition of over 50  
17          organizations today that come from faith, labor,  
18          environmental, community, business, and political  
19          communities.

20                 And we agree that -- that we only have about  
21          20 years to address the urgency of climate change and  
22          that we need to cut our emissions to zero before we  
23          reach key climate tipping points and see that a robust  
24          and a charity community solar program with meaningful  
25          LMI access will accelerate a transition to renewable

1 energy and address the climate crisis.

2 We also see that community solar is a program  
3 for people who -- without rooftops, develop solar, and  
4 can get the benefits of renewable energy and that the  
5 participants receive a share of the utility bill  
6 credits, tax incentives, and production incentives when  
7 implemented in a way that ensures low-income household  
8 participation. Community solar programs can be spread  
9 into either rural communities that may not otherwise be  
10 able to afford distributed renewable energy.

11 So we primarily are concerned with low- to  
12 moderate-income access, but also the urgency to swiftly  
13 adjust the transition to renewable energy.

14 Regarding the siting and project size then,  
15 the program should be robust enough to ensure a variety  
16 of scenarios that are considered for all low-income  
17 housing types. So those efforts should be made to  
18 serve multi-unit apartment buildings, multi-family  
19 homes, and single-family homes. And then when serving  
20 multi-apartment buildings, the community solar pilot  
21 program should also seek to serve those buildings that  
22 are run by housing authorities, privately-owned  
23 buildings, and cooperatively-owned buildings.

24 The program should also be developed in  
25 conjunction with institutions that have ties to the

1 communities and where community solar projects are  
2 truly sited. This would include community development  
3 corporations, nonprofit organizations, and/or county or  
4 municipal governments.

5 So the question of capacity, excess annual  
6 capacity should be utilized to generate electricity and  
7 the electricity generated by this project should be  
8 sold into the grid and credited at a retail rate.

9 Those proceeds from the sale should be placed into a  
10 fund administered by the BPU to support the development  
11 of Clean Energy programs in low-income communities.

12 And regarding the geographic limitations for  
13 community solar pilot projects, we are advocating that  
14 community solar projects be located primarily in urban  
15 areas and be placed in underserved areas.

16 The projects can include incentives for  
17 projects to be developed in environmental justice  
18 communities and preference should be given to projects  
19 sited in environmental justice communities.

20 We also are encouraging the BPU to work in  
21 conjunction with the DEP to reinstall the cumulative  
22 impact tools and help identify environmental justice  
23 communities and prioritize community solar projects in  
24 DEP defined environmental justice communities. This is  
25 typically a census plot group for which 30 percent or

1 more of the population consists of low-income persons  
2 who are not institutionalized and self-designation as  
3 an environmental justice community should also be  
4 allowed.

5 That's it for now.

6 Thank you.

7 MR. SHEEHAN: One question.

8 There's siting in SJ environments or is it  
9 serving environmental justice environments?

10 MS. SMITH: Siting in EJ communities?

11 MR. SHEEHAN: Yeah.

12 Is it siting or is it serving or it's both?

13 MS. SMITH: Both.

14 MR. SHEEHAN: Okay.

15 MS. SMITH: The project should be located as  
16 close to the communities they serve as possible.

17 That would also allow for workers to be  
18 workers from those communities to be employed at the  
19 projects that are being built.

20 MR. SHEEHAN: Thank you.

21 Those are all the speakers that we have  
22 listed.

23 Is there anyone else who would like to speak  
24 on Topic I, siting and project size?

25 Please come on up.



1 MR. BRADY: Good morning.

2 My name is Mark Brady. I'm with Pravco,  
3 Incorporated. We're an EPC. We do the entire State of  
4 New Jersey solar development.

5 Just a couple of comments on placing the  
6 sites. I hear a lot of talk about landfills,  
7 greenfields, bluefields, any land development is going  
8 to take a lot of time. The fastest way to get the  
9 pilot off the ground is rooftops. Permit-wise it will  
10 be the most expedient. This will also allow siting  
11 within the urban district and can be coordinated with  
12 your energy efficiency program as far as if you could  
13 offer incentives to commercial rooftop on roof  
14 replacement.

15 This would allow for siting in the urban  
16 centers, allow for green minority participation into  
17 the project, not only for building the project, for  
18 doing the O&M on maintaining the project. So it would  
19 be a long-term employment opportunity for the  
20 minorities in the neighborhood.

21 So really it's just to consider the  
22 commercial rooftop as a quick alternative or actually  
23 the quickest way to get your program off the ground and  
24 keep it moving forward.

25 MR. WINKA: So how you would you see building

1 scale?

2 So in the Statute it says up to 5 megawatt.  
3 So I'm not aware of commercial roof space that are  
4 larger than a megawatt.

5 MR. BRADY: Surprisingly, there are a number.  
6 A lot of warehouse facilities or commercial facilities  
7 in the urban areas often are in need of roof  
8 replacement. Such a large roof is very expensive to  
9 replace. So a lot of the owners will only replace part  
10 of it at a time; whereas, if there was an incentive to  
11 do energy efficiency or some other type of incentive to  
12 enable them to replace the entire roof, you could very  
13 well easily fit 5 megawatts on quite a few commercial  
14 buildings.

15 MR. WINKA: And the other part, since you're  
16 an installer, what would you -- what would you need --  
17 and you said hiring from the community, what would you  
18 need to see to be able to hire those folks from that  
19 community? What would be in your sort of hiring  
20 employment structure?

21 MR. BRADY: The commercially -- on the  
22 commercial structures, that would be -- we deal with  
23 Local 3, the IBEW. So really we get involved with the  
24 unions.

25 MR. WINKA: So it would come through the

1 union internship program or something --

2 MR. BRADY: Yes. On the construction of the  
3 site, as far as the O&M, that's a little more flexible.

4 MR. WINKA: Okay. Thank you.

5 MR. SHEEHAN: Do we have anyone else who  
6 wishes to speak on Session I?

7 MR. WALLACE: May I speak?

8 MR. SHEEHAN: By all means, sir.

9 MR. WALLACE: Good morning -- good afternoon.  
10 What is it, morning yet?

11 My name is Rob Wallace. I'm with -- CEO of  
12 Power52 based out of Baltimore, Maryland.

13 We have two sides of our business. One is a  
14 foundation which does workforce development and job  
15 creation for average individuals. Where they get their  
16 NSEP, OSHA, NCCER, construction training, and that they  
17 actually build projects for us. And then on the energy  
18 solution side, we are a financier, developer,  
19 construction company.

20 I've been in the industry 12 years, done a  
21 lot of work with Miller Brothers there and CORE,  
22 Washington Gas, a lot of folks in this room.

23 I wasn't going to say anything about the  
24 whole LMI piece, except that some of the stuff that I  
25 was hearing in the hallway was like.

1           One of my concerns with the siting size is  
2 most urban centers don't have the money. All right.  
3 They don't have roofs that have a 20-year warranty  
4 where you can put 1 to 2 megawatt size systems on that  
5 roof. Right.

6           Number two, most low-income communities don't  
7 own the house that they're renting; what they're  
8 renting is multi-family units.

9           So one of things we've done in Maryland is we  
10 are siting the systems within the state utility, but  
11 outside of Baltimore City, for example. Right. So we  
12 trained 100 and something -- 150 people, 87 and a half  
13 percent placed in solar jobs.

14           The advantage there is really getting them  
15 out of the communities they're in. It's not keeping  
16 them in the community. So the goal is to teach and  
17 train so we put our training locations in their urban  
18 centers, but then we transport them out to do the  
19 construction. So they go to New Hampshire, like they  
20 go to North Carolina where they can build.

21           And so what happens is it just doesn't just  
22 change them from a technical perspective, but it  
23 changes them spiritually, physically, and mentally.  
24 Right. So they go from three cigarette packs a day to  
25 two, two cigarettes because of lack of stress. Right?

1           And so my point is I think the goal here is  
2 to really get them out of these urban centers. How do  
3 you do that? You make sure they're skilled. You make  
4 sure they have potable skills that they can take and  
5 get a job in Baltimore. They can take a job in  
6 New Jersey and go to Chicago. And so those are the  
7 types of systems that we look at.

8           We just signed a 14 megawatt deal in Maryland  
9 specifically for LMI; 51 percent are applicable with  
10 the LMI communities. They are all based with in BG  
11 territories and surrounding territories and the  
12 graduates from our program build the projects.

13           And so from our perspective, we don't want to  
14 be in the urban centers, we don't want to be in the  
15 land that's more expensive. We're not going to be able  
16 to produce projects that are going to provide no  
17 savings for the people that we're trying to serve.

18           So my recommendation is to be able to  
19 surround it with an outside community utility.

20           That's it. Thanks.

21           Until the next topic.

22           MR. SHEEHAN: Thank you very much.

23           Okay. Last, last call for speakers for this  
24 session.

25           Please come on up.

1           MR. MCAULIFFE: Hi, everybody. My name is  
2 Dylan McAuliffe. I'm with Solar Landscape. We build  
3 around the state.

4           I just wanted to follow-up on the gentleman,  
5 two speakers ago, was talking about siting on rooftops.  
6 I agree that from a permitting perspective and, you  
7 know, the infrastructure in place already, there's a  
8 lot of rooftop spaces that we can take advantage of and  
9 be less complicated than on the ground, and so we  
10 should be trying to incorporate that into community  
11 solar as much as possible.

12           And also in agreement that there are a lot of  
13 very, very large roofs that are being underutilized,  
14 particularly in the warehousing sector. They don't  
15 have on-site load and -- or in addition to taking their  
16 entire roof. So community solar is a type of  
17 opportunity that would work really well for them. And  
18 there potentially might be some cost upgrades if  
19 they've sited their building considering smaller load  
20 and they're going to be adding, covering every inch of  
21 their roof with solar so they might have some  
22 infrastructure costs, and they might go into sort of  
23 any adders that would be involved.

24           And, additionally, working in New Jersey in  
25 the past few years, we've seen is cost come down in the

1 overall cost-per-watt to build. We've seen some  
2 buildings move into, you know, they're marketable in  
3 the 20, 30, 40,000-square-foot range. They're actually  
4 really good buildings. They're very well distributed  
5 throughout the states. So if you can make something  
6 work for, say 400 kW, 500 kW, community solar systems,  
7 it will look like in Illinois, they were kind of doing  
8 size sequencing and a few extra pennies if you were in  
9 that 200 to 500 kW range, something like that.

10 Obviously, you know, we want to reward sort  
11 of scalability too and those projects that are  
12 cost-effective, but being able to add a few pennies  
13 for, say, per kWh, something like that to 300 kW, we  
14 might have systems throughout the state which might  
15 involve a lot more property owners, rooftop stations.  
16 So I think that's an area you want to look at.

17 Thanks.

18 MR. SHEEHAN: Thank you.

19 Anyone else?

20 With that in mind, I think we will go ahead  
21 and close Session I. Session II is supposed to start  
22 at 11:45, which was 4 minutes ago. I think we could  
23 all use a 5-minute break, however.

24 So my watch says 11:52. Everybody be back  
25 here in 5 minutes at 11:57 and we'll go and get started

1 on Low- and Moderate-Income Access.

2 Thank you.

3 (A short recess is taken.)

4 SESSION II: LOW- AND MODERATE-INCOME ACCESS:

5 MR. WINKA: Our first speaker will be Pari  
6 Kasotia, Vote Solar.

7 MR. SHEEHAN: Welcome back, ladies and  
8 gentlemen.

9 This is Session II, the Low- and  
10 Moderate-Income Access.

11 I want to thank everybody for that first  
12 session. I think it went extraordinarily well. I'm  
13 looking forward to that process continuing.

14 We're going to go ahead and get started once  
15 again with the pre-registered list. And at this point,  
16 we're starting off with Vote Solar.

17 PARI KASOTIA: Hi, everyone.

18 Again, Pari Kasotia, Vote Solar.

19 We have been having some discussions with  
20 other environmental and equity groups in New Jersey so  
21 some of this may reflect their viewpoint but not all of  
22 them.

23 So, first of all, for low- and  
24 moderate-income access and a few other -- to talk about  
25 during the program carveout of 15 percent of the total



1 capacity for underserved communities. And we propose  
2 that goal. I think it's important to have a clear  
3 direction on how we're addressing low- and  
4 moderate-income customers. So by doing some carveouts,  
5 you get to that.

6 We also recommend the BPU to explore  
7 programmatic support and incentives and consumer  
8 protection measures will ensure that low-income  
9 customers have access to community solar programs from  
10 the outset and then the markets will develop to support  
11 their robust, long-term participation and benefits.

12 We also want to touch on how we define  
13 low-income customers. We want to make sure that if  
14 we're using the income definition, which is 80 percent  
15 of the income, that could serve as a baseline for  
16 low-income definition, but we want to make sure we are  
17 not excluding other criteria, for example,  
18 environmental justice communities or communities of  
19 color.

20 So I think Lena from Food and Water Watch  
21 earlier mentioned what an environmental justice  
22 community is. One definition is using the U.S. census  
23 log group which is at 20 percent of the population come  
24 from low-income people who are not institutionalized or  
25 a community which themselves, as an environmental

1 justice community for reasons including, but not  
2 limited to race, color, national origin, or income.

3 We think the community will impact too based  
4 on the feedback that we have gotten from, including  
5 partners in New Jersey, is a good tool. So we  
6 encourage BPU to explore the cumulative impact to  
7 identify communities that prevent them most from the  
8 community solar projects.

9 We also feel strongly that the low-income and  
10 other underserved customers, for them to participate,  
11 they must experience tangible economic benefits for the  
12 value of the credit they receive for their community  
13 solar subscription must be at least equal to their  
14 retail electricity rate. So when we say support retail  
15 electricity rate, we ask the BPU to explore avenues  
16 somehow to make that happen for low-income customers.

17 We also encourage BPU to create incentives  
18 that would encourage the siting of projects and  
19 low-income communities of color and environmental  
20 justice communities so that these customers benefit  
21 from the entire realm of economic and social benefits.  
22 Affordable housing facilities, low-income service  
23 organizations, and disadvantaged business enterprise,  
24 and central projects should be offered incentives under  
25 the program.

1           Long-term funding to support low-income  
2 participation and ensure benefits for low-income  
3 customers are maximized under the program is essential.  
4 So we encourage BPU to explore long-term strategies on  
5 how to support low-income customers, as opposed to just  
6 looking at the pilot program.

7           We recommend exploring the Clean Energy  
8 Program funds as one of the revenue sources, as well as  
9 proceeds from the RGGI funds. We recognize that at  
10 this point we don't know how the new SREC program will  
11 shape up. That will be another area for funding for  
12 low-income programs.

13           Financing for projects that are located in  
14 low-income communities can be challenging. So we  
15 encourage the BPU to explore methods for overcoming  
16 those challenges related to financing by allowing an  
17 appropriate percentage of any given project to be  
18 dedicated to a large, creditworthy off-taker, or anchor  
19 tenant, and then allowing certain entities to serve as  
20 backup to subscribers. So that there are entities who  
21 are willing to buy risk for low-income customers, BPU  
22 should look into that.

23           In terms of the low-income verification  
24 process, we want that process to be as seamless as  
25 possible. In order to do so, we are asking BPU to

1 explore how the subscription and customer participation  
2 in other programs can be used as a criteria to  
3 automatically qualify for community solar programs.  
4 For example, Low-Income Home Energy Assistance Program  
5 or the LIHEAP Program can serve low-income customers;  
6 and how can we use those definitions and that structure  
7 to qualify individuals for community solar programs.

8 We also encourage BPU to look beyond the FICO  
9 scores and credit requirements as a measure of  
10 creditworthiness of low-income customers. I think it  
11 should be also acceptable, a utility bill payment could  
12 be one of the criteria that can be used, as opposed to  
13 just looking at the credit scores.

14 The ultimate success of the community solar  
15 pilot program will hinge on customer participation,  
16 especially the low-income customers. We have observed  
17 that without any concrete plans and funding to work  
18 with trusted community-based organizations,  
19 participation among these customers and other  
20 underserved communities will be difficult to achieve.

21 So we are asking BPU to establish a process  
22 that periodically seeks input from underserved  
23 communities. The regulatory process can be challenging  
24 and time-consuming for a lot equity partners and we  
25 need to ensure that we are reaching to them in

1 different ways and different mediums.

2 So in order to do that, I think forming of  
3 recurring low-income, slash, and underserved  
4 communities stakeholder working groups will be useful  
5 as it will allow feedback mechanisms over time to  
6 incorporate any new changes or any new ideas that could  
7 make the program better.

8 We also encourage BPU to provide technical  
9 assistance and training to community organizations and  
10 individuals that are in these low-income communities.

11 Community solar may still be a very new  
12 concept for a lot of ratepayers in New Jersey; so  
13 without having a well-defined training program, their  
14 participation is likely to lag.

15 And we have to also recognize that New Jersey  
16 is a state with different ethnicity and different  
17 backgrounds. So you would think other languages, in  
18 addition to English, should be options to use.

19 And that's all I have on this section.

20 MR. WINKA: So you talked about training  
21 programs. And we've done some of those during the ARRA  
22 days, the American Recovery, whatever --

23 MS. KASOTIA: Reinvestment Act.

24 MR. WINKA: -- Act.

25 So do you have examples of training programs

1 today in place, or that's things that we should put in  
2 place, and the entities that we should work with?

3 I'm assuming the Department of the Labor.  
4 But if you can provide those examples, that would be a  
5 helpful thing.

6 PARI KASOTIA: Yes. I mean, there are a lot  
7 of -- you look at mayors in different cities and  
8 there's local neighborhood associations on just  
9 educating consumers on how to participate in community  
10 solar programs.

11 In our low-income coalition, we also have a  
12 number of organizations that are presenting different  
13 areas of the state that would be worth reaching out to.  
14 Melissa Miles from Ironbound Community Corporation is  
15 here so that would be one entity that would be useful.

16 And in terms of the outreach part, the, you  
17 know, the modus for this docket, how do you make sure  
18 that it's accessible in different mediums.

19 So all of this is online. And we should not  
20 necessarily assume that everyone is subscribed and has  
21 access to Internet. So things like that, and speak  
22 English so.

23 MR. WINKA: You're right. We should have  
24 posted it in several other translations.

25 That's something we can do to update that.

1           You mentioned the definitions for, you know,  
2 low- and moderate-income and using some of the existing  
3 definitions. But I want to go beyond that.

4           Do you see how we can use of some of the  
5 existing programs actually in USF and LIHEAP and  
6 Weatherization, linked to having a definition for low-  
7 and moderate-income within the community solar program?

8           PARI KASOTIA: Yeah.

9           So the LIHEAP Program and Weatherization  
10 Program -- utilized for low-income customers. There is  
11 criteria. And we don't need to duplicate that  
12 criteria, just to look at that checklist and make sure  
13 that customers fit that definition.

14           I guess the bigger point about what  
15 definition we use is when we talk about low-income. It  
16 doesn't necessarily include other underserved  
17 communities.

18           So in New Jersey environmental justice  
19 communities or communities of color may not fit the  
20 definition of low-income but may not have access to  
21 clean energy, economy -- so how do you reach out to  
22 those communities so that they benefit from a community  
23 solar program.

24           So I think that's what we're getting at: To  
25 be more broad in our thinking of who are the

1 underserved customers.

2 MR. WINKA: Thank you.

3 MS. BENREY: With regard again to  
4 definitions, do you have an idea in mind of what it is  
5 that you understand by an LMI, and speaking only about  
6 LMI project, by which I mean, do you have in mind or  
7 could you provide at a later time a specific breakdown  
8 of, well, you need X percent of LMI participation in a  
9 project in order to qualify as LMI an project? Do you  
10 include in that participation, for instance, only LMI  
11 residential households or do you include, say, an  
12 affordable housing owner?

13 PARI KASOTIA: I mean, I don't think we  
14 should make the program too restrictive in terms of who  
15 participates in an actual community solar project. But  
16 we could look at what constitutes LMI versus commercial  
17 customers versus public housing. So I don't have that  
18 breakdown with me right now. But that's one way to  
19 look at it.

20 And then we're also saying that as a program  
21 overall, dedicating some capacity of that for low- and  
22 moderate-income customers.

23 Thank you.

24 MR. SHEEHAN: Our next speaker is from the  
25 Center for Urban Environment, Nicky Sheats.



1           MR. SHEATS: Good morning or good afternoon.  
2 I'm not sure what time it is.

3           Nicky Sheats. Last name is spelled  
4 S-h-e-a-t-s, and I'm actually here representing two  
5 organizations. I'm Director of Center for Urban  
6 Environment, which is part of the John S. Watson --  
7 long time -- which is part of the John S. Watson  
8 Institute of Public Policy, and actually I think you'll  
9 be talking to a sister policy center is the Urban  
10 Center Associations and I think you'll be talking to  
11 them also. But I am also representing the New Jersey  
12 Environmental Justice Alliance. I'm Chair of the Board  
13 of the Alliance, God help us all.

14           The Alliance -- let me say a few words about  
15 the Alliance. The Alliance is the only statewide  
16 organization in New Jersey that focuses on  
17 environmental justice issues, and we're the only  
18 statewide organization of the trusted environmental  
19 issues which is a majority of color in both leadership  
20 and membership.

21           We're a small organization. We're well  
22 integrated, a majority of color. Small organization,  
23 but we've been known as an excellent -- leader in  
24 developing public policy from an environmental justice  
25 perspective.

1           We have done a lot in climate change policy  
2 which has been mostly ensuring -- trying to think of  
3 ways to ensure reductions for environmental justice  
4 communities. So we're gaining expertise. So we're  
5 glad to have an opportunity to talk to you.

6           Let me start by saying this, in general, we  
7 worry that the climate change policy would include  
8 renewable energy, will perpetuate or exacerbate those  
9 that are currently existing in our country based on  
10 race and color. If you do business as usual, you have  
11 a good chance to perpetuate or exacerbate those  
12 inequalities, becomes business as usual, has produced  
13 those inequalities.

14           So we're glad that the energy legislation  
15 specifically says that there has to be access to low-  
16 and moderate-income folks in community solar programs.

17           One thing we want to say is partly from both  
18 is that you can't leave the racial part out. Several  
19 people talked about definitions from environmental  
20 justice communities. Our definition which follows --  
21 we're part of the national environmental justice  
22 movement. Our definition follows most of our  
23 colleagues nationally, talk about low-income  
24 communities, communities of color, and distance  
25 communities.

1           I think we all know that there have been  
2 barriers to access renewable energy and energy  
3 efficiency based on both income and race.

4           So there are two things I want to say about  
5 that in New Jersey. We do support and we think it's  
6 important for the panel to set aside I think in mine  
7 what I said 16 percent, it may have been 15 percent,  
8 but at least 15 percent set aside for low-income -- for  
9 low-income residents. And once you add the  
10 moderate-income residents, and you don't work as much  
11 with that definition, then it should be higher.

12           But in the filing that -- for individuals --  
13 for low-income individuals, what we would support is  
14 that you look at various definitions used by the state,  
15 by federal government, and use the definition or  
16 combination of definitions that yield you the largest  
17 number of people eligible by income, but also captures  
18 a significant number of people of color. Because even  
19 though race is not explicit, we think it should, but we  
20 are not here to argue that, for capacity reasons. We  
21 think you need to bring race into this picture. And  
22 you can't bring it in by trying by -- people of color,  
23 do your definition of low income. That's through your  
24 definition of low-income for families and individuals.  
25 We also think there needs to be a definition of

1 low-income for communities. And, again, I think that  
2 definition can capture communities of color as  
3 possible. And the institutions that serve the public  
4 in those communities that have been defined as  
5 low-income should be eligible for a program.

6 So the institution we're talking about --  
7 schools, public care centers, senior citizens, senior  
8 citizens centers, day care centers, community centers,  
9 not-for-profit organizations that are serving those  
10 communities, and we would argue they should be eligible  
11 also.

12 And your definition for the neighborhood, you  
13 know, could be basically geographical definition and in  
14 a certain percentage within that geographical  
15 definition impact would be low-income folks. And  
16 geographical definition you could go with that based on  
17 probably historical recognized neighborhoods. It could  
18 be based on the census tracts and multiple census  
19 tracts that create or they're recognized or part of the  
20 historically recognized neighborhood.

21 Our vision for urban areas is with respect to  
22 renewable energy and energy efficiency, and the  
23 gentleman from Green Faith, which is part of the NJ EJ  
24 Alliance, by the way, talks about solar cities and I  
25 liked that.

1           Our vision is that urban areas in New Jersey  
2 will become centers for renewable energy, energy  
3 efficiency, that for urban areas become known for  
4 producing young people and old people like me that  
5 are -- that, you know, converse in energy policy and  
6 energy experts.

7           You know, our urban centers are now known for  
8 producing good basketball players and sports players.  
9 And that's good. I play sports. When I was young, I  
10 was a baseball player so I appreciate that. I think I  
11 should be playing for the Phillies, but the Phillies  
12 didn't agree with me. So, you know, it's no pejorative  
13 to produce good sports folks, but it would be nice if  
14 our urban areas became known for producing energy --  
15 energy experts.

16           The last thing I want to talk about is  
17 that -- and we segway that into, you know, to make that  
18 connection that you're going have to connect renewable  
19 energy, energy efficiency projects to schools.

20           And so let's talk about the community aspect  
21 of this. And you asked for this definition of  
22 community solar.

23           First of all, let me just say -- and when you  
24 say something negative, we say it with love. This  
25 process is not a good one. It's definitely not a good

1 one for getting input from the environmental justice  
2 communities, people that live in environmental justice  
3 communities, and the people that work in those  
4 communities. It's a rushed process. We know why it  
5 is. Because this is -- the time limitation and place  
6 for all you so you have time constraints. But this  
7 process I doubt is going to yield too much input from  
8 environmental justice community members.

9           What we would suggest at this point and know  
10 it would be difficult -- and we have a lot of  
11 suggestions -- but one that we have regional meetings.  
12 We could have meetings in South Jersey, North Jersey,  
13 Central Jersey Central, on the coast. And you could  
14 have these meetings specifically for environmental  
15 justice communities, communities of color, not only  
16 advertised as a general public but reach out to groups,  
17 maybe groups of justice groups, housing groups that are  
18 working in those specific regions.

19           One thing you should also consider as a way  
20 to kind of yield the process would be to form  
21 stakeholder groups, so by rule you could form a  
22 stakeholder group.

23           And someone else -- I think Jeanne Fox said  
24 this.

25           Did you say this, Jeanne.

1           -- to have the rules defined as broadly as  
2 possible.

3           MS. FOX: Yes.

4           MR. SHEATS: So you could define that a  
5 stakeholder group can say by rule you can have a  
6 stakeholder group to look into these issues that are  
7 difficult, like the definition of low-income and other  
8 issues that might take longer to address, longer to  
9 define and that stakeholder group can get more input  
10 for the issues.

11           When I think of a definition for community  
12 color, the community -- whenever you say community to  
13 us, that implies that community members are part of the  
14 decisionmaking process. The community members are not  
15 just consumers of the program.

16           So you don't just say, well, we have a  
17 program and you can sign up here and you will benefit  
18 from the program. And that's good. That's part of it.  
19 But somehow you bring community in and have them be  
20 part of the decisionmaking process about how the  
21 project works. We're talking about siting. Should  
22 there be siting in the community? If so, where? And  
23 have a process that includes community.

24           So we want to bring new ideas to the table  
25 called community energy planning. It's actually an

1 idea that comes out of an organization in Minneapolis,  
2 Center for Urban EJ Environments. And they serve for  
3 the -- for the National Environmental Justice  
4 Community, they serve as an expert center in the area  
5 of energy efficiency and renewable energy. And they  
6 come up with a concept of a community energy plan where  
7 you actually do involve the community in what needs to  
8 be done to meet the energy needs of the communities  
9 that you're talking about. When we say community,  
10 we're usually in a smaller, a municipal level. But we  
11 can talk about that.

12 The normal energy planning involves  
13 utilities, it involves businesses that provide energy  
14 services, city staff, and all that's appropriate and  
15 necessary. What a lot of times is missing are  
16 community members, community groups, environmental  
17 justice groups. So we want to bring a lot of the  
18 groups into that community energy planning process.

19 And then the other thing is at the center of  
20 the process would be a focus on the environmental  
21 justice inequity. So when we bring community members  
22 in that you can let them decide what are equity metrics  
23 that you want to reach with this particular community  
24 connected to, for example, community solar. Is it that  
25 you want job training? Is it that you want



1 entrepreneurship opportunities? Is that you want the  
2 community solar project to be connected to the school  
3 system so there's a part of the educational system in  
4 that community?

5 And you can think of other ways that  
6 community itself might decide what they want with  
7 respect to equity.

8 You also talked about, well, there are  
9 barriers to low-income folks and people of color  
10 accessing community solar energy efficiency. You know,  
11 a novel approach might be to say, well, ask those folks  
12 who live in the community, what are the barriers? And  
13 what do you think the barriers are to participation in  
14 from your community and what mechanism should we  
15 implement to overcome those barriers.

16 So that would be a good way to get -- I'm  
17 impressed by the number of people in this room. I  
18 didn't expect this many people to be here when I came  
19 in.

20 Wouldn't it be nice to have a community solar  
21 project in a community in Newark or Trenton that you  
22 have a room full of people like this from the community  
23 giving you input and having a stake in the  
24 decisionmaking process and saying how the project  
25 should look.

1           So thank you for the opportunity to comment.  
2       And we hope -- we also hope that -- how do I say  
3       this -- the environmental justice community's  
4       relationship to BPU in the past, it has not been an  
5       unfriendly one, it's been one kind of people passing in  
6       the night. When we submit comments -- we submitted  
7       comments on the Energy Master Plan. We've had friends  
8       in the BPU, but we've never -- we haven't talked as we  
9       have in the last week. So we hope this is the  
10      beginning of a relationship for years to come. And we  
11      really do think that partnering with community and a  
12      process like community energy planning would put  
13      New Jersey in the forefront of thinking about energy  
14      policy and environmental justice and equity.

15           MR. WINKA: So you said put the community or  
16      the low-income community solar stakeholder in the rules  
17      that sort of locks things in.

18           So I just want to -- we run stakeholder  
19      groups all the time and we keep -- we manage them on an  
20      ongoing basis.

21           So we have an energy efficiency committee  
22      meeting, a renewable energy committee meeting, they  
23      meet all the time, once a month, an interconnection  
24      work group. So within that concept, we may think about  
25      how we -- and we do this to microgrid, CHP. We

1 build-out a stakeholder group for community energy and  
2 that sort of community energy planning with low-income  
3 community.

4 So we can do that, but we don't have to do  
5 that within the rulemaking process. So that sort of  
6 locks us up, to the point I made to Ms. Fox is that  
7 building that flexibility.

8 So would that be within your concept or are  
9 your comments that it should be built into those rules?

10 MR. SHEATS: So the reason I say to build it  
11 into the rule because I'm just trying to give you --  
12 how do I put this -- trying to give you broad  
13 flexibility in defining hard topics that you're going  
14 to have to define by designating a stakeholder group.  
15 So if you're going to put in the rule, you're going to  
16 create a stakeholder group that will come up with the  
17 final definition of low-income within six months of  
18 creating the stakeholder group, whatever, you  
19 effectively can extend the time that you have to define  
20 low-income. And with that when I say it, we don't  
21 think this process is -- environmental justice  
22 communities, you effectively spend your time and you go  
23 out to environmental justice communities and other  
24 communities to get more input and, you know, to get a  
25 wider variety of people coming in, saying this should

1 be the definition. If you don't think you need that,  
2 maybe not, but I guess from our point of view, we think  
3 extra time is needed.

4 And one thing I didn't say is that -- so  
5 we're dealing with a lot of rules. We deal with a lot  
6 of rules. And I think this has become recognized that  
7 the general rulemaking process, public participation  
8 process, even at its best, and this is a hurry one, is  
9 usually not a good one for environmental justice  
10 communities because folks in environmental justice  
11 communities are facing social probabilities that make  
12 it difficult for them to find time to come to meetings  
13 and give testimony to address these problems.

14 So in general we have to be more -- to  
15 environmental justice communities. We are severely  
16 underresourced. Of the money that goes to  
17 environmental issues -- EJ organizations. So we're  
18 dealing with a whole lot of different issues, and we  
19 don't have one person just dedicated to energy  
20 efficiency.

21 So the normal process is difficult for  
22 environmental justice community members to keep up with  
23 the EJ organizations, and one that's more rushed like  
24 this is even more difficult. So that's why I'm trying  
25 to find ways to extend the process a little bit so we

1 can get more input from these communities.

2 I wanted to make one more -- I always forget  
3 something. Some of the folks mentioned cumulative  
4 impact tool. And the folks that don't know, that's a  
5 tool that identifies relative level of cumulative  
6 impacts in basically every community in New Jersey.  
7 And we think that tool needs to be revived and  
8 substantive policy needs to be attached to that tool to  
9 adjust cumulative impacts and it might be of use in  
10 defining low-income and environmental justice  
11 communities here. But we have to be careful about how  
12 it's used.

13 And, again, you know, I talk about  
14 stakeholder groups and we really talk to each other  
15 about that because the environmental justice community  
16 is usually defined EJ communities based on race and  
17 income.

18 The cumulative impact tool tells you how much  
19 a pollution burden there is. Would that be part of the  
20 definition? That is something we have to talk about  
21 and go back and forth on.

22 MR. SHEEHAN: Thank you very much.

23 MR. SHEATS: Thank you.

24 MR. SHEEHAN: Next up will be UU Faith  
25 Action.

1 REVEREND TUFF: Good afternoon.

2 My name is Reverend Ronald Tuff. I'm with  
3 the Unitarian Faith Action, but I'm also representing  
4 Green Faith. I am the Director of Energy Services for  
5 Green Faith.

6 But this afternoon I would like to address  
7 the accessibility of the low-income environment.

8 I would like to start with Question No. 9 and  
9 the question is: Provide recommendations on the  
10 definition of low- and moderate-income community pilot  
11 project.

12 In a low and moderate community solar pilot  
13 project at least 20 percent of the subscribers must be  
14 low and moderate households. A low- and  
15 moderate-income household should be defined as eligible  
16 for low- and moderate-income Home Energy Assistance  
17 Program, which known as LIHEAP, as a household with  
18 income below 200 percent of the federal poverty level.

19 Also, workers from the low- and  
20 moderate-income household should be involved in the  
21 construction and installation of the solar project.  
22 There should be a trained and a certification program  
23 available to the community, such as those provided by  
24 Isles, which is located in Trenton. They are the  
25 certification people for the Weatherization Program.

1 And trainees should be preferred -- or preferred for  
2 working on a project in some capacity.

3 There should also be a requirement that  
4 5 percent of the developers total subscribers be low-  
5 to moderate-income households. And, basically, what  
6 I'm saying is that those that develop the project, a  
7 portion of those people should be from the community.

8 If many of those low- and moderate-income  
9 workers are involved in construction and installation  
10 of the project, say more than 20 percent, other  
11 requirements on the developers could be relaxed or  
12 incentives could be provided, such as allowing a  
13 project to move ahead of projects with fewer workers in  
14 the connection queue.

15 Before a community solar project qualifies  
16 for any certification, it must be registered with the  
17 BPU, including information about ownership, site, and  
18 financial and technical ability to manage this project.

19 The justification for this is that a low- and  
20 moderate-income project will receive special incentives  
21 not available to other projects, such as moving ahead  
22 in the interconnection queue. The 20 percent  
23 subscriber criterion is the same as the criteria used  
24 in New York for moving ahead of other projects in the  
25 interconnection queue.

1           We propose in New Jersey, to encourage  
2 projects to include more than 20 percent of low- and  
3 moderate-income subscribers, a project that moves ahead  
4 of all projects with a low -- was a lower percentage of  
5 low- and moderate-income subscribers.

6           For low- and moderate-income communities,  
7 jobs and job training will be even more important than  
8 lowering energy bills. And so we include requirements  
9 on providing jobs for low and income moderate  
10 communities and to provide incentives for that as well.

11           And, basically, what I'm saying is that in  
12 the Weatherization Program, once those people get  
13 certified, they can take their jobs and work in  
14 New Jersey and they can take their jobs and work  
15 out-of-state or they can set up their own businesses.

16           And in many instances in our community, we  
17 have projects that come in and say this is for you and  
18 they make a profit. So we are saying that the  
19 community should not only be in the construction part,  
20 but the community should also be in the profit part.

21           Now, how do we achieve this, is there should  
22 also be meetings within the community of various --  
23 with various groups of those that live in the  
24 community. And you can do that by going to community  
25 action agencies, as well as other community groups that



1 meet or such as not-for-profits, such as the Urban  
2 Leagues, such as mayoral groups, but all these groups  
3 can be called together. And also there is fraternities  
4 and as well science groups, but all these groups work  
5 together within the low- and moderate-income  
6 communities.

7 But, again, the bottom line is that our  
8 community evolve, not only in the construction end, but  
9 also in the profit end.

10 And I'd also like to address No. 10. And the  
11 question: Provide recommendations on what low- and  
12 moderate-income eligibility criteria should be accepted  
13 to qualify a subscriber and/or a project as low- and  
14 moderate-income.

15 Our answer is 200 percent of the federal  
16 poverty level in 2016 was about two-thirds of 2016  
17 New Jersey median income of roughly \$76,126, and  
18 consistent with the level used in LIHEAP. The Woodrow  
19 Wilson School study, Solar Gardens in the Garden State,  
20 recommended a higher cutoff of 100 percent of the  
21 New Jersey median income, roughly 300 percent of the  
22 federal poverty level.

23 We rejected a strategy of combining a higher  
24 percentage of the federal poverty level to define a  
25 low- and moderate-income solar community pilot project,

1 say 300 percent, while limited access to the subsidies  
2 to those below 200 percent of the federal poverty  
3 level. Although this would include a number of  
4 households that are more financially stable and,  
5 therefore, potentially more attractive to developers.  
6 It might result in what we call cream-skimming.

7 So in conclusion, I -- we're suggesting that  
8 the low- and moderate-income community be involved, not  
9 only in the construction, but also in the  
10 decisionmaking, as well as the profit-making, and as  
11 well as the job training, and as well as the  
12 development process.

13 Thank you very much.

14 MR. SHEEHAN: Thank you very much.

15 CCSA.

16 MR. SMITHWOOD: My name is Brandon Smithwood.  
17 I am the Policy Director for the Coalition for  
18 Community Solar Access.

19 I'm going keep my comments brief because we  
20 have a lot of stakeholders here who have really covered  
21 a tremendous amount of ground on this issue.

22 We have support of the 15 percent program  
23 level carveout. I think that needs to be apportioned  
24 to the utilities.

25 Melissa Kemp from Cyprus Creek, who spoke on

1 our behalf this morning, referenced allocating the  
2 program's overall capacity, proportionately the load  
3 across the IOUs. The 15 percent of that program  
4 capacity that should go to LMI projects should be  
5 apportioned in the same manner across the service  
6 territories.

7 And I think heard from the groups. There was  
8 a lot of -- there's a lot of good ideas about how  
9 communities can be involved in project development and,  
10 you know, and community solar tariff can provide that  
11 foundation that communities and developers can then  
12 scaffold on to design projects that are needed for the  
13 communities.

14 I think that the one, the second bullet here  
15 that I'll just highlight is, you know, there should be  
16 some flexibility to accommodate some of those housing  
17 service entities. Their service organizations are --  
18 to be creditworthy entities in anchor projects. In  
19 addition to requiring that projects are also serving  
20 low-income residents and not simply service  
21 organizations.

22 So there are emerging examples from various  
23 states around the country. And if 15 percent of a 450  
24 megawatt pilot program was created, that would be the  
25 largest dedicated low- and moderate-income program in

1 the country.

2 So I'm happy to answer questions. But I  
3 figure there's a lot of people who are going to speak  
4 to this issue.

5 MR. SHEEHAN: Thank you.

6 MR. SMITHWOOD: Thanks.

7 MR. SHEEHAN: Jonathan Ratner.

8 MR. RATNER: Jonathan Ratner, R-a-t-n-e-r.

9 In the past I have served as a pro bono  
10 advisor to Grid Tri-state, but today I'm speaking on a  
11 member capacity.

12 I think it's -- everyone in the room  
13 understands that public policy argues for strong  
14 resource deployment, strong government resource  
15 deployment in support of an LMI program is the right  
16 thing to do.

17 For the fundamental fairness perspective,  
18 others far more knowledgeable than I have spoken about  
19 the facts in terms of LMI and EJ community residents  
20 have been finding themselves in living in areas that  
21 have more than the typical exposure to carbon change,  
22 weather events, find themselves living in areas that  
23 find themselves exposed to health hazards of fossil  
24 fuel plants. And, typically, in the meantime arguments  
25 have not gotten communities very far.

1           And, of course, the SREC program being funded  
2 by ratepayers has not benefitted to any significant  
3 extent this community and that has been across the  
4 bases.

5           It would be great if we could put in place a  
6 very secure and ample long-term program of funding for  
7 LMI participation, for instance, its RGGI funds, that  
8 BPU will start to receive an allocation within the next  
9 year or two.

10           But, you know, we live in the real world  
11 where there's tremendous pressure on ratepayers as a  
12 result of other ongoing matters, like nuclear plants,  
13 the need to pay for upgrading of distribution --  
14 distribution grid.

15           So in addition, in addition to trying to have  
16 the best possible secure funding, secure funding for  
17 LMI participation, there are a number of other  
18 structural elements that should be given careful  
19 consideration and also other potential sources of  
20 funding that may not necessarily be new sources of  
21 funding and potential sources of funding that can be  
22 used with particular efficiency.

23           Everyone knows that if the program -- LMI  
24 program doesn't have stable support, the damage to it  
25 can be long-term. But the developers need to know that

1 there is going to be support in the program.

2 So very briefly, it's alluded to in the  
3 legislation, particularly everyone understands, and  
4 that needs to be expressed that the utility companies  
5 will need to bill on behalf or as the people  
6 engaging bo-bo for -- to subscribe to projects.

7 There is a need -- I believe the person from  
8 Vote Solar spoke to it -- to take a much more expansive  
9 view of the way credit is evaluated and the risk of LMI  
10 subscribers needs to be evaluated. Because of the lack  
11 of information, there's going to be a tendency for  
12 project owners, particularly of profit-making type to  
13 excessively judge the risk of these customers.

14 And we're not going to be talking about for  
15 the most part folks that have a FICO score, it's not  
16 the low FICO score. We're talking in many cases about  
17 people who are just underbanked, not in the bank. So  
18 they don't even show up at the credit reporting  
19 agencies.

20 Now, I think most utilities around the  
21 country do not engage in credit reporting, at least for  
22 a variety of reasons, they don't want the liability and  
23 compliance requirements of participating. I think  
24 actually a solution is an exception to that. And they  
25 do, across-the-board though, there should be steps

1 taken as part of the program to ensure that subscribers  
2 have the ability to instruct, demand that utility  
3 provide information to a project owner seeking  
4 subscribers. There would be adverse inference drawn if  
5 that information is not provided, but they should have  
6 the ability to do it.

7 Because, obviously, very few things more  
8 important than keeping the lights on, and many, many  
9 LMI subscribers would come to a project with very, very  
10 strong history on their utility bills.

11 I think what would also be important to  
12 provide that LMI participants, subscribers have greater  
13 flexibility to enter and exit the program for a  
14 particular project, shorten the minimum subscription  
15 period that might otherwise apply. Perhaps have a  
16 shorter initial subscription period, than committing  
17 them to the month-to-month.

18 Another way to really lessen the risk of LMI  
19 participation in a profit-oriented project also is to  
20 make sure that the pipeline of potential LMI  
21 participants is very strong. So market average is  
22 extremely important, but of course has to be coupled  
23 with consumer education, and the market has to be  
24 carefully, you know, monitored and regulated so that  
25 people understand what they're signing up for.

1           And others have suggested that it can be more  
2 helpful to have utilities and project sponsors jointly  
3 maintain LMI customers so that the amount of time when  
4 a subscription may not be taken up by somebody could be  
5 minimized.

6           Finally, I think that it would be sort of a  
7 structural area is possible to use -- and I think  
8 somebody else alluded to this -- to effectively  
9 underwrite risk and to step up to larger than the  
10 otherwise highest level of participation in a project,  
11 if it's necessary, to fill a gap caused by subscribers  
12 leaving the market.

13           I think it's also important for the staff and  
14 the commission to try to be as creative as possible  
15 about use existing sources of funds.

16           For instance, people talk about the fact that  
17 eligibility for LIHEAP and USF would be a good basis to  
18 find somebody eligible to participate as an LMI  
19 subscriber. Well, what about the possibility of seeing  
20 if any of those funds can be repurposed. LIHEAP funds  
21 are federal or not repurposed, actually multi-purposed,  
22 so that, in effect, somebody would receive support in  
23 the form of subsidized subscription to a project.

24           You could say that that is just smoke and  
25 mirrors, but one would hope that the person ultimately



1 is no longer eligible for that assistance because they  
2 have encountered more success financially but to have  
3 somebody who's familiar with -- you have with a solar  
4 program and hopefully continues to be a participant in.

5 One other area where it's possibly likely to  
6 use government funds is trying to essentially smooth  
7 the path towards educating project developers as to the  
8 real, as opposed to imagined, risks of LMI  
9 participation in a project by having the government  
10 provide a reserve or, basically, a partial guarantee of  
11 subscription payments by LMI customers.

12 The thing being that there will be a tendency  
13 to assess and elevate the risks when there's a lack of  
14 information that over time that kind of process will  
15 get developers to come through with the participation  
16 of LMI subscribers.

17 And, finally, I think a lot of the focus this  
18 morning has not expressly, but implicitly talked about  
19 projects that would have a strong element of support  
20 from, say, a mush tenant or would be of housing or  
21 social service organization. But the fact is I think  
22 it's important for us to develop a program where LMI  
23 participation is part of the strategy and requirements  
24 potentially for a profit-making project or a project  
25 that is sponsored by a profit-making enterprise.

1           So to that -- to that end, you know, other  
2       states have per-project-basis, that every project must  
3       have its set-aside, just like developers of real estate  
4       sometimes would pass incentives, require that they have  
5       a certain proportion of tenants be low- or  
6       moderate-income.

7           I don't think that that's the sort of the  
8       direction that it's going in here in New Jersey.

9           One last thing I just wanted to toss out is  
10      something that could be considered for the longer term  
11      is the idea of having what would effectively be a set  
12      the floor in trading program where basically every  
13      project will be required to essentially have a certain  
14      level of LMI participation or otherwise purchase the  
15      credits or accounting for that participation from other  
16      projects that had more than the standard level of  
17      requirement would be sort of like the cap-and-trade,  
18      but just as a floor on the cap. And if nothing else,  
19      that type of approach could actually lend itself as  
20      sort of a broader economic efficiency the way the  
21      market develops.

22           That's all I have.

23           MR. SHEEHAN: Thank you very much.

24           New Jersey Resources?

25           Okay. Thank you.

1           Have our friends from Pine Gate Renewables  
2 arrived yet?

3           In that case, I will go ahead look and take a  
4 look at the list of people that have signed up  
5 afterwards.

6           Mr. Marrone from Solops.

7           MR. MARRONE: Good morning.

8           Just a couple comments on the LMI component  
9 with respect to the financing world of things.

10          I would strongly encourage not having any  
11 requirements associated with direct project LMI in  
12 corporations.

13          Certainly, a carveout of 10, 15 percent of  
14 the overall program could make sense.

15          Part of the problem is for those not familiar  
16 with it, LMI residential right now in the overall RGGI  
17 market seems to tend to fall around the 650 FICO score,  
18 doesn't necessarily factor in the economic conditions.

19          So one of the considerations certainly that  
20 we're proposing is beyond the FICO, the economics based  
21 upon the breakdown utilized on for housing support in  
22 the state would be something that's considered so that  
23 there isn't an additional disenfranchisement of those  
24 people that, perhaps, don't have any sort of credit  
25 score and might otherwise qualify.

1           But with respect to putting a requirement on  
2 individual projects, that they have an LMI component,  
3 it becomes very complex. The LMI community is largely  
4 served in the RGGI space through the Sierra and the  
5 Community Reinvestment Act from 1977. It's an  
6 additional obligation on lenders and banks to give back  
7 to the communities and creates a different tax  
8 incentive that they can utilize and it provides a solid  
9 base for the tax equity participation in the RGGI  
10 space, currently for the LMI community. That's  
11 completely different than the tax equity markets that  
12 we utilize in the C&I spaces and the utility spaces.  
13 Bundling those together can be very difficult.

14           So to the extent we want to put more burden  
15 on the private sector to figure out ways to fill these  
16 projects, to provide these services to benefit the  
17 community -- the underserved communities and the  
18 public, creating further constraints on the financing  
19 limitations, we just hamper that process.

20           So I think the carveout is important. I  
21 support it. I agree with it. I think it makes a lot  
22 of sense. But on per-project-basis, I think you can  
23 find it to be too limiting to the abilities of the  
24 private developers to be able to fund the projects and  
25 be successful in doing so.

1           You may find circumstances where they can  
2 create a blend, but let the private developer determine  
3 that based upon who their financing partners are, what  
4 the risk tolerances are in order to create that  
5 financing structure and leave that to private lenders.

6           MR. SHEEHAN: Thank you.

7           MR. MARRONE: Thank you.

8           MR. SHEEHAN: Nataoa Castle (phonetic).

9           I did that so badly, they left.

10          I'm sorry. I apologize.

11          Ross Abbey, US Solar.

12          MR. ABBEY: Ross Abbey, US Solar.

13                 I promise, I didn't sign up for all of the  
14 sessions, but I want to say a few words about LMI  
15 because I think, as you're very aware, a lot of states  
16 -- every state up until now has kind of struggled, and  
17 yet getting this right is also I think important to  
18 filling the promise of community solar.

19                 So I've got three thoughts. They all kind of  
20 go to workability.

21                 You know, community solar is already quite  
22 complex. You work with a two-party transaction to a  
23 three-party transaction with many, many subscribers and  
24 you have a separate landowner, third-party finance, it  
25 starts to become very complex.

1           So any time we have requirements or at US  
2 Solar we want to be mindful about workability. So with  
3 that in mind, I want point to three things.

4           The first is the product design.  
5 Specifically, what is the product that the subscriber  
6 is going to be receiving on their utility bill, the  
7 bill credit. And the key thing is to have enough  
8 certainty in that bill credit value that the  
9 subscriber, specifically residential, specifically LMI  
10 feels it's a good product and that's it's worth signing  
11 that contract.

12           Ideally, they're going to see bill credit  
13 savings. Ideally, they're going to have the confidence  
14 to say, let me commit to making monthly payments, year  
15 after year, knowing that there is that value there.

16           Another example is something like on-utility  
17 bill repayment. Have that be an option for low-income  
18 customers.

19           When we talk to low-income customers, a lot  
20 of times they're not excited about getting another  
21 monthly bill in the mail.

22           As a developer, we look to set up an  
23 auto-payment scheme with them. So we're not seeing  
24 them every month and they're not writing checks every  
25 month. But low-income, not everybody has ACH, access

1 to those mechanisms.

2           Having an on-bill repayment option for those  
3 LMI customers, specifically, I think would also  
4 mitigate concerns around the terms of the agreement. I  
5 mean, if you're an electricity customer, as long as you  
6 have a meter, you're going to be buying electricity for  
7 the next 10, 15, 30 years so it's not crazy to say  
8 would you like to have bill credit savings for that  
9 same long-term period. But combined with a utility  
10 bill repayment, then that's more comfort in their links  
11 together and that they're not going to be stuck holding  
12 contracts beyond.

13           The second thing -- and other folks have  
14 mentioned this -- is the ease of identifying and  
15 pre-qualifying these customers. So, ideally, from a --  
16 if we're going to do 15 percent across-the-market,  
17 ideally from a developer perspective, it's a geographic  
18 prequalification.

19           If you could point us to the census blocks  
20 and zip codes where 80 percent or some threshold number  
21 of low-income residents reside, that becomes very easy  
22 for us to market to those zip codes and to those  
23 geographical areas, without having to go through a  
24 purpose or process of trying to learn the household's  
25 income status.

1           I understand that folks that are already on  
2 LIHEAP or Energy Assistance, it makes all the sense in  
3 the world that they would be pre-qualified. But we'd  
4 hate for someone that is not LIHEAP qualified to have  
5 to go through process just to become eligible for  
6 community solar LMI, at least in states where I've  
7 worked with the documents, it seems like sometimes that  
8 qualification for LIHEAP can be very burdensome. You  
9 have to reveal a lot about your household income. And  
10 maybe that's justified because they're getting sort of  
11 subsidy or some sort of benefit. But here I don't  
12 think we're talking about giving these folks any  
13 special benefit. It's just saying, we got a goal to  
14 service. We want to identify them as easily as  
15 possible.

16           And then the third piece is financeability.  
17 I hope I'm not giving away any secrets, but for a lot  
18 of developers, especially small, medium developers,  
19 when we go out to build a \$3 million or \$6 million  
20 solar plant, it's not our own balance sheet. You know,  
21 if not for ITC finance and third-party local finance,  
22 you know, we couldn't bring in the capital that allows  
23 us to build plants, allows us to serve customers.

24           So in order to have a financeable program,  
25 what we need are a good utility contract, good utility



1 tariff, get governing rules, get subscription  
2 agreements, get packaged together all that paper, and  
3 then you bring it to a financier and say take a look at  
4 this, we think you'll agree that these documents are  
5 tight enough that you guys can put in \$3 million into a  
6 project and you'll get a profit out of that. And  
7 that's where subscriptions are challenging because, you  
8 know, we can sign a 10-year or local subscription for  
9 contract, but the financier is going to ask themselves  
10 on their side, what's your default rates.

11 And, again, if we have a mechanism like  
12 on-bill repayments on the utility bill, I think that  
13 takes that issue of high-risk off the table for a lot  
14 of third-party financiers.

15 It would be great to have a low loss reserve  
16 fund, maybe pointed to RGGI or some other public money,  
17 specifically to enable LMI participation. And then  
18 over time, I think we are going to generate the data.  
19 We'll learn more about attrition rates. We'll learn  
20 about default rates. And the hope would be within the  
21 next five years, we have the data about this LMI  
22 demographic that the third-party financiers can be  
23 comfortable with the risk levels and they quantify risk  
24 levels. And once you can quantify it, maybe there's  
25 2 percent default, maybe it's 5 percent default, once

1 you quantify that, then you can actually build into the  
2 financial models and allocate that risk in the  
3 financial contracts and then on a go-forward basis it's  
4 pretty straightforward.

5 It's just this kind of  
6 three-to-five-year kind of startup period where there  
7 is not a lot of market experience serving LMI.

8 So I would say keep those three things in  
9 mind.

10 Thank you.

11 MR. SHEEHAN: Thank you very much.

12 MS. BENREY: Sorry. Wait.

13 Specifically on the issue of the on-bill  
14 finance and limiting for the fact that community solar  
15 is two bills, as I understand currently, do you have an  
16 example where this has been done successfully?

17 Because on-bill crediting, on-bill financing  
18 is, at least as far as I know, would be ideal for  
19 community solar, is very difficult to implement.

20 MR. ABBEY: Yes. I think we need the  
21 utility's cooperation and I think that's appropriate if  
22 we're going to serve this whole community. It's going  
23 to take many folks working together to get there.

24 I can try to pull some examples from our  
25 written comments. I believe there are at least a

1 couple utilities that are providing on-bill repayment  
2 versus financing. Certainly, the utility wouldn't be  
3 putting up their own capital. No risk to them.

4 But, yeah, I can get those examples.

5 MS. BENREY: Thank you.

6 And second question, with regards to the  
7 contract, one thing that we note statistically is the  
8 return rates tend to be higher for LMI population.

9 Do you have -- have you seen in the market  
10 and the way subscriptions are being offered, just in  
11 the market generally, tending towards shorter term  
12 contracts? Are those sufficiently attractive to both  
13 financiers and LMI communities who might not know if  
14 they're going to be in the same place four, five, ten  
15 years? Is the market following enough or is there  
16 enough of a convergence happening in contract terms to  
17 make these sustainable?

18 MR. ABBEY: Yeah. You know, the forms I'm  
19 most familiar, the utility contract between the  
20 operator and the utility might be 20 or 25 years. And  
21 so initially these markets are starting off with that  
22 same term length for subscribers.

23 For C&I or local government maybe that's not  
24 too hard to swallow. For residential customers, that's  
25 kind of a strange thing.

1           How we've been able to get over it with our  
2 residential subscribers is by giving them easy outs.  
3 So if you move out of the utility territory, the  
4 contract self-terminates with no penalties. If you  
5 move within the utility service territory and you  
6 maintain and you have a meter at your new location,  
7 then the subscription is portable.

8           So, usually, by doing education and outreach  
9 to customers, we can help them get over that initial  
10 shock of, you know, a long-term contract.

11           With that said, if we get our financiers to  
12 commit to a five-year contract or an annual contract,  
13 that is going to be part of a level sellable. And I  
14 think that's what the market working toward, but I  
15 wouldn't say we're there yet.

16           Thank you.

17           MR. SHEEHAN: Robert Wallace from Power52.

18           MR. WALLACE: So I made some brief notes,  
19 real quick notes to kind of go over with regards to LMI  
20 communities served.

21           One of the points I always make when we have  
22 these kind of hearings, discussion is if you look  
23 around the room, there's no LMI folks in here. Right?

24           So we're sitting here making policy and  
25 assumptions on folks that have no voice potentially in

1 this room. And it amazes me because if you get down in  
2 the weeds and you talk to the individuals and you hear  
3 their concerns, a lot of the stuff that you look at and  
4 credit risk stuff goes away.

5 So versus me attacking other perspectives in  
6 the room, I'm going to say what we did in Maryland and  
7 what's working thus far. We did 51 percent LMI.  
8 Right? So 68 percent of all households in the country  
9 are owned by households. So why there's only a  
10 15 percent carveout in the program, I have no idea.  
11 Maybe the numbers make sense to you guys, but for me it  
12 doesn't make sense.

13 Number two, in terms of the benefit, the LMI  
14 folks are going to receive most of the savings from  
15 this program, more so than anyone else in this room.  
16 So why would we cap it at such a small percentage  
17 doesn't make sense.

18 Like I said, in Maryland our projects are  
19 51 percent LMI, 49 percent other.

20 How do we get there?

21 Boom. You build cheap.

22 Right?

23 The days of getting like 30, 40, 50  
24 percent fees, make a million dollars on 2 meg projects  
25 are over. Right?

1           Key is how do you take that savings and make  
2           sure it's passed on to individuals who need it.

3           You build cars. You get down to a 6, 7  
4           percent per kilowatt BPA where you can baseline or  
5           hedge it in against the community cost of electricity  
6           and that's your base. So if a customer defaults, you  
7           roll it to the next one. If that customer defaults,  
8           you roll it to the next one. Worse case scenario, you  
9           get SOS. You cover your debt. So that's one thing we  
10          did in Maryland.

11          Number two, requiring job training. So many  
12          cases you have developers -- I've done this for years,  
13          I'm guilty of it also -- where you bring outside  
14          resources from the communities you serve to come in and  
15          build. There's no economic stimulus for the community.  
16          There's no job creation. And then all the resources  
17          leave the community when they go, when the project  
18          goes.

19          So writing into the program where there's a  
20          job creation or training component that gives that  
21          developer a bonus, you're going to give incentives if  
22          they use blah, blah, percent local resource training,  
23          we will give you this SREC, we'll give you this  
24          whatever. So that incentivizes them to pour into the  
25          communities they're coming to build in. So that's

1 number two.

2           Number three, the last gentleman who was here  
3 was saying, well, let's wait three to five years to see  
4 what the fall-out rate is going to be for LMI. What  
5 happens in three to five years? The ICC goes to what,  
6 15 percent, 10 percent, whatever it is. So the value  
7 proposition at that point in time is gone. You can't  
8 offer someone 10, 11 percent power at 25 percent  
9 savings three years from now. I can guarantee it.

10           So if we don't move now and at least be  
11 progressive in how we structure these programs, they're  
12 going to miss the boat, just like they missed the boat  
13 with the internet revolution, just like they missed the  
14 boat with the coal revolution, and industrial  
15 revolution. And so that is the motive of power.

16           Look, I'll be honest with you guys, I've done  
17 it for 12 years. I know everybody in this room. How  
18 it works so on and so forth. I was on the other side;  
19 made a lot of money. I understand that. But when I  
20 saw the impact they were missing and the generation  
21 impact that I've seen because of results like the riots  
22 in Baltimore, right, because of all these guys and  
23 girls who don't have a vote. It's crazy.

24           Even down to our vets. A third of the  
25 graduates in our program are veterans. They just want

1 another shot. So you've got to carveout these type of  
2 programs where they get a shot. Otherwise, it's the  
3 same guys and you're building for the same 20 or the  
4 last 15 years, getting the benefits. The vets don't  
5 get served. The returning citizens don't get served.  
6 The people who've been in prison for 10, 15 years, they  
7 can't benefit from this. High school guys and girls  
8 who may not want go in engineering. If you notice that  
9 all the vo-tech programs, you can't be a mechanic  
10 anymore, you can't be a carpenter anymore. You're now  
11 an engineer, software designer, or write an app. What  
12 do you do? Right?

13 And so that's why it's so important that we  
14 expose the communities that we're talking about to the  
15 opportunity. And I think if we do a good job as a  
16 country now to do that and it will propagate itself  
17 over the years. And now those individuals have an  
18 opportunity to build themselves out of their current  
19 situation.

20 Thank you. Appreciate it.

21 MR. SHEEHAN: Thank you.

22 Is the other completely unrestricted?

23 MR. WALLACE: So we're doing residential, in  
24 one scenario Under Armour is taking 49 percent.

25 They're paying a little bit of a higher rate just to



1 guarantee the low-income side. But honestly their  
2 risk, I mean, the LMI folks who came, so they give them  
3 a 25 percent savings, there's an incentive there.  
4 We're also talking about 6 point contracts. So it's a  
5 lot different than signing for 20 years. No one has  
6 credit. No education to say, hey, this makes sense.

7 And they've been -- excuse my language --  
8 bastardized so long that there's this huge degree of  
9 distrust when it comes to any type of energy measures.  
10 So giving them three- to six-month contracts and say,  
11 hey, look, you pay for a year straight, we'll walk you  
12 down every year 5 percent, 10 percent. And that  
13 would -- not only see the benefits of it, but they also  
14 see the impact that it has on their family and many  
15 families so on and so forth.

16 MR. WINKA: So the contacts, we do a lot of  
17 work with Maryland. We're in the Mid-Atlantic --  
18 MACRUC, State Energy Offices. For contact folks that  
19 are running the program for the Maryland would be  
20 helpful, if you could do that.

21 MR. WALLACE: I will send his information  
22 to --

23 MR. WINKA: Yes. Thank you.

24 MR. WALLACE: -- Mary Beth.

25 MR. WINKA: Yeah, Mary Beth in the State

1 Energy Office.

2 MR. WALLACE: Cool. Thanks.

3 MR. SHEEHAN: Lena Smith from Food and Water  
4 Watch.

5 MS. SMITH: And again from Food and Water  
6 Watch and also the Off Fossil Fuels Coalition, which  
7 coalition I didn't mention before.

8 And also would like to say that we are in  
9 agreement with those comments, particularly around LMI  
10 Access and UU Faith Action and New Jersey Environmental  
11 Justice Alliance testified so some of this may be  
12 repetitive, but wanted to make sure it was on record.

13 So we -- as far as the definition of LMI, we  
14 believe it must serve a majority of low- and  
15 moderate-income individuals to ensure the benefits are  
16 realized in low- and moderate-income communities at a  
17 rate that is at least equivalent to the development in  
18 non-LMI communities.

19 Part of this is we recognize that the low-  
20 and moderate-income communities have significant  
21 barriers to obtaining solar electricity through  
22 distributed generation. These include lack of access  
23 to capital and technical issues, such as having  
24 properties that are not well-suited for solar panels.  
25 So due to these barriers, LMI individuals are unable to

1 access credit, incentives for production, benefits that  
2 are available for those with access to capital, and  
3 installation of solar panels. Therefore, we should  
4 allow access -- the majority of the access to be to  
5 low- and moderate-income individuals.

6 So low- and moderate-income community solar  
7 pilot projects should have at least 20 percent of the  
8 subscribers be LMI households. There should be also a  
9 requirement at 5 percent of a developer's total  
10 subscribers be LMI households. And LMI projects should  
11 be encouraged to provide jobs with instruction and  
12 installation to LMI workers. This training should be  
13 available leading to certifications of organizations  
14 with experience in job training programs and trainees  
15 would also work in the project in some capacity as part  
16 of 20 percent of the workers.

17 In addition, preference should be given to  
18 minority-owned community solar projects.

19 Regarding eligibility, proof of eligibility  
20 in other low-income programs should be enough to  
21 qualify someone as a low-income subscriber. And the  
22 BPU should facilitate an automatic enrollment from  
23 these programs into any benefits that are provided to  
24 support enrollment of the LMI individuals into a  
25 community solar program.

1           Once enrolled, the individual should be  
2 allowed to remain in the program until they move or  
3 voluntarily leave the program.

4           Regarding the definition, at a minimum, low-  
5 and moderate-income should be based on area median  
6 income, using the HUD definition of 80 percent of area  
7 median in terms to be considered low-income and using  
8 120 percent of area median income to be considered  
9 moderate-income. But we also agree that the definition  
10 should be broad enough to pasture as many communities  
11 of color as possible and environmental justice  
12 communities.

13           The percentage of low- and moderate-income  
14 people served by a solar community project should be at  
15 a minimum proportionate to the number of low-to  
16 moderate-income people in a given service area. And  
17 the service area for purposes of the project should be  
18 given to an area served by a utility.

19           The project should be initially developed in  
20 municipalities that have a higher percentage of  
21 low-income people relative to other communities in that  
22 county.

23           And then the final part about eligibility is  
24 the targeting outreach to multi-unit apartment  
25 buildings can quickly and easily result in community

1 solar programs serving low-income residents. However,  
2 the benefits of the community solar program should be  
3 passed on to residents and landlords should be required  
4 to document how these benefits are passed on to  
5 residents.

6 To the questions of dedicated capacity, we  
7 agree that there should be a dedication of at least  
8 15 percent of the program capacity to low- and  
9 moderate-income customers for the development of low-  
10 and moderate-income projects as defined above, but that  
11 the program minimum target should not preclude  
12 incentive of their mechanism to encourage robust low-  
13 and moderate-income participation outside of the  
14 low-income program.

15 There should be no limits on the percent of  
16 overall capacity that can be devoted to LMI community  
17 solar projects.

18 We agree regarding the procedural, the  
19 recommendation or the example given that LMI projects  
20 would receive preference in the solar interconnection  
21 queue. This is good policy and should be implemented.

22 And there should be -- set the minimum  
23 percentage to -- queue at least to 20 percent of LMI  
24 subscribers and jobs with LMI workers who have the  
25 highest priority in the queue.

1           Regarding financial incentives, it is  
2 essential that low-income programs have dedicated  
3 long-term sources of funding to ensure program goals  
4 are achieved and benefits for low-income customers and  
5 environmental justice communities are maximized.

6           Low-income customers pay into solar incentive  
7 pools as ratepayers and taxpayers but are typically  
8 barred from accessing these funds due to additional  
9 financial barriers.

10           We're recommending the financial incentives  
11 are important to ensure the community solar project.  
12 Utilizing a bill credit is a good use of incentive, as  
13 would be a reduction or elimination of the subscription  
14 costs to LMI subscribers.

15           Resources should also go to offset capital  
16 costs for projects supporting LMI communities, as well  
17 as technical assistance and training for community  
18 organizations that are developing LMI community solar  
19 projects.

20           That's all.

21           MR. SHEEHAN: Thank you.

22           That concludes the number of speakers who  
23 have previously indicated a desire to speak.

24           Is there anyone else who would like to step  
25 up?

1 MR. MCAULIFFE: I was up for the last one.

2 So it's very great that New Jersey is doing a  
3 new solar program and they're trying to expand solar.

4 No matter how we implement this, we're going  
5 to have renewable energy that reduces our CO<sup>2</sup>. But the  
6 way we implement this one particular element in the  
7 program has the most potential to improve the quality  
8 of life for people in New Jersey. So this is very,  
9 very important to get this part right here.

10 I think what everyone is saying here, the  
11 points I more or less agree with, there's nothing I  
12 openly disagree with.

13 The subscriber -- getting the subscribers for  
14 a length of time that investors can feel comfortable  
15 with and also enabling flexible for them is important.

16 I like the idea -- again, a few speakers ago  
17 mentioned about moving out of your subscriber area,  
18 certain established criteria, you know, that's  
19 verifiable, that can get a person out of the  
20 commitment, but enables them -- the subscriber, the  
21 customer, acquisition people sort of have a stable  
22 source of revenue they can rely upon. So having that  
23 clear-cut criteria is very important.

24 The Reverend mentioned having sort of a  
25 database of certified people and their work experience.

1           As installers, our company had, even though  
2 we're pretty stable with the work we do, there are gaps  
3 between projects which is the nature of the contracting  
4 business and large projects like this. So worker  
5 flexibility, being able to take people on short notice  
6 having that resource to pick up workers and sort of  
7 verifies them and is useful for the worker, the  
8 employee, the installer, and the contractor.

9           But -- and also for this rate structure, I'm  
10 not sure how you can do it, but I guess consumer  
11 protections, I think Illinois has a certain percentage  
12 that the value has to reflect based on what it's going  
13 to cost the subscriber and what kind of credit they're  
14 going to get on the bill is maybe a specific  
15 percentage, it's a minimum amount, that you might be  
16 flexible with that because some projects can give  
17 deeper discounts and other ones might have to get  
18 higher for that amount in order to fund them.

19           So even different customers could get a  
20 bigger discount if they happen to be in the right area.  
21 I mean, that's just the nature of being near a good  
22 energy location and things like that.

23           But I think that the single biggest thing  
24 that maybe we haven't really talked about too much is  
25 in the customer acquisition side because this has a



1 double set of both bringing in these customers. And if  
2 we can include LMI people in the job training for  
3 customer outreach, this is a way to not only -- we  
4 wanted to train installers to become good construction  
5 workers, good electricians, all the skills you can get  
6 with these vocational skills. But we can train a very,  
7 very large amount of, you know, future business people  
8 by helping them reach out to people in their community  
9 again working with someone they trust, the salesperson  
10 is getting them subscribed, but they're also from that  
11 community, having an incentive that if you have sales  
12 force from the low- and moderate-income community, as  
13 well, your project gets better consideration or  
14 potentially better, you know, value, something like  
15 that. I think that can be an element that has a double  
16 sort of effect.

17 And that's all I really wanted to add.

18 MR. SHEEHAN: Thank you.

19 MR. WINKA: Nonspecific question, but it's a  
20 general question to the folks who commented on the LMI.

21 So, as I said in the beginning, we spend  
22 probability about \$400 million annually on USF,  
23 Lifeline, Weatherization, Comfort Partners, LIHEAP.  
24 And there's got to be creative folks that are out there  
25 that can figure out ways that we can use those funds,

1 matched up with community solar.

2 The New York State Department of Public  
3 Service just came out with an order on looking at how  
4 to link up energy assistance. There seems to be a lot  
5 of back and forth. So folks can comment on the benefit  
6 of what New York State is doing. That will be helpful  
7 to us. And if you've been playing in New York, we  
8 would like to hear those comments on that specific  
9 order that just came out.

10 And then there's the California Multi-Family  
11 Affordable Housing Guidance Document.

12 So if you can link those two things together  
13 and see how we can move in this sort of area.

14 What are the good things in that California  
15 Affordable Housing Multi-Family Program that we bring  
16 into New Jersey will be helpful?

17 So thank you very much.

18 MR. SHEEHAN: Okay. Ladies and gentlemen,  
19 that concludes our Session II.

20 We have some quick reminders before we send  
21 you off to lunch.

22 Those individuals who wish to submit written  
23 comments may do so by sending them to Aida Camacho,  
24 Secretary of the New Jersey Board of Public Utilities,  
25 44 South Clinton Avenue, Third Floor, Trenton,

1 New Jersey 08625. They can also be e-mailed at  
2 rule.comments@bpu.nj.gov.

3 That information is available on the  
4 stakeholder community agenda that hopefully you picked  
5 up on the way in.

6 We will reconvene at 2:00 p.m. to work on  
7 Session III which is Value of the Credit.

8 There is a food court on the first floor of  
9 this building. As you head out the front doors, I'm  
10 sure you'll find something to eat.

11 We look forward to seeing you in a half hour.

12 (Session I and Session II concluded at 1:30 p.m.)  
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CERTIFICATE

I, Lorin Thompson, a Notary Public and Shorthand Reporter of the State of New Jersey, do hereby certify as follows:

I DO FURTHER CERTIFY that the foregoing is a true and accurate transcript of the testimony as taken stenographically by and before me at the time, place and on the date hereinbefore set forth.

I DO FURTHER CERTIFY that I am neither a relative nor employee nor attorney nor counsel of any of the parties to this action, and that I am neither a relative nor employee of such attorney or counsel, and that I am not financially interested in the action.

*Lorin Thompson*

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Notary Public of the State of New Jersey  
My commission expires July 26, 2021

Dated: July 24, 2018

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