THE SOL SOURCE

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THE SOL SOURCE ► QUARTER 2 ► 2019

WELCOME

THE SOL SOURCE is a quarterly journal that our team distributes to our network of clients and solar stakeholders. Our newsletter contains energy statistics from current real-life renewables projects, trends, and observations gained through interviews with our team, and incorporates news from a variety of industry resources.



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STATE MARKETS

Maine



As the first half of 2019 comes to a close, Washington, D.C., Washington, Nevada, and New Mexico joined over a half-dozen other states and over 120

cities by passing legislation that targets a 100 percent clean or renewable energy generation. Each of these states, with bipartisan support, is setting aggressive goals to help combat climate change as well as fostering the jobs and economic growth that accompany the clean energy economy. Maine is the most recent state to join the journey to 100 percent renewable energy. At the helm was the newly-elected Governor Mills, alongside a supportive Maine state legislature. Maine's previous administration stymied potential for renewable growth, but within the first six months of the new administration, three key pro-climate, prorenewable energy bills were signed into law. LD 1494 set an overarching goal of 100 percent renewable energy for retail electricity sales by 2050, laying out the schedules for the new Class IA standard. The two additional bills that passed pair well with LD 1494. Those bills increase distributive generation procurements and set targets to reduce 80 percent of greenhouse gas emissions by 2050. With this new administration, Maine is back in the business of clean energy.

Illinois



While several states passed 100 percent clean or renewable energy standards this year, Illinois is still working toward its own

100 percent goal. During this legislative session, renewable stakeholders sought to build off of the state's Future Energy Jobs Act (FEJA) from 2016, with the introduction of the Path to 100 bill. Path to 100 increases the state's renewable portfolio standard to 40 percent by 2030, setting a path towards 100 percent renewable energy generation. Stakeholders in support of the bill tout growth numbers post FEJA's passage, which has supported a solar energy boom of over 1,300 jobs in 2018 alone. Primarily, proponents want the legislature to understand that if Illinois is committed to meeting its current 25 percent goal or a potential 100 percent goal, they must commit the necessary capital. Path to 100 is not only meant to set a 100 percent renewable goal, but also provides funding to wind and solar to meet existing benchmarks. If current goals are not met, Illinois will be unable to support additional wind and solar projects by 2020 due to a lack of funding. The Path to 100 failed to pass before the end of session, but stakeholders are working to educate and engage legislators about the importance of renewable energy with the hopes the bill will pass as soon as is next possible.

STATE MARKETS

South Carolina



In May, the South Carolina Energy Freedom Act (H3659), a bi-partisan compromise bill between clean energy advocates, the solar industry, and utility

companies unanimously passed out of the South Carolina Senate after unanimously passing the House earlier in the spring. The original bill sponsors in both chambers were Republicans, with Democratic co-sponsors.

Signed into law by Governor McMaster on May 16, the new law lifts the state's 2 percent net metering cap, allows megawatts of queued PURPA projects to be placed into service, and integrates other prosolar provisions that make the legislation a model for Southern states going forward.

The final bill included elements that were carefully negotiated between parties, ultimately garnering broad support from advocates and industry. Importantly, for rooftop solar customers, the new law effectively eliminates the net metering cap for all ratepayers and locks in retail-rate net metering until 2021. When the existing net metering program ends in two years, the state Public Service Commission (PSC) will become responsible for determining future rates for solar customers. Stakeholders will have an opportunity to be heard in that process via a public docket.

There are also substantial changes for largescale PURPA projects. The law will enable some queued solar projects to secure 10-year contracts with utilities at PSC-approved avoided costs rates. Going forward, the PSC will be responsible for determining methods for calculating payments to solar developers that are "commercially reasonable" and compliant with PURPA. It also establishes a new process for interconnecting large-scale solar projects to the grid, which includes PSC enforcement and conflict resolution.

The legislation also increases competition in the energy sector by increasing scrutiny of new utility power generation proposals, launches a renewables program for commercial and industrial energy customers, creates new consumer protections for solar customers, and establishes the framework for a community solar program.



To Safe Harbor or Not to Safe Harbor – That is the Question

By Jessie Robbins

Whether tis nobler in the model to suffer / the cost and hassle of outrageous procurement expense...

As the clock ticks into the third quarter of the year, solar energy developers are increasingly confronted with a question of Shakespearean proportions: in order to preserve 4 percent additional investment tax credits (ITCs) on a project prior to the step-down in 2020, is it worth the cost and friction to take steps to incur 5 percent or more of project costs in 2019? While the mindset of the typical solar professional will be, of course, to maximize all possible benefits, it is worth pausing to consider the complexities involved in safe harboring via equipment purchases and weigh some situations when less is in fact more.

Setting the Stage

At the end of 2015, Congress passed an ITC extension and gradual step-down beginning in 2020, decreasing 4 percent per year before dropping to 10 percent in 2022 for commercial systems (or zero percent for residential). Projects will qualify for the ITC percentage in the year in which the project commences construction, and two paths are provided for meeting this standard.

First, and most logically, a project can qualify by commencing "physical work of a significant nature." However, solar projects that have not been fully permitted or are not fully financed may not have this option. In that case, a second path is available to meet the "commence construction" standard: incur at least 5 percent of the total depreciable cost of the system in the given year, otherwise called "safe harboring." The upside to this approach is that a project

Solar Investment Tax Credit **2019-2023**



then has until the year 2024 to place in service and still maintain eligibility for the 30 percent credit. While the second path is technically simpler – it does not require activity on the site and could even be applied to projects that do not have a specific site yet identified – it forces a project developer to confront a series of meaningful assumptions.

Yet There Is Method In't

First and foremost, expending 5 percent of a system's total cost before financing is secured requires, well, money. More to the point, it requires access to a large balance sheet, development capital, or early construction financing tolerant of financing risk in order to make the investment. Not all project developers are blessed with large parent companies or understanding lenders. Simply determining if funds can be accessed for the purpose is often the first gating question for safe harboring a project.

The next consideration is an obvious one -5 percent of a project's cost must be spent, but on what? Because design work is likely not advanced enough to make procurement decisions for racking or inverters, modules are the obvious choice. While racking and inverter orders will be specific to a project's final design, and in the case of inverters, may require utility approval, modules can be reliably integrated into a project regardless of where the final design shakes out. Just buy enough modules to exceed 5 percent of total project cost (and make sure to leave some buffer, should project size or costs unexpectedly increase) and you're done - right? Well, perhaps. A few additional considerations must be made.

First, depending on the facts and circumstances relevant to a project owner's accounting election, it is likely necessary to take delivery well in advance of equipment deployment and thus incur storage costs for that equipment. Costs for storing equipment (climate controlled and insured, of course) could total \$0.03 per watt per year. Safe harboring modules also requires buying equipment in two separate batches months or even years apart, creating a scenario where the same module may not be available.

This second consideration is more difficult to quantify. Buying mis-matched modules makes engineering more challenging and could even decrease a project's value through production constraints. A third consideration is simple economics - module prices are currently guite high due to tariffs but also in large part to a tight market thanks to growing global demand and, ironically, this very rush to safe harbor equipment. Expending 5 percent of project costs on modules equates to around a third of a project's total module purchase. Falling module prices over the next 12-18 months could erode some or all of the value of the 4 percent ITC preserved by safe harboring, if the developer could have alternatively purchased a large portion of the project's modules at a lower value.

Finally, and not insignificantly, developers running a lean shop must consider if the burden on operations to analyze, bid out, finance, purchase, and store equipment in order to successfully safe harbor (not to mention the requisite legal opinions) is really worth the potential benefit. Even the most ambitious solar professional must acknowledge that one can only complete so many deals in a year - and the lift to successfully put in place a safe harboring program for a portfolio of assets is easily on par with the brain damage necessary to execute a complex purchase agreement or fund financing. If a company decides to prioritize safe harbor efforts, what other opportunities must be overlooked or compromised?

Ultimately, the question of whether to safe harbor comes down to a cost-benefit analysis. A project owner financing safe harbor procurement can and should look at a full financial model to consider factors around construction spend and timing, tax equity financing terms, and cost of capital to procure equipment early. For a developer planning to sell an asset but desiring to preserve 30 percent ITC value, however, this analysis can be very simple.

There is Nothing Good or Bad, But Thinking Makes It So

Let's assume a 10MW project that costs \$1.05/W to build can be valued for \$1.55/W in a 26 percent ITC world. For simplicity's sake, we will assume that \$1.55/W is also the portion of the system that qualifies for fiveyear accelerated depreciation, and thus forms the denominator of the 5 percent safe harbor calculation. If the developer can successfully safe harbor the system at a 30 percent ITC, they unlock an additional cash-on-cash value of \$620,000, or 4 percent of \$1.55/W, on a simple return on investment basis. Sounds like a nobrainer, right? Well, let's take a closer look.

To Safe Harbor...

MW DC	10	MW
Sale Price / Eligible Basis	\$1.55	\$/w
Safe Harbor %	7%	5% spend with 2% buffer to allow for increases in project value or size
Safe Harbor Spend	\$1,085,000	Required investment for 2019 equipment purchase
Safe Harbor Spend	\$0.11	\$/w
ITC Value of Safe Harboring	\$620,000	4% of sale price / eligible basis

This developer is going to assume a buffer of 2 percent on top of the 5 percent safe harbor requirement. After all, there would be nothing worse than putting in the effort to safe harbor the system, only to find out that the project size or depreciable cost increased enough to fail to qualify for the safe harbor, or force the developer to downsize the project. That means the developer must spend \$1.085mm, or 7 percent of \$1.55/W, to meet the safe harbor threshold. Let's also assume the equipment must be purchased right about now given delivery timelines and increasingly tight supply as manufacturers sell out their capacity in the rush to safe harbor. And the developer won't be paid the bulk of their construction costs for a full calendar year. Assuming a rather fair cost of capital of 10 percent, the developer will incur \$108,500 of interest expense/carrying cost, plus closing costs, opinions, and fees of, say, \$15,000, for a total capital cost of \$123,500.

And assuming the equipment arrives year-end 2019 and cannot be deployed until the fall of

2020, the developer will have to price in at least three-quarters of a year of storage, insurance, and additional delivery costs. At \$0.03/W, that's another \$225,000 of safe harbor costs. If the developer is not able to procure the same type of module and costs increase due to complexity of design, or if the developer pays a premium to obtain the same module as originally purchased, they may pay an additional cost – let's say \$0.01/W, or \$100,000. Finally, we'll make a consideration for the time and overhead incurred by this developer if professionals from their finance, engineering, and executive teams dedicate hours totaling several weeks on this endeavor – say, \$16,000 total.

The argument for safe harboring does not appear quite so strong after a quick accounting of the costs involved. The overall expected benefit of \$650,000 must be reduced by costs of just under \$465,000, reducing total potential upside to \$155,000. Was that really worth the hassle?

Or not to Safe Harbor...

Cost of capital	10%	
Capital Costs	\$123,500	Assume the developer places an order mid- year 2019 for product they would have otherwise ordered mid-year 2020, and \$15,000 in legal and transaction costs
Storage, Logistics, and Insurance	\$225,000	Assume \$.03/watt
Split-module Design and Installation Penalty	\$100,000	Assume \$.01/watt
Internal SG&A	\$16,000	Assume combined hours of multiple team members totaling several weeks of VP and experienced finance professional's time
Total Safe Harbor Costs	\$464,500	
Total Safe Harbor Benefit	\$155,500	

Ay, There's the Rub

Still, the benefit may be there for a developer, especially one with a robust team and significant pipeline sufficient to justify the effort – save for one factor. Critically, module prices are unusually and unjustifiably high. We know that availability is limited due to a rush to safe harbor, global market dynamics affecting price and availability, and tariffs driving prices up further. It is highly likely prices will fall in the period between the purchase of safe harbor equipment and the point at which that equipment would normally have been purchased for that project. In fact, in this scenario, module prices would only have to drop by 15 percent to completely erode the safe harbor benefits so hard won by the developer's efforts. Any additional efficiency gains in modules on the market one year from today, either due to pure yield gains or balanceof-systems efficiencies from increases in module power class would further increase this gap.

Erosion in Benefit

Module prices drop 2% (less than \$.01/w)	\$133,800.00	Actual savings
Module prices drop 5% (~ \$.02/w)	\$101,250.00	Ends up being the actual savings
Module prices drop 10% (~ \$.04/w)	\$47,000.00	Ends up being the actual savings
Module prices drop 15% (~ \$.06/w)	\$(7,250.00)	Ends up being the actual savings

To Thine Own Self Be True

In the end, the decision of whether or not to safe harbor will be a highly individualized one specific to each project and developer. Obviously, valuing the project on the basis of internal rate of return that accounts for the time value of money of ITCs received in the first year of an investment will show more benefit than an ROI view. Certain advantages related to cost of capital, procurement or storage terms, and the overall ease and speed at which a developer can put these measures in place may greatly improve the cost-benefit analysis. We simply make the case above to illustrate that safe harboring for a project is by no means a foregone conclusion, or even necessarily a net benefit on an ROI basis. Often the hardest decisions made on a project are those to forego an opportunity to maximize benefit, because the one constraint we can apply to all projects with certainty is the number of hours in a day. The question for solar developers is how to use them.



Letter from the CEO: Why We're Partnering with Capital Dynamics to Change the Commercial Solar Market

By Yuri Horwitz



I'm proud to announce the establishment of <u>Sol Customer</u> <u>Solutions</u>, a joint venture between Sol Systems and <u>Capital Dynamics</u>. This joint venture will leverage Sol Systems' existing development business and its customer

relationships with Capital Dynamics' marketleading clean energy infrastructure platform to meet the needs of some of the largest electricity customers in the United States.

We began Sol in 2008 as a small, passionate group of people dedicated to building a more resilient and sustainable energy future. In the years since, our industry has powered millions of homes and business with solar, the cost of solar has fallen 90 percent, solar modules that cost \$4/watt now cost 30 cents, and Sol has deployed more than 850MW (over \$2 billion) of solar with our partners. And this is just the beginning. This growth is part of an imminent transformation of our energy infrastructure towards renewable energy that is driven by public support and customer demand. Over 80 percent of Americans support more solar and two-thirds of Fortune 100 companies have committed to procuring more renewable energy.

We will continue to work with our new partners, <u>our clients</u>, and our customers to drive this transformation. **We build a more sustainable future together.**

-Yuri Horwitz, CEO







SOLAR CHATTER



Ohio's House bill (HB) 6, which provides funding to two of the state's nuclear plants, still threatens the state's renewable portfolio standard. However, the bill's current Senate version is preferable to previous iterations. The most recent version does preserve the renewable portfolio standard (RPS) mechanism, although it decreases from 12.5 to 8.5% with a cliff in 2026. Previous versions repealed the RPS altogether. Negotiations are still ongoing as several members of the General Assembly are in favor of disbanding the RPS, so the outcome and impact on renewable energy remains to be seen.



We wrote <u>extensively about the</u> <u>potential benefits of bifacial solar</u> <u>modules</u> in last SOURCE. Last month, the case grew stronger for near-term use of the technology when **bifacial modules were <u>unexpectedly granted</u> <u>exemption from the section 201</u> <u>tariffs</u> imposed on solar in January of 2018.** Demand is expected to continue to skyrocket for the technology, likely outpacing supply in the near-term. The 2020 primaries for the democratic party ramped up with the first debate in late June, and with it, clean energy policy is reentering the forefront of presidential political discourse. Although the crowded field made for a short discussion on the topic, candidates like Senator Elizabeth Warren noted the "\$23 trillion market coming for green products" as her and other candidates renewed their commitment to a transition away from fossil fuels.

In late April, Facebook took a big step towards its commitment to powering 100% of its business with renewables in a 350 MW deal with Dominion Power in Virginia and North Carolina, the second such large deal between the two entities. Corporations continue to push for more sustainable grids from major utilities, especially in regulated markets.

Maryland Clean Energy Jobs Act Bolsters SREC Prices

By Ben Adams July 1,2019

On April 8th, 2019 the Maryland General Assembly passed the Clean Energy Jobs Act (CEJA), an update to the state's renewable portfolio standard. The bill raises the state's renewable goal to 50 percent percent by 2030 with a 14.5 percent solar carve-out. This increases 2019 demand for SRECs from 1.95 percent to 5.5 percent.

SREC Prices on the Rise

As stated in <u>the Sol SOURCE</u> earlier this year, to meet the 14.5 percent solar carve-out, based on current load, 5 GW of solar will need to be built. This increased demand under Maryland's RPS has already begun sending market signals and translated into a major increase in state SREC prices. Before CEJA was passed, SRECs in Maryland were trading around \$11; however,

post CEJA becoming law we've seen SREC pricing rise as high as \$74. CEJA has provided much needed price support to Maryland's SREC market. However, we'll likely never see it go back up to its 2016 high of \$160 given that the alternative compliance payment, the effective price ceiling for the market, is set at \$100. Even with the \$100 cap, the higher SREC prices will create a stronger incentive for Maryland residents and business owners to install solar. helping the economy and the environment. This effect can be seen through the original introduction of the SREC program, which helped to establish Maryland as an early leader in residential solar. A similar effect could be expected from CEJA's expansion of the program.

This renewed and increased demand for solar will help reinvigorate the solar industry in the state bring more solar jobs back to Maryland, which saw a decrease of over <u>900 jobs</u> with the lull in the SREC market under previous legislation. According to the Solar Foundation's



Jobs Census, Maryland has lost about one thousand solar jobs in the last two years. The state of Maryland has already released projections from 2018 that anticipate that there will be over one thousand new electricians and related professionals in the state by 2020, many of which may be able to install solar.

Legislative Resistance

While CEJA was ultimately successful and faced some opposition from the legislature, the biggest unknown was how Governor Hogan would react. Governor Hogan who does support renewable development and acknowledges the dangers our natural environment is facing, has not been a supporter of the state's RPS. In the end, CEJA passed the General Assembly with a veto-proof majority, showing strong support from the legislative branch, and Governor Hogan let the bill pass without his signature, allowing it to go into effect on May 25th, 2019. In his statement on why he did not sign the bill, Governor Hogan wrote that the "bill is not clean enough, nor smart enough, nor does it create the intended jobs within Maryland" and that he plans on introducing his own legislation on the first day of the 2020 legislative session. It is yet to be seen what impacts Governor Hogan's potential Clean and Renewable Energy Standard (CARES) may have on the broader RPS and on the solar carve-out since he hasn't yet provided specifics, but the solar industry will continue to monitor, engage, and advocate for strong solar policy in Maryland.

Positive Steps Towards Greater Maryland Solar Build-out

CEJA wasn't the only pro-solar bill that passed in Annapolis this session. <u>Two other bills</u> that passed alongside CEJA have the potential to increase installation rates in Maryland by making solar an even more enticing investment. The first was a bill that extended the state's community solar program until 2022 and increased maximum capacity of program systems to 2 MW. The other bill created an energy storage pilot program requiring utilities to facilitate the building of 10 MW of energy storage. These new pieces of legislation should compound to create an increase in the amount of solar installed in the state over the next ten years.

This legislative session, the state of Maryland has continued to set higher and more ambitious goals, which should act to bolster the SREC and solar markets. The Assembly's expansion of the RPS and solar carve-out have already helped to create more demand in an over supplied Maryland SREC market. Even though SREC prices will never again reach their 2016 highs, there is still a lot of room for growth in both the SREC and wider solar market. This bill also does not mark the last potential RPS expansion for the state of Maryland. CEJA included a provision for the General Assembly to review the standard and assess the feasibility of a 100 percent goal by 2040, but that will have to wait until around 2025.

Celebrating Success: Soliversary 2019

By Claire Siwulec June 27, 2019

Sol Systems' anniversary, Soliversary, is quite the annual event at our office. With a full week dedicated to it. Soliversary is a time where everyone gathers to reflect on the past and set goals for the future while also celebrating our roots. This year marked Sol Systems' 11th anniversary. The week began with a packed agenda of brown-bag presentations including a mindfulness workshop, a speaker from the UN Foundation, and a recycling lesson through the Alice Ferguson Foundation. We also hosted a Women's Happy Hour, focusing on how to incorporate happiness throughout life consciously. These events led up to our annual field day, which included an exciting schedule of kayaking, exploring nature, and delicious food. Months of planning were about to go into full execution.

However, the day took a surprising turn when rain and hail emerged on the local forecast. The rainy-day blues quickly shifted into a bright, to everyone. Teams adventured to the Natural History Museum, the American History Museum, and the African American History Museum among others. We bonded with one another and shared stories and memories of past events Soliversaries that emphasize the company culture that drives our integrity.

We later came back to the office for a delicious lunch accompanied by a touching speech from leaders in the company addressing <u>our story</u> and how far we have come. We celebrated milestones and future endeavors, devoured some cake, and enjoyed one another's presence.

The remainder of the day continued with soccer games in Georgetown, frisbee on the national mall, and restaurant outings. The team then ventured onto a beautiful rooftop with a gorgeous view of the city, accompanied by a sunset that painted the summer sky. What started as an imperfect scenario came together as a perfect celebration of our company and culture. Events like these embody the importance of celebrating success, especially with a hardworking, dedicated team. Happy 11th Anniversary to Sol Systems!

fun-filled day. We began the morning with a bagel breakfast, followed by spontaneous adventures. Employees split into eight teams and were assigned to a museum. Because our home base is in Washington, D.C., the National Mall is, quite literally, in our backyard, making it easy and accessible





Welcoming the 2019 Summer Intern Class

By Claire Siwulec June 20, 2019

My name is **Claire Siwulec**, the new marketing intern at Sol Systems. This summer, my responsibilities will include constructing blog posts, obtaining market research, and assisting with internal and external marketing efforts. From my first day, it has been clear that I am not just an intern, but a valuable member of the team. With six talented individuals by my side, the Sol Systems intern class of Summer 2019 is shaping up to be a special one. This unique internship program does not only push the boundaries of a typical internship but encourages each individual to put their best foot forward to further professional and company growth.

It is my pleasure to introduce my fellow members of the summer intern class: **Ben Adams, Lauren Aycock, Het Desai, Saul Henderson, Shannon Meyer-Johanson, and Kate Peters**.

Ben Adams is interning on the SREC Operations and Asset Management team. In his role, he will be assisting in customer operations, market research, and content creation. He recently received his B.S. in Economics from the George Washington University. Prior to Sol Systems, Ben worked as a Research Intern at the Solar Energy Industries Association (SEIA) where he managed and analyzed databases of information pertaining to solar energy and energy storage, created materials for meetings with federal legislators, and gathered and organized data on several topics related to solar energy. He originally hails from central New Hampshire and enjoys biking, hiking, photography, and playing the guitar.

Lauren Aycock joins the Sol Systems team for her second summer as a Project Delivery Intern. Her daily tasks include tracking project schedules and budgets, keeping project documentation organized, communicating with on-site project managers, and preparing reports to keep investors updated on project statuses. Prior to interning at Sol Systems, Lauren worked for The Crosby Group in Tulsa, Oklahoma doing quality engineering. She recently completed her B.S. in Mechanical Engineering at The University of Tulsa and will be pursuing her Master's in Renewable Energy and Environmental Modelling in Scotland. She is originally from Tulsa, Oklahoma. In her free time, Lauren enjoys going to brunch, museums, baking, and exploring Georgetown with her puppy, Pippa.

Het Desai comes to Sol Systems as a Project Operations intern. This summer, Het will be working closely with the project development, project engineering, as well as project delivery teams. He is currently pursuing his Master's in Mechanical Engineering, specializing in Energy Engineering and Policy and Fluids at NYU. Het also works as a Graduate Assistant, aiding professors in the Department of Mechanical & Aerospace Engineering. He also assisted in projects such as windmill site selection, cost analysis, and installation and cost analysis of PV panels for residential homes. Het loves to visit new places over the weekend and enjoys sharing his passion for wine and beer with his colleagues.

Saul Henderson joins Sol Systems as the Development Engineering Intern, where he will be assisting the engineering team in site planning, data management and research. Before working at Sol Systems, Saul worked as an Explainer at the Smithsonian National Air and Space Museum (NASM), with 3.5 years of those years spent as a Lead Explainer. He recently obtained his B.S in Electrical Engineering with a concentration in Computer Engineering from the University of the District of Columbia. Saul is a D.C. native and enjoys his off time reading books, studying, exercising, meditating, travelling throughout D.C., and spending time with his family.

Shannon Meyer-Johanson joins the Trading Team as Sol Systems, where her tasks include helping with database management and data integration to create a centralized master database, creating liquidity analysis dashboards, analyzing carbon markets, and supporting state policy research. She graduated from the University of California, Berkeley with a B.S. in Environmental Economics & Policy and a B.A. in Geography and is currently pursuing her Master's in Public Policy at Georgetown University. Before Sol Systems, Shannon worked as an Associate Consultant for a boutique technical consulting firm in San Francisco, providing datadriven solutions for Pharmaceutical and Biotech firms while also working as a Data Policy Fellow at the Public Policy Institute at AARP. Outside of the office, you'll find Shannon exploring D.C., finding new restaurants and bars and traveling along the East Coast.

Kate Peters interns for the Customer Energy Services (CES) team. Her daily activities include finding new hosts for solar projects, vetting potential sites for solar projects, and conducting energy bill analysis to quantify the customer's savings with the proposed solar installation. Kate is a D.C. native, and has lived in the same house for her entire life. She is currently a rising senior at Middlebury College pursuing her B.A. in Environmental Economics and Minor in Mathematics. Prior to Sol Systems, Kate worked with ICF International as a Public Comment Analyst, working on analyzing public feedback on proposed rule-makings for government entities such as the EPA, FDA, and USDA. Kate enjoys baking, cooking, running, exploring the outdoors, and the Washington Nationals.

As for myself, **Claire Siwulec**, I previously worked at as public relations intern at Savor PR, LLC. There, I arranged monthly press kit audits, conducted social media management, and accessed social media marketing analytics for various restaurants in the DMV area. Prior to Savor, I worked as a human resource intern at Motivf Corporation where I updated employee documentation, coordinated meetings, and facilitated office events. I am originally from Los Angeles, California, and am currently a rising senior at The George Washington University, pursing my B.B.A. in Marketing and Dance. In my free time, I enjoy exploring art exhibits, finding new restaurants throughout DC, hot yoga, and spending time with friends.

UPCOMING EVENTS



Mid-Atlantic Renewable Energy Summit July 17 – July 19, Philadelphia, PA



GTM: Northeast Solar & Storage Forum July 30, Boston, MA



Renewable Energy Markets 2019

September 4 – September 6 San Diego, CA



Solar Power International 2019

September 23 – September 26 Salt Lake City, UT

CONTACT US

If you have any questions about this information, wish to receive our quarterly newsletter via email, please contact our team. We would love to hear from you.

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