



**City of New Haven**  
**Office of Policy, Management and Grants**  
**Justin M. Elicker, Mayor**  
**Shannon McCue, City Budget Director**

**City of New Haven**  
Connecticut

Date: Monday, September 9, 2024  
Time: 3:00 PM  
Location: Zoom

## Agenda

**UI's Second Round of NRES Opportunities for Solar Carports, Deadline:**  
September 17th, 2024

- 1. Review of Solar Project Proposal by Greenskies Clean Energy**
  - Overview of the six proposed projects
  - Discussion on financing, construction, and maintenance arrangements over the 20-year subsidy agreement period
  
- 2. Approval of the "Behind the Meter" Power Purchase Agreement for Hill Regional High School**
  - Discussion on the fixed energy rate
  - Expected savings of approximately \$500,000 over 20 years
  
- 3. Approval of Lease Agreements for Five Projects**
  - Locations: Bowen Field, North Q House Parking Lot, Wilbur Cross High School, East Shore Park, Roberto Clemente School

- Discussion on lease structure, tenant responsibilities, and expected revenue of approximately \$4 million over 20 years

#### **4. Consideration of Ancillary Agreements**

- Review and approval of agreements necessary for installation and technical execution
- Specific focus on the interconnection agreement with United Illuminating

#### **5. Timeline and Submission of Proposal to State's Solar Subsidy Program**

- Ensuring all agreements and approvals are in place by the September 17th deadline

#### **6. Next Steps and Assignments**

- Assigning tasks and responsibilities for finalizing agreements and preparing for project execution

August 29, 2024

Re: City of New Haven  
2024 September NRES opportunities

The United Illuminating is issuing a second round of NRES opportunities due on September 17<sup>th</sup> 2024. There was very limited demand for the spring NRES round, specifically related to Solar Carports. Greenskies would highly recommend that New Haven leverage as many parking areas in the city as possible in order to take advantage of the opportunity here in UI.

Per the RFP that the city of New Haven issued in 2023 that GCE responded to. We have already completed a full audit of the available parking lots in the city. The program for carports has gotten significantly better, but it is not guaranteed to remain this way next year.

On the following pages, GCE has provided designs and lease rates for all potential carport locations. The items listed below will need to be provided and/or signed by all parties. Nothing that will need to be signed binds the city in any way to these projects. A formal contract will need to be negotiated and finalized in the fall of 2024 in order for Greenskies to proceed with the projects.

- Letter of Intent
- Customer Disclosure Form
- Utility Bills

The 20 year dollar value to the city across all six projects can be seen below:

City of New Haven Portfolio Value						
Hill Regional HS	East Shore Park	Bowen Field	North of Q House	Wilbur Cross HS	Clemente Leadership	Total Value
Energy Savings	Lease + Revenue	Lease + Revenue	Lease + Revenue	Lease + Revenue	Lease + Revenue	
\$ 529,478.96	\$ 1,435,408.20	\$ 1,449,831.57	\$ 295,642.23	\$ 313,768.34	\$ 470,590.28	\$ 4,494,719.58

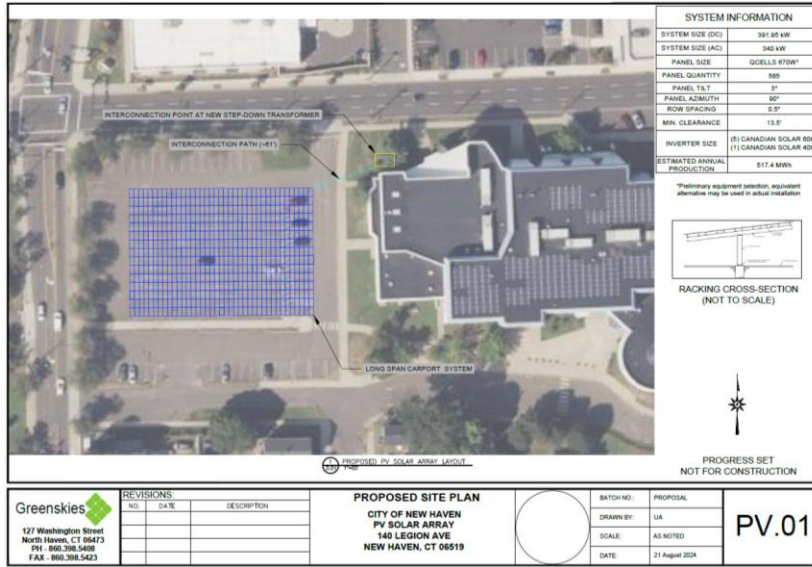
Thank you for your consideration.

*RYAN LINARES*

**Ryan Linares**  
Vice President Business Development

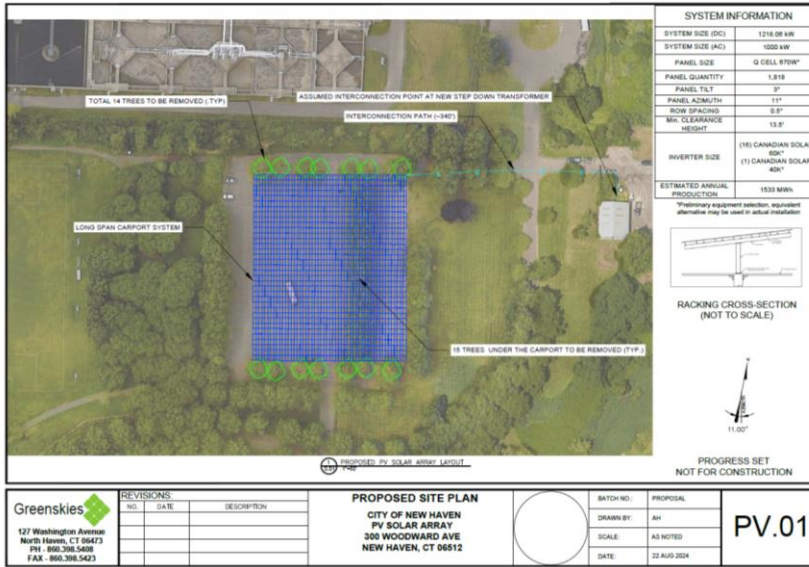
Direct (203) 645-9215  
[rlinares@greenskies.com](mailto:rlinares@greenskies.com)

**Hill Regional Career High School**



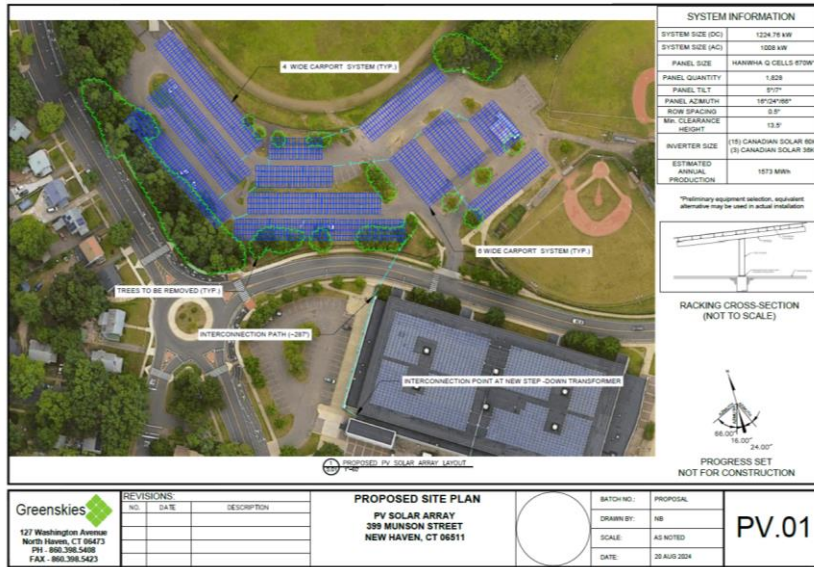
	Solar Output with 0.50% Degradation Factor	Solar Electricity Cost	Estimated Utility Rate with 2.5% Escalation Factor	Savings with <u>Solar</u>
Year	Solar kWh/Year	\$/kWh	\$/kWh	\$
1	517,400	0.0990	0.120	\$10,865
2	514,813	0.0990	0.123	\$12,356
3	512,239	0.0990	0.126	\$13,869
4	509,678	0.0990	0.129	\$15,406
5	507,129	0.0990	0.132	\$16,967
6	504,594	0.0990	0.136	\$18,553
7	502,071	0.0990	0.139	\$20,165
8	499,560	0.0990	0.143	\$21,802
9	497,063	0.0990	0.146	\$23,466
10	494,577	0.0990	0.150	\$25,156
11	492,104	0.0990	0.154	\$26,874
12	489,644	0.0990	0.157	\$28,620
13	487,196	0.0990	0.161	\$30,395
14	484,760	0.0990	0.165	\$32,198
15	482,336	0.0990	0.170	\$34,032
16	479,924	0.0990	0.174	\$35,896
17	477,525	0.0990	0.178	\$37,792
18	475,137	0.0990	0.183	\$39,719
19	472,761	0.0990	0.187	\$41,678
20	470,397	0.0990	0.192	\$43,671
<b>Total</b>	<b>9,870,908</b>			<b>\$529,479</b>

**East Shore Park**



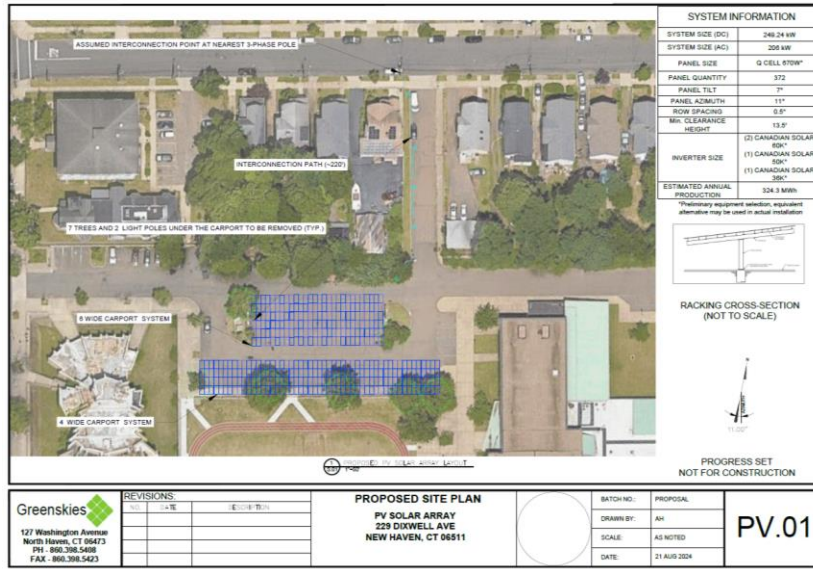
Year	Solar Output with 0.50% Degradation Factor	GCE Lease Rate	New Haven Revenue Share	Lease Rate Plus Revenue Share	Cumulative
Year	Solar kWh/Year	\$	\$	\$	\$
1	1,533,000	\$ 60,803.00	\$ 11,497.50	\$ 72,300.50	\$ 72,300.50
2	1,525,335	\$ 60,803.00	\$ 11,440.01	\$ 72,243.01	\$ 144,543.51
3	1,517,708	\$ 60,803.00	\$ 11,382.81	\$ 72,185.81	\$ 216,729.32
4	1,510,120	\$ 60,803.00	\$ 11,325.90	\$ 72,128.90	\$ 288,858.22
5	1,502,569	\$ 60,803.00	\$ 11,269.27	\$ 72,072.27	\$ 360,930.49
6	1,495,056	\$ 60,803.00	\$ 11,212.92	\$ 72,015.92	\$ 432,946.41
7	1,487,581	\$ 60,803.00	\$ 11,156.86	\$ 71,959.86	\$ 504,906.27
8	1,480,143	\$ 60,803.00	\$ 11,101.07	\$ 71,904.07	\$ 576,810.35
9	1,472,742	\$ 60,803.00	\$ 11,045.57	\$ 71,848.57	\$ 648,658.91
10	1,465,379	\$ 60,803.00	\$ 10,990.34	\$ 71,793.34	\$ 720,452.25
11	1,458,052	\$ 60,803.00	\$ 10,935.39	\$ 71,738.39	\$ 792,190.64
12	1,450,762	\$ 60,803.00	\$ 10,880.71	\$ 71,683.71	\$ 863,874.36
13	1,443,508	\$ 60,803.00	\$ 10,826.31	\$ 71,629.31	\$ 935,503.66
14	1,436,290	\$ 60,803.00	\$ 10,772.18	\$ 71,575.18	\$ 1,007,078.84
15	1,429,109	\$ 60,803.00	\$ 10,718.32	\$ 71,521.32	\$ 1,078,600.16
16	1,421,963	\$ 60,803.00	\$ 10,664.72	\$ 71,467.72	\$ 1,150,067.88
17	1,414,853	\$ 60,803.00	\$ 10,611.40	\$ 71,414.40	\$ 1,221,482.28
18	1,407,779	\$ 60,803.00	\$ 10,558.34	\$ 71,361.34	\$ 1,292,843.62
19	1,400,740	\$ 60,803.00	\$ 10,505.55	\$ 71,308.55	\$ 1,364,152.18
20	1,393,737	\$ 60,803.00	\$ 10,453.02	\$ 71,256.02	\$ 1,435,408.20
<b>Total</b>	<b>29,246,427</b>	<b>\$ 1,216,060.00</b>	<b>\$ 219,348.20</b>	<b>\$ 1,435,408.20</b>	

**Bowen Field**



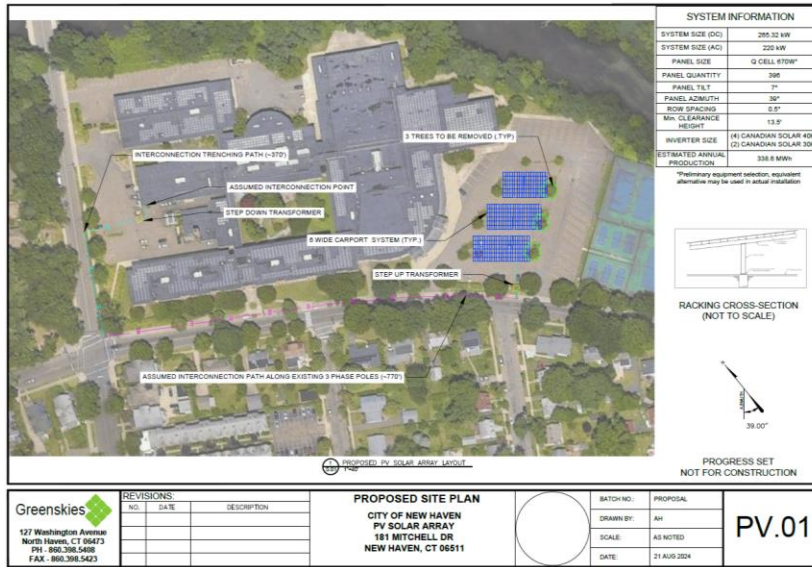
Year	Solar Output with 0.50% Degradation Factor	GCE Lease Rate	New Haven Revenue Share	Lease Rate Plus Revenue Share	Cumulative
Year	Solar kWh/Year	\$	\$	\$	\$
1	1,573,000	\$ 61,238.00	\$ 11,797.50	\$ 73,035.50	\$ 73,035.50
2	1,565,135	\$ 61,238.00	\$ 11,738.51	\$ 72,976.51	\$ 146,012.01
3	1,557,309	\$ 61,238.00	\$ 11,679.82	\$ 72,917.82	\$ 218,929.83
4	1,549,523	\$ 61,238.00	\$ 11,621.42	\$ 72,859.42	\$ 291,789.25
5	1,541,775	\$ 61,238.00	\$ 11,563.31	\$ 72,801.31	\$ 364,590.57
6	1,534,066	\$ 61,238.00	\$ 11,505.50	\$ 72,743.50	\$ 437,334.06
7	1,526,396	\$ 61,238.00	\$ 11,447.97	\$ 72,685.97	\$ 510,020.03
8	1,518,764	\$ 61,238.00	\$ 11,390.73	\$ 72,628.73	\$ 582,648.76
9	1,511,170	\$ 61,238.00	\$ 11,333.78	\$ 72,571.78	\$ 655,220.54
10	1,503,614	\$ 61,238.00	\$ 11,277.11	\$ 72,515.11	\$ 727,735.65
11	1,496,096	\$ 61,238.00	\$ 11,220.72	\$ 72,458.72	\$ 800,194.37
12	1,488,616	\$ 61,238.00	\$ 11,164.62	\$ 72,402.62	\$ 872,596.99
13	1,481,173	\$ 61,238.00	\$ 11,108.80	\$ 72,346.80	\$ 944,943.78
14	1,473,767	\$ 61,238.00	\$ 11,053.25	\$ 72,291.25	\$ 1,017,235.03
15	1,466,398	\$ 61,238.00	\$ 10,997.98	\$ 72,235.98	\$ 1,089,471.02
16	1,459,066	\$ 61,238.00	\$ 10,942.99	\$ 72,180.99	\$ 1,161,652.01
17	1,451,771	\$ 61,238.00	\$ 10,888.28	\$ 72,126.28	\$ 1,233,778.29
18	1,444,512	\$ 61,238.00	\$ 10,833.84	\$ 72,071.84	\$ 1,305,850.13
19	1,437,289	\$ 61,238.00	\$ 10,779.67	\$ 72,017.67	\$ 1,377,867.80
20	1,430,103	\$ 61,238.00	\$ 10,725.77	\$ 71,963.77	\$ 1,449,831.57
<b>Total</b>	<b>30,009,543</b>	<b>\$ 1,224,760.00</b>	<b>\$ 225,071.57</b>	<b>\$ 1,449,831.57</b>	

**229 Dixwell (Parking Lot North of Q House)**



Year	Solar Output with 0.50% Degradation Factor	GCE Lease Rate	New Haven Revenue Share	Lease Rate Plus Revenue Share	Cumulative
Year	Solar kWh/Year	\$	\$	\$	\$
1	324,300	\$ 12,462.00	\$ 2,432.25	\$ 14,894.25	\$ 14,894.25
2	322,679	\$ 12,462.00	\$ 2,420.09	\$ 14,882.09	\$ 29,776.34
3	321,065	\$ 12,462.00	\$ 2,407.99	\$ 14,869.99	\$ 44,646.33
4	319,460	\$ 12,462.00	\$ 2,395.95	\$ 14,857.95	\$ 59,504.28
5	317,862	\$ 12,462.00	\$ 2,383.97	\$ 14,845.97	\$ 74,350.24
6	316,273	\$ 12,462.00	\$ 2,372.05	\$ 14,834.05	\$ 89,184.29
7	314,692	\$ 12,462.00	\$ 2,360.19	\$ 14,822.19	\$ 104,006.48
8	313,118	\$ 12,462.00	\$ 2,348.39	\$ 14,810.39	\$ 118,816.87
9	311,553	\$ 12,462.00	\$ 2,336.65	\$ 14,798.65	\$ 133,615.51
10	309,995	\$ 12,462.00	\$ 2,324.96	\$ 14,786.96	\$ 148,402.48
11	308,445	\$ 12,462.00	\$ 2,313.34	\$ 14,775.34	\$ 163,177.81
12	306,903	\$ 12,462.00	\$ 2,301.77	\$ 14,763.77	\$ 177,941.59
13	305,368	\$ 12,462.00	\$ 2,290.26	\$ 14,752.26	\$ 192,693.85
14	303,841	\$ 12,462.00	\$ 2,278.81	\$ 14,740.81	\$ 207,434.66
15	302,322	\$ 12,462.00	\$ 2,267.42	\$ 14,729.42	\$ 222,164.08
16	300,811	\$ 12,462.00	\$ 2,256.08	\$ 14,718.08	\$ 236,882.15
17	299,307	\$ 12,462.00	\$ 2,244.80	\$ 14,706.80	\$ 251,588.95
18	297,810	\$ 12,462.00	\$ 2,233.58	\$ 14,695.58	\$ 266,284.53
19	296,321	\$ 12,462.00	\$ 2,222.41	\$ 14,684.41	\$ 280,968.94
20	294,839	\$ 12,462.00	\$ 2,211.30	\$ 14,673.30	\$ 295,642.23
<b>Total</b>	<b>6,186,964</b>	<b>\$ 249,240.00</b>	<b>\$ 46,402.23</b>	<b>\$ 295,642.23</b>	

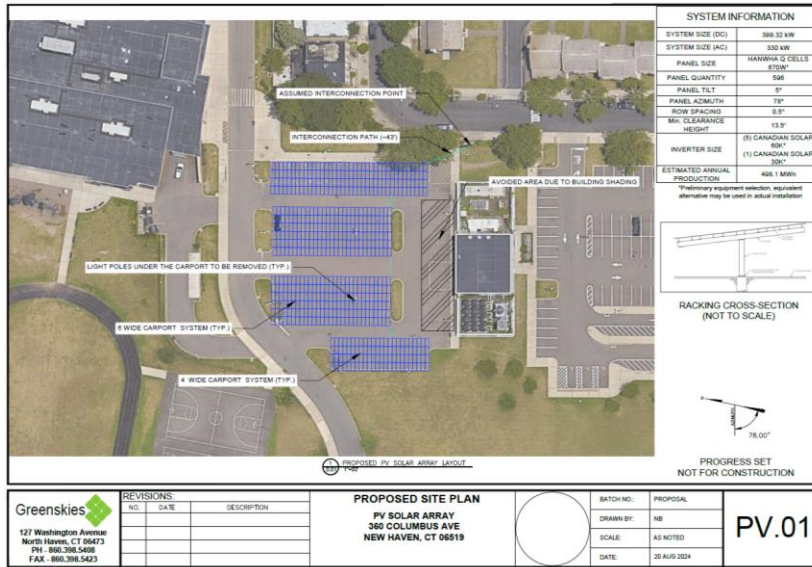
**Wilbur Cross High School**



Year	Solar Output with 0.50% Degradation Factor	GCE Lease Rate	New Haven Revenue Share	Lease Rate Plus Revenue Share	Cumulative
Year	Solar kWh/Year	\$	\$	\$	\$
1	338,600	\$ 13,266.00	\$ 2,539.50	\$ 15,805.50	\$ 15,805.50
2	336,907	\$ 13,266.00	\$ 2,526.80	\$ 15,792.80	\$ 31,598.30
3	335,222	\$ 13,266.00	\$ 2,514.17	\$ 15,780.17	\$ 47,378.47
4	333,546	\$ 13,266.00	\$ 2,501.60	\$ 15,767.60	\$ 63,146.07
5	331,879	\$ 13,266.00	\$ 2,489.09	\$ 15,755.09	\$ 78,901.16
6	330,219	\$ 13,266.00	\$ 2,476.64	\$ 15,742.64	\$ 94,643.80
7	328,568	\$ 13,266.00	\$ 2,464.26	\$ 15,730.26	\$ 110,374.06
8	326,925	\$ 13,266.00	\$ 2,451.94	\$ 15,717.94	\$ 126,092.00
9	325,291	\$ 13,266.00	\$ 2,439.68	\$ 15,705.68	\$ 141,797.68
10	323,664	\$ 13,266.00	\$ 2,427.48	\$ 15,693.48	\$ 157,491.16
11	322,046	\$ 13,266.00	\$ 2,415.34	\$ 15,681.34	\$ 173,172.51
12	320,436	\$ 13,266.00	\$ 2,403.27	\$ 15,669.27	\$ 188,841.78
13	318,833	\$ 13,266.00	\$ 2,391.25	\$ 15,657.25	\$ 204,499.03
14	317,239	\$ 13,266.00	\$ 2,379.29	\$ 15,645.29	\$ 220,144.32
15	315,653	\$ 13,266.00	\$ 2,367.40	\$ 15,633.40	\$ 235,777.72
16	314,075	\$ 13,266.00	\$ 2,355.56	\$ 15,621.56	\$ 251,399.28
17	312,504	\$ 13,266.00	\$ 2,343.78	\$ 15,609.78	\$ 267,009.07
18	310,942	\$ 13,266.00	\$ 2,332.06	\$ 15,598.06	\$ 282,607.13
19	309,387	\$ 13,266.00	\$ 2,320.40	\$ 15,586.40	\$ 298,193.53
20	307,840	\$ 13,266.00	\$ 2,308.80	\$ 15,574.80	\$ 313,768.34
<b>Total</b>	<b>6,459,778</b>	<b>\$ 265,320.00</b>	<b>\$ 48,448.34</b>	<b>\$ 313,768.34</b>	



**Clemente Leadership Academy (Parking lot South of School)**



Year	Solar Output with 0.50% Degradation Factor	GCE Lease Rate	New Haven Revenue Share	Lease Rate Plus Revenue Share	Cumulative
Year	Solar kWh/Year	\$	\$	\$	\$
1	498,100	\$ 19,966.00	\$ 3,735.75	\$ 23,701.75	\$ 23,701.75
2	495,610	\$ 19,966.00	\$ 3,717.07	\$ 23,683.07	\$ 47,384.82
3	493,131	\$ 19,966.00	\$ 3,698.49	\$ 23,664.49	\$ 71,049.31
4	490,666	\$ 19,966.00	\$ 3,679.99	\$ 23,645.99	\$ 94,695.30
5	488,212	\$ 19,966.00	\$ 3,661.59	\$ 23,627.59	\$ 118,322.89
6	485,771	\$ 19,966.00	\$ 3,643.29	\$ 23,609.29	\$ 141,932.18
7	483,343	\$ 19,966.00	\$ 3,625.07	\$ 23,591.07	\$ 165,523.25
8	480,926	\$ 19,966.00	\$ 3,606.94	\$ 23,572.94	\$ 189,096.19
9	478,521	\$ 19,966.00	\$ 3,588.91	\$ 23,554.91	\$ 212,651.10
10	476,129	\$ 19,966.00	\$ 3,570.96	\$ 23,536.96	\$ 236,188.07
11	473,748	\$ 19,966.00	\$ 3,553.11	\$ 23,519.11	\$ 259,707.18
12	471,379	\$ 19,966.00	\$ 3,535.34	\$ 23,501.34	\$ 283,208.52
13	469,022	\$ 19,966.00	\$ 3,517.67	\$ 23,483.67	\$ 306,692.19
14	466,677	\$ 19,966.00	\$ 3,500.08	\$ 23,466.08	\$ 330,158.27
15	464,344	\$ 19,966.00	\$ 3,482.58	\$ 23,448.58	\$ 353,606.84
16	462,022	\$ 19,966.00	\$ 3,465.17	\$ 23,431.17	\$ 377,038.01
17	459,712	\$ 19,966.00	\$ 3,447.84	\$ 23,413.84	\$ 400,451.85
18	457,413	\$ 19,966.00	\$ 3,430.60	\$ 23,396.60	\$ 423,848.45
19	455,126	\$ 19,966.00	\$ 3,413.45	\$ 23,379.45	\$ 447,227.90
20	452,851	\$ 19,966.00	\$ 3,396.38	\$ 23,362.38	\$ 470,590.28
<b>Total</b>	<b>9,502,704</b>	<b>\$ 399,320.00</b>	<b>\$ 71,270.28</b>	<b>\$ 470,590.28</b>	

**Assumptions Page**

- 1.) Lease pricing is tied to the DC system size at \$50,000 per MWdc for each project.
- 2.) Lease pricing is “net” to the city. If the solar carports are taxed the lease rate may reduce by an equal amount.
- 3.) The lease rate may decrease if the assumed interconnection costs exceeds the budget by \$100K. The interconnection adjustors can be seen below:

<b>Ix Adjuster</b>	<b>\$/MWdc Reduction</b>
<b>East Shore Park</b>	<b>\$ 2,597.00</b>
<b>Bowen Field</b>	<b>\$ 2,635.00</b>
<b>North of Q House</b>	<b>\$ 7,836.00</b>
<b>Wilbur Cross</b>	<b>\$ 9,587.00</b>
<b>Clemente</b>	<b>\$ 7,046.00</b>