Community Solar in NY
Outlook & Opportunity

Presented by: Charles Feit, 06/21/2016
Current residential solar deployment

- Typically only available to homeowners, renters blocked from the market.
- ~40% of homeowners still can't purchase or lease a PV system due to site specific constraints (orientation, shading etc)
- Labor and operations heavy business. Permitting, interconnection, installation, closeout etc. Long arduous process in most of NYS.
Case Study – Wappinger's Community Solar

Our client / the opportunity:
• Owns over 600 rental apartments
• Owns hundreds of acres of land in the same utility region

Seeking a way to:
• Increase tenant retention
• Gain tax benefits
• Utilize land that is not developable
• Increase operating cash flow
Wappinger's Community Solar
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OnForce value proposition:

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

Charles Feit
CEO, OnForce Solar, Inc.

728 East 136th St. Bronx, NY 10454

347 590 5450

charles@onforcesolar.com