



ILLINOIS ADJUSTABLE BLOCK PROGRAM
APPLICATION TRAINING WEBINAR

December 13, 2018

Agenda



- Company Overview
- SRECTrade Approved Referrer Process
- Required Documents
- SRECTrade Application Process
- Next Steps
- Collateral
- SRECTrade Fees and Partner Incentives
- Current Resources
- SRECTrade Contact Information

Note. *This presentation is intended only to serve as a high-level educational resource for Adjustable Block Program (ABP) stakeholders and is not intended to be a complete Adjustable Block Program overview. In addition, many of the Adjustable Block Program parameters described within are still subject to change and are in the process of being finalized.*

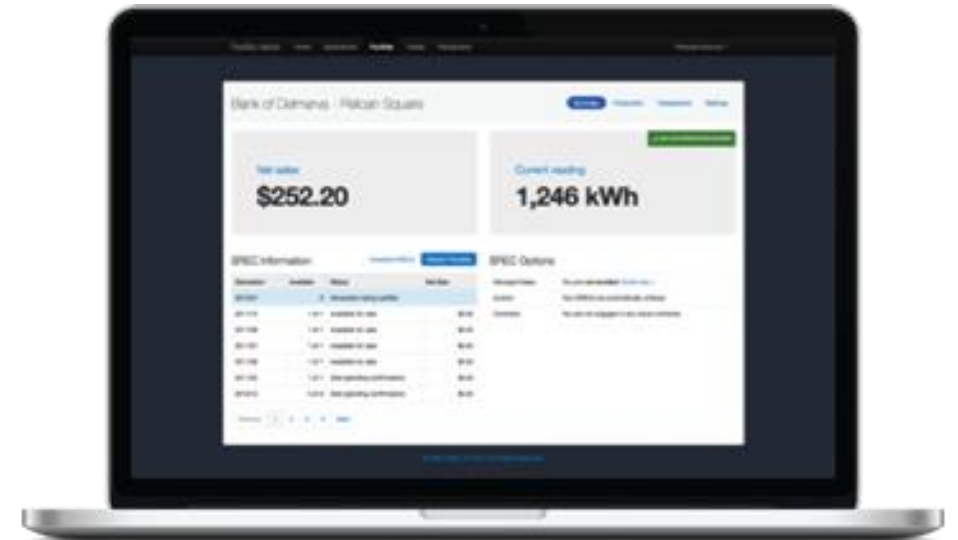
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Company Overview



- Since 2008
- 450+ MW under management
- 33,000+ facilities under management
- 100% REC focused
- Brokerage model; no principal position
- Preferred Illinois Solar Energy Association (ISEA) vendor for Illinois Power Agency (IPA) Procurement Rounds and ABP*
- Successful participant in all three SPV Procurement Rounds and both 2017 DG Procurement Rounds



**SRECTrade was approved by InClimate, Inc. ("InClimate") as an ABP Approved Vendor on November 15, 2018.*

- SRECTrade and referrers required to comply with Marketing Materials and Marketing Behavior Guidelines (DG and Community Solar)
 - [Adjustable Block Program Guidelines for Distributed Generation \(Final\)](#)
 - [Adjustable Block Program Guidelines for Community Solar \(Draft\)](#)
 - Comments on draft guidelines were due to InClima by December 10, 2018 at 5:00pm CT
 - Final Guidelines forthcoming
- SRECTrade requires submission and approval of marketing materials for its referrers
 - Cannot submit application on SRECTrade platform until approved
- Email installers@srectrade.com for access to SRECTrade Referrer Marketing Materials collection forms

All Projects

- Schedule A
 - Required for us to register any facility with the GATS Tracking Registry
 - An electronic version of this document can be found [here](#)
- Sale Contract
 - Provide a copy of the contract for the sale, lease, or financing agreement
- PV System Lease/PPA/Purchase Disclosure Form
 - More details on this form provided in a later slide
- Proof of Site Control
 - Provide a written binding contract, option, or other demonstration of site control

All Projects (continued)

- Shading Study
 - Provide a PDF of the shading study results
 - Facilities must meet “Minimal Shading Criteria” to apply with the Final LTRRPP’s standard capacity factor
- Site Map
 - Must show property boundaries, any structures on property, and location of the solar array(s). Roof mounted arrays must include a map showing the location of the solar array(s) on the roof. All electrical improvements that are not co-located with the solar array must also be shown

All Projects over 25 kW AC

- Signed Interconnection Agreement
 - Issued by utility and grants authorization to begin installation; Document should be signed by a utility representative
- Proof of Non-Ministerial Permits (if applicable)
 - Examples of non-ministerial permits include, but are not limited to, wetlands Order of Conditions, Special Permit, Zoning Variance, Endangered Species, and those issued by the Illinois Environmental Protection Agency
 - Among some other permit types, building permits and electrical permits are ministerial permits, not non-ministerial permits

Interconnected Projects

- **Certificate of Completion (COC)**
 - Issued by the utility after installation is complete and final electric inspector approval is obtained
 - May be in form of a letter or a document with a section titled “Acceptance and Final Approval for Interconnection”
 - COC or letter MUST confirm the facility’s interconnection date
- **Photo of Facility**
 - All panels must be visible; if more than one photo is necessary to show all panels, you can combine multiple photos in one file or email additional photos to applications@srectrade.com
- **Photo of Inverter**
 - Photo must clearly show inverter model number
- **Photo of Meter (if applicable)**
 - Photo must clearly show cumulative meter reading (lifetime)
 - If there is not a separate meter, you may provide a photo of the inverter here

PV System Lease/PPA/Purchase Disclosure Form

- Submission process:
 1. SRECTrade Referrer will create account on InClima's online platform
 2. Designate SRECTrade as associated Approved Vendor
 3. Referrer will need to complete one Disclosure Form for each facility (whether lease, PPA, or purchase)
 4. Referrer will then email form to client for review and signing
 5. Client will submit signed form to InClima, which SRECTrade can then access when submitting facility application to InClima
- Please note that Disclosure Form is not available at present
 - Upload placeholder file in required field until form is available
 - SRECTrade will provide updates on this timeline

SRECTrade Application Process – Page 1



To get started, Click on “Register a New Facility” & complete Page 1

- Referrers select “Someone else is the owner”
- Indicate Facility Type in System Set up
- Approved Referrer must be provided to proceed

The image shows a sequence of steps in the SRECTrade application process. It starts with a 'Facilities' overview page with a 'Register a new facility' button. An arrow points to a 'Who is the facility owner?' form where 'Someone else is the owner' is selected. Another arrow points to a 'System Setup' form where 'Energy type' is selected, 'Facility type' is set to 'Residential', and 'Size in kW (DC)' is entered. A final arrow points to a 'Facility Location' form where 'Street', 'City', 'County', 'State', and 'Zip' are entered. Below this, a 'Facility Installer' form is shown with fields for 'Installer company', 'Contact name', 'Contact email', and 'Contact phone'. At the bottom, a 'Who referred you to SRECTrade?' form is visible with a 'Referrer company' field. A 'Save and Continue to Next Page' button is at the bottom right.

Facilities
Overview of your account and invited facilities
[Register a new facility](#) [Manage Facility Transfers](#)

Who is the facility owner? **REQUIRED**
☐ I am the owner
☒ Someone else is the owner
If you are an installer who is filling out this application on behalf of the system owner, select "Someone else is the owner". See Additional Field Help.

System Setup
Energy type **REQUIRED**
Enter a value
Facility type **REQUIRED**
-- Enter a value --
Size in kW (DC) **REQUIRED**
kW (DC)
Numbers with up to 4 decimal points [Convert from BTU](#)
Find out more about [calculating the size of a solar thermal system](#).
Battery backup
☐ This is a battery back-up system
Do you have a solar production meter? **REQUIRED**
☒ Yes, I have a production meter
☐ No, I do not have a production meter

Facility Location
Street **REQUIRED**
Enter a location
Apartment/suite
City **REQUIRED**
County **REQUIRED**
State **REQUIRED**
-- Select a State --
Zip **REQUIRED**

Facility Installer
Installer company **REQUIRED**
The name of the company that installed your facility
Contact name
Contact email
Contact phone

Who referred you to SRECTrade?
Referrer company **REQUIRED**

[Save and Continue to Next Page](#) [Cancel](#)

SRECTrade Application Process – Page 2



Complete Page 2 (12.5% complete)

- Completion Status
- System Cost
- System Performance Information

Completion Status

Facility Operational Status **REQUIRED**

- ☐ This facility has been interconnected.
☐ This facility has NOT yet been interconnected.

If your facility is operational but not yet interconnected, please select "This facility has NOT yet been interconnected."

System Cost

Total Cost of installed project **REQUIRED**

\$

The total system cost before any grants

System Performance Information

Percentage of system shaded (%) **REQUIRED**

%

Company name

If the solar facility is owned by a company, input their name here, otherwise leave this field blank.

Email **REQUIRED**

Please provide a valid email address for the facility owner, it will be used in the event you transfer management to that owner

Phone **REQUIRED**

[Use same address as the facility](#)

Street **REQUIRED**

Enter a location

Apartment/suite

City **REQUIRED**

County **REQUIRED**

State **REQUIRED**

-- Select a State --

Zip **REQUIRED**

Completion Status

Facility Operational Status **REQUIRED**

- ☐ This facility has been interconnected.
☐ This facility has not yet been interconnected.

Registry Certification

If you do not have a tracking registry account, we will register your facility with GATS on your behalf.

Registry ID Number

Case-sensitive, so use CAPS for any letters. This is the GATS Unit ID (i.e. NON####) if you've already received it

System Cost

Total Cost of installed project **REQUIRED**

\$

The total system cost before any grants

Leasing

Is the system leased?

☐ Yes, my system is leased.

Leasing Company

e.g. Sunrun, Tesla, Clean Power Finance, Sungevity, etc.

System Performance Information

Percentage of system shaded (%) **REQUIRED**

%

The percentage of your system that is shaded

Complete Page 3 (25% complete)

Array Setup

Do you have multiple array orientations? After completing this step, you'll be able to add more on the following page

Panels

Panel location **REQUIRED**

-- Select --

Number of panels **REQUIRED**

Panel manufacturer **REQUIRED**

-- Select --

Panel model type **REQUIRED**

-- Select --

Panel capacity rating (DC) **REQUIRED**

W (DC)

This is the wattage of each solar panel. Most PV panels have a DC rating of between 150-250W

Tracking **REQUIRED**

-- Select --

Fixed for a stationary solar panel facility; *1* if single-axis tracking; *2* if double-axis tracking

Array orientation (azimuth) **REQUIRED**

°

Enter only numbers representing directional degrees, for example North = 0°, East = 90°, South = 180°, West = 270°

Array tilt **REQUIRED**

°

Enter only numbers representing directional degrees where Horizontal = 0°, Vertical = 90°

Complete Page 4 (37% complete)

- Provide Inverter Details
- DC capacity cannot exceed 150% of the AC capacity. Facilities also limited from under-sizing DC size
(Example: if DC size is 10 kW, AC size must be at least 5 kW but cannot exceed 15 kW)
- REC calculation is based on AC size
- Confirm correct Inverter size before proceeding

Inverters

Summary

Do you have multiple different inverters? After completing this step, you'll be able to add more on the following page

Inverters

Inverter manufacturer REQUIRED

-- Select --

Inverter model type REQUIRED

-- Select --

Inverter capacity rating (AC) REQUIRED

kW (AC)

Max AC output of each inverter

Number of inverters REQUIRED

Previous

Save and Continue to Next Page »

Exit without saving

☒ I confirm that the system's total inverter capacity is **6.00 kW (AC)**. The total inverter size (AC) will determine the block category and price per SREC in the Adjustable Block Program.

SRECTrade Application Process – Page 5



Complete Page 5 (50% complete)

- Provide meter information including Remote Data Collector
- If system is over 10 kW (AC), a Revenue Grade Meter is required
- Utility Company and Account Number
- If Interconnected, you will be required to also provide:
 - Online and Interconnection Dates
 - Reading at Interconnection
 - Certificate of Completion
 - Photo of Facility
 - Photo of Inverter
 - Photo of Meter

Solar Production Meter

Meter manufacturer REQUIRED
-- Select --

Meter model type REQUIRED
-- Select --

Meter accuracy REQUIRED
-- Select --
A Revenue Grade Meter is required for systems over 10 kW (AC)

Remote data collector REQUIRED
-- Select --
The system's auto-reporter

Interconnection

Operation start date REQUIRED

The date on which your solar facility was permanently energized (if turned on for testing then turned off until your interconnection date, use your interconnection date).

Utility interconnection date REQUIRED

This date must match your Final Interconnection Approval date, as provided on your interconnecting utility Certificate of Completion or Permission To Operate letter.

Reading at interconnection REQUIRED
 kWh
The reading from your solar production meter or inverters at the time of interconnection. "0" for systems interconnected and turned on at the same time.

Utility REQUIRED
-- Select --
The utility that provides electricity to this location.

Utility account # REQUIRED

Usually found on your electric utility bill.

Existing State Certifications

State	Certificate Number
District Of Columbia (DC)	<input type="text"/>
Pennsylvania (PA)	<input type="text"/>
Illinois (IL)	<input type="text"/>

Certificate of Completion

REQUIRED
 No file chosen

The Illinois Certificate of Completion is the document issued by your utility company when the installation is complete and final electric inspector approval has been obtained. This may be in the form of a letter, or a form document with a section titled 'Acceptance and Final Approval for Interconnection'. Your Certificate of Completion or approval letter MUST confirm your approved interconnection date.

Photo of Facility

REQUIRED
 No file chosen

All solar panels and arrays must be visible in photo.

Photo of Inverter

REQUIRED
 No file chosen

Photo of inverter

Photo of Meter

REQUIRED
 No file chosen

Photo of meter

Page 5 continued

- Community Solar
 - If project is not built yet, provide **expected** numbers and percentages here

Community Solar

Number of Community Solar Subscribers **REQUIRED**

Please provide the number of Community Renewable Generation subscribers, or planned subscribers if your system is not interconnected.

Community Solar Capacity Subscribed **REQUIRED**

 kW (AC)

Please provide the capacity (kW AC) of Community Renewable Generation subscribers.

Percent Community Solar Subscribers **REQUIRED**

 %

Please provide the percentage of Community Renewable Generation subscribers, or planned subscribers if your system is not interconnected.

Percent Small (≤ 25 kW) Community Solar Subscribers **REQUIRED**

 %

Please provide the percentage of Small (≤ 25 kW) Community Renewable Generation subscribers, or planned subscribers if your system is not interconnected.

Select Certifications and Apply (62.5% complete)

New Facility

Add/Review facility details for certification

62.5%

Select certifications

Certification	State	Price
<input checked="" type="checkbox"/> Apply	Illinois (IL) - ABP Group A <=10 kW (Small)	\$0.00

Previous

Continue with Selected Certifications »

Price shown on Page 6 is the non-refundable Application Fee

SRECTrade Application Process – Page 7



Complete Page 7 (75% complete)

- Summary of Adjustable Block Application
- Provide remaining required documents:
 - Schedule A
 - Sales Contract
 - PV System Lease/PPA/Purchase Disclosure Form
 - Proof of Site Control
 - Shading Study
 - Site Map

Adjustable Block Application Summary

Program	Block Group	Block Category (AC)	Capacity Factor	Number of RECs*
IL Adjustable Block Program	Group A	>10 - 25 kW (Large)	14.26%	187

* Number of RECs is based on the system's inverter size (10.01 kW AC) and capacity factor (default value of 14.26%), where capacity factor is determined by panel tracking style. Default number of RECs: 187 = (10.01 kW x 14.26%)/1000 x (24 hrs x 365 days x 15 years)

Adjustable Block Application Summary

Program	Block Group	Block Category (AC)	Capacity Factor	Number of RECs*
IL Adjustable Block Program	Group A	>10 - 25 kW (Large)	14.26%	187

* Number of RECs is based on the system's inverter size (10.01 kW AC) and capacity factor (default value of 14.26%), where capacity factor is determined by panel tracking style. Default number of RECs: 187 = (10.01 kW x 14.26%)/1000 x (24 hrs x 365 days x 15 years)

Supporting Documentation

Required Paperwork

Schedule A REQUIRED
 No file chosen
[Sign and download the Schedule A](#) and then upload here.
If your system is leased, you should download a blank form and your Leasing Company will need to sign the Schedule A. The signature should match the name entered in the facility owner field.

Sale Contract (IL) REQUIRED
 No file chosen
Provide a copy of the contract for the lease, sale, or financing arrangement.

PV System Purchase Disclosure Form (IL) REQUIRED
 No file chosen
This form can be located on the [Adjustable Block Program website](#). The form must be completed and submitted on the website and a copy provided here.

Proof of Site Control (IL) REQUIRED
 No file chosen

Shading Study (IL) REQUIRED
 No file chosen
The shading study can be an onsite shading study performed using shading study software or a person with experience performing such studies.

Site Map (IL) REQUIRED
 No file chosen
The site map must be provided with each application which shows property boundaries, any structures on the property, and the location of the solar array(s). Roof mounted arrays must include a map showing the location of the solar array(s) on the roof. All electrical improvements that are not co-located with the solar array must also be shown.

You can find more details on these Required Documents in the previous slides

Page 8 (87.5% complete)

New Facility

Add/Review facility details for certification



Thank you for submitting your application to SRECTrade! Please note that your IL Adjustable Block Program application is not complete at this time. **You will be required to submit additional materials at a later date to complete your application.** This will include but is not limited to a SRECTrade Client Contract and a collateral requirement. SRECTrade will notify you once these materials are available for you to complete your application.

Adjustable Block Application Summary

Program	Block Utility Group	Block Category	SREC Quantity	\$/SREC (Estimate*)	Total Value	Application Fee†
IL Adjustable Block Program	Group A	<=10 kW (Small)	112	\$84.88	\$9,506.56	\$60.00

* Block 1 is currently open. If your application is selected for Block 1 and receives a contract, this is the SREC price that you will receive. Please note that SRECTrade cannot guarantee contract approval for any Block. Approval is impacted by the quantity and capacity of competing applications.

† \$10 per kW (AC) x inverter size (6.00 kW). Not to exceed \$5,000.

- SRECTrade online application is now open
 - Need to [create new SRECTrade account](#) or [log in to existing account](#)
- **Applicants cannot submit a complete SRECTrade application yet**
 - Final application fields will be added at a later date
 - SRECTrade will review preliminary application and notify applicant of issues
 - SRECTrade will provide updates on timeline for submitting complete application as they become available
- Last stage of application will include:
 - SRECTrade Client Contract
 - Application Fee
 - Collateral
 - Indicative Block Pricing Available
 - Custom capacity factor revision
 - Additional requirements set by InClima when Final Program Guidebook is released

- Utility requires 5% of the total contract value to be held for the duration of the contract (15 years)
- System owner will be required to return funds for each SREC that is not delivered – Collateral must remain at 5%
- SRECTrade will withhold an additional 5% to minimize out of pocket expenses for customer
- Customer will authorize SRECTrade to draw additional funds to maintain 5% collateral if necessary
- Failure to deliver RECs or return cash equivalent will result in default and be referred to credit agencies (after all good faith efforts have been exhausted)

Contract Example



Year	Contract Value	Utility Collateral (5%)	SRECTrade Withheld funds (5%)	Net Payment Before Fees
0	\$ 10,000.00	\$ 500.00	\$ 500.00	\$ 9,000.00
1	\$ 9,333.33	\$ 500.00	\$ 500.00	
2	\$ 8,666.67	\$ 500.00	\$ 500.00	
3	\$ 8,000.00	\$ 500.00	\$ 500.00	
4	\$ 7,333.33	\$ 500.00	\$ 500.00	
5	\$ 6,666.67	\$ 500.00	\$ 500.00	
6	\$ 6,000.00	\$ 500.00	\$ 500.00	
7	\$ 5,333.33	\$ 500.00	\$ 500.00	
8	\$ 4,666.67	\$ 500.00	\$ 500.00	
9	\$ 4,000.00	\$ 500.00	\$ 500.00	
10	\$ 3,333.33	\$ 500.00	\$ 500.00	
11	\$ 2,666.67	\$ 500.00	\$ 500.00	
12	\$ 2,000.00	\$ 500.00	\$ 500.00	
13	\$ 1,333.33	\$ 500.00	\$ 500.00	
14	\$ 666.67	\$ 500.00	\$ 500.00	\$ 1,000.00
Total				\$ 10,000.00

SRECTrade Fees and Partner Incentives



- Partner Incentive is 15.0% of total SRECTrade Fee for each size category
 - Applicable to all facility referrals for facilities where SRECs are owned by third-party (not partner)

Facility Size (AC)	SRECTrade Fee	Partner Incentive
<=10 kW	10.0%	1.50%
>10 – 25 kW	10.0%	1.50%
>25 – 100 kW	7.0%	1.05%
>100 – 200 kW	5.0%	0.75%
>200 – 500 kW	3.0%	0.45%
>500 – 4,000 kW	2.0%	0.30%

- [Final Long-Term Renewable Resources Procurement Plan](#)
- [InClima, Inc. Adjustable Block Program \(ABP\) Website](#)
- InClima, Inc. Webpages:
 - [Lottery](#)
 - [Marketing Guidelines & Marketing Materials](#)
 - [Program Guidebook](#)
 - [REC Contract](#)
- Distributed Generation (DG) Marketing Guidelines
 - [Final Guidelines for Marketing Material and Marketing Behavior](#)
 - [Project Application Attestation Form – SRECTrade](#)
 - [Draft DG ABP Informational Brochure](#)
- Community Solar (CS) Marketing Guidelines
 - [Draft Community Solar Marketing Guidelines](#)
 - [Draft CS ABP Informational Brochure](#)



Facility Owners:
clientservices@srectrade.com
(415) 763-7732 x1

Developers/Installers:
installers@srectrade.com
(415) 763-7732 x2