



TRIBAL COMMUNITY SOLAR OPPORTUNITY

New Mexico Tribal Solar
Economic Forum

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**affordable solar**[®]



WHO WE ARE

Affordable Solar has been powering New Mexico with solar energy since 1998. We believe in being good stewards of our community by building a better future with greater access to solar power. We strive to enable energy independence through elegant solutions and maintaining integrity in the solar sector. Our business model is built on a commitment to complement every solar system with our dedication to teamwork, integrity and outstanding customer service. Because we love our work and we want you to love it too.

WHAT WE BELIEVE

We believe in reinvesting in our community.

- Apprenticeship program & hiring locally
- Providing non-profit entities access to solar who otherwise would not have the ability to do so
- Rated "Best Places to Work" by Albuquerque Business First

WHAT WE SUPPORT

Affordable Solar believes our due diligence is to support Tribes as leaders of the renewable energy transition. Our intent is to advance Tribal energy sovereignty for Tribal nations and Indigenous communities of New Mexico by serving as a trusted, reliable, and local resource for technical and financial expertise of solar project development

WHY AFFORDABLE SOLAR?

20+

YEARS OF EXPERIENCE

3,800+

INSTALLATIONS

300+ MWS

SOLAR ENERGY

150+

EMPLOYEES

We Offer:

- Technical and financial expertise
- Scenario development
- Design, permitting, construction
- Workforce development
- Industry-leading warranties
- Decommissioning and removal of solar array after project lifetime

Trusted By:



WE ARE:

**TRUSTED.
RELIABLE.
LOCAL.**



NEW MEXICO RANK	COMPANY	KW INSTALLED IN NEW MEXICO	PRIMARY MARKET	PRIMARY SERVICE	TOTAL KW INSTALLED IN U.S. IN 2019	OVERALL RANK
1	Affordable Solar	153,519.50	Utility	EPC	153,519.5	26
2	RP Construction Services (RPCS)	16,700.00	Utility	Installation Subcontractor	369,691.0	13
3	DKD Electric	9,690.30	Utility	Electrical Subcontractor	326,410.0	15
4	AUI Partners	8,000.00	Commercial	EPC	120,490.0	28
5	Sol Luna Solar	5,857.00	Commercial	EPC	5,857.0	152
6	PPC Solar	5,302.20	Commercial	EPC	5,302.2	160
7	Positive Energy Solar	5,157.90	Residential	Rooftop Contractor	5,157.9	162
8	Sunpro Solar	2,059.00	Residential	Rooftop Contractor	45,969.5	50
9	ION Solar	1,717.10	Residential	Rooftop Contractor	25,328.7	71
10	Titan Solar Power	1,116.80	Residential	Rooftop Contractor	82,308.4	35
11	Resolute Performance Contracting	771.00	Commercial	Installation Subcontractor	1,376.2	289
12	OE Solar	618.10	Commercial	EPC	618.1	354
13	Solar Smart Living	475.60	Residential	Rooftop Contractor	2,899.7	212
14	GRID Alternatives	26.20	Residential	Rooftop Contractor	8,380.3	123
15	Solar SME	12.50	Residential	Developer	669.1	347

Affordable Solar was ranked 26th best solar company in the United States in 2020 by Solar Power World. And we are continually improving.

EXPERIENCE MATTERS

Tempur Sealy

Affordable Solar constructed Tempur-pedic's mattress factory in Albuquerque, NM. The solar system is 2.387 MWdc and includes 1000 kW / 2000 kWh of Tesla ESS. The rooftop solar system and ESS will offset approximately 42% of the electricity usage and 50% of the demand charges at the facility.



Britton Solar Energy Facility

Sitting on 520 acres of land Britton Solar Energy Facility captures New Mexico's sunshine with 186,000 solar panels. The facility will generate 10.9 million kWh of clean energy to Facebook's data center every year, enough energy to offset CO₂ emissions from 200,122,797 pounds of burned coal over the next 25 years.

New Mexico Water Authority

In March 2019, Affordable Solar was contracted to design, install, own and operate a carport solar array to be located at ABCWUA's San Juan Chama Water Treatment Plant through a Power Purchase Agreement. The array was completed in Q4 2020 and, to-date, is one of the largest solar carports in the US. Over the life of the 30-year contract, the project will provide ABCWUA with millions of dollars in energy savings without capital investment while allowing them to meet their renewable energy goals. This is Affordable Solar's second project with ABCWUA.



EXPERIENCE MATTERS

Utility Scale Battery Storage

Affordable Solar is a premier Battery Energy Storage System (BESS) installer. We have installed over 250 MW to date and will have installed over 340 MW by the end of the year. Few other installers in the country have installed as much BESS. We have a pipeline of several hundred more MWs across California, New Mexico, Nevada and Texas. Pictured is a 100 MW / 400 MWH site Affordable Solar installed in California.



Santo Domingo Pueblo Water Pump & Treatment Facility

In 2015, Santo Domingo Pueblo contracted with Affordable Solar for construction of a solar system for the Tribe's Water Pump and Treatment Facility. The Tribe distributed the RFP to 18 firms and trade groups. Among key elements of the RFP, the Tribe was looking for a solar system to maximize the financial incentive from net metering and to off-set the maximum amount of electricity taken from the power grid. The solar installation off-sets the cost of their Water Pump and Treatment operations and facility and provides potable water to the Pueblo community. The project is expected to save the Tribe approximately \$20,000 per year in electricity costs and have a 6 year return on investment.



Jicarilla Apache Nation Solar Direct

Currently, Affordable Solar is working on a 50 MW project on the Jicarilla Apache Nation that has developed 50+ jobs in the Four Corners area and the surrounding tribal communities. The project will span 500 acres and will serve a variety of customers, including the City of Albuquerque. Affordable Solar hopes these new employees will become long term employees and continue to work on our prospective tribal projects!



COMMUNITY SOLAR DEVELOPMENT PROCESS

1 Site Selection

Consider terrain (mostly flat) and proximity to three-phase power lines.

1

2

2 Interconnection Pre-Application

To get preliminary "quick" feedback from utilities on viability for sites.

3

3 Interconnection Application

To apply for permission to operate a system and to get actual costs and timelines from the utility for any required system upgrades

4

4 Land Leasing & Permitting

Leasing & permitting will be dependent on the type of land selected for the community solar array.

5

5 Financing Options

Tribes can select any finance option that will best serve their interests, including a power-purchase-agreement (PPA) with no money down.

6

6 Engineering, Procurement, and Construction

Design, engineering, and installation of the facility.

7

7 Subscribe the Facility

A Tribe can determine who they want the facility to serve. For example, 50% of the community solar array can provide energy for Tribal residences, 30% for Tribal administration, and 20% for Tribal enterprises, or whatever is most appropriate for the community,

8

8 Operations & Maintenance

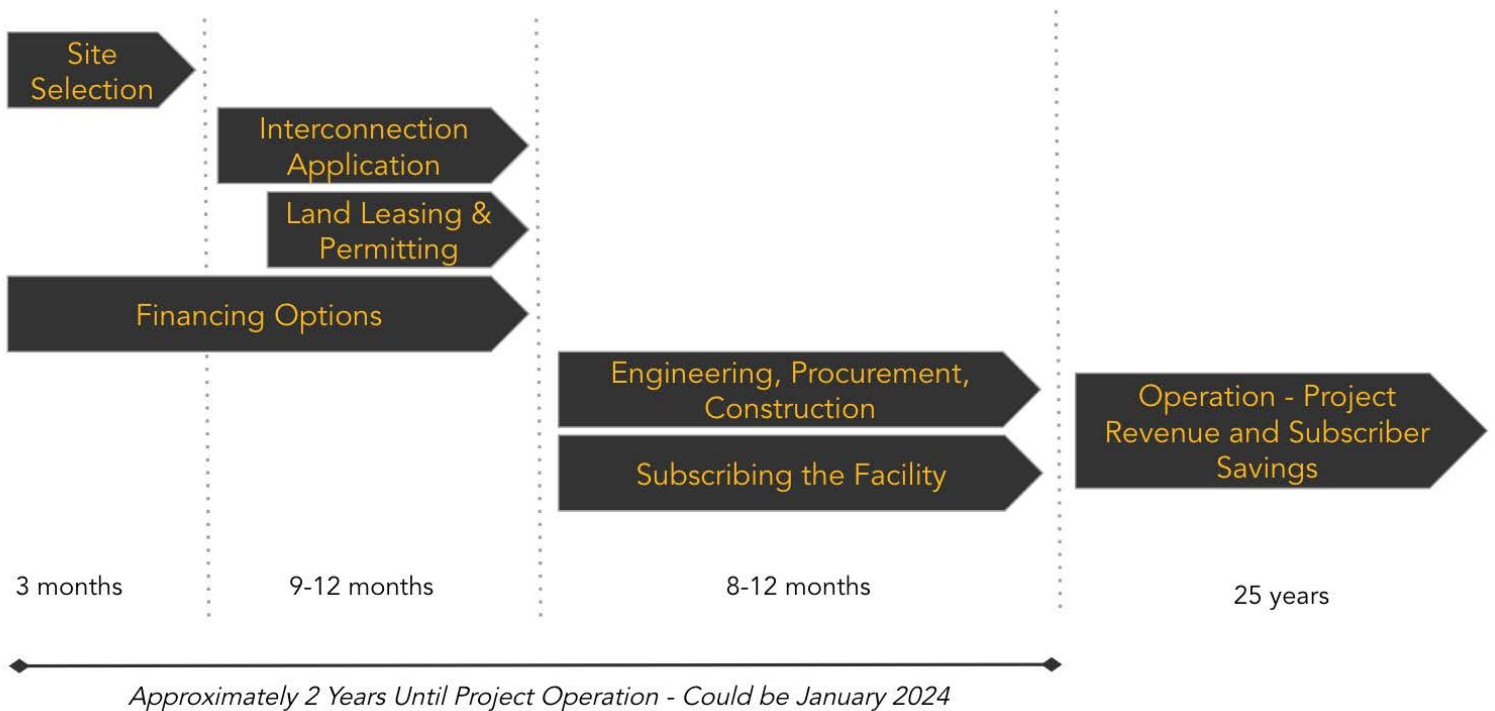
The facility is operational, generating revenue for the Tribe and savings on electricity bills for all subscribers. The warranty life of the facility is ~25 years.

WHY COMMUNITY SOLAR?

- + Clean Solar Energy
- + Revenue Generation for the Tribe
- + Savings on Electricity Bills for All Subscribers

Rather than developing individual solar arrays, which is far more costly, community solar arrays are considerably cheaper on a per watt basis and can serve a variety of customers on or off Tribal land.

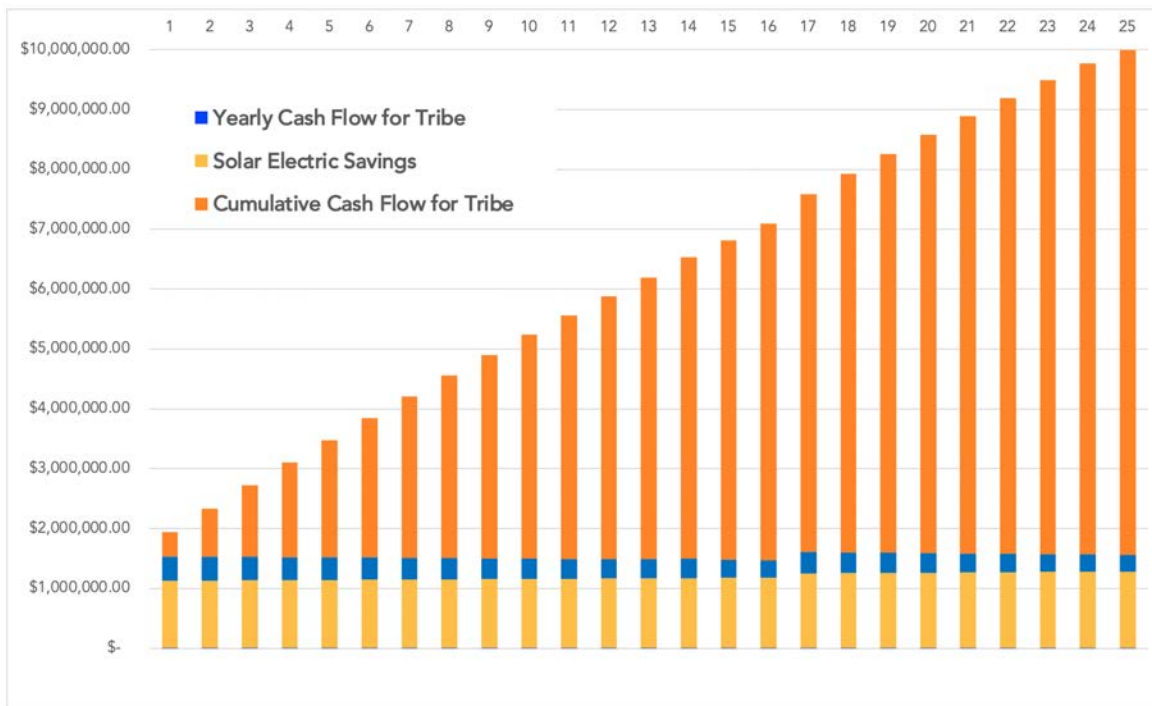
PROJECT TIMELINE



POTENTIAL SCENARIOS

There are unlimited options for making a community solar array best serve Tribal interests and priorities.

The example below is based upon a 7 MW array where the Tribe puts no money down and has a PPA with a solar company. The Tribe's annual PPA payment is outweighed by solar electric savings and monetizing the renewable energy credits from the solar energy, creating revenue for the Tribe. In this model, the solar company acts as the tax equity investor and owns the solar facility, but the Tribe owns the solar energy generated and manages the subscriptions.



SUMMARY

Total Solar Electric Savings	~ \$30,000,000
Total PPA Solar Payments	> \$20,000,000
Total Renewable Energy Credits	> \$900,000
Average Yearly Cashflow for the Tribe	> \$300,000
Cumulative Revenue for the Tribe	> \$8,000,000

Based on assumptions and initial projections on the bill credit rate. The final rate will be determined by April 1, 2022 as part of the Public Regulation Commission rule making process. All aspects of financial modeling and ownership are determined by the Tribe and tailored to each solar project.

CHOOSE THE RIGHT PARTNER

Questions to Ask Every Solar Company:

- How long has the company been in business?
- How long have they been in New Mexico?
- What other states do they operate in?
- How do they handle service claims?
- How many installations have they done in NM?
- Do they perform their installations?
- Do they subcontract their installations or electrical work?
- How do they reinvest in our community?
- Do they offer an energy production guarantee?
- How long have they been installing the type of panels they're offering?
- What kind of inverters do they use and how long is the factory warranty?
- Do they offer consumption monitoring?
- How are they ensuring they will be around for the life of your warranty?

If a Solar Company is Interested in Pursuing a Tribal Solar Project, Ask:

- How does the company ensure cultural and sacred protection in project siting?
- Does the company facilitate community feedback processes? How is that incorporated within the project design and implementation?
- Does the company have a Native hiring preference on Tribal lands?
- How does the company ensure adherence to Tribal jurisdiction and cultural sensitivity?
- How does the company consider different financial scenarios for Tribal projects?
- Does the company want to own the project or just act as a tax-equity investor?

OUR GUIDING PRINCIPLES IN PARTNERING WITH TRIBAL NATIONS

Siting projects respectful of sacred cultural sites,
land, and water

Gathering community feedback in project design to
achieve the community vision

Providing transparent information about financial and
ownership models that will best serve Tribal interests

Required cultural-sensitivity trainings for Affordable
Solar staff at all levels of project development, from
creation to construction

Commitment to workforce development for Native
communities, including a Native preference for hiring
on Tribal land

Partnering with Tribal entities and Native-led
organizations

Helping advance legislative and regulatory initiatives
to support Tribal energy sovereignty



THANK YOU!

**PROUD FINANCIAL SPONSOR OF THE
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