

# **HAWAIIAN HOMES COMMISSION PUBLIC HEARINGS**

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## **Nexamp Solar, LLC PROPOSED KALAOA COMMUNITY BASED RENEWABLE ENERGY PROJECT**

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**October 11, 2021 ♦ 5:00 p.m.**

**La'i 'Ōpua 2020 Community Center Complex  
74-5210 Keanalehu Dr.  
Kailua-Kona, HI 96740**

**October 13, 2021 ♦ 8:30 a.m.**

**Hale Kūhiō  
64-756 Māmalahoa Highway  
Kamuela, HI 96743**

**This hearing is being recorded and will be posted on our website**

# Overall Agenda, Format, and Purpose of Public Hearing

## **Part I: To Provide Information on the Project and Terms of Agreement 1 hour**

### A. Pre-Recorded Informational Briefing

1. Why is DHHL Involved in Renewable Energy?
2. How does DHHL get Involved in Renewable Energy?
3. Overview of the process and approvals; opportunities for beneficiary input
4. HECO's "Community Based Renewable Energy" program
5. Nexamp Solar, LLC's Kawaihae Project
6. Proposed Terms

### B. Live Session Involving In-Person Attendees and Virtual Attendees

1. Questions from Attendees; Answers by DHHL and/or Nexamp Solar, LLC

## **Part II: To Receive Public Testimonies in the Formal Public Hearing**

- The Commission can only receive testimony. There is no interaction during this formal part of the hearing. If you ask a question, no one can answer your question.
- Sign-up to testify: in person or in Chat Box
- When your name is called, you unmute your microphone, and have 3 minutes to present your testimony.

# Overall Agenda, Format, and Purpose of Public Hearing

## **Part III: Hawaiian Homes Commission Decision-Making**

Wednesday, October 13, 2021, 1:30 p.m.

Hale Kūhiō, 64-756 Māmalahoa Highway, Kamuela, HI 96743

*Live Stream Available at: [www.dhhl.hawaii.gov/live](http://www.dhhl.hawaii.gov/live)*

**Executive Session Anticipated**

- F-1:** Approval to Issue a Right-of-Entry Permit (for up to 3 years) for due diligence purposes and a long-term General Lease (25-years with options to extend) of 30 acres of land at Kalaoa, Hawai'i, to develop a solar plus battery storage project that would generate up to 9 megawatts of energy. Tax Map Key No. (3) 7-3-010:007 (portion).
- F-2:** Approval to Issue a Right-of-Entry Permit (for up to 3 years) for due diligence purposes and a long-term General Lease (25-years with options to extend) of 21 acres of land at Kawaihae, Hawai'i, to develop a solar plus battery storage project that would generate up to 4 megawatts of energy. Tax Map Key No. (3) 6-1-006:003.

# How to Participate in this Virtual Beneficiary Consultation Meeting

- 1 ALL MICROPHONES SHOULD BE ON MUTE.
- 2 ASK A QUESTION OR MAKE A COMMENT IN THE CHAT BOX  
-- IT WILL BE READ OUT LOUD BY THE FACILITATOR
- 3 RAISE YOUR HAND IF YOU WANT TO SPEAK  
-- WHEN IT'S YOUR TURN, UNMUTE YOUR MICROPHONE

## USER CONTROLS



2

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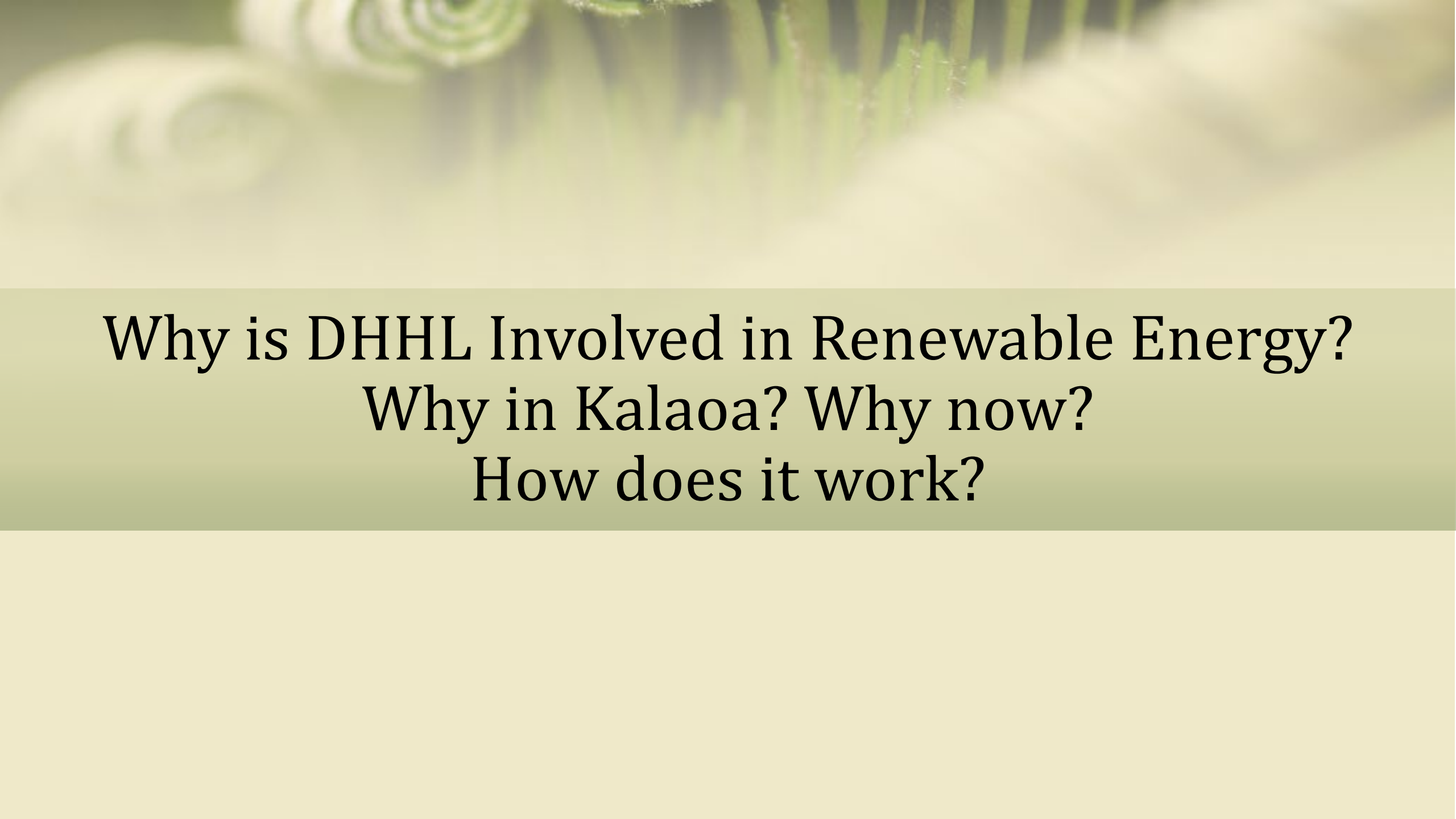
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**Comment  
in Chat**

**Raise  
Hand**

**Mute  
Mic**





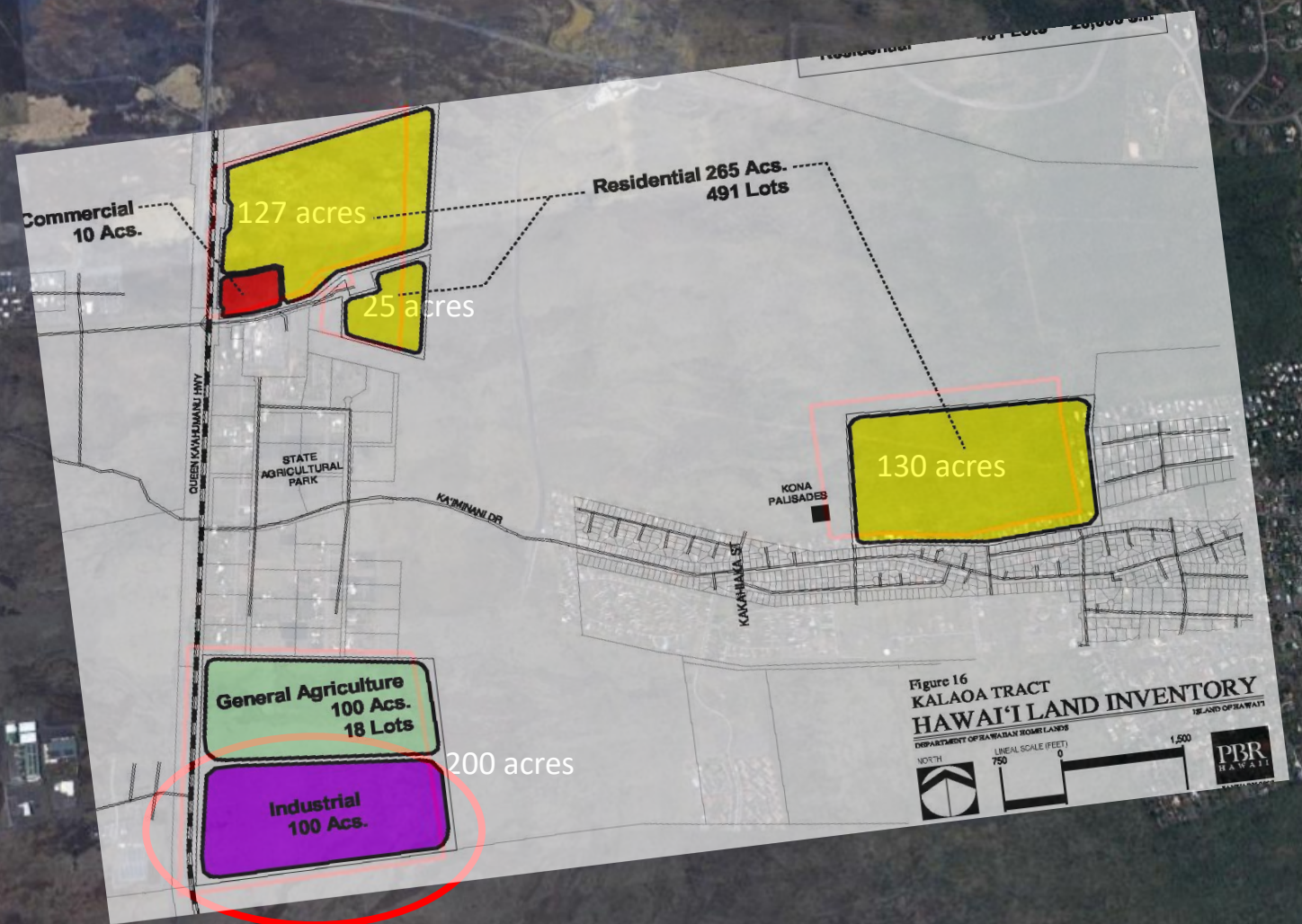
Why is DHHL Involved in Renewable Energy?  
Why in Kalaoa? Why now?  
How does it work?

# Why is DHHL Involved in Renewable Energy?

- **2009 DHHL's Energy Policy:** to enable native Hawaiians to lead efforts to achieve energy self-sufficiency and sustainability.
- **2015 State law:** requires electric utilities to produce 100% of their electricity from renewable energy sources by the year 2045. This created the need and demand for renewable energy.
- **DHHL Trust lands** that have excellent renewable energy resources (Solar, Wind, Hydroelectric resources)
- **We have needs--Renewable Energy development on HHLs can generate revenue to develop new homesteads and deliver community benefits to the homestead community**



# DHHL Kalaoa Lands





# DHHL Kalaoa Industrial Lands

Keāhole Airport

Ka'iminani Dr.

NELHA

**PROJECT AREA**  
**100 acres**

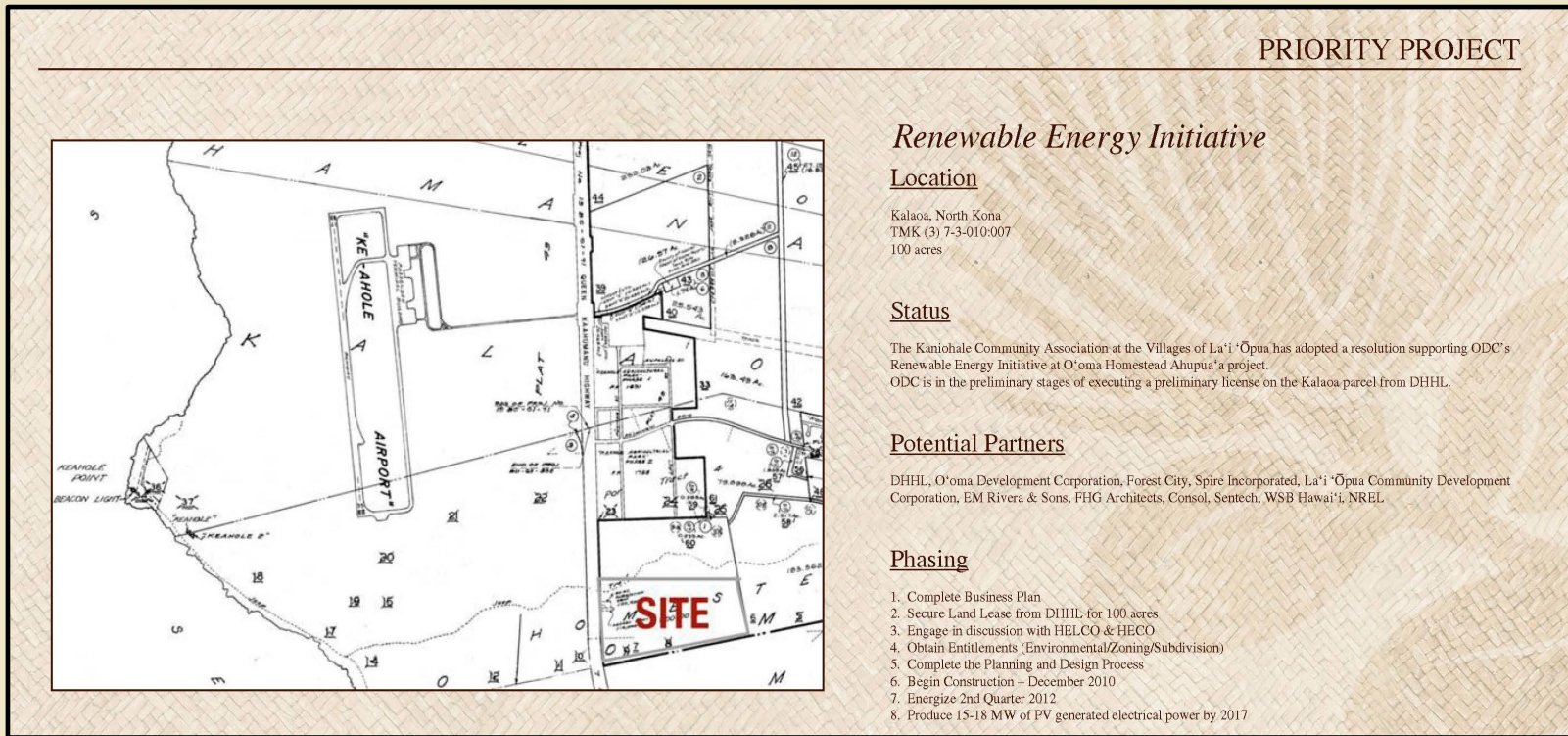
TMK (3) 7-3-010-007





# 2009 and 2020 Regional Plan Priority Projects

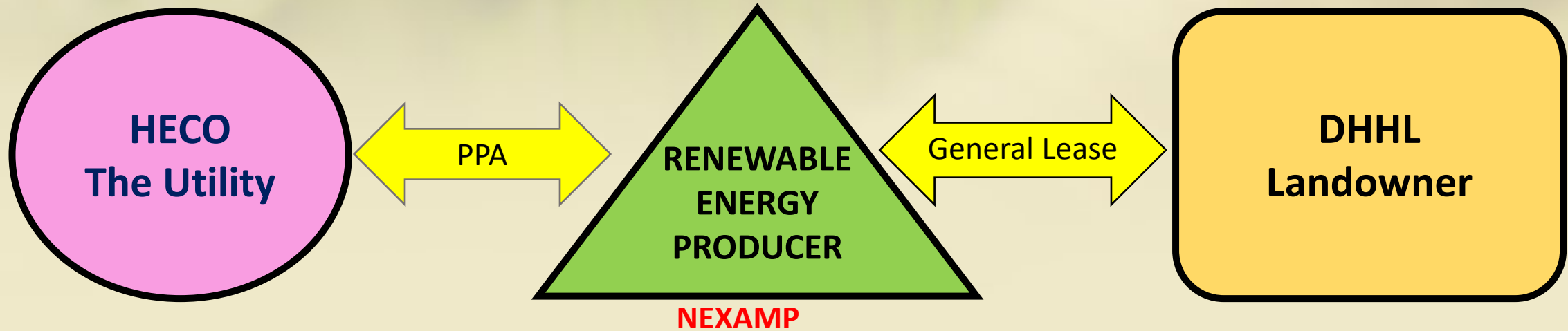
## Renewable Energy Initiative



- To increase energy self-sufficiency within the region.
- To provide benefits to the community.
  - a. Benefits from the project that goes to the community
  - b. Training and professional development to provide job opportunities for beneficiaries.



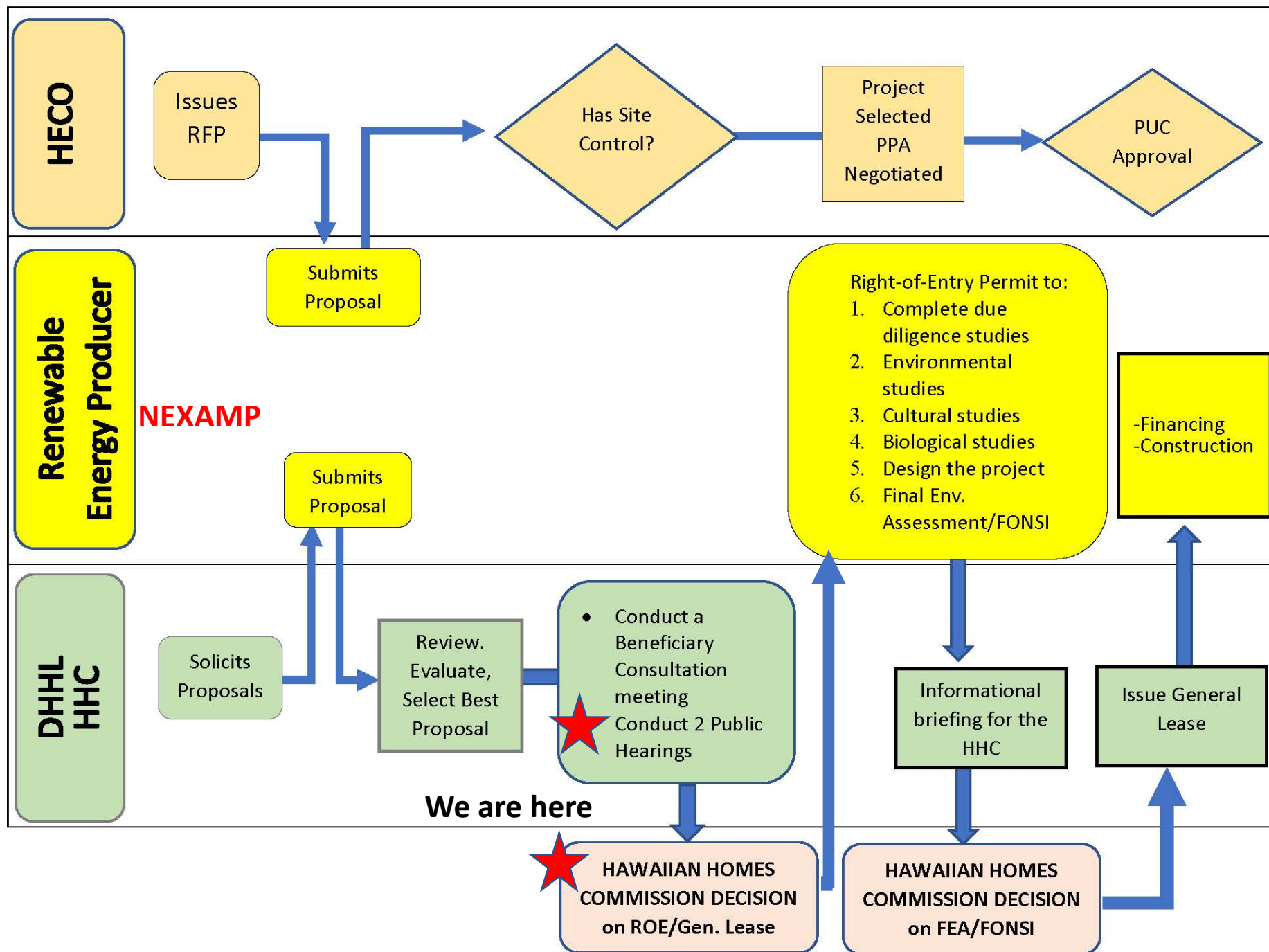
# How Does DHHL Get Involved in Renewable Energy Development?



- Needs to be 100% renewable by 2045
- They buy energy from RE producers
- Process starts with a Request for Proposals
- Competitive Process
- Power Purchase Agreement (PPA)

- Have the technology
- Needs land with the renewable energy resource [DHHL]
- Needs the utility to buy the power they produce [HECO]

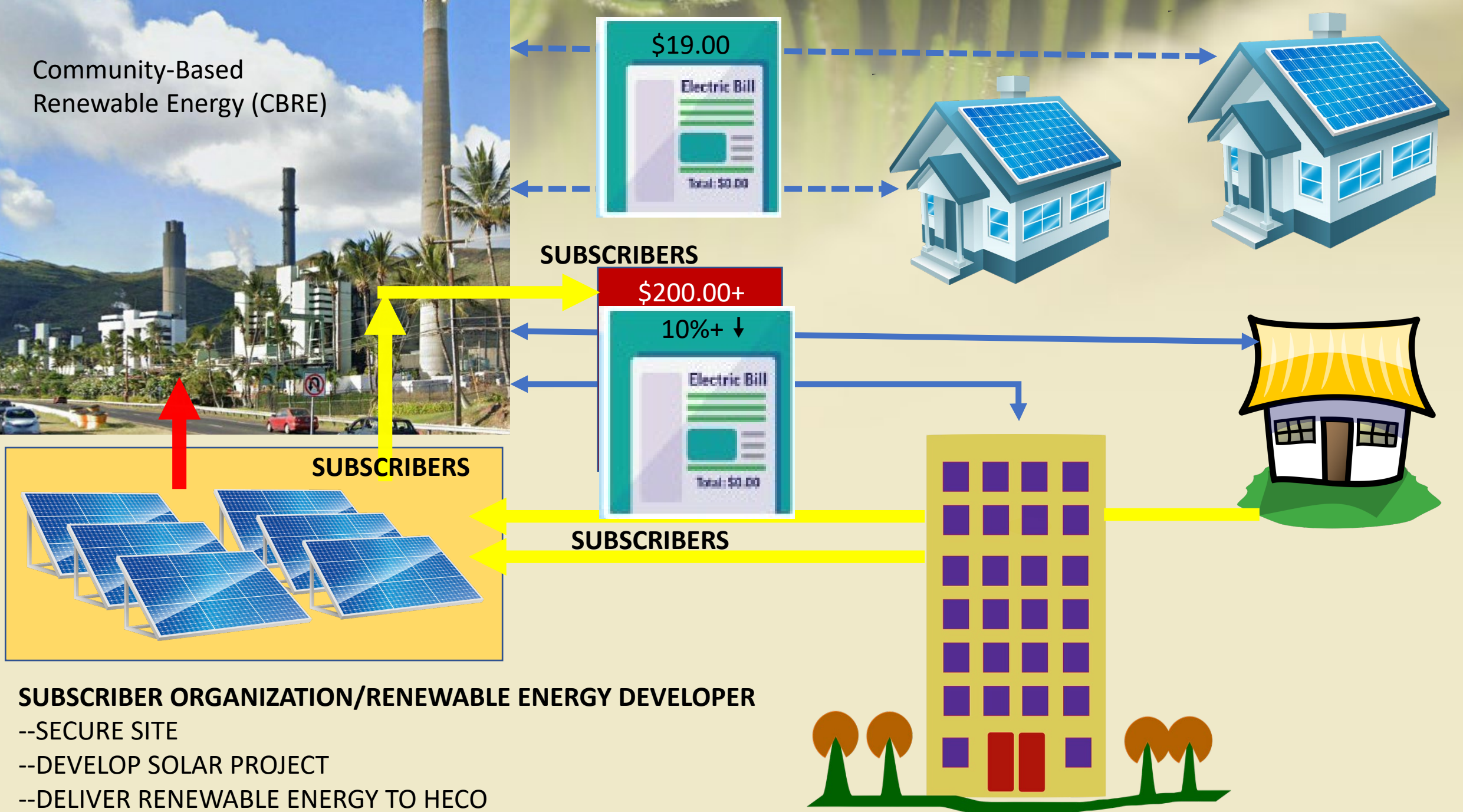
- **Land/Renewable energy resource:**
  - General Lease revenue
- **Beneficiaries:**
  - Minimize adverse impacts
  - Maximize community benefits
    - Regional Plan Projects
    - Workforce Training
    - Lower electricity bills





# HECO'S Community Based Renewable Energy Initiative

## Community-Based Renewable Energy (CBRE)



### SUBSCRIBER ORGANIZATION/RENEWABLE ENERGY DEVELOPER

- SECURE SITE
- DEVELOP SOLAR PROJECT
- DELIVER RENEWABLE ENERGY TO HECO
- SIGN-UP SUBSCRIBERS (MEMBERS) WHO GET A LOWER ELECTIC BILL





# Presentation by Nexamp Solar, LLC Kalaoa Community Solar Introduction



Speaker: **Julie Beauchemin**,  
Nexamp Director of Business Development, Hawai'i

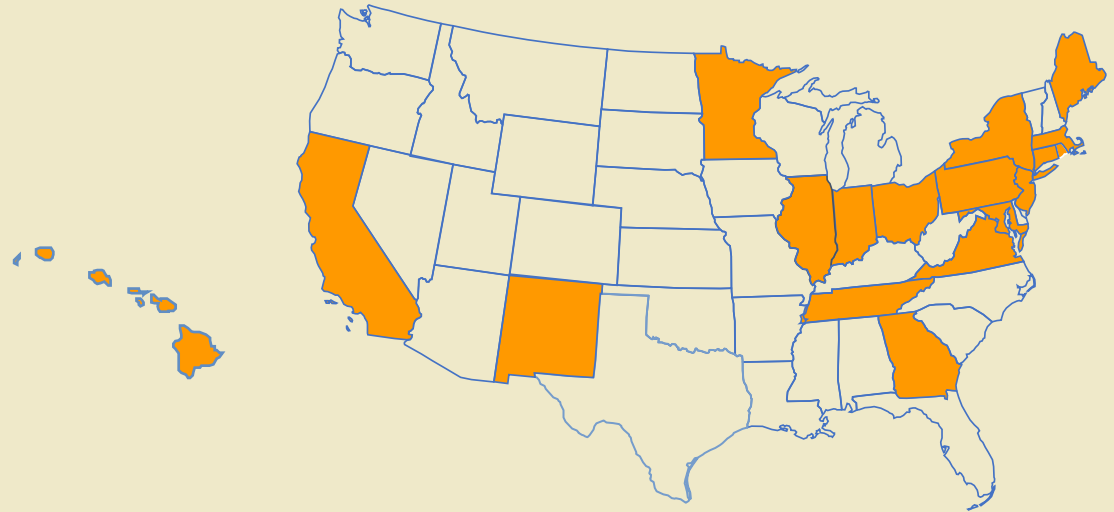


# Agenda

- 01 Company Introduction
- 02 Hawai'i Renewable Energy Progress
- 03 CBRE 2 Program Summary
- 04 Proposed Solar Layout
- 05 Community Benefits
- 06 Nexamp's Community Solar Subscription
- 07 Outreach Capabilities
- 08 Comments, Q & A

# About Nexamp

- Founded in 2007 (**14 years experience** in solar) by two high school friends
- Actively managing or developing solar projects in **18 territories** (12 are Community Solar markets)
- Over 200 projects built totaling **370+ Megawatts**
- Long-term owner and operator
  - › Landowner has 1 contact throughout project life
- Strong financial partner, Diamond Generating Corporation, a Mitsubishi subsidiary



**Building the future of  
energy so it is clean,  
simple and accessible.**



## Current Status of Hawai'i Renewable Energy

- 1 in 3 homes in Hawai'i have rooftop solar
- State goal of **100%** renewable energy utilization by **2045**
- Hawaiian Electric achieved **34.5%** renewables across its territory by end of 2020
  - Waste-to-energy, biomass, geothermal, hydro, wind, biofuels and solar, utility-scale and customer-sited rooftop systems.



# Community-Based Renewable Energy (CBRE) Phase 2

- HECO program overseen by the Public Utilities Commission
- HECO Self-Build team and developers bid in projects, HECO selects projects
- Phase 2 objectives:
  - › To address significant renewable demand among customers without rooftop solar
  - › To help compensate for previous renewable energy programs falling short of goals
  - › To give low-to-moderate income customers access to renewable energy
  - › To speed up market development and customer access to CBRE benefits
  - › To address near-term capacity needs because of fossil fuel station retirements



# Community-Based Renewable Energy (CBRE) Phase 2

Kalaoa Project would be a **Low-to-Moderate Income (LMI) Project**

- Based on Low (80%) Income Limits by U.S. Dept of House & Urban Dev (HUD)\*

FY 2021 Income Limit Category	Persons in Family							
	1	2	3	4	5	6	7	8
Low (80%) Income Limits (\$)	47,950	54,800	61,650	<b>68,500</b>	74,000	79,500	84,950	90,450
Explanation								

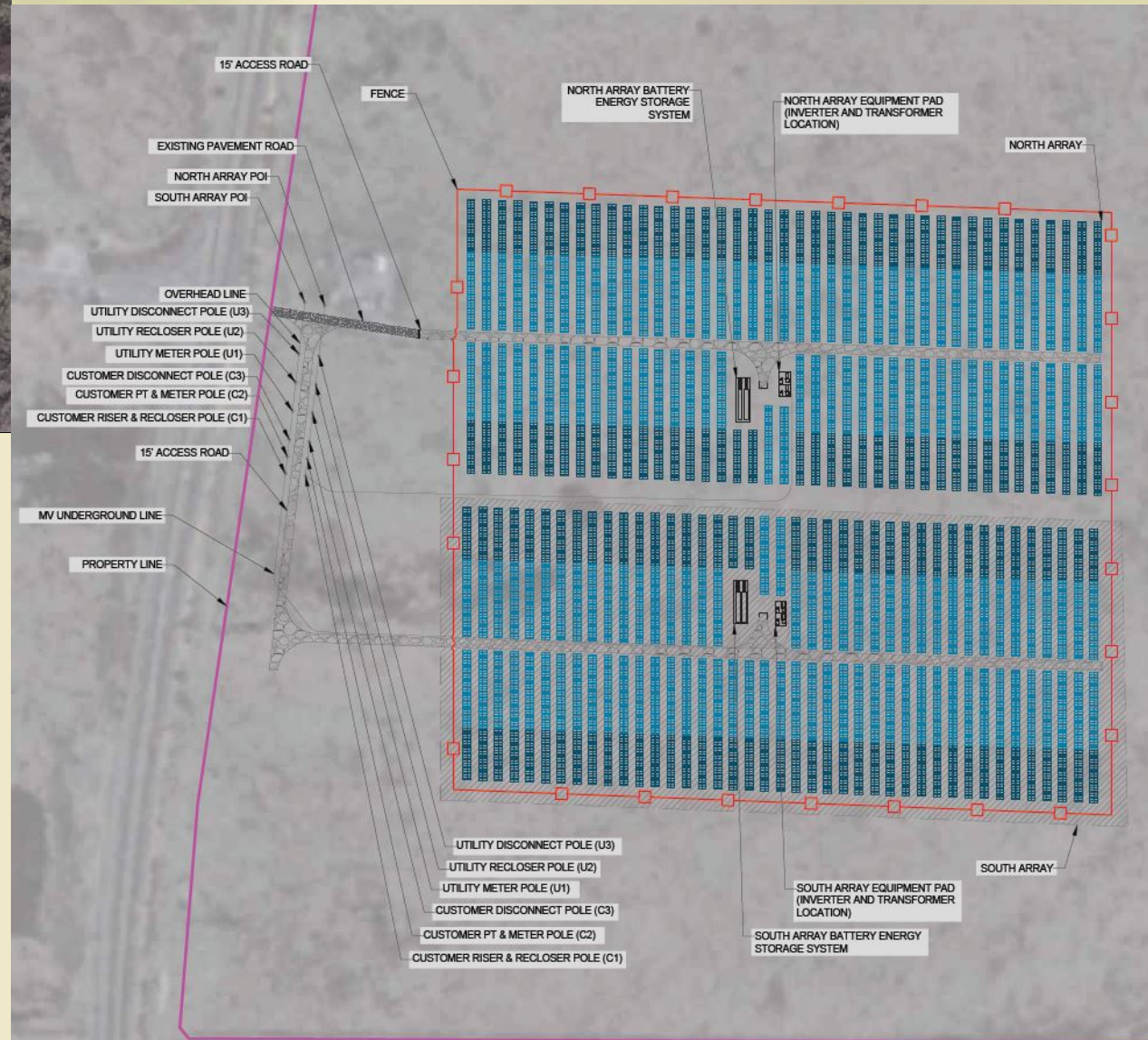
- Program rule is least 60% of energy generated must go to LMI homes that meet above limits
- Kalaoa 9-Megawatt system can host ~1,350 homes (~150 homes per Megawatt)
  - If not enough beneficiary homes sign up, rest of power can go to homes in surrounding communities on island or to a nonprofit/association that serves homesteads

\*<https://www.huduser.gov/portal/datasets/il/il2021/2021summary.odn>

# Proposed Layout: Kalaoa



- Behind existing substation
- 9 Megawatts + battery storage
- 30 acres total includes fenced area and access & utility areas
- Tracker system & bi-facial panels





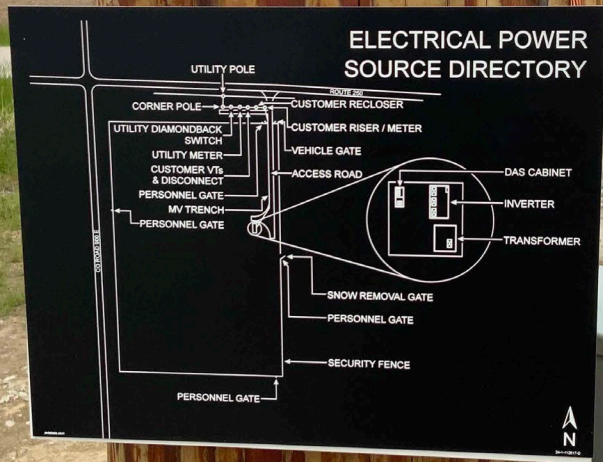








**CAUTION:**  
MULTIPLE SOURCES  
OF POWER  
LOCKABLE AC GENERATION  
SOURCE DISCONNECT



UTILITY SERVICE DISCONNECT  
FOR PV SYSTEM  
PV INVERTER AC DISCONNECTS  
LOCATED AT INVERTER NEXT TO  
TRANSFORMER





Battery



10/11/20, 8:34 AM

Monitoring System & Inverter



10/11/20, 8:34 AM





Source: Oahu Grazers



***Compatible ground-mounted solar dual uses:***

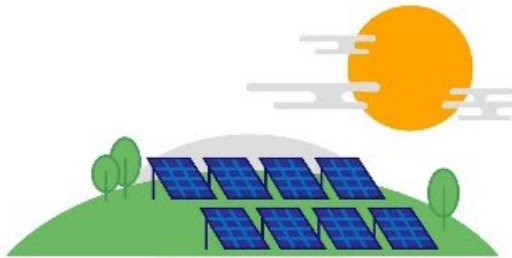
- Sheep farm
- Pollinator habitat
- Certified wildlife habitat
- Hand-picked crops not needing direct light
- Other uses?

# Community Benefits

- ✓ **Discounted electricity to beneficiaries for 20+ years**
  - Savings depends on final CBRE 2 rules; likely 10-12% monthly discount
  - Priority to DHHL beneficiaries
- ✓ **Upgraded electrical infrastructure** in community
- ✓ **Local workforce opportunities**
  - Workforce training program for trade jobs in Construction and Maintenance
- ✓ **Donations** to nonprofit organizations that serve the homesteads
- ✓ **Local food production or other agriculture** suggested by beneficiaries
- ✓ **Low-impact use that conserves land** for future agriculture/other uses

# community solar with nexamp

subscribe to a local  
Nexamp solar farm



add clean, solar energy  
to your utility grid



receive credits from your  
utility and save on your  
annual electricity cost



The Nexamp Community Solar contract has:

- ✓ **Guaranteed discount**
- ✓ **No upfront costs**
- ✓ **No cancellation fees**
- ✓ **No long-term commitment; can cancel with 90 days' notice**
- ✓ **No credit check or FICO score requirement**



# Utility Portal: communityenergyhawaii.com



Hawaiian  
Electric

[HOME](#)

[VIEW PROJECTS](#)

[GET STARTED](#)

## Welcome

Please sign into your account.

[LOG IN](#)

[Forgot Username?](#)

[Forgot Password?](#)

## New Customer?

Get started by [creating an account](#)



# Local Outreach

Nexamp is committed to the following outreach activities to ensure project success:

- **Information sessions** with Nexamp representatives in a public space
  - For project updates and community solar information
- **Direct mail** to beneficiaries, paid for by Nexamp
- **Printed ads** in local publications, paid for by Nexamp
- **Promoted posts** on Facebook, paid for by Nexamp
- **Flyers** with program information, provided by Nexamp



# Outreach Materials

## Direct Mail



Dear <Name>,

We're excited to let you know that Nexamp's community solar farms located in the Town of Rochester are currently being constructed and we anticipate they will be going live soon. We'd like to thank the town for their support as we work to bring clean, renewable energy to the local community.

As a reminder, the solar farms are located off Route 209 near Samserville Road and off Airport Road and will serve approximately 1,100 homes.

Nexamp's farms are part of New York's community solar program, which allows residents to subscribe to a share of a local solar farm and go solar without rooftop panels. Subscribers receive credits on their electrical utility bill for the energy produced by their solar farm share.

Participants in the farm will receive a 10% discount on the credits they receive, helping them reduce their electric bills by up to 10% annually. With Nexamp, there's no upfront cost or long-term commitment - you can cancel your share with no penalties. Signing up for this program will not affect your relationship with your utility, Central Hudson Gas & Electric.

While the farms are almost full, we're reserving an additional 100 spots for residents of the Town of Rochester who enroll by July 10<sup>th</sup>.

To learn more or start the subscription process, please visit [www.rochester-solar.info](http://www.rochester-solar.info) or call Nexamp at 800-945-5124.

Nexamp will also be hosting information sessions in the area for you to learn more about the benefits of community solar. Please bring a recent electricity bill to the meeting so that Nexamp can estimate the size of the solar farm share you will need.

**Tuesday, June 25<sup>th</sup>**  
7:00pm  
New Paltz Community Center  
3 Veterans Drive  
New Paltz, NY 12561

**Wednesday, June 26<sup>th</sup>**  
7:00pm  
Wawarsing Town Hall  
108 Canal Street  
Ellenville, NY 12428

We look forward to seeing you there.

Zaid Ashai  
President & CEO, Nexamp

Mike Baden  
Town of Rochester Supervisor

Printing and postage costs for this letter were paid for by Nexamp, Inc.

## Flyer

community solar with  
**nexamp**

**Go Solar. Save Money.**  
**No Rooftop Panels Required.**

Community Solar programs allow utility customers to tap into solar energy and save on their annual electricity cost without having to install solar panels.




### THE BENEFITS:

 **No installation** of any equipment on your roof or property.

 **No upfront costs** or long-term contracts.

 **Save up to 10%** on your annual electricity cost.

 **Support solar power** and demonstrate your commitment to renewable energy.

Visit [www.rochester-solar.com](http://www.rochester-solar.com) to learn more or call 800-945-5124

Nexamp - 101 Summer Street, Boston, MA 02110 - [solarize@nexamp.com](mailto:solarize@nexamp.com)

## Facebook Post



**JAN 24** Rochester Community Solar Info Session  
Public · Hosted by Nexamp

★ Interested

✓ Going

...

🕒 Thursday, January 24, 2019 at 6:30 PM – 7:30 PM  
about 1 month ago

📍 15 Tobacco Rd, Accord, NY 12404-5026, United States [Show Map](#)

🗨 Hosted by Nexamp [Message Host](#)

About

Discussion

✎ Write Post

📷 Add Photo/Video

📺 Live Video

🗳 Create Poll

➔ Write something...

9 Went · 37 Interested

Share this event with your followers



# Onboarding Kit

- New subscribers receive the kit shortly before credits appear on their utility bills
- Contains a community solar handbook, reusable bag and window decal
- The handbook will be a resource for questions about credits and billing





# Most Recent CBRE Phase 2 Schedule

Milestone	Schedule Dates
(1) Draft RFP filed	July 9, 2020
(2) Technical Conference	July 29, 2020
(3) Parties and Participants file Comments by	August 12, 2020
(4) Proposed Final RFP filed	September 8, 2020
(5) Updated RFP Draft filed per Order 37592	March 30, 2021
(6) Parties and Participants file Comments by	April 14, 2021
(7) Proposed Final RFP filed per Order 37879	August 25, 2021 <sup>9</sup>
(8) Final RFP issued	September 16, 2021 <sup>10</sup>
(9) IPP and Affiliate Proposal due date	November 16, 2021 at 2:00 pm HST
(10) Priority List selected	January 24, 2022
(11) BAFOs due	January 31, 2022
(12) Final Award Group selected	May 16, 2022
(13) Contract Negotiations Start	May 23, 2022

**RFP** = Request For Proposals

**IPP** = Independent Power Producer

**BAFO** = Best And Final Offer

# Kalaoa Project: Terms of Agreement For Right-of-Entry and General Lease

TERMS OF AGREEMENT	DATE	PAYMENT AMOUNT
1. Right-of-Entry Fee for 2-year term	Upon Issuance Oct 2021	\$30,000
2. Right-of-Entry Extension Fee for 1-year	If needed –Oct 2023	\$10,000
3. Fee to Exercise General Lease	Upon completion of EA and PPA with HECO	\$30,000
4. Construction Term: 2 years, option to extend 1 year		0
5. Operational Term: 25 years For 27.6 acres, Annual lease rent increases to be discussed	Jan 24, 2023	\$2,500/acre/year= \$70,000/year
6. Commencement of Commercial Operations Fee	Jan. 24, 2023	\$25,000
7. Community Donation	Jan. 24, 2023	\$20,000

## Other Terms:

- No subscription fees will be charged to DHHL beneficiaries.
- Upon termination of lease, DHHL may require Nexamp to remove improvements.

# NEXT STEPS

- HECO has to release the RFP for CBRE
- Nexamp will respond to RFP—Secure Selection
- Due Diligence work on-site
- Completion of Environmental Assessment; Finding of No Significant Impact has to be approved by the HHC.

Blue Text = Assumes Nexamp is selected by HECO for a Power Purchase Agreement



# Live Questions and Answers

Please “Raise Hand” to Speak  
or

Type your Question/Comment in the Chat Box