



**It's a Solar Panel:
Tenants and owners working
together to get solar on the
rooftop and reduce energy
costs**

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Introduction and Agenda

- **Session Objectives:**
 - Provide update on the Better Buildings Alliance's Renewables Integration Team
 - Present case studies and strategies from successful solar PV projects integrating solar on leased buildings
- **Agenda**
 - Introduction – Jay Paidipati
 - Sara Neff, Kilroy Realty
 - Mark Peternell, Regency Centers
 - Andy Perrin, TJX Companies
 - Q&A Discussion

Renewables Integration Team Summary

- **Goals and Objectives**
 - Individual members often do not have the resources or expertise to address these very specialized issues, and vendors selling renewables projects have a vested interest in promoting their solutions.
 - Provide unbiased advice and shared experience to help BBA members navigate complex regulations, business models, and utility policies associated with distributed renewable energy systems.
 - Deliver projects based upon member interests and needs
- **Project Team Lead: Jay Paidipati, Navigant Consulting**

Team Activities

Current Work

- Solar RFP Template
- 2 Page Guide on Selecting a Solar Contractor
- May 24th team meeting on energy storage

Resources for Solar on Leased Buildings

- Four case studies of successful projects
- Promoting Solar on Leased Buildings Guide
- All of these are available on the Better Buildings Solution Center at <http://betterbuildingsolutioncenter.energy.gov/>

Why Solar on Leased Buildings?

■ Benefits

- Landlords
 - Reduces operating costs and exposure to volatile energy costs
 - Enhances building marketability
 - Reduces tenant occupancy costs facilitating ability to charge higher rent
 - Improves tenant retention due to reduced operating costs
- Tenants
 - Reduces and stabilizes electricity costs
 - Supports corporate sustainability goals
 - Demonstrates environmental responsibility to employees and community

■ Barriers

- Split incentive
- Short payback requirement
- Timeframe discrepancy between building lease and solar PV system life
- Property owner creditworthiness
- Property ownership entity

Presentations

- Sara Neff, Kilroy Realty
- Mark Peterzell, Regency Centers
- Andy Perrin, TJX Companies
- Q&A Session

Closing and Next Steps

Thank You!

- Thank you to our speakers
- Thank you for attending

Getting Involved

- If you would like to join the BBA or the Renewables Integration team, contact me at jpaidipati@navigant.com