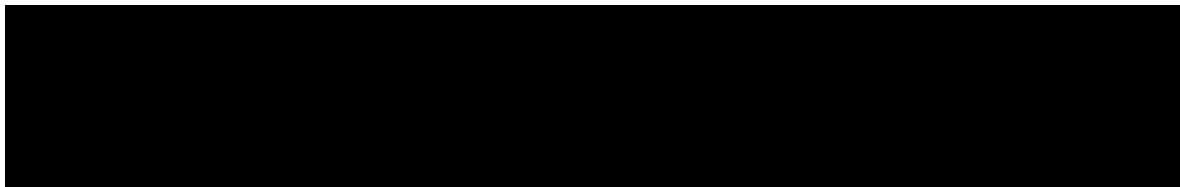




**Solar Landscape**  
**Community Solar Project**  
**Rooftop & Parking Lot of**



**Pennsauken, New Jersey**

September 9, 2019



September 9, 2019

To Whom It May Concern:

On behalf of our project partners, Solar Landscape LLC is pleased to present this proposal for a rooftop Community Solar facility that—with the avowed support of [REDACTED] and multiple community organizations—will deliver over 51% of its electricity to local LMI subscribers at a substantial discount. The proposed solar facility will be located on approximately 120,000 square feet of rooftop and 250,000 square feet of parking lot (in the form of a solar canopy) [REDACTED] in Pennsauken. [REDACTED]  
[REDACTED]  
[REDACTED]

Solar Landscape is a full-service solar developer and construction contractor that specializes in designing, financing, constructing, owning, operating, and maintaining large-scale commercial and industrial rooftop solar projects. Headquartered in Asbury Park and proudly serving the New Jersey renewable energy community since 1985, Solar Landscape brings decades of experience to our customers, which include schools, municipalities, commercial and industrial property owners, non-profit organizations, and Fortune 100 companies. Since scaling up our family-owned business in 2012, Solar Landscape has installed over 100 megawatts worth of solar facilities, while maintaining a stellar safety record with zero lost-time accidents.

Solar Landscape's in-house team includes: engineering and design professionals; solar developers specializing in structured finance, asset management, and the law; a dedicated sales force; operations and maintenance experts; and over thirty construction workers and electricians. We own and operate a growing portfolio of rooftop solar projects in New Jersey, are experts in solar-project finance, and have maintained a laser focus on developing our Community Solar projects since New Jersey announced the Community Solar program in 2018.

Solar Landscape is fully invested in New Jersey, as evidenced by our Community Solar job-training program, which we are offering in partnership with [REDACTED] and other local community organizations to provide LMI individuals promising career paths in the solar industry. Additionally, our founders/owners and almost all of our employees are New Jersey natives; our development office and construction warehouse are located in designated opportunity zones in Asbury Park and Neptune; and all of our business efforts are focused in New Jersey.

All of the above is more fully reflected in the following application package, which includes numerous letters of support from affordable housing and community organizations and a detailed description of our job-training program. Thank you for this opportunity.

Sincerely,



Shaun Keegan  
Chief Executive Officer

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- Appendix B - Required Attachment Checklist

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- 2 Proof of Site Control (signed lease or option)
- 3 Area of Redevelopment
- 4 Land Enhancement Attachment
- 5 Screenshot of Hosting Capacity Map
- 6 Letter of support from affordable housing / benefits to residents / affidavit / master meter tenant benefits
- 7 Municipal Involvement - explain how and attach a letter of support
- 8 Community Organizations - explain how and attached a letter of support
- 9 Community Consultative Process Description
- 10 Substantiating evidence of project cost - spreadsheet model
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- 13 Additional Letters of Support
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**Section B: Community Solar Energy Project Description**

*Instructions: Section B must be completed in its entirety. Any attachments should be placed at the end of the Application package.*

**I. Applicant Contact Information**

Applicant Company/Entity Name: Solar Landscape  
First Name: Patrick Last Name: McNamara  
Daytime Phone: 248-227-4164 Email: patrick@solarlandscape.com  
Applicant Mailing Address: 522 Cookman Ave. Ste. 3  
Municipality: Asbury Park County: Monmouth Zip Code: 07712

Applicant is:    Community Solar Project Owner        Community Solar Developer/Facility Installer  
                   Property/Site Owner                                Subscriber Organization  
                   Agent (if agent, what role is represented) \_\_\_\_\_

**II. Community Solar Project Owner**

Project Owner Company/Entity Name (complete if known): Solar Landscape  
First Name: Shaun Last Name: Keegan  
Daytime Phone: 732-995-4213 Email: Shaun@solarlandscape.com  
Mailing Address: 522 Cookman Ave. Ste. 3  
Municipality: Asbury Park County: Monmouth Zip Code: 07712

**III. Community Solar Developer**

*This section, "Community Solar Developer," is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a RFP, RFQ, or other bidding process. In all other cases, this section is required.*

Developer Company Name (optional, complete if applicable): Solar Landscape  
First Name: Shaun Last Name: Keegan  
Daytime Phone: 732-995-4213 Email: Shaun@solarlandscape.com  
Mailing Address: 522 Cookman Ave. Ste. 3  
Municipality: Asbury Park County: Monmouth Zip Code: 07712

The proposed community solar project will be primarily built by:  
 the Developer        a contracted engineering, procurement and construction ("EPC") company

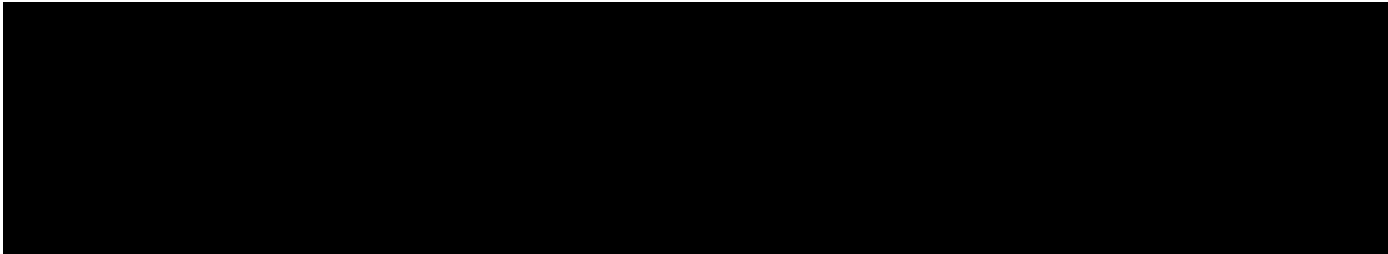


If the proposed community solar project will be primarily built by a contracted EPC company, complete the following (optional, complete if known):

*If the EPC company information is left blank and the proposed project is approved by the Board for participation in the Community Solar Energy Pilot Program, the Applicant must inform the Board of the information below once the EPC company becomes known.*

EPC Company Name (optional, complete if applicable): \_\_\_\_\_  
 First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 Daytime Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
 Mailing Address: \_\_\_\_\_  
 Municipality: \_\_\_\_\_ County: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**IV. Property/Site Owner Information**



**V. Community Solar Subscriber Organization (optional, complete if known)**

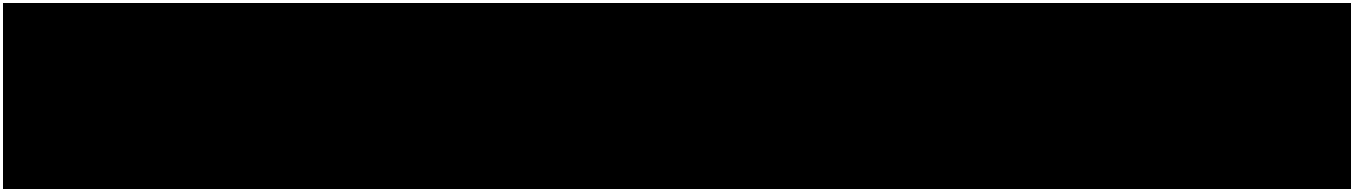
*If this section, "Community Solar Subscriber Organization," is left blank and the proposed project is approved by the Board for participation in the Community Solar Energy Pilot Program, the Applicant must inform the Board of the information below once the Subscriber Organization becomes known.*

Subscriber Organization Company/Entity Name (optional, complete if applicable) \_\_\_\_\_  
 First Name: Kevin Last Name: Dunshee  
 Daytime Phone: (844) 765-2769 Email: save@solarlandscape.com  
 Mailing Address: 522 Cookman Ave. Ste. 3  
 Municipality: \_\_\_\_\_ County: Monmouth Zip Code: 07712



**VI. Proposed Community Solar Facility Characteristics**

Community Solar Facility Size (as denominated on the PV panels):  
2.58 MW AC 3.07 MW DC



Community Solar Site Coordinates [REDACTED]

Total Acreage of Property Block and Lots: 14.5 acres

Total Acreage of Community Solar Facility: 8.49 acres

Attach a delineated map of the portion of the property on which the community solar facility will be located. In the electronic submission, two copies of the delineated map should be provided: 1) as a PDF document, and 2) as a design plan in drawing file format (.dwg) or as a shapefile (.shp), in order to facilitate integration with Geographic Information System (GIS) software.

EDC electric service territory in which the proposed community solar facility is located: *(select one)*

- Atlantic City Electric                       Jersey Central Power & Light  
 Public Service Electric & Gas               Rockland Electric Co.

Estimated date of project completion\* *(The Applicant should provide a good faith estimate of the date of project completion; however, this data is being collected for informational purposes only.):* November  
 (month) 2020 (year)

Project completion is defined pursuant to the definition at N.J.A.C. 14:8-9.3 as being fully operational, up to and including having subscribers receive bill credits for their subscription to the project.

The proposed community solar facility is an existing project\* .....  Yes  No

If "Yes," the Application will not be considered by the Board. See section B. XIII. for special provisions for projects having received a subsection (t) conditional certification from the Board prior to February 19, 2019.

\*Existing project is defined in N.J.A.C. 14:8-9.2 as a solar project having begun operation and/or been approved by the Board for connection to the distribution system prior to February 19, 2019.

**VII. Community Solar Facility Siting**

1. The proposed community solar project has site control\* .....  Yes  No

If "Yes," attach proof of site control.

If "No," the Application will be deemed incomplete.

\*Site control is defined as property ownership or option to purchase, signed lease or option to lease, or signed contract for use as a community solar site or option to contract for use as a community solar site.

2. The proposed community solar facility is located, in part or in whole, on preserved farmland\* .....  Yes  No

If "Yes," the Application will not be considered by the Board.



\*Preserved farmland is defined in N.J.A.C. 14:8-9.2 as land from which a permanent development easement was conveyed and a deed of easement was recorded with the county clerk's office pursuant to N.J.S.A. 4:1C-11 et seq.; land subject to a farmland preservation program agreement recorded with the county clerk's office pursuant to N.J.S.A. 4:1C-24; land from which development potential has been transferred pursuant to N.J.S.A. 40:55D-113 et seq. or N.J.S.A. 40:55D-137 et seq.; or land conveyed or dedicated by agricultural restriction pursuant to N.J.S.A. 40:55D-39.1.

3. The proposed community solar facility is located, in part or in whole, on Green Acres preserved open space\* or on land owned by the New Jersey Department of Environmental Protection (NJDEP) .....  Yes  No

If "Yes," the Applicant must attach special authorization from NJDEP for the site to host a community solar facility. The Board will not consider Applications for projects located, in part or in whole, on Green Acres preserved open space or on land owned by NJDEP, unless the Applicant has received special authorization from NJDEP and includes proof of such special authorization in the Application package.

\*Green Acres preserved open space is defined in N.J.A.C. 14:8-9.2 as land classified as either "funded parkland" or "unfunded parkland" under N.J.A.C. 7:36, or land purchased by the State with "Green Acres funding" (as defined at N.J.A.C. 7:36).

4. The proposed community solar facility is located, in part or in whole, on land located in the New Jersey Highlands Planning Area or Preservation Area .....  Yes  No

5. The proposed community solar facility is located, in part or in whole, on land located in the New Jersey Pinelands .....  Yes  No

6. The proposed community solar facility is located, in part or in whole, on land that has been actively devoted to agricultural or horticultural use and that is/has been valued, assessed, and taxed pursuant to the "Farmland Assessment Act of 1964," P.L. 1964, c.48 (C. 54:4-23.1 et seq.) at any time within the ten year period prior to the date of submission of the Application .....  Yes  No

7. The proposed community solar facility is located, in part or in whole, on a landfill .....  Yes  No  
 If "Yes," provide the name of the landfill, as identified in NJDEP's database of New Jersey landfills, available at [www.nj.gov/dep/dshw/lrm/landfill.htm](http://www.nj.gov/dep/dshw/lrm/landfill.htm): \_\_\_\_\_

8. The proposed community solar facility is located, in part or in whole, on a brownfield .....  Yes  No  
 If "Yes," has a final remediation document been issued for the property? .....  Yes  No



If “Yes,” attach a copy of the Response Action Outcome (“RAO”) issued by the LSRP or the No Further Action (“NFA”) letter issued by NJDEP.

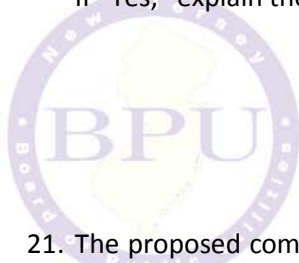
9. The proposed community solar facility is located, in part or in whole, on an area of historic fill .....  Yes  No  
 If “Yes,” have the remedial investigation requirements pursuant to the Technical Requirements for Site Remediation, N.J.A.C. 7:26E-4.7 been implemented? .....  Yes  No  
 Has the remediation of the historic fill been completed pursuant to the Technical Requirements for Site Remediation, N.J.A.C. 7:26E-5.4? .....  Yes  No  
 If the remediation of the historic fill has been completed, attach a copy of the Response Action Outcome (“RAO”) issued by a Licensed Site Remediation Professional (“LSRP”) or the No Further Action (“NFA”) letter issued by NJDEP.
  
10. The proposed community solar facility is located on a parking lot .....  Yes  No
  
11. The proposed community solar facility is located on a parking deck .....  Yes  No
  
12. The proposed community solar facility is located on a rooftop .....  Yes  No
  
13. The proposed community solar facility is located on a canopy over an impervious surface (e.g. walkway) .....  Yes  No
  
14. The proposed community solar facility is located on the property of an affordable housing building or complex .....  Yes  No
  
15. The proposed community solar facility is located on a water reservoir or other water body (“floating solar”) .....  Yes  No
  
16. The proposed community solar facility is located on an area designated in need of redevelopment .....  Yes  No  
 If “Yes,” attach proof of the designation of the area as being in need of redevelopment from a municipal, county, or state entity.
  
17. The proposed community solar facility is located on land or a building that is preserved by a municipal, county, state, or federal entity .....  Yes  No  
 If “Yes,” attach proof of the designation of the area as “preserved” from a municipal, county, or state entity.
  
18. The proposed community solar facility is located, in part or in whole, on forested lands .....  Yes  No

Construction of the proposed community solar facility will require cutting down one or more trees .....  Yes  No  
 If "Yes," estimated number of trees required to be cut for construction: \_\_\_\_\_

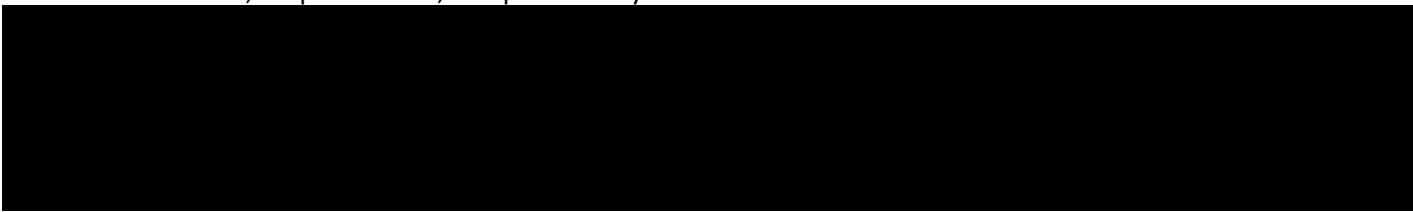
19. The proposed community solar facility is located on land or a building owned or controlled by a government entity, including, but not limited to, a municipal, county, state, or federal entity .....  Yes  No

20. Are there any use restrictions at the site? .....  Yes  No  
 If "Yes," explain the use restriction below and provide documentation that the proposed community solar project is not prohibited.

Will the use restriction be required to be modified? .....  Yes  No  
 If "Yes," explain the modification below.



21. The proposed community solar facility has been specifically designed or planned to preserve or enhance the site (e.g. landscaping, land enhancements, pollination support, stormwater management, soil conservation, etc.) .....  Yes  No  
 If "Yes," explain below, and provide any additional documentation in an attachment.



\*SEE ATTACHEMENT #4

VIII. Permits

1. The Applicant has completed NJDEP Permit Readiness Checklist, and submitted it to NJDEP's PCER .....  Yes  No  
 If "Yes," attach a copy of the completed Permit Readiness Checklist as it was submitted to NJDEP PCER.



If “No,” the Application will be deemed incomplete. Exception: Applications for community solar projects located on a rooftop, parking lot, or parking structure are exempt from this requirement.

2. The Applicant has met with NJDEP’s PCER .....  Yes  No

If “Yes,” attach proof of a meeting with NJDEP PCER.

If “No,” the Application will be deemed incomplete. Exception: Applications for community solar projects located on a rooftop, parking lot, or parking structure are exempt from this requirement.

3. Please list all permits, approvals, or other authorizations that will be needed for the construction and operation of the proposed community solar facility pursuant to local, state and federal laws and regulations. Include permits that have already been received, have been applied for, and that will need to be applied for. The Applicant may extend this table by attaching additional pages if necessary. These include:

- a. Permits, approvals, or other authorizations from NJDEP (i.e. Land Use, Air Quality, New Jersey Pollutant Discharge Elimination System “NJPDES”, etc.) for the property.
- b. Permits, approvals, or other authorizations from NJDEP (i.e. Land Use, Air Quality, NJPDES, etc.) directly related to the installation and operation of a solar facility on this property.
- c. Permits, approvals, or other authorizations other than those from NJDEP for the development, construction, or operation of the community solar facility (including local zoning and other local and state permits)

An Application that does not list all permits, approvals, or other authorizations that will be needed for the construction and operation of the proposed community solar facility will be deemed incomplete.

If a permit has been received, attach a copy of the permit.

Permit Name & Description	Permitting Agency/Entity	Date Permit Applied for (if applicable) / Date Permit Received (if applicable)
Construction Permit	Building	
Building Subcode Technical Section	Building	
Electrical Subcode Technical Section	Building	
Zoning Permit	Planning and Zoning	






4. The Applicant has consulted the hosting capacity map of the relevant EDC and determined that, based on the capacity hosting map as published at the date of submission of the Application, there is sufficient capacity available at the proposed location to build the proposed community solar facility .....  Yes  No  
 If "Yes," include a screenshot of the capacity hosting map at the proposed location, showing the available capacity.  
 If "No," the Application will be deemed incomplete.

**IX. Community Solar Subscriptions and Subscribers**

1. Estimated or Anticipated Number of Subscribers *(please provide a good faith estimate or range)*:  
371-417

2. Estimated or Anticipated Breakdown of Subscribers *(please provide a good faith estimate or range of the kWh of project allocated to each category)*:  
 Residential: 2,301,600 kWh Commercial: 1,534,400 kWh  
 Industrial: \_\_\_\_\_ Other: \_\_\_\_\_ (define "other": \_\_\_\_\_)

3. The proposed community solar project is an LMI project\* .....  Yes  No  
 \*An LMI project is defined pursuant to N.J.A.C. 14:8-9 as a community solar project in which a minimum 51 percent of project capacity is subscribed by LMI subscribers.

4. The proposed community solar project will allocate at least 51% of project capacity to residential customers .....  Yes  No

5. The proposed community solar project is being developed in partnership with an affordable housing provider: .....  Yes  No  
 If "Yes," attach a letter of support from the affordable housing provider.

6. An affordable housing provider is seeking to qualify as an LMI subscriber for the purposes of the community solar project .....  Yes  No  
 If "Yes," estimated or anticipated percentage of the project capacity for the affordable housing provider's subscription *(provide an estimate or range)*: \_\_\_\_\_

If "Yes," what specific, substantial, identifiable, and quantifiable long-term benefits from the community solar subscription are being passed through to their residents/tenants?

Additionally, the affordable housing provider must attach a signed affidavit that the specific, substantial, identifiable, and quantifiable long-term benefits from the community solar subscription will be passed through to their residents/tenants.

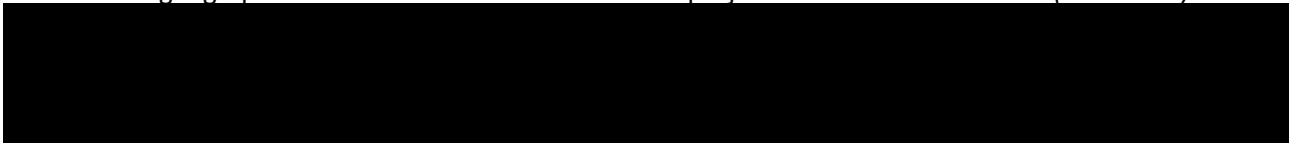
7. This project uses an anchor subscriber (*optional*) .....  Yes  No  
 If "Yes," name of the anchor subscriber (*optional*): \_\_\_\_\_  
 Estimated or anticipated percentage or range of the project capacity for the anchor subscriber's subscription: \_\_\_\_\_ 10% - 40%
8. Is there any expectation that the account holder of a master meter will subscribe to the community solar project on behalf of its tenants? .....  Yes  No  
 If "Yes," what specific, identifiable, sufficient, and quantifiable benefits from the community solar subscription are being passed through to the tenants?



Additionally, the account holder of the master meter must attach a signed affidavit that the specific, identifiable, sufficient, and quantifiable benefits from the community solar subscription will be passed through to the tenants.

If "No," please be aware that, if, at any time during the operating life of the community solar project the account holder of a master meter wishes to subscribe to the community solar project on behalf of its tenants, it must submit to the Board a signed affidavit that the specific, identifiable, sufficient, and quantifiable benefits from the community solar subscription will be passed through to its tenants.

9. The geographic restriction for distance between project site and subscribers is: (*select one*)

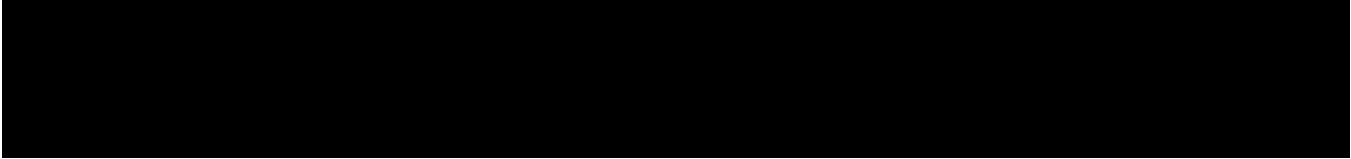


Note: The geographic restriction selected here will apply for the lifetime of the project, barring special dispensation from the Board, pursuant to N.J.A.C. 14:8-9.5(a).

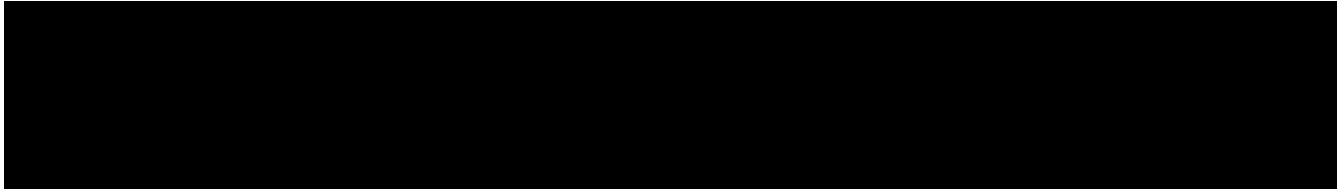
10. Product Offering: *(The Applicant must also complete and attach one or more product offering form(s) found in Appendix A. See Appendix A for exemptions.)*

The subscription proposed offers guaranteed or fixed savings to subscribers .....  Yes  No

If "Yes," the guaranteed or fixed savings are offered as:



If "Yes," the proposed savings represent:



The subscription proposed offers subscribers ownership or a pathway to ownership of a share of the community solar facility .....  Yes  No

If "Yes," include proof of a pathway to ownership of a share of the community solar facility offered to the subscribers in Appendix A.

11. The list of approved community solar projects will be published on the Board's website. Additionally, subscriber organizations have the option of indicating, on this list, that the project is currently seeking subscribers.

If this project is approved, the Board should indicate on its website that the project is currently seeking subscribers .....  Yes  No

If "Yes," the contact information indicated on the Board's website should read:

Company/Entity Name: Solar Landscape Contact Name: Kevin Dunshee

Daytime Phone: (844) 765-2769 Email: save@solarlandscape.com

Note: it is the responsibility of the project's subscriber organization to notify the Board if/when the project is no longer seeking subscribers, and request that the Board remove the above information on its website.

**X. Community Engagement**

1. The proposed community solar project is being developed by or in collaboration\* with the municipality in which the project is located .....  Yes  No

If "Yes," explain how and attach a letter of support from the municipality in which the project is located.

\*Collaboration with the municipality should include, at minimum, one or more meetings with relevant municipal authorities and clear evidence of municipal involvement and approval of the design, development, or operation of the proposed community solar project.

See attachment #7

2. The proposed community solar project is being developed in collaboration\* with one or more local community organization(s) .....  Yes  No

If "Yes," explain how and attach a letter of support from the local community organization(s).

\*Collaboration with a local community organization should include, at minimum, one or more meetings with the relevant local community organization(s) and clear evidence of the local community organization's involvement and approval of the design, development, or operation of the proposed community solar project.

See attachment #8

3. The proposed community solar project was developed, at least in part, through a community consultative process\* .....  Yes  No

If "Yes," please describe the consultative process.

\*A community consultative process should include, at minimum, one or more opportunities for public intervention and outreach to the municipality and/or local community organizations.

See attachment #9

**XI. Project Cost**

1. Provide the following cost estimates and attach substantiating evidence in the form of charts and/or spreadsheet models:

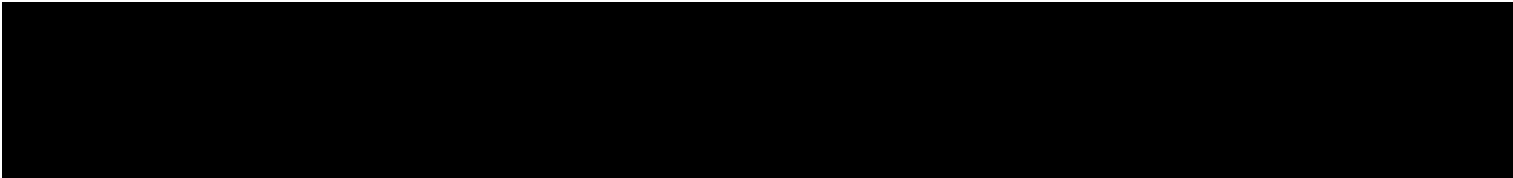
*Applicants are expected to provide a good faith estimate of costs associated with the proposed community solar project, as they are known at the time the Application is filed with the Board. This information will not be used in the evaluation of the proposed community solar project.*

Net Installed Cost (in \$)		
Net Installed Cost (in \$/Watt)		
Initial Customer Acquisition Cost (in \$/Watt)		
Annual Customer Churn Rate (in %)		

Annual Operating Expenses (in c/kWh)	
LCOE (in c/kWh)	

2. Pursuant to N.J.A.C. 14:8-9.7(q), “community solar projects shall be eligible to apply, via a one-time election prior to the delivery of any energy from the facility, for SRECs or Class I RECs, as applicable, or to any subsequent compensations as determined by the Board pursuant to the Clean Energy Act.”

For indicative purposes only, please indicate all local, state and federal tax incentives which will be applied to if the proposed community solar project is approved for participation in the Community Solar Energy Pilot Program:



**XII. Other Benefits**

1. The proposed community solar facility is paired with another distributed energy resource:
  - a. Micro-grid project .....  Yes  No
  - b. Storage .....  Yes  No
  - c. Other (*identify*): \_\_\_\_\_ .....  Yes  No
2. The proposed community solar facility provides grid benefits (e.g. congestion reduction) .....  Yes  No  
 If “Yes” to any, please explain how and provide supporting documents.

4. The proposed community solar project will create temporary or permanent jobs in New Jersey .....  Yes  No  
 If “Yes,” estimated number of temporary jobs created in New Jersey: [REDACTED]  
 If “Yes,” estimated number of permanent jobs created in New Jersey: [REDACTED]

5. The proposed community solar project will provide job training opportunities for local solar trainees .....  Yes  No  
 If “Yes,” will the job training be provided through a registered apprenticeship? ....  Yes  No

If "Yes," identify the entity or entities through which job training is or will be organized (e.g. New Jersey GAINS program, partnership with local school):

\_\_\_\_\_ See attachment #11... \_\_\_\_\_

**XIII. Special Authorizations and Exemptions**

1. Is the proposed community solar project co-located with another community solar facility (as defined at N.J.A.C. 14:8-9.2)? .....  Yes  No  
 If "Yes," please explain why the co-location can be approved by the Board, consistent with the provisions at N.J.A.C. 14:8-9.

2. Does this project seek an exemption from the 10-subscriber minimum? .....  Yes  No  
 If "Yes," please demonstrate below (and attach supporting documents as relevant):

- a. That the project is sited on the property of a multi-family building.
- b. That the project will provide specific, identifiable, and quantifiable benefits to the households residing in said multi-family building.



3. Specific sections throughout the Application Form are identified as optional only if: 1) the Applicant is a government entity (municipal, county, or state), and 2) the community solar developer will be selected by the Applicant via a RFP, RFQ, or other bidding process. Has the Applicant left those specific sections blank? .....  Yes  No  
 If "Yes," attach a letter describing the proposed bidding process. The Applicant must further commit to issuing said RFP, RFQ, or other bidding process within 90 days of the proposed project being approved by the Board for participation in the Community Solar Energy Pilot Program. The Applicant will be required to provide the information contained in those optional sections to the Board once it becomes known.

4. Has the proposed community solar project received, in part or in whole, a subsection (t) conditional certification from the Board prior to February 19, 2019? .....  Yes  No  
 If "Yes," the project may apply to participate in the Community Solar Energy Pilot Program if it commits to withdrawing the applicable subsection (t) conditional certification immediately if it is approved by the Board for participation in the Community Solar Energy Pilot Program. Attach a signed affidavit that the Applicant will immediately withdraw the applicable subsection (t)





conditional certification if the proposed project is approved by the Board for participation in the Community Solar Energy Pilot Program.



**Section C: Certifications**

Instructions: Original signatures on all certifications are required. All certifications in this section must be notarized.

**Applicant Certification**

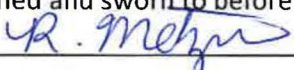
The undersigned warrants, certifies, and represents that:

- 1) I, Shaun Keegan (name) am the Managing Partner (title) of the Applicant Solar Landscape (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) The community solar facility proposed in the Application will be constructed, installed, and operated as described in the Application and in accordance with all Board rules and applicable laws; and
- 4) The system proposed in the Application will be constructed, installed, and operated in accordance with all Board policies and procedures for the SREC Registration Program or subsequent revision to the SREC Registration Program, if applicable; and
- 5) My organization understands that certain information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that sensitive and trade secret information that they wish to keep confidential should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3.; and
- 6) My organization acknowledges that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, they are subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature:  Date: 9/8/19

Print Name: Shaun Keegan  
Title: Managing Partner Company: Solar Landscape

Signed and sworn to before me on this 8th day of September, 2019



Signature  
Rebecca Metzner  
Name

REBECCA L. METZNER  
NOTARY PUBLIC OF NEW JERSEY  
Comm. # 50057594  
My Commission Expires 3/31/2022

**Project Developer Certification**

*This Certification "Project Developer / Installer" is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process. In all other cases, this Certification is required.*

The undersigned warrants, certifies, and represents that:

- 1) I, Shaun Keegan (name) am the Managing Partner (title) of the Project Developer Solar Landscape (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) The community solar facility proposed in the Application will be constructed, installed, and operated as described in the Application and in accordance with all Board rules and applicable laws; and
- 4) The system proposed in the Application will be constructed, installed, and operated in accordance with all Board policies and procedures for the SREC Registration Program or subsequent revision to the SREC Registration Program, if applicable; and
- 5) My organization understands that certain information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that sensitive and trade secret information that they wish to keep confidential should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3.; and
- 6) My organization acknowledges that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, they are subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature: *SK* Date: 9/8/19

Print Name: Shaun Keegan  
 Title: Managing Partner Company: Solar Landscape

Signed and sworn to before me on this 8th day of September, 2019

*R. Metzner*  
 Signature  
Rebecca Metzner  
 Name

REBECCA L. METZNER  
 NOTARY PUBLIC OF NEW JERSEY  
 Comm. # 50057594  
 My Commission Expires 3/31/2022



Project Owner Certification

The undersigned warrants, certifies, and represents that:

- 1) I, Shaun Keegan (name) am the Managing Partner (title) of the Project Owner Solar Landscape (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) The community solar facility proposed in the Application will be constructed, installed, and operated as described in the Application and in accordance with all Board rules and applicable laws; and
- 4) The system proposed in the Application will be constructed, installed, and operated in accordance with all Board policies and procedures for the SREC Registration Program or subsequent revision to the SREC Registration Program, if applicable; and
- 5) My organization understands that certain information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that sensitive and trade secret information that they wish to keep confidential should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3.; and
- 6) My organization acknowledges that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, they are subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature: [Signature] Date: 9/8/19

Print Name: Shaun Keegan  
Title: Managing Partner Company: Solar Landscape

Signed and sworn to before me on this 8<sup>th</sup> day of September, 2019

[Signature]  
Signature  
Rebecca Metzner  
Name

REBECCA L. METZNER  
NOTARY PUBLIC OF NEW JERSEY  
Comm. # 50057594  
My Commission Expires 3/31/2022



Property Owner Certification

The undersigned warrants, certifies, and represents that:

[Redacted]

(title) of the  
this Applicant

Certification on behalf of my organization; and

- 2) The information provided in this Application package pertaining to siting and location of the proposed community solar project has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) My organization or I understand that certain information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that sensitive and trade secret information that they wish to keep confidential should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3.; and
- 4) My organization acknowledges that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, they are subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

[Redacted]

Signed and sworn to before me on this 30th day of August, 2019

[Handwritten Signature]

Signature

Rebecca Metzner

Name

REBECCA L. METZNER  
NOTARY PUBLIC OF NEW JERSEY  
Comm. # 50057594  
My Commission Expires 3/31/2022

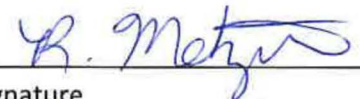
Subscriber Organization Certification (optional, complete if known)

The undersigned warrants, certifies, and represents that:

- 1) I, Shaun Keegan (name) am the Managing Partner (title) of the Subscriber Organization Solar Landscape (name) and have been authorized to file this Applicant Certification on behalf of my organization; and
- 2) The information provided in this Application package has been personally examined, is true, accurate, complete, and correct to the best of the undersigned's knowledge, based on personal knowledge or on inquiry of individuals with such knowledge; and
- 3) The community solar facility proposed in the Application will be constructed, installed, and operated as described in the Application and in accordance with all Board rules and applicable laws; and
- 4) My organization understands that certain information in this Application is subject to disclosure under the Open Public Records Act, N.J.S.A. 47-1A-1 et seq., and that sensitive and trade secret information that they wish to keep confidential should be submitted in accordance with the confidentiality procedures set forth in N.J.A.C. 14:1-12.3.; and
- 5) My organization acknowledges that **submission of false information may be grounds for denial of this Application, and if any of the foregoing statements are willfully false, they are subject to punishment to the full extent of the law, including the possibility of fine and imprisonment.**

Signature:  Date: 9/8/19  
Print Name: Shaun Keegan  
Title: Managing Partner Company: Solar Landscape

Signed and sworn to before me on this 8th day of September, 2019

  
Signature  
Rebecca Metzner  
Name

REBECCA L. METZNER  
NOTARY PUBLIC OF NEW JERSEY  
Comm. # 50057594  
My Commission Expires 3/31/2022





**Section D: Appendix**

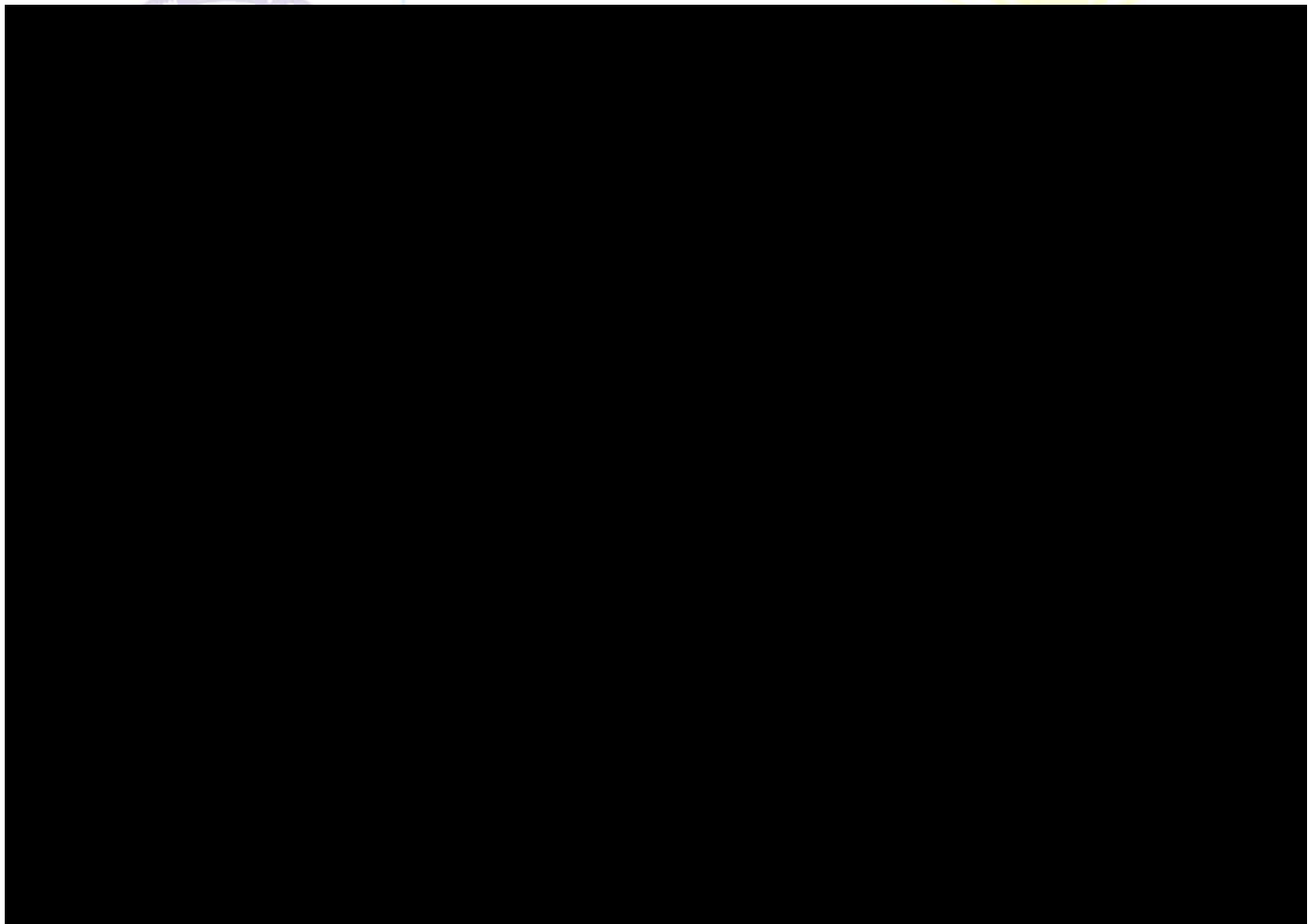
**Appendix A: Product Offering Questionnaire**

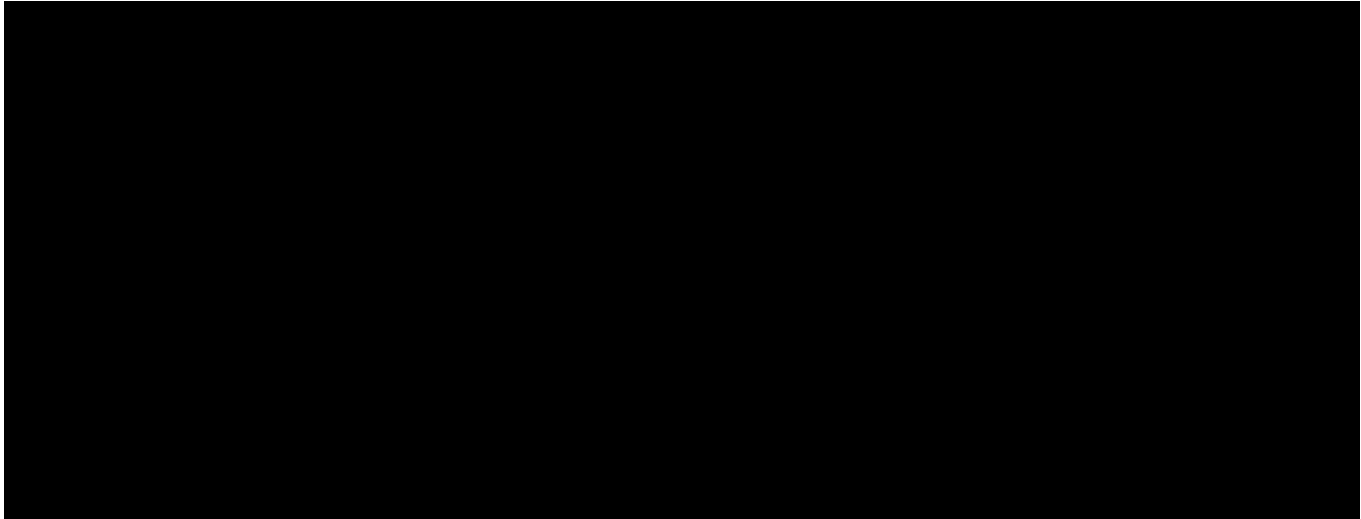
*Complete the following Product Offering Questionnaire. If there are multiple different product offerings for the proposed community solar project, please complete and attach one Product Offering Questionnaire per product offering.*

*Applicants are expected to provide a good faith description of the product offerings developed for the proposed community solar project, as they are known at the time the Application is filed with the Board. If the proposed project is approved by the Board, the Applicant must notify the Board and receive approval from the Board for any modification or addition to a Product Offering Questionnaire.*

*Exception: This "Product Offering Questionnaire" is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process.*

This Questionnaire is Product Offering number   1   of   5   (total number of product offerings).





**Section D: Appendix**

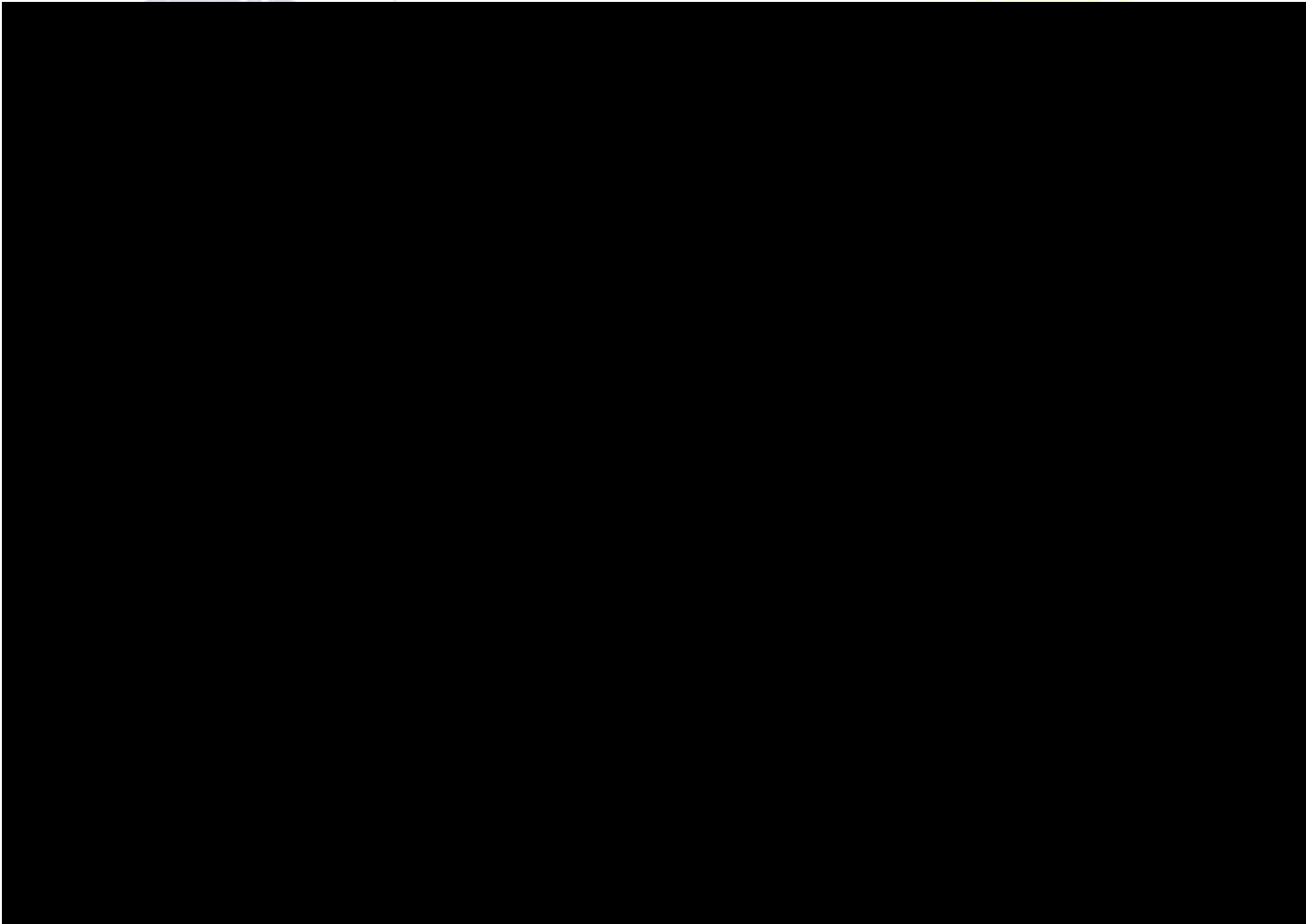
**Appendix A: Product Offering Questionnaire**

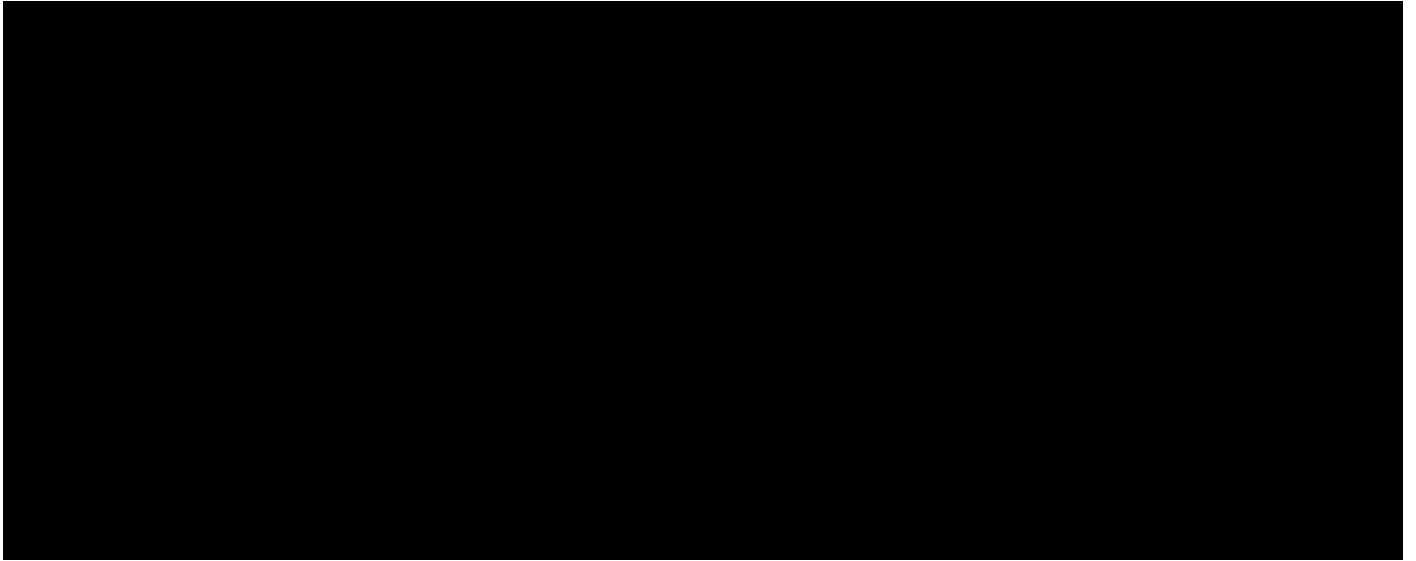
*Complete the following Product Offering Questionnaire. If there are multiple different product offerings for the proposed community solar project, please complete and attach one Product Offering Questionnaire per product offering.*

*Applicants are expected to provide a good faith description of the product offerings developed for the proposed community solar project, as they are known at the time the Application is filed with the Board. If the proposed project is approved by the Board, the Applicant must notify the Board and receive approval from the Board for any modification or addition to a Product Offering Questionnaire.*

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This Questionnaire is Product Offering number   2   of   5   (total number of product offerings).





**Section D: Appendix**

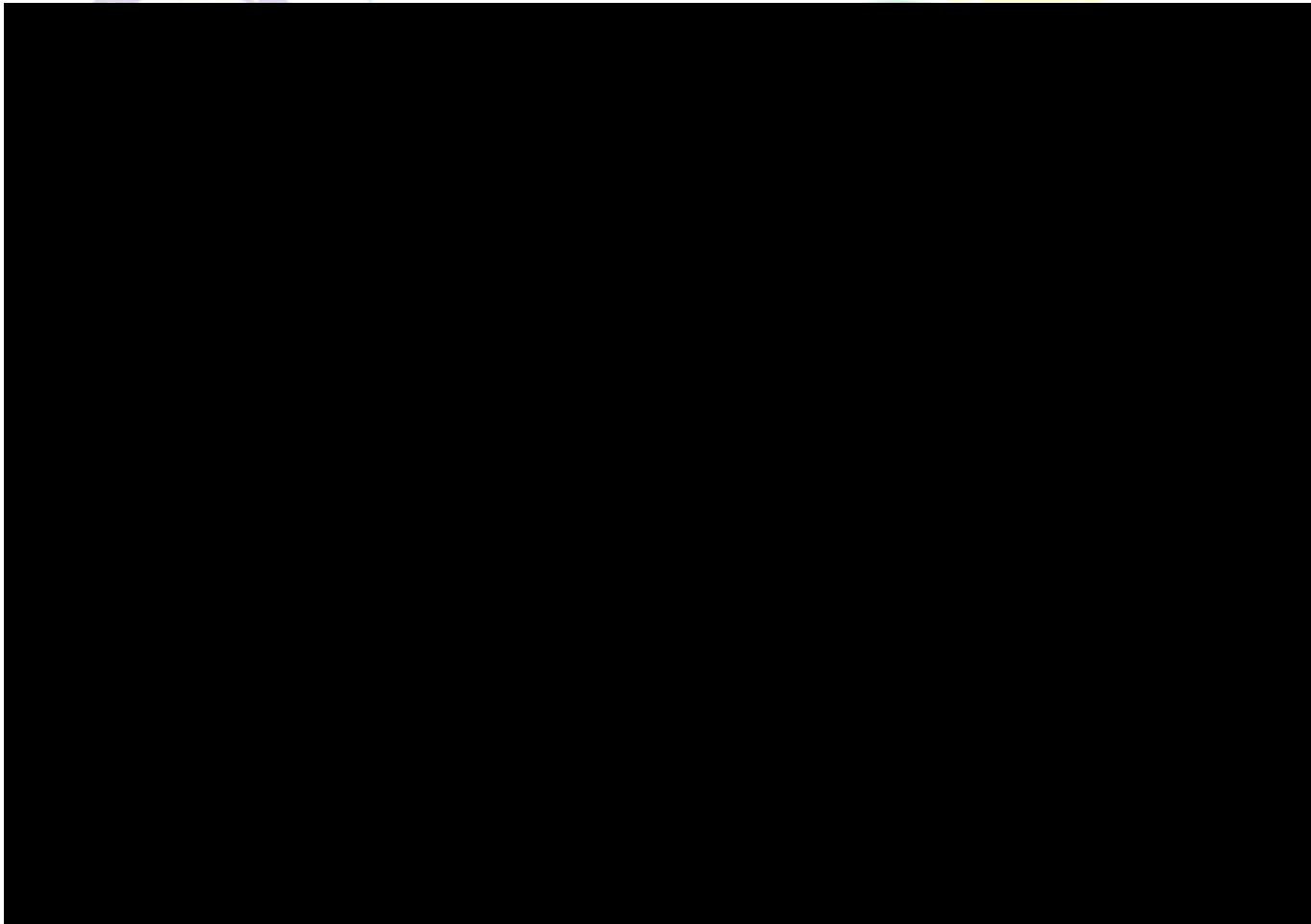
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*Complete the following Product Offering Questionnaire. If there are multiple different product offerings for the proposed community solar project, please complete and attach one Product Offering Questionnaire per product offering.*

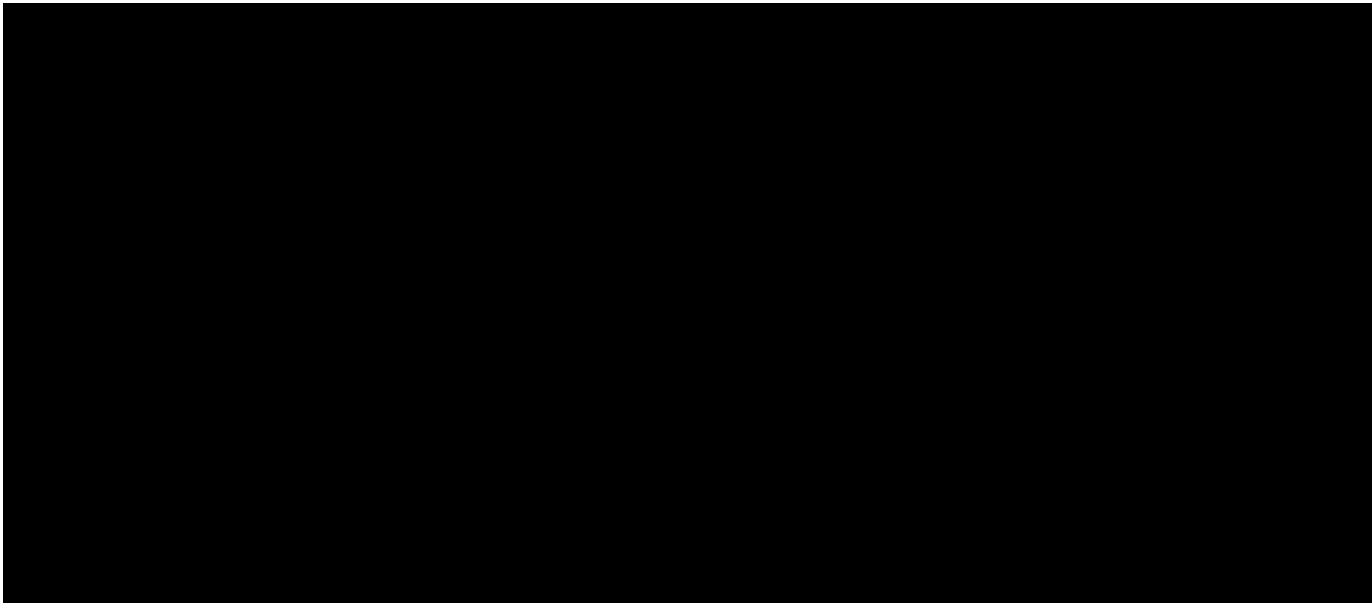
*Applicants are expected to provide a good faith description of the product offerings developed for the proposed community solar project, as they are known at the time the Application is filed with the Board. If the proposed project is approved by the Board, the Applicant must notify the Board and receive approval from the Board for any modification or addition to a Product Offering Questionnaire.*

*Exception: This "Product Offering Questionnaire" is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process.*

This Questionnaire is Product Offering number   3   of   5   (total number of product offerings).







**Section D: Appendix**

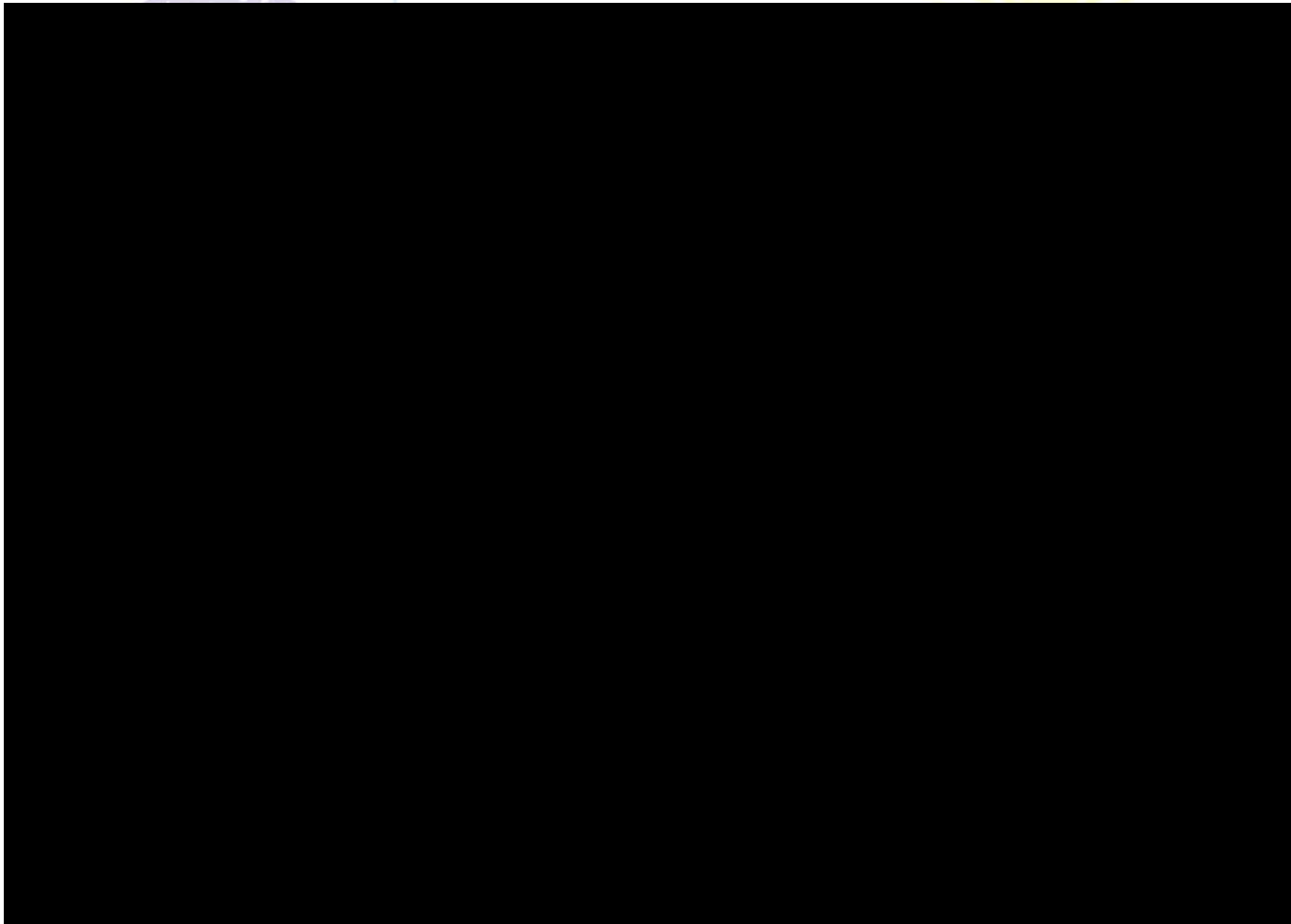
**Appendix A: Product Offering Questionnaire**

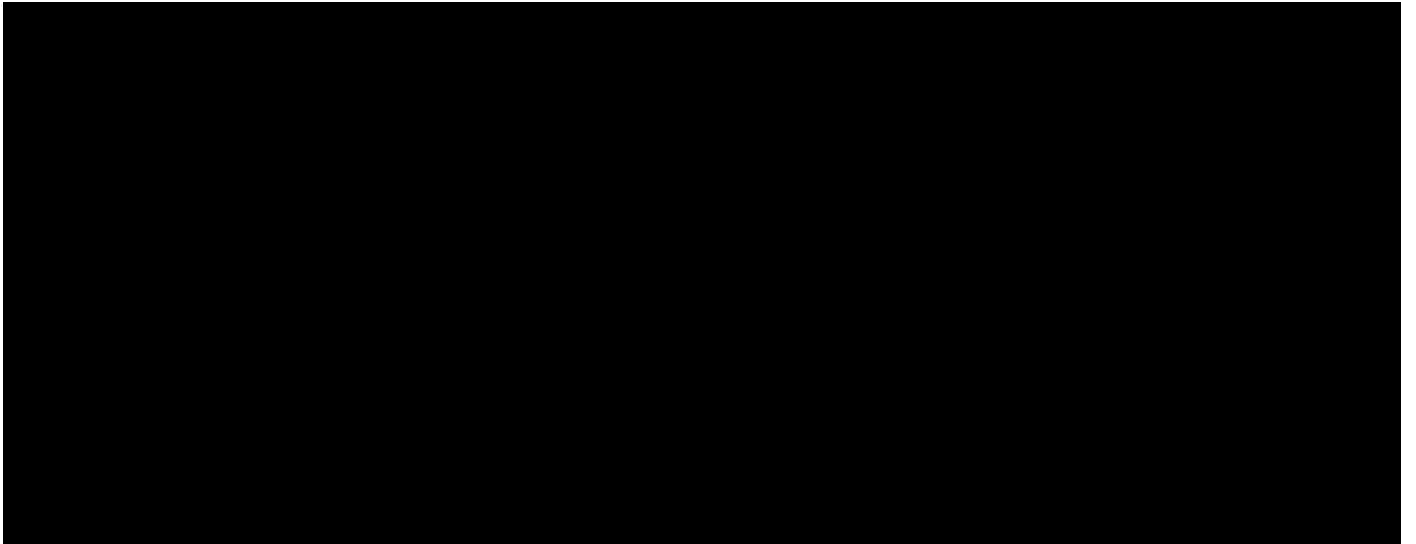
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*Exception: This "Product Offering Questionnaire" is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process.*

This Questionnaire is Product Offering number   4   of   5   (total number of product offerings).





**Section D: Appendix**

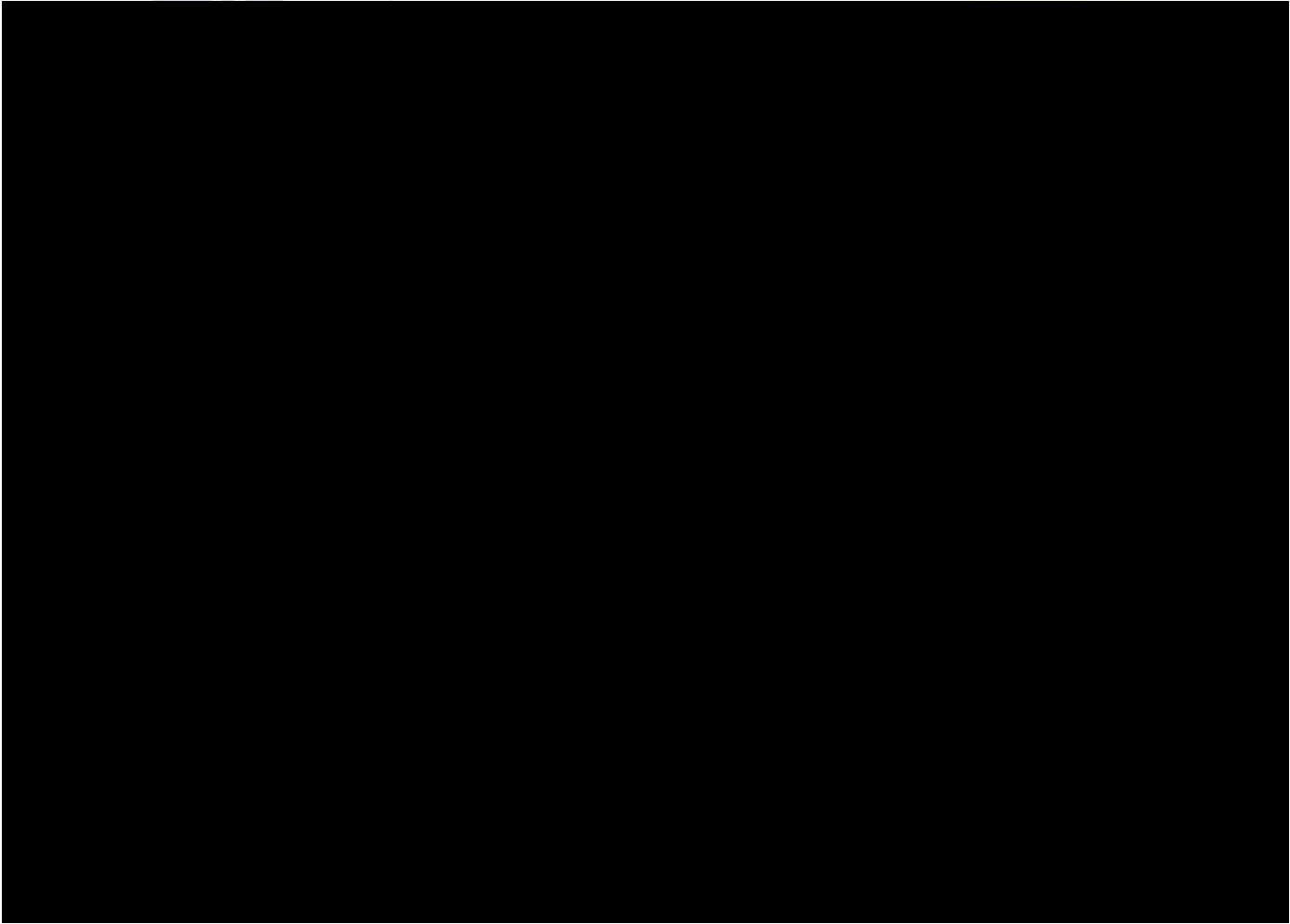
**Appendix A: Product Offering Questionnaire**

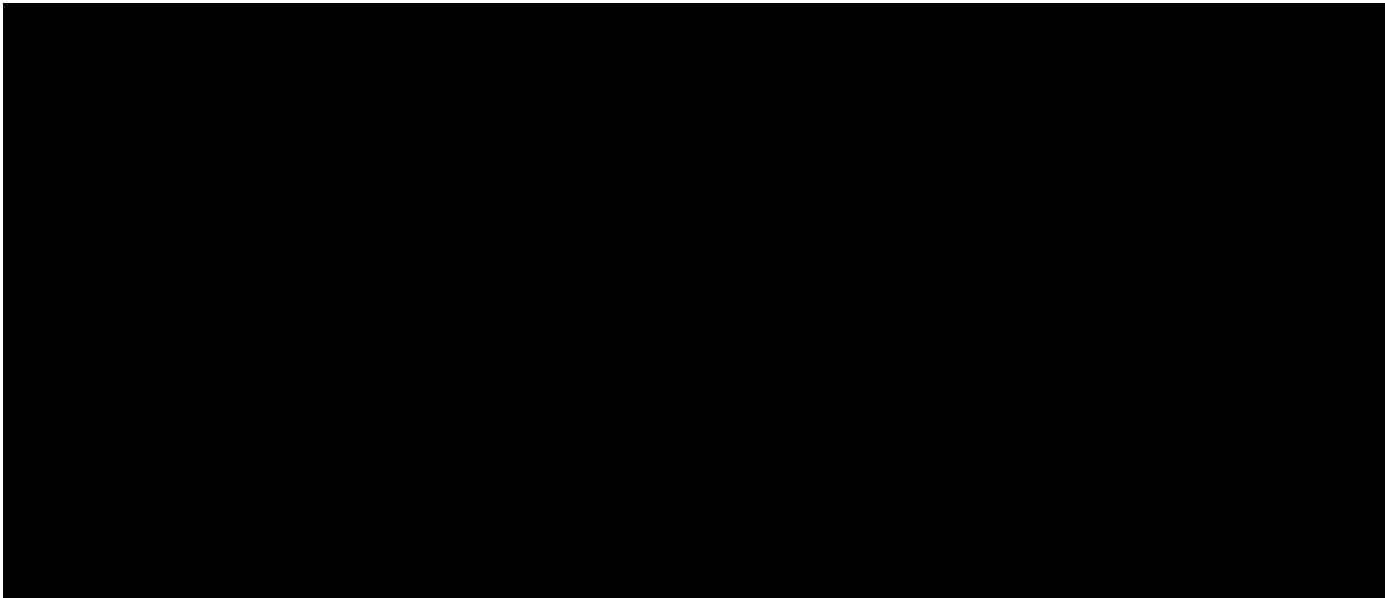
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*Exception: This "Product Offering Questionnaire" is optional if: 1) the Applicant is a government entity (municipal, county, or state), AND 2) the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process.*

This Questionnaire is Product Offering number   5   of   5   (total number of product offerings).





Appendix B: Required Attachments Checklist

*Note that this list is for indicative purposes only. Additional attachments may be required, and are identified throughout this Application Form.*

Required Attachments for all Applications	Page	Attached?
Delineated map of the portion of the property on which the community solar facility will be located.	p.7	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
For electronic submission only: copy of the delineated map of the portion of the property on which the community solar facility will be located as a PDF and in drawing file format (.dwg) or as a shapefile (.shp).	p.7	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Proof of site control.	p.8	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Copy of the completed Permit Readiness Checklist as it was submitted to NJDEP PCER, if applicable.	p.11	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Proof of a meeting with NJDEP PCER, if applicable.	p.12	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
A screenshot of the capacity hosting map at the proposed location, showing the available capacity.	p.12	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Substantiating evidence of project cost in the form of charts and/or spreadsheet models.	p.16	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Certifications in Section C.	p.19-23	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Product Offering Questionnaire(s).	p.24	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

Required Attachments for Exemptions	Page	Attached?
The Applicant is a government entity (municipal, county, or state), and the community solar developer will be selected by the Applicant via a Request for Proposals (RFP), Request for Quotations (RFQ), or other bidding process: ⇒ Attach a letter from the Applicant describing the bidding process	p.6, p.19	<input type="checkbox"/> Yes <input type="checkbox"/> No
The proposed community solar project is located, in part or in whole, on Green Acres preserved open space or on land owned by NJDEP. ⇒ Attach special authorization from NJDEP for the site to host a community solar facility.	p.8	<input type="checkbox"/> Yes <input type="checkbox"/> No
The proposed community solar project has received, in part or in whole, a subsection (t) conditional certification from the Board prior to February 19, 2019. ⇒ Attach a signed affidavit that the Applicant will immediately withdraw the applicable subsection (t) conditional certification if the proposed project is approved by the Board for participation in the Community Solar Energy Pilot Program.	p. 19	<input type="checkbox"/> Yes <input type="checkbox"/> No

Appendix C: Evaluation Criteria

The Evaluation Criteria chart below lists the various categories that the Board will consider in evaluating project Applications. Projects must score a minimum 30 points total in order to be considered for participation in the Community Solar Energy Pilot Program. Projects that score above 30 points will be awarded program capacity in order, starting with the highest-scoring project and proceeding to the lowest-scoring project.

Evaluation Criteria	Max. Points
<b>Low- and Moderate-Income and Environmental Justice Inclusion</b> Higher preference: LMI project	30
<b>Siting</b> Higher preference: landfills, brownfields, areas of historic fill, rooftops, parking lots, parking decks Medium preference: canopies over impervious surfaces (e.g. walkway), areas designated in need of redevelopment No Points: preserved lands, wetlands, forested areas, farmland  Bonus points for: landscaping, land enhancement, pollination support, stormwater management, soil conservation	20         Max. possible bonus points: 5
<b>Product Offering</b> Higher preference: guaranteed savings >10%, flexible terms* Medium preference: guaranteed savings >5% No Points: no guaranteed savings, no flexible terms*  *Flexible terms may include: no cancellation fee, short-term contract	15
<b>Community and Environmental Justice Engagement</b> Higher preference: partnership with municipality, partnership with local community organization(s), partnership with affordable housing provider Medium preference: letter of support from municipality, project owner is a government and/or public and/or quasi-public entity, project owner is an affordable housing developer	10
<b>Subscribers</b> Higher preference: more than 51% project capacity is allocated to residential subscribers	10
<b>Other Benefits</b> Higher preference: Provides local jobs/job training, demonstrates co-benefits (e.g. paired with storage, micro-grid project, energy audit, EE measures)	10
<b>Geographic Limit within EDC service territory</b> Higher preference: municipality/adjacent municipality Medium preference: county/adjacent county No Points: any geographic location within the EDC service territory.	5









































































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[Municipal Budget](#)

[Pennsauken Library](#)

[Pennsauken Country Club](#)

[Schools](#)

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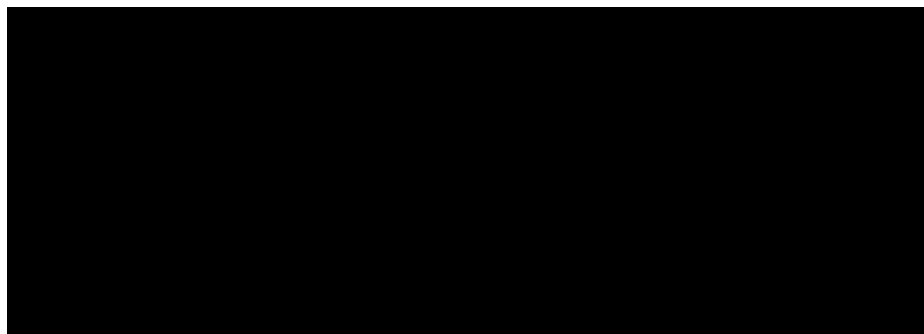
## Redevelopment Zones

### Redevelopment Plan Process

1. The Committee passes a resolution for Planning Board to investigate redevelopment.
2. The Planner will map land uses, building conditions, tax issues and photos of area and produce a draft report for review. (A final report will be prepared after review complete.)
3. Public notices should then be sent out to every property owner located in the area that was investigated (the notices do not have to be sent by certified mail) there must be two public notices in our paper of record, one each week for two weeks. The second notice must be sent out 10 calendar days in advance of the planning board public hearing held by the planning board (The report and exhibits will be shown this time) the public has the opportunity to give input.
4. The Planning Board should pass resolution recommending or denying to the committee that this area should be designated as a redevelopment zone. The public has the opportunity to comment at this time.
5. Committee can decline to pass or choose to receive report and pass it's own resolution declaring those areas in need of redevelopment at the next public meeting. (There is not a notice requirement for this.)

The purpose is to build up the area.

Areas designated for redevelopment:







































































































# Profile/History

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Solar Landscape is a specialized electrical contractor providing complete solar project design, management, and construction services. The company was founded in 1985 as Bart's Solar Landscape, a family-owned and operated company and is now recognized nationally as a leader in solar energy solutions. In 2011, Solar Landscape narrowed its focus exclusively to commercial and industrial solar photovoltaic (PV) project construction and more recently into the municipal, university, school and hospital market. As it entered the commercial solar industry exclusively, the company worked with developers who would use Solar Landscape's know-how to construct large scale solar projects.

Over the years, Solar Landscape's construction expertise was used by virtually every developer/solar-sales company in New Jersey. During that time, Solar Landscape's professionals learned industry best-practices and observed firsthand design, budgeting, equipment selection, scheduling, planning, and construction/interconnection of solar projects.

Today, Solar Landscape develops its own projects, controlling the entire process thus allowing for a smooth transition from development and design, to installation and interconnection. Thirty-four years in business demonstrates a long history of flawless project execution.

Solar Landscape's in-house electricians and installation professionals are among the most experienced in the country ensuring they deliver more efficient schedules resulting in a faster return on investment (ROI) for more than 150 solar installations. Fortune 500 companies; commercial and industrial business owners; schools; non-profits; state and federal entities partner with Solar Landscape to achieve cost savings and meet their renewable energy objectives. As a leading solar energy provider in the tri-state area, Solar Landscape has pioneered innovative installation of commercial and industrial solar PV systems across six states. The company's core values are reflected in every aspect of its work; safety and accountability— employee well-being, quality workmanship, customer centric focus and industry leadership.

Solar Landscape maintains their business owned development offices in Asbury Park, NJ. It also owns a 10,000 square foot facility in Neptune, NJ for the company's construction team. Solar Landscape was named one of "New Jersey's Fifty Fastest Growing Companies" by NJBIZ Magazine in 2015 and 2016. In 2018, Solar Landscape was once again recognized as a "Top Solar Contractor" in the nation by Solar Power World.

# Company Overview

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- 150+ solar energy projects successfully installed across six states
- More than 115 Megawatts of commercial rooftop solar installed
- 30+ full-time installation professionals and certified electricians
- 50 fastest Growing Companies in New Jersey by NJ Biz magazine
- Nationally recognized as "Top Solar Contractor" & "Top Solar EPC" by *Solar Power World* in 2017 & 2018
- Successful projects include; Fortune 100 companies, schools/universities, major retail chains, municipalities, public landfills, churches, industrial plants, storage/ refrigerated warehouses, office buildings & sporting complexes.
- Regionally Focused (NJ, NY, and CT)
  - Most recent projects include 5.4 MW ground mount, New Windsor, NY
  - 2.7 MW rooftop installation, Sommerville, NJ
- NABCEP certified in-house construction crews with decades of solar experience.



# Solar Landscape Executive Team



## **Shaun Keegan, Partner, CEO**

Shaun has been a thought leader in the solar photovoltaic industry since earning his Juris Doctorate degree at Drexel Law School after studying economics and renewable energy at Colorado University. He began his career in solar energy at ACS Solar. Working closely with the company's CEO, Shaun managed the installation of more than 15MW in commercial solar projects.

Shaun joined Solar Landscape in 2010 to facilitate the company's transition from residential to commercial/ industrial and utility-scale solar projects. During that time, the company has installed more than 110 MW in solar PV projects and has once again been recognized (2018) by Solar Power World as one of the top solar construction companies in the country. As Solar Landscape's CEO, Shaun is responsible for the company's business management, new project development and legal compliance. He has built the foundation of Solar Landscape's culture on professional integrity and personal responsibility.



## **Corey Gross, Partner, Director of Construction**

As the son of Solar Landscape's founder, Corey became the company's working foreman by the time he was 18 years old. Following his studies at West Virginia University, he rejoined Solar Landscape to manage every aspect of the commercial solar design-build process. Corey has overseen more than 115MW of commercial solar project installations. He leads a skilled and experienced project management, electrician and construction team, focused solely on safe install execution and efficient solar PV project production. Corey provides installation consult to equipment vendors and has worked with every major manufacturer/brand in the industry. Corey is a lead by example, hands on manager, who has trained his construction team to exemplify the highest standards of excellence in their workmanship.



## **Suzanne Kucera, Chief Financial Officer**

Suzanne has worked for more than 20 years as a strategic finance and operations leader with experience in diverse industries including clean energy, technology, infrastructure, finance and real estate. She has worked with companies in all stages of development including start-ups, privately-held growth companies and multinational public companies.

Prior to becoming a C-suite Executive, Suzanne was an experienced investment banker with nine years at Goldman Sachs followed by five at Allen & Company. Her career includes 8 years working in Europe as both banker and executive. Suzanne received her MBA from Harvard Business School and graduated summa cum laude with a BS in Accounting and Finance from the University of Illinois.



## **Mark F. Schottinger, General Counsel**

Prior to joining Solar Landscape, Mark practiced law for five years at Kirkland & Ellis in Washington, DC, representing Fortune 500 companies (e.g., BASF, Volkswagen, and BP) in a variety of high-stakes matters. From February 2018 through April 2019, Mark handled complex transactions and litigation at a boutique intellectual property law firm in Nashville, TN. Mark is a graduate of University of Virginia School of Law (2012) and University of Virginia (2007) (B.A. in Economics). Mark grew up at the Jersey Shore with the founders of Solar Landscape and now serves as the company's General Counsel.



## **Kevin Dunshee, National Sales Manager**

Kevin is a former educator who spent thirty years as an outside consultant working with New Jersey public schools and universities on finance and budgeting. Kevin comes from a family of educators and his connections with the K-12 and private school market has proven invaluable to the early success Solar Landscape has had with schools.

Today, Kevin is focused on community engagement at the local school level and within communities in which Solar Landscape is targeting community solar projects. Kevin's background makes Solar Landscape uniquely positioned to promote policies and practices that improve neighborhoods, engage community members to lessen human impacts on the environment, and create local jobs to strengthen local communities.

# Solar Landscape Executive Team



## **Lucas Titolo, Director of Engineering**

Before beginning with Solar Landscape, Lucas worked with Safari Energy, where he served as both a Project Engineer and as a Solar Feasibility & Design Engineer. As the firm's Director of Engineering, Lucas monitored construction drawing sets, provided technical support and conducts project site visits, drafts post-construction project commissioning procedures and aids in project commissioning. Lucas supervises process design and determines optimum sizing of the solar system, generates and generates detailed technical designs of photo voltaic systems. He also conducts site visits to record building measurements and solar trajectory.



## **Thomas Gantner, Director of Asset Management**

After working as a Mechanical Engineer with the United States Army, Tom worked as a Solar Asset Manger with Nautilus Solar Energy and TerraForm Power. As the Director of Asset management with Solar Landscape Tom's main objective is to sustain and optimize the performance of the portfolio of assets (solar projects) over their entire life-cycle, focusing on risk management. His work includes the optimization of available resources across the asset stakeholders including contract management and optimization. They will have accountability for the operations and maintenance (O&M) and technical Asset Management (AM) of the portfolio.



## **Patrick McNamara, Project Integrator**

Patrick McNamara has been in renewable technologies since 2011. He is a Michigan State University graduate whose work as a project manager for a net-zero energy retrofit at a multi-family housing complex in Connecticut brought him to the East Coast. Patrick was a Field Energy Consultant for Tesla before deciding to focus specifically on commercial and industrial scale solar project development. He is NABCEP Certified in Advanced PV Installation. At Solar Landscape he serves as Project integrator working on originating and developing projects and finding strategic partnerships for the company.



## **Kevin Potter, Project Development Manager**

Kevin worked as a property manager with USA Real Estate Management Group in New York before entering the renewable energy business as project manager for a NJ based solar energy provider. Kevin oversaw planning and implementation for more than 150 solar installation projects in NJ, NY, and PA. With Solar Landscape Kevin is responsible for managing commercial solar project's project life cycle including timelines, execution coordination, performance monitoring, benchmarking, stakeholder communication, and close/reconciliation.



## **Dave Norman, Project Manager - Asset Management:**

Dave is a certified electrician and has been working in renewable energy since he graduated from Rutgers University with a degree in Environmental and Business Economics in 2001. Dave has managed the installation of more than 200 PV projects and designed and constructed the first building integrated city rooftop PV systems for new construction in Hoboken, NJ. Throughout his career, he has designed, installed and managed most PV systems; including grid-tie, bi-polar grid-tie, off-grid battery with standby LPG generator, micro-inverters and DC optimizers. Dave has performed preventative maintenance and unscheduled maintenance for commercial PV systems and configured custom component and prebuilt data monitoring systems. Dave's professional license and certifications include: NJ Electrical License #34EI01829300, NABCEP #031409-104, OSHA 10hr #36-003590273, OSHA 40 Hazwoper ('04), BPI Building Analyst I ('05)

# Solar Landscape Executive Team

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## **Jesse Canaris**, *Project Manager - Technical Design*

Jesse's extensive professional experience began in the armed forces where he served five years active duty from and three years inactive duty. Jesse was assigned to the Presidential Medical Treatment Unity where he served two Presidents and first families and was part of the capital's DECON special threat team. Upon completion of his military service Jesse studied Cellular Biology and Neuroscience at Rutgers University. Since January of 2011, Jess has been a solar professional responsible for solar PV design and installation for several of the nation's largest solar EPCs. Solar Landscape uses Jesse's experience for design, site assessment, system commissioning and project development and monitoring.



## **Matt McCarthy**, *Construction Foreman*

After receiving his bachelor's degree from Rutgers University, Matt began his career as a solar professional with Pennsylvania Solar where he oversaw projects as large as three Megawatts. Matt began his career with Solar Landscape since 2010 and manages the on-site rooftop installation crews. He and his team have built the majority of the more than 100 megawatt projects Solar Landscape has installed.



## **Cormac McCarthy**, *Construction Foreman*

Cormac began his Solar Landscape career in 2011 after being awarded an Art History degree from Rutgers University. He is NABCEP trained and OSHA 30 certified and serves as the lead electrician and supervisor on many of the company's large-scale solar PV installations. Cormac and the firm's partner Corey Gross have been the lead electricians on every project the company has installed.

# Services

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## Solar Incentive & Pre-construction Consultancy

- Solar Energy Feasibility Studies
- Conceptual Design / Site Layout
- Project Funding Availability (Grants, Loans, Tax Credits)
- Battery Storage Design and Islanding Integration
- Assessment of Annual Energy Production Potential and Associated Energy & Cost Savings

## Incentive planning

- Deal Structuring
- Preliminary System Design
- ROI Analysis

## Self-Performing Electrical Contractor

- NJ Licensed electrical license #13385
- Service Upgrades
- Switchgear installations
- Low-voltage AC wiring applications.
- DC wiring
- Control wiring and metering
- Utility relay installations
- System performance testing
- LED lighting and retrofits

## Procurement

- Modules / Inverters / Racking
- Only employing industry leading, cost-effective technologies
- Established purchasing power with most major manufacturers
- Transparent pricing model

## Analysis

- Site Selection and Optimization
- Grid Connection Issues and Interconnection Assessment
- Structural Integrity of Mounting Structures
- Ground and Rooftop Design Engineering
- Quantitative Shading and Production Analysis

## Engineering

- PV Design
- Structural Assessment
- SLD
- Load Calculation analysis
- Interconnection Application
- Construction:  
Signed, sealed, submitted to local DOB
- Post-Construction:  
As-builts, System Conditioning

## Construction

- Pre-construction planning and site evaluation
- Permitting  
(building, electrical, and zoning)
- Site clearing and preparation (civil)
- Roofing recommendations and coordination
- Rack/pier installation
- DC electrical wiring and installation
- AC wiring
- Interconnection  
(low and medium/high voltage)

## Solar Asset Management

### *Operations & Maintenance*

- On-going maintenance services customizable to client's needs
- Preventative maintenance
- Warranty support
- Trouble-shooting
- Dedicated dispatch timeframe
- Production Reports

# About Us

Solar Landscape is a specialized electrical contractor based in New Jersey. We employ an elite group of expert solar electricians focused exclusively on commercial and industrial solar installation. We form partnerships with our clients our business runs through a network of referrals and recommendations.

## OVERVIEW

- ✓ Established in 1985
- ✓ Family-owned and operated
- ✓ Regionally focused (NJ, NY, & CT)
- ✓ In-house construction crews with decades of solar experience
- ✓ Fleet of 21 trucks/vans (company-owned assets)
- ✓ Headquartered in Asbury Park, NJ (company-owned asset)
- ✓ Construction yard and equipment storage in Neptune, NJ (company-owned asset)
- ✓ Safety and workmanship emphasized on every project

## KEY HIGHLIGHTS

- ✓ 150+ solar energy projects successfully installed
- ✓ 35+ full-time installers and electricians
- ✓ Zero lost-time OSHA incident
- ✓ #1 Largest Rooftop in NY installed by Solar Landscape
- ✓ 100+ Megawatts of rooftop solar installed
- ✓ Successful projects include: Fortune 100 companies, schools/universities, major retail chains, municipalities, landfills, churches, industrial plants, storage warehouses, refrigerated warehouses, office buildings, sporting complexes, etc.

## INSURANCE AND LICENSES

- ✓ New Jersey Licensed Electrical Contractor
- ✓ Better Business Bureau A+ rating
- ✓ NABCEP PV Installation Professional
- ✓ Liability insurance coverage up to \$25,000,000
- ✓ Bondable up to \$20M Aggregate / \$40M Per Project

## SUPPORTING ORGANIZATIONS

















