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Solect Energy

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SOLECT SOLAR ENERGY

Solect is a full-service solar photovoltaic (PV) project developer based in Hopkinton, Massachusetts, delivering smart solar solutions to help businesses and organizations reduce energy costs. As an industry leader in commercial solar energy, we take a practical approach to the development, installation and on-going support of each system. We partner closely with our customers, providing strong financial insight and solar technology expertise to optimize their investment while creating a positive impact on the environment.



With over 32 MW of solar energy installed, totaling over 200 projects, Solect is a leading commercial solar developer and installer in Massachusetts.

Smart Solar. Smart Business.

Unlike other solar energy companies, Solest owns and operates several solar PV systems and we understand what it's like to go through the financial and installation process firsthand. This unique perspective allows us to properly assess a project's feasibility from the customer's point of view, ensuring that it's in the best interest of our customers and community. Our collaborative and practical approach of developing "smart solar" solutions ensures simplified and reliable results that best fit our customers' needs, and has earned Solest a reputation for integrity and quality.

Solar incentives and regulations are constantly changing and are often complex. Solest makes the process of installing solar easy to understand, and our customers tell us we do a great job at simplifying the economics of solar.

Our goal of exceeding expectations has resulted in several of our customers conveying their confidence in Solest by installing their second and third systems. At Solest, we do more than develop solar arrays, we partner with your businesses or organization to deliver smart solar energy solutions that help you meet your goals and contribute to your long-term success

At Solest, it's not just business as usual. We believe that good business goes beyond profit. Good business – smart business – means focusing on the triple bottom line.



People

We're committed to our employees, customers and community. Dedicated to long relationships and strong jobs. We're here for you – and here for good.



Planet

Focused on a sustainable future. Solar energy is clean, renewable, and abundant. When you invest in solar energy, you're investing in the future — for all of us.



Profit



Solar Installation

Quality construction management is paramount to all PV solar installations. Solect's process starts with the evaluation and procurement of the best materials and equipment, and carries through to the management and inspection of the construction process leveraging certified professionals. We continue to carefully manage the interconnection and commissioning process with the grid, until the system is ready to be turned on. Our precise work and careful attention to the solar installation process, results in a renewable energy investment capable of solar energy production for twenty-five plus years.

Supply & Procurement

Solect's engineers design the most cost-effective and long-term infrastructure to meet each customer's specific financial needs and site requirements.

Solar Panels

Solect sources the latest PV technologies for its renewable energy system components from "best of breed" manufacturers, including both mono-crystalline and poly-crystalline solar panels, as well as amorphous silicon modules, to satisfy the widest variety of applications. By working with our large volume partners, we are guaranteed the most competitive pricing in the industry.

Mounting Hardware Solutions

Mounting hardware for rooftop photovoltaic applications are divided into two main categories – 1) ballasted (non penetrating) for flat roofs and 2) penetrating – on poles, racks or stanchions on pitched (sometimes flat roofs). Land based systems in New England typically have a metal racking system that is "pile driven" in the ground. Some projects use a combination of different mounting systems in order to provide maximum performance, structural integrity, and economics.

High-Efficiency Inverters

Inverters are designed specifically for each project. Solect works with our electrical engineers and installation team to ensure the overall integration of the system meets all of the electrical specifications and is installed correctly to meet local code requirements.

Construction

Solect project manages every step of the physical construction process. Construction starts with a safety plan designed specifically for the project and site conditions. Our certified installers prep the site with safety equipment and isolate a work area to minimize impact to business operations. Upon delivery of all equipment, our technicians assemble racking and panels to the engineered specifications and the electricians then facilitate all DC wiring, bonding and inverter tie-in to the AC switching gear. Solect's technicians then finalize metering and monitoring connections to prepare the system for final commissioning.

Interconnection

Interconnection is the process of connecting a distributed generation system to the electric grid. Prior to interconnecting, distributed generation system owners seeking to operate their systems in parallel with grid power must have a signed interconnection authorization from the local utility. The interconnection process actually starts well before the procurement and solar installation phases. Before a solar system can be installed, the project owner must first apply for the interconnection process. The interconnection process is complex and completing the process in a timely and cost-effective manner is crucial for a project's success. Solect works closely with each client to ensure that the interconnection process is being completed in the most efficient and timely fashion in order to keep the project moving forward and on target.

We partner closely with businesses and organizations, providing strong financial insight and solar technology expertise to help optimize their renewable energy investment.

Solar Ownership

Direct ownership of a solar energy system has many benefits. Under a direct ownership model the business or property owner purchases the solar PV system outright using the appropriate mix of debt and capital funds. Frequently, the combined benefits of positive cash flow coupled with aggressive tax incentives delivers attractive investment returns.

The combination of federal and state tax subsidies, state **financial incentives** such as SRECs and Net Metering, make owning a solar energy system a win-win for property owners. Solar ownership can be a very sound business decision with several benefits.

Benefits of Ownership:

Double Digit ROI

The federal and state governments provide subsidies and tax advantages to incent property owners to deploy solar PV solutions. A property or building owner with the right tax situation can reduce the cost of deploying a solar PV system by more than 50%. In many states, including Massachusetts, SRECs (Solar Renewable Energy Certificates) can be sold to local utilities to generate an additional revenue stream for the property owner. Rhode Island also has a new Distributed Generation Contract Program whereby the local utility will purchase the electricity generated from a solar system.

Reduced & predictable energy costs

Electricity rates have risen over 70% in the last 10 years and they do so in a volatile way – making it difficult to budget this line item year over year. With solar, you can accurately forecast the cost of your energy use for more than 20 years.

Energy Independence

Solar energy is clean, renewable and abundant. When you invest in solar energy you are no longer tied to the volatile price of fossil fuels and can free yourself from dependency on foreign oil.

Reduced Carbon Footprint

Being “green” is attractive to property owners who want to be part of the renewable energy revolution. Whether their reasons are financial, driven by a reduced carbon footprint, or purely philosophical, demand for clean renewable energy is real and growing. Due to current incentives, solar energy is generated at a significant discount to normal utility grid rates and is independent of the grid itself, which reduces the property owner’s reliance on carbon-based fuels.

Brand Enhancement

Solar Incentives

There are several financial incentives that make developing a solar array a good investment for business and property owners.

These incentives include:

Attractive Tax incentives from the federal government in the form of:

- A 30% **Income Tax Credit (ITC)** of the system price for newly deployed solar PV systems through 2019, which will decline in value incrementally from 2020-2022.
- Accelerated Depreciation incentive (MACRS) to help further business investment

State financial incentives in the form of:

SRECs (Solar Renewable Energy Certificates)

In Massachusetts, the **Green Communities Act of 2008** requires utilities in the state to generate at least 15% of electricity from renewable sources by 2020. One way they can meet this requirement is through the purchase of SRECs from solar PV system owners; one SREC equals 1000 kilowatt hours (kWh) of electricity produced. Massachusetts possesses a robust SREC market that provides significant revenue streams to solar array owners ranging from \$285 to \$350 per SREC.

Distributed Generation Contracts

In Rhode Island, the **Distributed Generation (DG) Standard Contracts Program** was enacted by the state legislature in late 2011; The “DG Contracts Program” requires the local utility (National Grid) to support 40 MW of renewable (solar/wind) energy deployment over the next four (4) years. National Grid will purchase the electricity produced from qualified solar systems at a guaranteed rate for 15 years via these DG Contracts



IGS

In late spring of 2015, Select partnered with IGS Solar, an affiliate company of one of the largest independent energy suppliers in the United States, to bring no-cost solar energy solutions to businesses and organizations across the state. The partnership provides more affordable financing options for companies seeking solar energy solutions by making power purchase agreements (PPAs) available to potential customers interested in using clean, renewable energy without incurring the capital expense and equipment responsibility, aiming to provide 10 MW of PPAs over the course of the partnership.

IGS Energy has been an advocate for change in the energy industry since 1989. As one of the largest independent energy suppliers, the company helps more than one million residential, commercial, and industrial consumers make smart energy decisions.

For more information on the partnership, read the **official press release**. For more information on IGS Solar, visit IGSsolarpower.com. Interested in going solar with a PPA?

Solar Energy Industries Association

Established in 1974, the Solar Energy Industries Association is the national trade association of solar energy industry. As the voice of the industry, SEIA works to make solar a mainstream and significant energy source by expanding markets, removing market barriers, strengthening the industry and educating the public on the benefits of solar energy. seia.org

Affiliates:



Environmental Business Council of New England

The EBC, a nonprofit organization, was established in 1990 by environmental and energy company executives who began meeting on a regular basis to exchange ideas and share experiences. The EBC was the first organization in the United States established to support and foster the development of the environmental industry. Our goal is to enhance business and job growth of both established and emerging environmental and energy businesses. ebcne.org



New England Women in Energy and the Environment (NEWIEE)

Founded in Boston in 2008 by a group of eminently accomplished women in the sector, NEWIEE harnesses the passion, intelligence and leadership experience of New England women to promote and encourage public interest in the energy and the environment sectors. Comprised of members across the public and private sectors, as well as various age groups, NEWIEE is also a stimulating forum for networking, sharing of expertise and information and mentoring. www.newiee.org



Solar Energy Association of New England

SEBANE is a business association of solar energy companies based, or doing business, in New England. Our membership includes companies from all sectors of the PV industry, including photovoltaic ("PV") cell and module manufacturers, component part manufacturers, project developers, system designers, and installers. www.sebane.org



Sustainable Business Network

The Sustainable Business Network of Massachusetts (SBN) is a 501(c)(3) nonprofit organization based in Cambridge, MA with the mission to build a Massachusetts economy that is local, green and fair. In September 2013, SBN celebrated 25 years of supporting and building local entrepreneurship. www.sbnmass.org



Northeast Energy Commerce Association

The Northeast Energy and Commerce Association (NECA) is New England's oldest and most broadly-based, non-profit trade association serving the competitive electric power industry. Founded in 1985, NECA's purpose is to facilitate an open forum among all electric power stakeholders to foster the development and maturation of competitive power markets. www.necanews.org