



Community Solar Market - Illinois
Community Solar for Commercial Subscribers

June 26, 2024

Ampion contracts and services all types of Community Distributed Generation Subscribers

01

Boston-based, **contracting and revenue management platform**

02

Team comprised of **80+ experienced energy and technology professionals**

03

350+ DG assets with over 1000 MW under management

04

Focused on **active allocation and revenue optimization** for our subscribers

05

Trusted by the largest suppliers and subscribers in distributed generation

06

Active in 36 utility service territories; ISO-27001, PCI compliant.

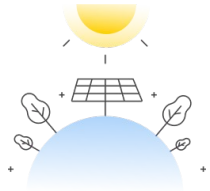


**Renewable Energy
Everywhere, for Everyone**

Community Solar 101

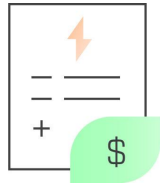
What Is Community Solar?

Powering communities toward a greener future



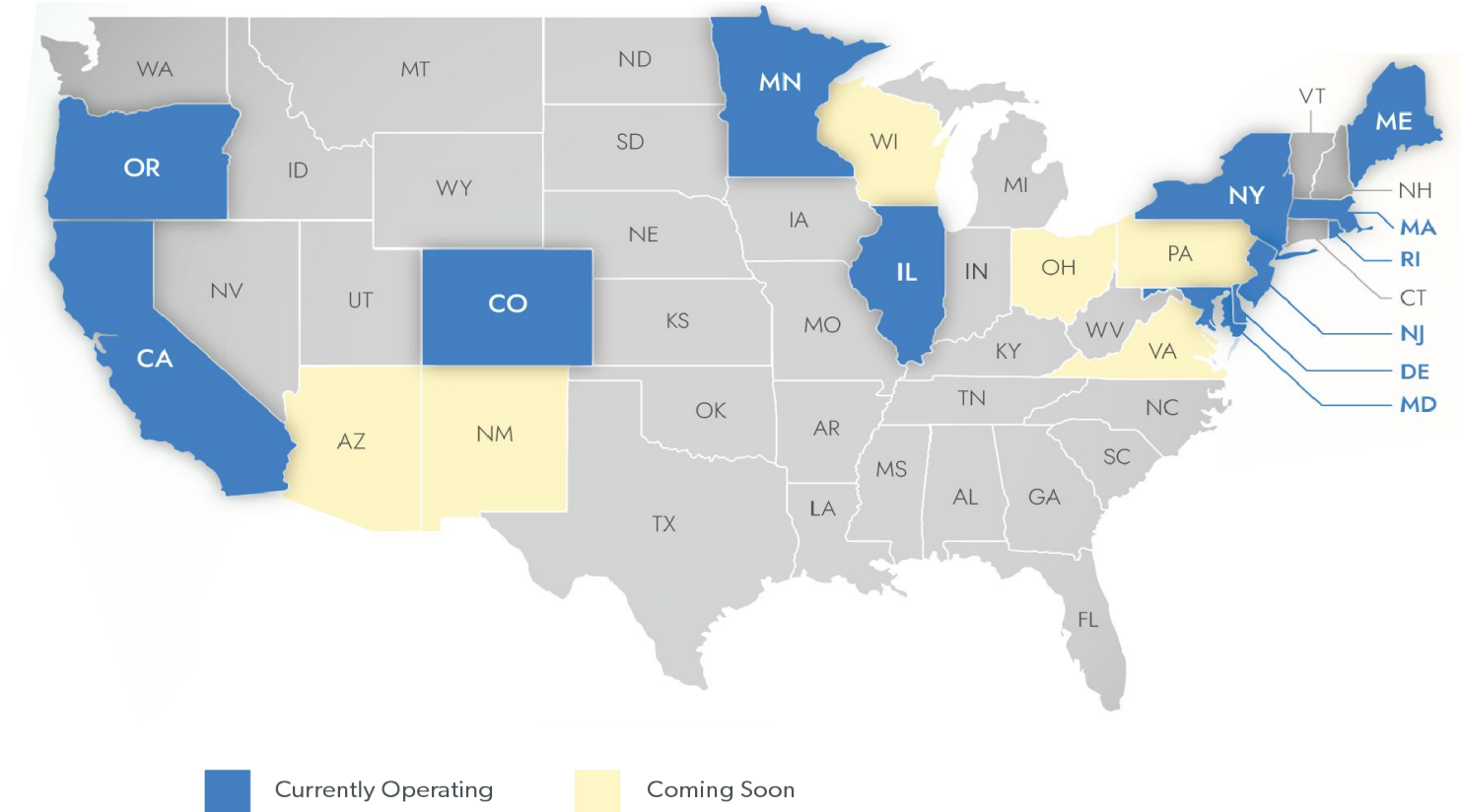
Community Solar is a state program that supports the growth of clean energy.

Ampion assigns Community Solar subscribers shares of local solar farms in the form of monetary credits against their utility bill. These Community Solar Farms send electricity to the utility grid where it becomes part of the overall power supply. Homes and businesses receive electricity like they always have.



Community Solar subscribers receive monetary solar credits on their electric bills, reducing what they pay to their utility each month. Subscribers pay for the energy produced by their share of the electric bill at a fixed, discounted rate – **typically 5% - 10%**

Where is Community Solar available?



Illinois Background Project Capacity & Requirements

Illinois Capacity

30+ MW active 75+ MW expected Comed
80 MW active 150+ MW expected Ameren



State	Utility	Customer Type (Rate Class)	Subscriber Discount	Term	Credit	Available Capacity (kWh)	Next Expected COD	Autopay	Notice to Cancel
IL	Ameren	Large and/or Small Commercial	10%	10 years	IG or 3yrs Audited Financials	23M kWh	Q1 2025	CC, ACH	No termination for convenience
IL	Ameren	Large Commercial	10%	10 years	IG or 3yrs Audited Financials	5M kWh	Q1 2025	UCB	No termination for convenience
IL	Ameren	Large Commercial	10%	10 years	FSRS <2	4M kWh (July start date)	Q2 2025	UCB	No termination for convenience
IL	Ameren	Small Commercial (0-150kW accounts)	10%	5 years	FSRS <u>≤</u> 3	6M kWh (July start date)	Q2 2025	UCB	6 month notice
IL	Ameren	Large Commercial	5%	10 years	FSRS <u>≤</u> 3	40M kWh	Q2 2025	CC, ACH	1yr for each 1M kWh
IL	ComEd	Large Commercial	10%	10 years	FSRS <u>≤</u> 3	15M kWh (Aug start date)	Q2 2025	CC, ACH	6 month notice
IL	ComEd	Small Commercial (0-100kW accounts)	10%	5 years	FSRS <u>≤</u> 3	20M kWh (Aug start date)	Q1 2025	TBD	6 month notice

What is ABP vs. Non-ABP

IL offers multiple compensation methods to the Developer/Asset Owner

ABP

IL Shines program pays the Asset Owner a 20 year fixed SREC value. Utility keeps the SRECs

- Requires a very specific set of subscription documentation Disclosure and Contract
- Requires a 50% Large subscriber and 50% small subscriber project ratio
- Requires detail reporting to IL Shines

Billing Options ABP

- *Utility Consolidated Billing*
 - Credits are allocated, billed and collected on the Subscribers Utility Bill
- Dual Billed

Non-ABP

IL Shines program allows the Asset Owner to keep the SRECs

- The Asset Owner can sell the SRECs and hold all volatility
- Requires only 3 Subscribers (one subscriber can subscribe to 40% of site)
- Asset Owners look for High Credit value subscribers

Billing Options Non-ABP

- *Dual Billed*
 - Credits are allocated on the Subscribers Utility Bill and billed and collected by Ampion



Illinois Small and Large Commercial Definition

Individual subscribers may be allocated to no more than 40% of a sites production

- A large commercial customer is defined as including all non-residential customers on rate classes with demand > 100kW.
 - The following rate classes are eligible for large customer designation:
 - ComEd – all rate classes including kW demand >100kW
 - Ameren – all non-residential rate classes including kW demand >150kW which includes DS-3, DS-4 and DS-6 tariff rate classes.
- A small commercial subscriber is defined as including rate classes with <24.8kW subscriptions to each community solar asset (each community solar site).
 - The following rate classes are eligible for small commercial consideration per IL program rules:
 - ComEd – commercial accounts <100kW demand – this includes rate classes BES and RDS;
 - Ameren – DS-1 and DS-2.
- Note: Non-ABP projects do not have a 50% / 50% small/large subscriber requirement

What is the ideal type of customer in IL?

Ideal Customer Type / Profile

- 100-400kW or greater is appropriate for current IG capacity needs
- Both large and small commercial subscriber accounts fit the capacity profile;
0-100kW or 100-400kW or greater
- Subscriber accounts can be assigned to multiple projects (stacked) so regardless of load we can maximize assignments to projects.
- Utility consolidated billing (UCB) is the ideal bill-type
 - If dual billed Ampion can only utilize the distribution portion of the bill.
 - Supplier consolidated billing (SCB) does not qualify for Community Solar.
 - Must shift to dual billing for SCB to participate
- Enroll subscribers and worry about shifting the billing to UCB at a later date.
 - Just get them signed up!

Enrollment Process

What is the process to enroll a customer?

Credit, estimated savings, sign agreement and collect pay info

- Criteria # 1 is that they pass the credit requirement
 - Investment Grade subscribers are confirmed via Moody's or S&P.
 - Passing IG credit score Baa3 or above for Moody's and BBB- or above for S&P.
 - 3 years audited financials reviewed to qualify as shadow rated IG.
 - Standard credit check is Experian FSRS score. The rating is 1-5 and passing credit ranges between FSRS 1-3.
- Criteria # 2 is that they align with the appropriate project requirements (small or large commercial or both)

What is the process after credit is qualified?

Estimated savings, educate, sign agreement, collect pay info

- Agent Portal Walkthrough
- Send Ampion (salesops@ampion.net) [account lead form](#)
 - Ampion needs the contact information of the signatory and the person that will manage billing for the company
- Ampion provides a savings analysis and assists with customer education if requested
- Ampion runs subscription process with Rep/BDM support
 - Ampion sends the signatory an email asking them to create a password and login to their Ampion portal to sign their agreement.
 - If payment information is required they will need to provide their payment information in the portal as well.

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