

# **TOWN OF CAPE ELIZABETH MINUTES**

**MEETING:** Vendor Liaison Sub-Committee of the  
Alternative Energy Committee

**DATE:** August 10, 2016

**TIME:** 6:30pm

**PLACE:** The Local Buzz  
327 Ocean House Rd.  
Cape Elizabeth, Maine

## **Welcome/Roll Call**

Richard Smith called the meeting to order at 6:40 p.m. Present were Wes Doane, Rick Smith & Laurenz Schmidt  
No members of the general public were present.

Mr. Smith called the members' attention to the Agenda's primary substantive topic and, as a result, the sub-committee discussed the financial capacity, technical expertise and experience of solar installers, Microgrid developers, and renewable project funders (collectively the "vendors"), with whom members of the sub-committee were familiar from their work outside the Alternative Energy Committee.

The sub-committee agreed that its objective was to identify vendors who could discuss the real-world costs, risks and optimum project scale the AEC should consider in deciding whether to recommend a number of

individual rooftop arrays, a large centralized array, a solar thermal project and/or an islandable Microgrid for several buildings.

Mr. Doane then moved that the vendors listed below be identified to the full AEC as prospective presenters at future AEC meetings either in person or by an acceptable form of video-conferencing. Mr. Smith seconded the motion and it passed unanimously. The following vendors were identified as possible presenters at AEC meetings:

ReVision Energy, Portland, ME – solar installer, including PPA-based installations and community solar farms

NextEra Energy, (formerly FPL) Juno Beach, FL – bought CMPs assets, owns the Seabrook nuclear plant and operates in a large number of states. It is an electric power generator, large-scale PPA-based solar project installer & microgrid developer

Borrego Solar, Lowell, MA – largest privately owned solar installer (\$500 million in PPAs), MA, CA and NY. large scale PPA-based solar installer and project developer;

IGS Solar, Dublin, OH – independent supplier of electricity and natural gas; wide range of solar installations including community wins farms; has partnered with ReVision.

Sun Gauge Financial, Boston, MA – Sara Ross's answer to banks that did not understand solar. The company finances both homeowners and solar installers and focuses on analyzing costs and risks in solar projects.

Beltane Solar, Portland, ME – Solar water treatment and desalinization; thermal systems. Mr. Schmidt is a principal.

Mr. Smith then posed the question whether the sub-committee could represent to the full AEC that it had contacts at each of these firms. Although no formal vote was taken, it was decided by consensus that at the next AEC meeting where the work of the sub-committee is on the agenda, Mr. Smith will identify contacts at ReVision, NextEra and IGS, Mr. Doane will identify contacts at Borrego Solar and SunGuage Financial and Mr. Schmidt will identify a potential presenter from Beltane.

There being no further business to come before the subcommittee, Mr. Smith moved to adjourn, Mr. Doane seconded and the meeting adjourned at 7:50 p.m.

**Respectfully Submitted,  
Richard W. Smith**