



nexamp x Warren County

**New York  
Community Solar**

NEXAMP.COM

REVOLUTIONIZING THE  
FUTURE OF CLEAN ENERGY

NEXAMP 2024 |

# Agenda

- Nexamp Background
- Benefits Summary
- New York Deep Dive
- Case Study & Customer Experience
- Next Steps
- Appendix



# About Nexamp

## Founded by Veterans

- Will Thompson and Dan Leary returned from active duty in the Middle East with a plan to alleviate America's dependency on foreign resources.
- Our mission is to ensure equity, accessibility, and transparency through a vertically integrated model



## Vertically Integrated

- We're a national, vertically integrated solar energy and storage company headquartered in Boston
- We develop, manage, and maintain community solar farms nationally
- We lead with inclusivity and equity, it is the foundation of our business model



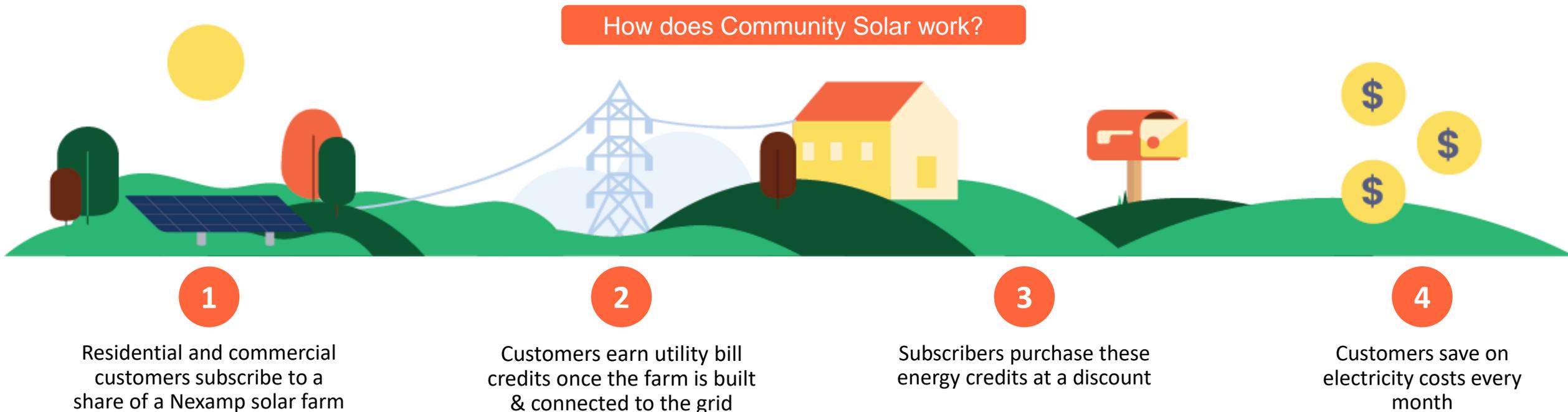
# | The Nexamp Way



We're a **vertically integrated** organization that manages each phase of the project to ensure consistent and repeatable results.

# | What is Community Solar?

- Community solar programs allow utility customers to tap into solar energy and save on their annual electricity cost without having to install solar panels
- Nexamp customers submit their utility bills and, based on relative demand, receive a certain allocation of solar energy generation from a local array. Once subscribed, customers receive credits on their utility bills for the energy generated by the solar farms
- Community solar allow for residents and commercial entities to receive the benefits of solar without the upfront cost and complexity involved in building onsite systems



# Benefits Summary – Warren County



## Economic Savings

- **Annual utility cost savings of over \$80,000.**
- No capital commitment required → guaranteed savings so long as local utility spending is maintained



## Environmental Impact

- Local community solar projects that delivers over 10 MW's of clean energy
- Projects utilize pollinator friendly and sheep grazing practices to maximize environmental benefits
- Project built near airport in Warren County, adding local, reliable renewable energy to your grid.



## Community Benefits

- Projects would not be constructed if not for Warren County's commitment
- Thousands of residential subscribers will now be able to participate and share in cost savings
- Potential to partner with Warren County to extend savings to residents and employees.



# Capacity and Savings Summary: High Level Assumptions

**Nexamp** can provide **Warren County** with the necessary scale to meet your needs, **both today and in the future**, by delivering credits and savings to facilities and to the **local communities that you serve.**

## National Grid Accounts

Number of Accounts	62
Est. Annual Utility Costs	\$745,936
Credits Delivered (90%)	\$670,982
# Projects	1
Capacity (DC)	3.77 MW DC
<b>DISCOUNT</b>	<b>10.5%</b>
<b>ANNUAL SAVINGS</b>	<b>\$81,786</b>
<b>LIFETIME SAVINGS (20 Years)</b>	<b>\$1,635,729</b>

# Savings Summary

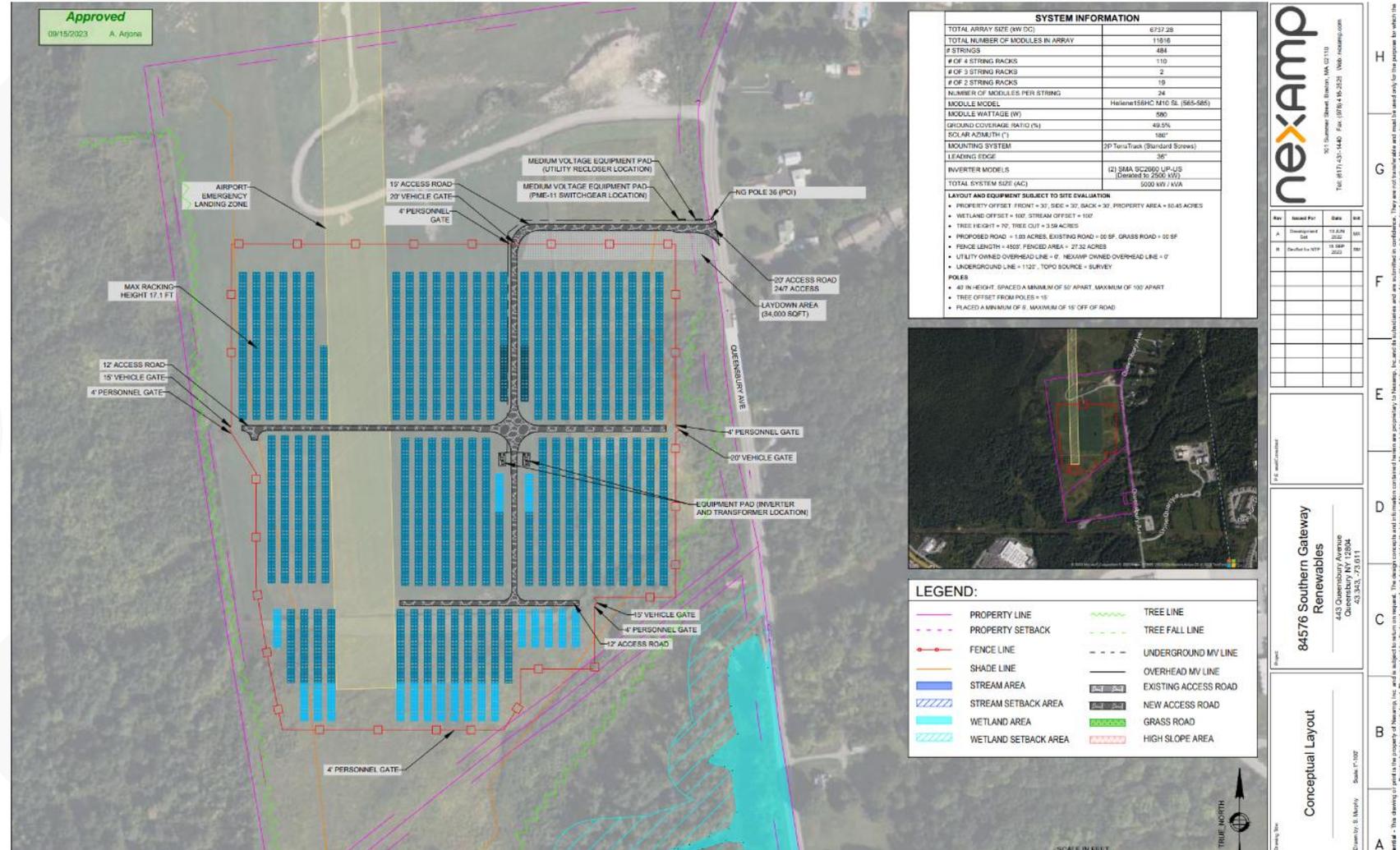
System Year	kWh Produced Annually	Expected Credit Rate (\$/kWh)	Bill Credit Value	Fixed Discount	Credit Purchase Price	Savings	Cumulative Savings
1	5,283,326	\$0.12700	\$670,982	10.5%	\$600,529	\$70,453	\$70,453
2	5,259,551	\$0.12954	\$681,322	10.5%	\$609,783	\$71,539	\$141,992
3	5,235,883	\$0.13213	\$691,821	10.5%	\$619,180	\$72,641	\$214,633
4	5,212,322	\$0.13477	\$702,482	10.5%	\$628,722	\$73,761	\$288,394
5	5,188,866	\$0.13747	\$713,308	10.5%	\$638,410	\$74,897	\$363,291
6	5,165,516	\$0.14022	\$724,300	10.5%	\$648,248	\$76,051	\$439,343
7	5,142,271	\$0.14302	\$735,461	10.5%	\$658,238	\$77,223	\$516,566
8	5,119,131	\$0.14588	\$746,795	10.5%	\$668,381	\$78,413	\$594,980
9	5,096,095	\$0.14880	\$758,303	10.5%	\$678,681	\$79,622	\$674,601
10	5,073,163	\$0.15178	\$769,988	10.5%	\$689,139	\$80,849	\$755,450
11	5,050,333	\$0.15481	\$781,854	10.5%	\$699,759	\$82,095	\$837,545
12	5,027,607	\$0.15791	\$793,902	10.5%	\$710,542	\$83,360	\$920,904
13	5,004,983	\$0.16107	\$806,136	10.5%	\$721,492	\$84,644	\$1,005,549
14	4,982,460	\$0.16429	\$818,559	10.5%	\$732,610	\$85,949	\$1,091,497
15	4,960,039	\$0.16757	\$831,173	10.5%	\$743,900	\$87,273	\$1,178,770
16	4,937,719	\$0.17093	\$843,981	10.5%	\$755,363	\$88,618	\$1,267,388
17	4,915,499	\$0.17434	\$856,987	10.5%	\$767,003	\$89,984	\$1,357,372
18	4,893,380	\$0.17783	\$870,193	10.5%	\$778,823	\$91,370	\$1,448,742
19	4,871,359	\$0.18139	\$883,603	10.5%	\$790,824	\$92,778	\$1,541,521
20	4,849,438	\$0.18502	\$897,219	10.5%	\$803,011	\$94,208	\$1,635,729

20-Year Savings	\$1,635,729
-----------------	-------------

# Project Specifics

## Project Details

Project Name	Northern & Southern Gateway Renewables
Project Location	443 Queensbury Ave, Queensbury, NY 12804
Project Size(s)	13+ MW DC Combined
Estimated Operations Date	Q4 2025
Combined Year 1 Production	19,173,000 kwh
VDER Rate	\$0.127/kwh
Combined Total Year 1 Credits	\$2,290,000



# Nexamp in New York



**50+**

Operational Projects

**~275 MW**



**40+**

Under Construction

**~250 MW**



**~20K**

Residential  
Subscribers in NY



**~200MW**

Closed Won with  
Large Subscribers



Nexamp is the largest distributed generation solar developer in New York State, enabling us to create tailored solutions.

# 500 + MW Secured Across Key Sectors and Industries

Proprietary and Confidential

## Commercial



## Government



CITY of North Tonawanda



## Healthcare



## Nonprofit



# Albany Medical Center

Nexamp works with community-based organizations, corporates, and government accounts to reach households in underserved communities and maximize the benefits they receive — particularly low-to-moderate income households.

**\$150,000**

In savings  
through CS  
subscription

**85**

Employees  
enrolled



## Albany Medical Center

Albany Medical Center (AMC), northeastern New York's only academic health sciences center enrolled in Nexamp's Community Solar program. AMC is supporting local clean energy and cutting its electricity costs. Under the agreements, AMC receives energy credits generated from four Nexamp solar farms located across National Grid's service territory — approximately 7.9 MW of clean energy — for an annual estimated savings of more than \$150,000. Nexamp and Albany Medical Center worked closely to ensure that AMC employees and the medical college's students had an opportunity to participate as well.

“ The savings we will realize from these solar projects will directly support our vital patient care mission while also helping our Albany Med community and residents of Clifton Park obtain the benefits of clean, lower-cost energy.”

-Frances Spreer Albert, executive vice president, chief operating officer and chief financial officer at Albany Med

# Nexamp's Customer Experience



## Dedicated Support Team

- 40+ professionals are committed to the customer experience
- Support 60K customers via phone or email
- Account Management team is available for more complex accounts or questions
- Handle over tens of thousands of contacts annually
- Calls answered within 23 seconds on average



## Utility Relationships

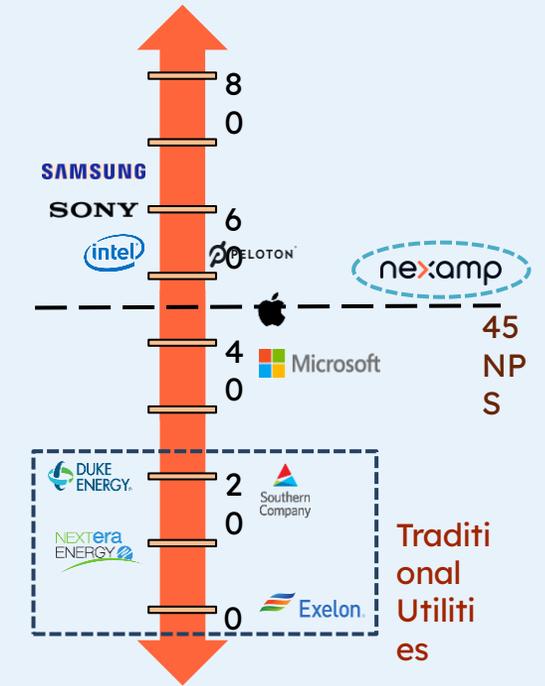
- Dedicated team of professionals that meets with each utility bi-weekly
- Manage incoming data from utilities to review quality and ensure appropriate crediting on customer accounts



## Ensuring Quality

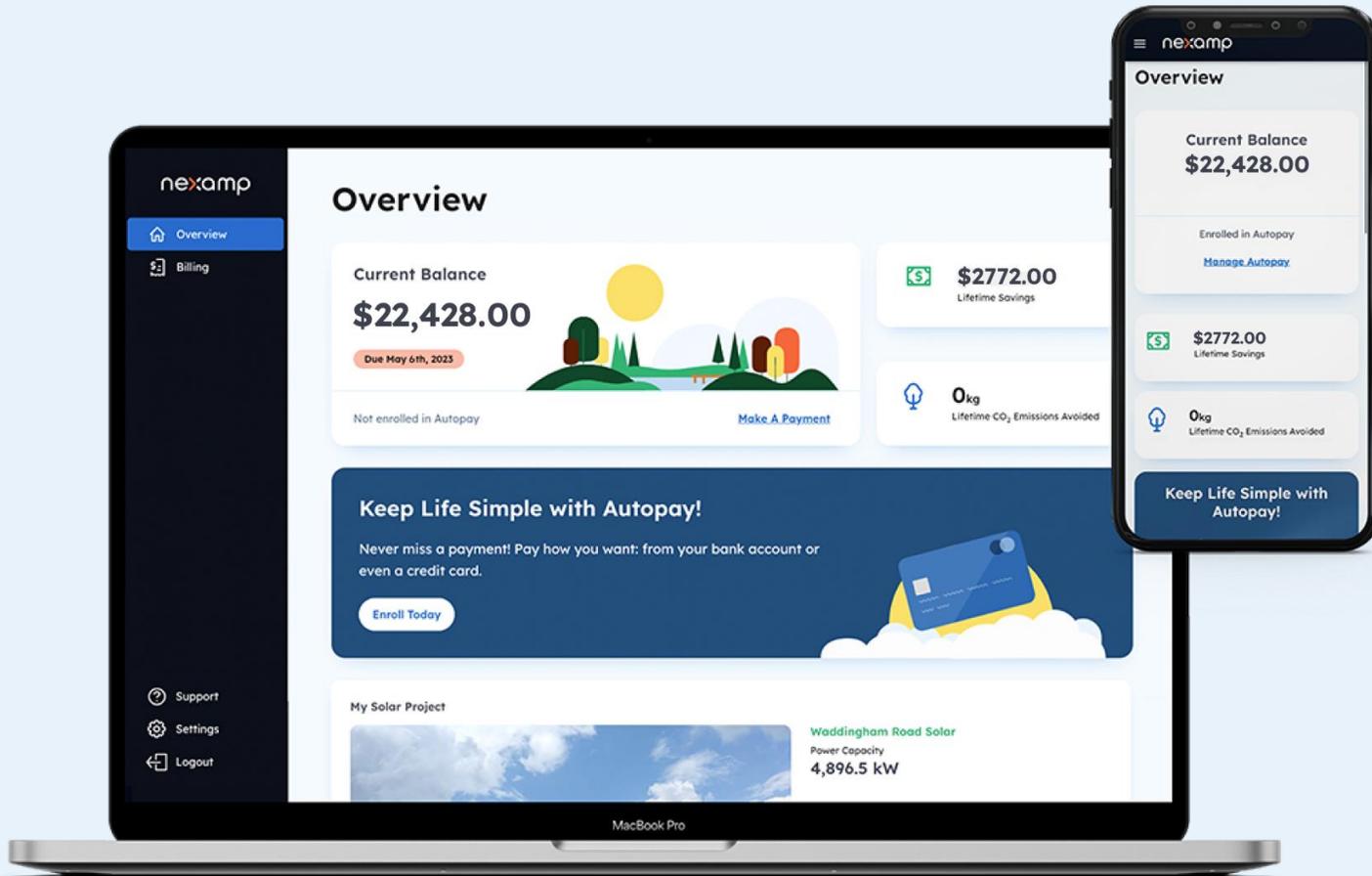
- Record 100% of inbound phone calls to listen for quality interactions
- Post-call surveys after every interaction, and monthly touchpoint surveys with customers to measure the experience

## Standout Net Promoter Score

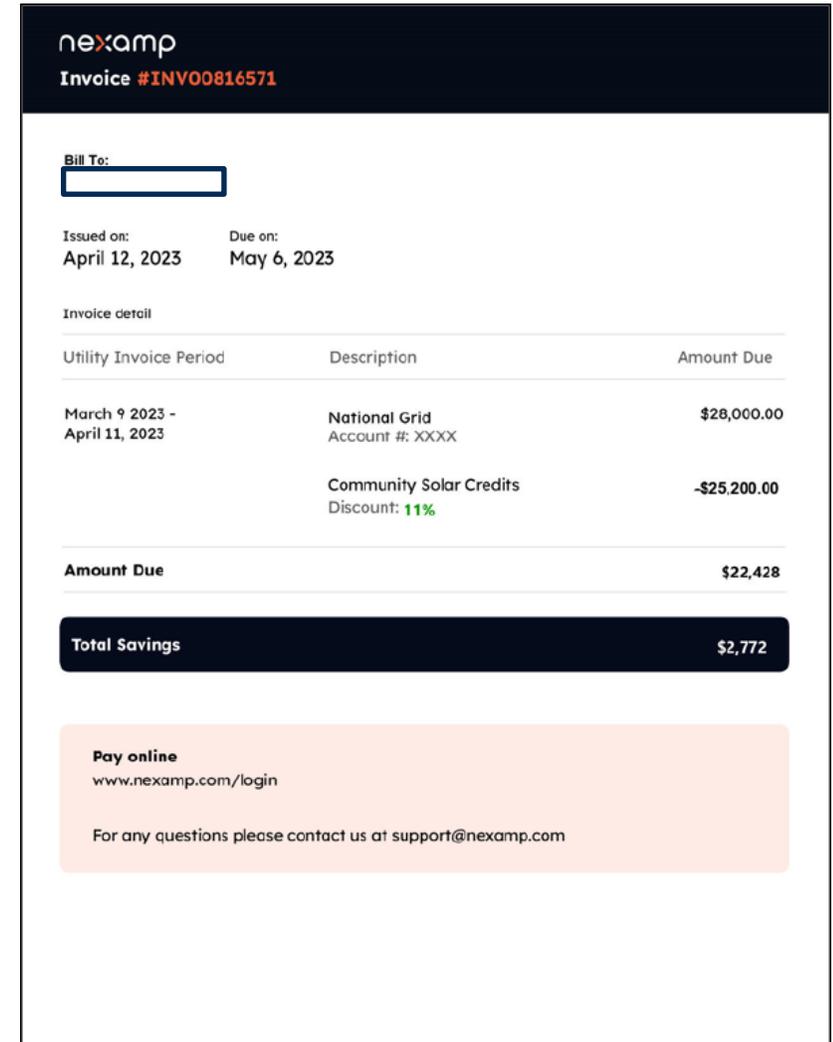


Transactional Satisfaction 8.9/10

# Dashboard & Sample Invoice



Customer Portal



Customer Billing Experience

# How Billing Works

## Before Nexamp

**nationalgrid** SERVICE FOR COMPANY, INC. 1 PINE ST ANYTOWN NY 12345

BILLED PERIOD: Oct 4, 2022 to Nov 4, 2022

ACCOUNT NUMBER: 12345-67890

DATE: 1/4/2024

AMOUNT DUE: **\$100,000.00**

DETAIL OF CURRENT CHARGES

**Delivery Services**

Service Period	No. of days	Current Reading	Previous Reading	Total Usage
Oct 4 - Nov 4	31	1000000	377195.05	Actual 622,804.95 kWh

Electric Usage History

Month	kWh	Month	kWh
Nov 21	851	Jun 22	752
Dec 21	850	Jul 22	762
Jan 22	754	Aug 22	846
Feb 22	1369	Sep 22	1017
Mar 22	1475	Oct 22	791
Apr 22	1338	Nov 22	665
May 22	839		

Distribution Demand Charge (kW)	9.2	x	1000	\$9,200.00
Delivery	0.076	x	622804.90	\$47,102.74
SBC	0.005	x	622804.90	\$3,238.90
Legacy Transition Charge	0.001	x	622804.90	\$454.65
RDM	-0.006	x	622804.90	(\$3,736.83)
Transmission Rev Adj	-0.004	x	622804.90	(\$2,491.22)
Tariff Surcharge	2.04%			\$1,097.40
<b>Total Delivery Services</b>				<b>\$ 64,865.33</b>

**Supply Services**

Electricity Supply	0.090	x	622804.90	55741.04288
Merchant Function	0.002	x	622804.90	971.575194
ESRM	-0.019	x	622804.90	-11577.944
<b>Total Supply Services</b>				<b>\$45,134.67</b>

**Delivery + Supply** **\$100,000.00**

## After Nexamp

**nationalgrid** SERVICE FOR COMPANY, INC. 1 PINE ST ANYTOWN NY 12345

BILLED PERIOD: Oct 4, 2022 to Nov 4, 2022

ACCOUNT NUMBER: 12345-67890

DATE: No payment due

AMOUNT DUE: **\$0.00**

DETAIL OF CURRENT CHARGES

**Delivery Services**

Service Period	No. of days	Current Reading	Previous Reading	Total Usage
Oct 4 - Nov 4	31	1000000	377195.05	Actual 622,804.95 kWh

Electric Usage History

Month	kWh	Month	kWh
Nov 21	851	Jun 22	752
Dec 21	850	Jul 22	762
Jan 22	754	Aug 22	846
Feb 22	1369	Sep 22	1017
Mar 22	1475	Oct 22	791
Apr 22	1338	Nov 22	665
May 22	839		

Distribution Demand Charge (kW)	9.2	x	1000	\$9,200.00
Delivery	0.076	x	622804.90	\$47,102.74
SBC	0.005	x	622804.90	\$3,238.90
Legacy Transition Charge	0.001	x	622804.90	\$454.65
RDM	-0.006	x	622804.90	(\$3,736.83)
Transmission Rev Adj	-0.004	x	622804.90	(\$2,491.22)
Tariff Surcharge	2.04%			\$1,097.40
<b>Total Delivery Services</b>				<b>\$ 64,865.33</b>

**Supply Services**

Electricity Supply	0.090	x	622804.90	55741.04288
Merchant Function	0.002	x	622804.90	971.575194
ESRM	-0.019	x	622804.90	-11577.944
<b>Total Supply Services</b>				<b>\$45,134.67</b>

**Delivery + Supply** **\$100,000.00**

**AMOUNT DUE**  
**\$0.00**

**nexamp** Nexamp, Inc. | 101 Summer Street 2nd Floor | Boston, MA 02110

Invoice #: INV01234567  
Invoice Date: 12/05/2023

Bill To: Company, Inc. 1 Pine St Anytown, NY 12345

**Account Activity**

Previous Balance as of 11/03/2023: \$00.00  
Payments & Other Activity: (\$50.00)  
Current Charges: \$90,000.00  
**Total Due: \$90,000.00**

**Current Charges**

Production Period	Your Nexamp Charge	Solar Energy Credits	10% Discount	Amount Due
10/12/2023-11/12/2023	Utility Account: 8904602033 - National Grid Service Address: 1 Pine St, Anytown, NY 12345	\$100,000.00	(\$10,000.00)	\$90,000.00

**Total solar energy credits for this period** \$100,000.00  
**Total discount for this period** (\$10,000.00)  
**Total current charges for this period** \$90,000.00

**Total Due: \$90,000.00**  
Payment Due Date: 01/04/2024

**\$10,000 SAVINGS!**

**Account Activity**

Previous Balance as of 11/03/2023: \$00.00  
Payments & Other Activity: (\$00.00)  
Current Charges: \$90,000.00  
**Total Due: \$90,000.00**  
Payment Due Date: 01/04/2024

1 Before Nexamp, this customer paid \$100,000.00 to National Grid.

2 With Nexamp, this customer received a \$100,000.00 credit on their utility bill, meaning they now owe \$0 to the utility.

3 However, they now receive a bill from Nexamp for that credit. Instead of paying the full \$100,000.00 for the credit received, they get a 10% discount from Nexamp, and pay \$90,000.00 for this month's electricity.

# | Next Steps

- Warren County confirms spend figures and interest in proceeding.
- Nexamp finalizes project allocations and provides agreements for legal review.
- Warren County contracts with Nexamp and projects are constructed over next year.
- Once projects are complete, savings begin.





---

**Jack Martell**

[jmartell@nexamp.com](mailto:jmartell@nexamp.com)

207-233-4131

---

| Thank You!

nexamp