# IN THE MATTER OF SOLAR SUCCESSOR INCENTIVE PROGRAM PURSUANT TO P.L. 2018, C.17 - Sunnova Energy Corp. Response - Uploaded in connection with Sunnova's May 4, 2022 Response Letter

State of New Jersey Governor Philip D. Murphy Lt. Governor Sheila Y. Oliver

### **Board of Public Utilities**















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# NOTICE

# IN THE MATTER OF A SOLAR SUCCESSOR INCENTIVE PROGRAM PURSUANT TO P.L. 2018, C.17

#### **Docket No. QO20020184**

Staff of the New Jersey Board of Public Utilities ("NJBPU" or "Board") invites all interested parties and members of the public to attend an informational session regarding updates to the Transition Incentive ("TI") Program and the Administratively Determined Incentive ("ADI") Program. Additionally, Staff invites stakeholders to provide verbal and written comments in response to proposed changes to the ADI Program Disclosure Forms (provided in Appendix 1).

#### INFORMATIONAL SESSION

**DATE:** Wednesday April 20, 2022

**TIME:** 10:00 a.m.

REGISTER: <a href="https://us06web.zoom.us/webinar/register/WN\_xEOwo04ESCSuc65cB1XAZw">https://us06web.zoom.us/webinar/register/WN\_xEOwo04ESCSuc65cB1XAZw</a>

The meeting will be co-hosted by NJBPU Staff and staff from the TI and ADI Program registration manager, TRC. The meeting will be conducted in two parts:

- 1) Staff will provide updates and information on TI and ADI Program requirements, followed by an opportunity for Q&A.
- 2) Staff will present proposed changes to the ADI Program Disclosure Forms, followed by an opportunity for public comment.

#### Written comments will be accepted through 5:00 p.m. ET on Wednesday May 4, 2022.

Please submit comments directly to the specific docket listed above (Docket No. QO20020184) using the "Post Comments" button on the Board's <u>Public Document Search</u> tool. Members of the public may file comments regardless of whether they participated in the public meeting. Comments are considered "public documents" for purposes of the State's Open Public Records Act, and any confidential information should be submitted in accordance with the procedures set forth in N.J.A.C. 14:1-12.3. Written comments may also be submitted to:

#### Secretary of the Board

44 South Clinton Ave., 1st Floor PO Box 350 Trenton, NJ 08625-0350

Phone: 609-292-1599

Email: board.secretary@bpu.nj.gov

Please direct all questions about this matter to <a href="mailto:njreinfo@njcleanenergy.com">njreinfo@njcleanenergy.com</a>.

Name: Carmen Diry

Title: Acting Secretary

Dated: April 7, 2022

#### **Request for Comments**

Proposed Changes to Administratively Determined Incentive (ADI) Program Disclosure Forms

#### **BACKGROUND**

Consumer Disclosure forms are designed to provide consumers with readily understandable, basic information regarding the contractual rights and obligations specified in their solar contracts. NJBPU initially developed disclosure forms for use regarding solar contracts in its TI Program. NJBPU updated these forms for use in the ADI Program component of its Successor Solar Incentive ("SuSI") Program. Currently, all net metered projects participating in the ADI Program must include a disclosure form ("Disclosure Form") with their respective initial ADI Program registration package ("ADI Registration Package"). As there are different financial arrangements for different solar customers, NJBPU has provided three different standard Disclosure Forms for the most common solar contracts, specifically purchase agreements, lease agreements, and power purchase agreements ("PPAs").

A recent review of the Disclosure Forms revealed that numerous installers, developers, and other contractors (collectively, "Installers") are making changes to and/or completing the Disclosure Forms in a manner that NJBPU Staff believes to be inconsistent with the intent and objectives of the Disclosure Forms. This Request for Comments summarizes Staff's observations and recommendations for changes to the content and administration of the Disclosure Forms going forward and attaches the proposed revised Disclosures Forms.

#### **ISSUES**

Board Staff has identified a number of issues related to Installers' use of Disclosure Forms.

Staff's concerns generally fall into three categories:

- ADI Registration Packages submitted with modified Disclosure Forms (see Attachment 1 for visual examples of modifications made to the Disclosure Forms). In some instances, the changes target areas where the Disclosure Forms fail to accommodate appropriately certain legitimate business practices. In other instances, Staff believes the changes undermine the intent and benefits the Disclosure Forms offer.
- 2. Installers who embed the Disclosure Form into their respective solar contracts did so in a way that could make it easy for a consumer to overlook the Disclosure Form.
- 3. Submitting TI Disclosure Forms for ADI projects, instead of using the appropriate ADI Disclosure Forms.

The following provides examples of the types of changes certain Installers have made to the Disclosure Forms:

1. The Disclosure Forms provide a box for the Installer to complete with a fixed number, such as a specific dollar amount or number of days. However, the requirement to insert a fixed number may

be inconsistent with current business practices of some solar Installers. For example, the PPA Disclosure Form includes a box where the Installer is to provide the per kWh rate. The PPA Disclosure Form also contains a note that the consumer's monthly payments will be the product of the amount of power the solar panels produce, multiplied by the kWh rate. While a fixed rate per kWh would be consistent with the current business practices of most current PPA Installers, at least one Installer provides systems in exchange for a fixed monthly rate, regardless of the amount of power provided, e.g., \$100/month instead of \$0.08/kWh.

- 2. The Disclosure Forms provide a box to be completed with the fixed dollar amount for any late payment fees, no matter when or how often payment delinquencies occur. However, many Installers charge late fees for delinquent payments as a percentage of the amount of the outstanding bill, with the percentage being capped at the maximum interest rate allowable by law.
- 3. The Disclosure Forms provide a box for Installers to complete with a fixed dollar amount of costs for the removal and re-installation of the solar system. For example, if the customer needs to repair his or her roof, the cost of removal and re-installation of the solar system would be noted in that box. However, only some Installers offer a fixed fee to remove and re-install a solar system. Some Installers have indicated that this is because the removal and re-installation could occur 15 or 20 years after the solar contract's effective date, which makes it difficult and risky to set a fixed fee for the task. Some Installers have modified the Disclosure Forms to avoid setting a fixed cost for this task and to instead include language describing a range of costs, in some cases a very broad and generic range, e.g., "costs will vary with the passage of time."
- 4. Further, at least one Installer electronically embedded the Disclosure Forms within its contracts, as opposed to having the customer receive a clearly distinct, separate Disclosure Form for each contract. Staff believes that embedding the short, user-friendly Disclosure Form in a long, legal contract is inconsistent with the objective of using the Disclosure Form to make key contractual provisions readily visible to a consumer.

Finally, several ADI registrants submitted the old TI Disclosure Forms with their ADI Registration Packets. Staff finds this practice objectionable because it can confuse customers as to the program (TI versus ADI) in which their project is being registered.

#### **RECOMMENDATIONS**

Staff recommends the following regarding potential changes to the Disclosure Forms:

- 1. The Disclosure Forms would be modified to address the above issues and otherwise clarify and improve them, as set forth in the revised draft Disclosure Forms at <a href="Attachment 1">Attachment 1</a> to this Request for Comments and in the examples set forth below:
  - a. Accommodate the ability to include/insert language describing certain legitimate business practices, as opposed to filling in a box, but also requiring that language be clear and consumer-friendly. An example of this is the revised sections of the applicable Disclosure Forms addressing system removal costs.
  - b. Incorporate a number of other proposed minor, generally clarifying, changes to the Disclosure Forms, such as adding a definition of "Provider," a term that has been a source of confusion for some Installers.
- Once NJBPU approves the revised Disclosure Forms, applicants to the ADI Program would no longer be able to modify the Disclosure Forms for participation in that program. Rather, they would be required to complete the Disclosure Forms as indicated on the Disclosure Forms themselves and any instructions regarding how to complete such Disclosure Forms.
  - The ADI registration processing team will continue to accept ADI Disclosure Forms with the types of changes discussed above (i.e., continue to allow applicants to insert language related to monthly payments, late fees, removal costs, etc.) until 15 business days after the date NJBPU approves the revised Disclosure Form. Thereafter, any non-compliant Disclosure Forms will be rejected.

- 3. The ADI registration processing team has started to, and will continue to, reject ADI registrations, including currently pending registrations, that:
  - a. Include a TI Disclosure Form, rather than an ADI Disclosure Form.
  - Include a Disclosure Form that does not include a reference to the ADI Program in its heading.
  - c. Include only a Disclosure Form embedded in the solar contract. Disclosure Forms instead must be presented to and signed by the customer as a stand-alone document, submitted separately from and in addition to the solar contract.
- 4. Going forward, Staff recommends the ADI processing team periodically conduct a sample audit of Disclosure Forms to verify they are being filled out properly and without change. The discovery of any non-compliant Disclosure Forms will result in the rejection of the associated registrations and possibly the commencement of the Board approved process for remediating and/or sanctioning misbehavior (e.g., Contractor Remediation Procedures) and/or other enforcement and/or disciplinary actions.

Comment 1.), in response to 3.c.

Sunnova has found that generating the Disclosure Forms simultaneously and with the same input data as the contracts ensures consistency of information, less vulnerability to manual transcription, and the customer's receipt of an accurate disclosure.

To address the Board's concern that the disclosure be certain to make "key contractual provisions readily visible to a customer" (Notice, at 4), however, Sunnova proposes requiring that the Disclosure be attached to the front of every solar contract package.

# **ATTACHMENT 1:**

New Proposed Disclosure Forms



#### **Solar Lease Disclosure Form**

# for the Successor Solar Incentive (SuSI) Administratively Determined Incentive (ADI) Program

You are entering into a Solar Lease Agreement ("Lease") to lease a solar system that will be installed on your property. This means that you will **not** own the solar system.

The intent of this Solar Lease Disclosure Form ("Form") is to provide you with a clear understanding about the terms of your Lease. The Lessor named in your Lease is required to provide you with this Form so that you have information about the solar system, including solar system size, costs associated with the Lease, operations, and warranties. As part of the ADI Program¹ registration requirements, this Form must be completed and signed by the parties to the Lease. This Form is not a substitute for your Lease. There are many variations on the terms and conditions of solar leases, and you should compare each solar lease offer you receive, so that you enter the lease best suited for you. We encourage you to read your Lease and this Form closely before you sign both documents.

Each participant in the ADI Program is eligible to receive incentives through the sale of the Solar Renewable Energy Credits-II ("SREC-IIs") that the participant's solar system produces. The recipient of the SREC-IIs is identified further in this Form. One SREC-II is created when a solar system generates 1,000 kilowatt hours (kWh) of electricity. The value of the SREC-II is administratively set in the ADI Program; projects participating in the ADI Program are eligible to receive SREC-IIs for a period of 15 years (known as the project's "Qualification Life"). For more details regarding SREC-IIs, see Box O below.

Please note: your project's registration in the ADI Program may be handled by yourself or by a third-party on your behalf. If you are directly handling the registration of your solar installation into the ADI Program, your registration package must include a copy of this Form, executed by your Lessor and you/the customer.

Comment 3). "equipment lease"

Under a solar lease, a customer enters into a service contract to make scheduled monthly payments to a solar leasing company/developer in exchange for receiving the electricity that the solar system produces. Please note that a typical solar lease term is approximately 15 - 25 years. The solar leasing company/developer typically pays for and/or performs the procurement and installation of the solar system, repairs and maintains the solar system, and owns the solar system located on the property. Depending on the solar lease agreement, there may or may not be a requirement for the property owner to make an initial down payment at or before the time the solar system is installed. Please ensure that you read your contract and this Form carefully to ensure that you understand the provisions specific to your installation.

Generally, the initial monthly lease payment amount is less than the amount you would pay your electric utility for the same amount of electricity. However, monthly lease payment amounts may escalate at a fixed annual percentage or on some other basis. This could result in the monthly lease payment amount becoming higher, or lower, than the monthly electric utility payment amount in the future, depending on the percentage escalation and on changes in future electric utility rates.

If you have any questions regarding the ADI Program requirements, please contact njreinfo@njcleanenergy.com.

You can find additional information on Lease Agreements and other solar finance options on the NJ Clean Energy Website at Solar Finance Options.

Comment 2). Sunnova is concerned that the above statement could result in confusion on the part of the customer as it implies that the Lessee will receive SREC-IIs incentives. Ownership of the SREC-IIs is addressed in Section O of the Lease

Disclosure Form

In order to avoid inconsistency, Sunnova recommends clarifying language that the Lessor, as the owner of the system, may be entitled to the SREC-IIs instead of the Lessee. Alternatively, Sunnova recommends simply directing the customer to Section O for information about SREC-IIs ownership.

<sup>&</sup>lt;sup>1</sup> The ADI Program is an NJBPU program that provides solar incentives to small (under 5,000 kilowatt) net metered solar installations.



## **Solar Lease Disclosure Form**

#### for the

## **Successor Solar Incentive (SuSI) Administratively Determined Incentive (ADI) Program**

### SOLAR LEASE DISCLOSURE FORM

This Disclosure Form is designed to help you understand the terms and cost of your solar lease.

YOU ARE ENTERING INTO AN AGREEMENT TO LEASE A SOLAR SYSTEM. YOU WILL NOT OWN THE SOLAR SYSTEM INSTALLED ON YOUR PROPERTY. DEPENDING ON THE TERMS OF THE LEASE, YOU MAY OR MAY NOT BE ABLE TO CLAIM THE FEDERAL TAX CREDIT OR ANY SIMILAR GOVERNMENT INCENTIVE, INCLUDING, BUT NOT LIMITED TO THE SOLAR RENEWABLE ENERGY CERTIFICATES-II (SREC-IIs).

LESSOR:	SOLAR INSTALLER:	WARRANTY/MAINTENANCE PROVIDER (IF, APPLICABLE):
Company:	Company:	Company:
Contact:	Contact:	Contact:
Address:	Address:	
Telephone:	Telephone:	Telephone:
Email:	Email:	Email:
CUSTOMER (Premise Contact):		
Customer Name:		
Solar System Installation Address:		
Mailing Address:		<u></u>
Email:		4). Recommend removing "Lease Date"
Lease Date:		and "Solar System Size" terms from the Customer information Section. In some
Solar System Size (kW dc)*:		cases, the date of execution of the leas may not be known because the custom
		has some time to review the terms of th lease following receipt of the contract a
*" kW dc" means kilowatts calculated or	the basis of direct current.	Disclosure Form and prior to execution. Additionally, time may elapse between execution of the Lease Agreement and interconnection or the beginning of

The solar system size is already provided in Box F.

monthly lease payments, which under the terms of the Lease Agreement may be the

start of the term.

Amount & Term (A)	Amount D	Oue Upfront (B)	Other Possible Charges (C)
Your monthly payment during the first year of your Lease:	1. Amount you owe Less lease signing:	7). revise so the text reads "Amount you owe Lessor a the time of lease signing"	Other charges you may have to pay under the lease:
\$per month ent 5). We suggest moving the references to ACH withdrawals	2. Amount you owe Less	sor at completion of solar	Late Charges: If a payment is more than days late, you
x C to Box A, because the election directly affects the amount northly payment. Alternatively, clarify that the amount of the payment in Box A includes or excludes any discount for ACH	system installation: \$		will be charged a delinquency fee of:
wal. The length of your Lease:	3. Amount of any incenti completion of solar sy	-	\$per (day/month).
YearsMonths,	\$	stem installation.	OR
Beginning on (date)	4. The Total Net Up-fron	t Payment:	% of the payment that i late.
and Ending on (date)	☐ You owe Lessor (1.	.+ 2 3.)	Additional Clarification including which approximate
6.) Suggest removing dates of the Lease Term for the reasons stated in #4 above, or allow for a date range, as construction or permitting delays may result in the Lease term beginning later.	\$		Additional Clarification, including which amount sets any cap or floor for the late charge:
	☐ Lessor owes you (3	3(2.+1.))	
See Box E "Lease Payment Escalator" for factors that may affect the amount of your future monthly payments beyond the first year.	\$		Automatic Withdrawals (ACH):
			Per month fee for not paying your Lease payment due, using automatic bank withdrawals \$
			Per month discount if you pay your Lease payment using automatic back withdrawals \$
Number of Lease Payments and When are Pa	ayments Due ( D)	Lease	Payment Escalator (E)
The number of Lease payments you will make:	_	The amount of your Lease	payments will increase:
	day of the Comment 8). Recommend revising the format of	□ Never	
Additional Comments:	the first payment due date, to accommodate Lessors that allow flexibility to the customer in	☐ Annually	
	choosing the payment date after lease execution.	Other (if other, the pay	yment increase frequency will be:
		Your Lease payment amou increases:	int will increase by the following amount each time
		%	Comment 10). Recommend
Lessor will provide you with:		The first increase will occu	and alternative and the second and the second
☐ Electronic invoices (sent to your email address refere	enced above)	Month	Year monthly payment"
Paper invoices (sent to your US mailing address refe Comment 9). We require customers to consent to electr agreements, and do not offer the option of receiving par some additional language so that this doesn't appear to	ronic invoices in our		nt increases will occur every er/year, etc.) thereafter.
some additional language so that this doesn't appear to customer, and avoids any confusion.	be an option for the		
		Additional Comments:	

			The maximum monthly Leas initial term of the lease is:	e payment (excluding late cha	nges)during the
			\$		
			<b>Y</b>		
		Site & Design Assumptions for yo	u Leased Solar System (F)		
Estimated leased so	lar system size, in kil	owatts (kW):			clarify gross annual
Estimated gross ann	ual electricity produ	ction in kilowatt-hours (kWh) from your leased	solar system:	kWh <sup>p</sup>	production is for year
Estimated annual so	olar system production	on decreases due to natural aging of system:			
		Security Filin	g (G)		
Lessor	ILL   WILL NOT	Take a security interest in your real property b	y terms of the Lease (i.e., a l	lien on your home).	
Lessor	VILL   WILL NOT	File a fixture filing or a UCC-1 on the solar syst not placing a lien on your home). If the answ you with a copy of the fixture filing or UCC-1,	er to this question is "WILL,	" is the Lessor obligated under	-
		System Repair & Mai	ntenance (H)		
Solar system mainte	enance 🗆 IS 🗆 IS	NOT included for the term of the Lease from the	e Lessor or Third Party (such	as an installer or equipment n	nanufacturer)
Solar system renairs	: □ ARF □ ARF	NOT included for the term of the lease from the	Lessor or a Third Party (such	as an installer or equipment r	manufacturer)
If system maintenar system:	nce and/or repairs ar	e included, you at your own cost are nonetheles	ss required to perform the fo	ollowing maintenance and/or i	repairs on the solar
.,					
					<del></del>
		Roof Warranties and	l Removal (I)		
Your roof 🔲 IS	☐ IS NOT warranted	d against leaks from the solar system.			
If your roof IS warra	nted against leaks fr	om the solar system, the warranty will be provi	ded by	and is applicable for	years.
•	•	replaced during the term of a solar lease in a ma nodeling during the term of the solar lease that	•	•	er, many
If the solar system n	nust be removed, the	en there	ociated with such removal.	12). Allow flexibility for the syste account for system complexities	and the increase of cost
☐ Flat fee for sol	ar system removal:	5		over time. Suggest directing the appropriate clause in their lease	
(e.g.,"0.6/W" i	s unacceptable, whe re such fee for solar s	imer-friendly calculation using terms that are cloreas "\$600/kW x Your System Size of 10 kW-=\$6 system removal is discussed.  Iffier to end of warranty for leaks from removal: Pro	5,000" is acceptable). Also, p	rovide a citation below to the	relevant section(s) of
If your solar		noved for any reason, your roof $\Box$ IS $\Box$ IS			
		nused by the Lessor's removal of the solar syste (months/years) following system removal.	m, the warranty will be prov	vided by and is a	pplicable for a
		m, the Lessor 🗆 WILL 🗆 WILL NOT be respo	onsible for returning any imp	pacted portions of the roof to	substantially its
condition prior to th	ie removal	14). Need to qualify that the removal must be done	e according to the terms of the	Lease in order to qualify	

Transferring or Assigning Your Lease, Selling Your Home, Moving Your System (J)	
If you sell your home, you 🔲 MAY MAY NOT transfer or assign this Lease to the purchaser(s) of your home.	
If your Lease permits you to transfer or assign it, the transfer or assignment will be subject to the following conditions:	
☐ Credit card from the purchaser(s) of your home	
☐ Minimum FICO score requirement (provide score)	
☐ Transfer, audit, or similar fee in the amount of \$	
☐ Assumption of Lease by purchaser(s) of your home	
☐ Other:	
If this box is checked $\square$ you also have the right to purchase the solar system or to terminate the Lease by paying some or all of the remaining payment the Lease, all as described in more details in Section(s) of the Lease, which will take into account all related interest charges as well as financharges.  You $\square$ MAY or $\square$ MAY NOT move the system covered by this Lease to a new home.	
If you MAY move your solar system, the conditions under which you may do so are described in detail in Section(s) of the Lease.	
IMPORTANT NOTE: If you are prevented from transferring the Lease (because, for example your Lease prohibits its transfer, or the buyer of your hor satisfy the conditions of Lease transfer), and you nonetheless sell your house, you would be required to do the following [describe in detail, including total when due, all payments due, and citations to relevant sections of the Lease that contain these provisions.]	
Property Taxes (K)	
Troporty rando (II)	
Solar systems currently are not subject to property tax in New Jersey. Consult a tax professional if you have any questions or concerns about the effect of your property taxes.	f this Lease on
Solar systems currently are not subject to property tax in New Jersey. Consult a tax professional if you have any questions or concerns about the effect o your property taxes.	f this Lease on
Solar systems currently are not subject to property tax in New Jersey. Consult a tax professional if you have any questions or concerns about the effect o your property taxes.  Utility and Electricity Usage/Savings Assumptions (L)	f this Lease on
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Solar systems currently are not subject to property tax in New Jersey. Consult a tax professional if you have any questions or concerns about the effect of your property taxes.  Utility and Electricity Usage/Savings Assumptions (L)  The Lessor	f this Lease on
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Solar systems currently are not subject to property tax in New Jersey. Consult a tax professional if you have any questions or concerns about the effect of your property taxes.    Utility and Electricity Usage/Savings Assumptions (L)   The Lessor	ed increases ear and that
Solar systems currently are not subject to property tax in New Jersey. Consult a tax professional if you have any questions or concerns about the effect of your property taxes.    Utility and Electricity Usage/Savings Assumptions (L)	ed increases  ear and that tricity rates  15). Recommend
Solar systems currently are not subject to property tax in New Jersey. Consult a tax professional if you have any questions or concerns about the effect of your property taxes.    Utility and Electricity Usage/Savings Assumptions (L)	ed increases <u>ear and tha</u> t <u>tricity rates</u>
Solar systems currently are not subject to property tax in New Jersey. Consult a tax professional if you have any questions or concerns about the effect of your property taxes.    Utility and Electricity Usage/Savings Assumptions (L)   The Lessor   HAS   HAS NOT provided you with a savings estimate based on your Lease.   If provided, the savings estimate was calculated based on:   Your estimated prior electricity use   Your actual prior electricity use   Your estimated future electricity use   Years of electricity production from you leased system:	ed increases  ear and that tricity rates  15). Recommend providing the citation(s) to the source of the data quoted here for

Transfer of Obligations by Lessor (M)  Without consent, the Lease may be assigned, sold, or transferred by Lessor to a third party that will be bound to all the terms of the Lease.		
Performance or Product		
Provider is providing you with a:		
<ul> <li>□ Performance Guarantee</li> <li>□ Solar System Production Guarantee</li> <li>□ No guarantee of performance or solar system production</li> </ul>		
Underproduction or underperformance on the guarantee will be remedied as follows:		
New Jersey Solar Renewable Energy Any NJ Solar Renewable Energy Certificates II (SREC-IIs) created based on the productio the Lessor. If the Lessor owns the SREC-IIs, the Lessor may sell the SREC-IIs to the SREC-	on of solar electricity from the solar system	
* "SREC-II Administrator" means the entity responsible for administering the procurement and allow	cation, and coordinating the retirement, of NJ SREC IIs. Website:	
https://solarincentivesnj.com/  Lease Expirati	ions (P)	
The effects of the expiration of the Lease are described in detail in Section(s)	of the Lease.	
Additional Discl		
[Insert any additional terms of importance here.]	20). Recommend providing larger space for additional disclosures.	
Cooling Off Pe In addition to any rights, you have under state and local law, you WILL HAVE the right t business days of your execution of it by notifying the Lessor, in accordance with the pro-	o terminate the Lease without penalty within (3-business day minimum)	
Signatures	s (S)	
If using electronic signatures, please upload the Certificate of Completion or the Sig	nature Verification Sheet along with this Disclosure Form as part of this solar	
installation's ADI Progr		
I certify that on behalf of Lessor I provided this Solar Lease Disclosure Form to the Lessee/Customer on the date set forth below my signature.  17). We recommend the wording be standardized for	I the Lessee/Customer hereby acknowledge that I have received, read, and understood this Lease Disclosure Form on the date set forth below my signature.	
NAME OF LESSOR (PRINT)  each format (Lease, Loan, and PPA, to clarify who is signing; the provider, or the party certifying on the provider's behalf.	NAME (PRINT)  NAME (SIGNATURE)	
NAME (PRINT)	DATE	
DATE		



# **Purchase of Solar System Disclosure Form**

#### for the

# Successor Solar Incentive (SuSI) Administratively Determined Incentive (ADI) Program

You are entering into an agreement to purchase a solar system that will be installed on your property. You will own the solar system and may also own the Solar Renewable Energy Credits produced by the solar system.

The intent of this Purchase of Solar System Disclosure Form ("Form") is to provide you with a clear understanding about the terms of your Purchase of Solar System Agreement or similarly-named agreement/contract relating to the purchase of a solar system ("Purchase Agreement"). Your solar installer is required to provide you with this Form so that you have information about the solar system you are purchasing, including system size, costs associated with the Purchase Agreement, operations, and warranties. This Form must be completed and signed by the parties to the Purchase Agreement. This Form is not a substitute for your Purchase Agreement. There are many variations on the terms and conditions of solar purchase agreements. You should carefully compare the proposed solar purchase agreements different sellers offer, so that you enter the Purchase Agreement best suited for you. We encourage you to read this Form and your Purchase Agreement closely before you sign both documents.

Each participant in the ADI Program¹ is eligible to receive incentives through the sale of the Solar Renewable Energy Credits-II ("SREC-IIs") that the participant's solar system produces. The recipient of the SREC-IIs is identified further in this Form. One SREC-II is created when a solar system generates 1,000 kilowatt hours (kWh) of electricity. The value of the SREC-II is administratively set in the ADI Program; projects participating in the ADI Program are eligible to receive SREC-IIs for a period of 15 years (known as the project's "Qualification Life"). See Box L below for details regarding ownership of the SREC-IIs your solar system produces.

Please note: your project's registration in the ADI Program may be handled by yourself or by a third-party on your behalf. If you are directly handling the registration of your solar installation into the ADI Program, your registration package must include a copy of this Form, executed by your solar installer and you/the customer.

If you have any questions regarding the ADI Program requirements, please contact njreinfo@njcleanenergy.com.

You can find additional information on other solar finance options on the NJ Clean Energy Website at <u>Solar Finance</u> <u>Options</u>.

<sup>&</sup>lt;sup>1</sup> The ADI Program is an NJBPU program that provides solar incentives to small (under 5,000 kilowatt) net metered solar installations.



# **Purchase of Solar System Disclosure Form**

#### for the

Successor Solar Incentive (SuSI)
Administratively Determined Incentive (ADI) Program

#### SOLAR PURCHASE DISCLOSURE FORM

This Purchase of Solar System Disclosure Form is designed to help you understand the terms and costs associated with your purchase of your solar system.

YOU MAY OR MAY NOT BE ABLE TO TAKE ADVANTAGE OF THE TAX AND OTHER INCENTIVES, INCLUDING, BUT NOT LIMITED TO, NEW JERSEY SOLAR RENEWABLE ENERGY CERTIFICATES-II (SREC-IIS), THAT MAY BE AVAILABLE. YOU SHOULD CONSULT WITH YOUR TAX, LEGAL, AND/OR FINANCIAL ADVISORS IF APPLICABLE.

PROVIDER (SELLER OF SOLAR SYSTEM):	SOLAR INSTALLER: (IF DIFFERENT THAN PROVIDER)	WARRANTY/MAINTENANCE PROVIDER, IF APPLICABLE:
Company:	Company:	Company:
Contact:	Contact:	Contact:
Address:	Address:	Address:
elephone:	Telephone:	Telephone:
:mail:	Email:	Email:
Customer Name:  Customer Name:  Colar System Installation Address:  Carrier System  Contract Date:  Contract Date:  Coystem Size (kW dc) *:		Comment 18). We have the same comments with respect to the contract date and system size in the Loan Disclosure as in the Lease disclosure (See Lease Comment #4)

\*"kW dc" means kilowatts calculated on the basis of direct current.

Purchase Price (A)	Payment Scheo	dule (B)	Financing (C )
Your solar system purchase price is  \$  The above purchase price includes deductions for each of the credits, incentives, or rebates in the amounts below:  [Name of credit, incentive, or rebate/ \$ amount of credit, incentive, or rebate]  1  \$  2  \$	Amount you owe Provider at C     (Purchase Agreement):     1	ontract signing 9). add "at the time the contract is signed"  ommencement of	Your Solar System:  WILL be financed  Simple Financing of System is UNKNOWN to Provider  NOTE: If your Solar System is financed, please carefully read any agreements and/or disclosure forms provided by your lender. THIS DISCLOSURE FORM DOES NOT CONTAIN THE TERMS OR COSTS OF ANY FINANCING. If you have any questions about your financing arrangement, contact your finance provider before signing a Purchase Agreement.
3\$	\$  5. TOTAL AMOUNT YOU OWE PRO (Lines 1. + 2. + 3. + 4.):  \$		Interconnection Approval (E)
Approximate Start Date:  The later of days from the date the agree of, 20	20). We recommend the form be revised here to accommodate different methods of timing the start date; remove the "20" to allow a blank line to add an autogenerated date without confusing the customer.	connected to the elect  ☐ YOU are or ☐ PRO	require a System Interconnection Application to be cric grid.  OVIDER is responsible for submitting a System cation to the Electric Utility Company.
	Site & Design Assumptions	s for you System (F	
Estimated system size in kilowatts (kW dc):			kW dc
Estimated gross annual electricity production in ki from your solar system for its first year of operation that the stimated annual system production decreases du	on:		kWh % per year

System Repair & Maintenance (G)
System Maintenance   IS   IS NOT included.  If included, it is for years, to be performed by
System Repairs: Solution IS NOT included.  If included, it is for
If system maintenance and/or repairs are included, the following items are excluded:
NOTE: Review your contract for additional information about any warranties on the system installation and equipment.
Roof and Warranty Repair (H)
Your roof
If your roof is warranted against leaks from the solar system, the warranty will be provided by and is applicable foryears.
Performance and Production Guarantee (I)
In terms of your full system, PROVIDER is providing you with:
☐ Solar system performance or electricity production guarantee
☐ Other type of solar system guarantee. Please specify:
☐ No solar system guarantees
Under performance or under production will be corrected as follows:
You may also have other guarantees or warranties that cover only specific components of the solar system.
Property Taxes (J)
Net metered solar systems currently are not subject to property taxes in New Jersey. A solar system may be eligible for federal tax credits. Consult a tax

Utility and Electricity Usage/Savings Assumptions (K)		
You   HAVE   HAVE NOT been provided with a cost savings estimate base	d on the Purchase Agreement.	
If provided, the savings estimate was calculated based on:		
☐ Your estimated prior electricity use		
☐ Your actual prior electricity use		
☐ Your estimated future electricity use		
The savings estimate ASSUMES the following:		
☐ Number of years of electricity production from your solar system:	years	
☐ A current estimated UTILITY ELECTRICITY RATE (cost per kilowatt hour) of increases of	\$/kWh during the first year of operation with estimated percent annually. This estimate is based on the following source(s):	
Provider ☐ IS ☐ IS NOT guaranteeing these savings. If Provider is guaranteeing	ng savings, underperformance will be compensated as follows:	
You may find it useful to know that for the 15-year period ending in 2020, aver that for the 10-year period also ending in 2020, they decreased by an average of electricity rates are estimates only and that your actual current future utility rates timates.		
	Energy Certificates II (SREC-II) (L)	
the Purchase Agreement, any SREC-IIs produced by the solar system $\Box$ HAVE N	or credits (e.g., SREC-IIs) you own from producing solar electricity. Under the terms of OT been sold or assigned to any third party   HAVE been sold or assigned to the SREC-IIs, and the third party may be able to sell the SREC-IIs to the SREC-II	
* "SREC-II Administrator" means the entity responsible for administering the procurement	and allocation, and coordinating the retirement, of NJ SREC IIs. Website:	
https://solarincentivesnj.com/ Additional Disclosure (M)		
[Insert any additional terms of importance here.]		
Cooling Off Perio	d/Right to Cancel (N)	
In addition to any rights, you have under state and local law, you WILL HAVE th days (3-business day minimum) of your execution of it. Your Purchase Agreeme	e right to terminate the Purchase Agreement without penalty within business	
Signatures (O)		
	he Signature Verification Sheet along with this Disclosure Form as part of this solar Program registration.	
21). Restate Comment #17 from Lease I certify that on behalf of Provider, I provided this Purchase of Solar System Disclosure Form to the Customer on the date set forth below my signature.	I, the Purchaser/Customer, hereby acknowledge that I have received, read, and understood this Purchase of Solar System Disclosure Form on the date set forth below my signature.	
PROVIDER NAME (PRINT)		
PROVIDER SIGNATURE	NAME SIGNATURE	

DATE	
	DATE





# Solar Power Purchase Agreement (PPA) Disclosure Form

#### for the

# Successor Solar Incentive (SuSI) Administratively Determined Incentive (ADI) Program

You are entering into a Power Purchase Agreement ("PPA") to buy electricity generated by a solar system that will be installed on your property. This means that you will **not** own the solar system.

The intent of this PPA Disclosure Form ("Form") is to provide you with a clear understanding about the terms of your PPA. Your PPA Provider, is required to provide you with this PPA Disclosure Form, so that you have information about the solar system. The Form includes solar system size, costs associated with the PPA, a description of the solar system's operations, and warranties. As part of the ADI Program¹ registration requirements, this form must be completed and signed by the parties to the PPA. This form is not a substitute for your actual PPA. There are many variations regarding the terms and conditions of solar PPAs. You should carefully compare each PPA proposal you receive. We encourage you to read your PPA and the Form closely before you sign both documents.

Each participant in the ADI Program is eligible to receive incentives through the sale of the Solar Renewable Energy Credits-II ("SREC-IIs") that the participant's solar system produces. The recipient of the SREC-IIs is identified further in this Form. One SREC-II is created when a solar system generates 1,000 kilowatt hours (kWh) of electricity. The value of the SREC-II is administratively set in the ADI Program; projects participating in the ADI Program are eligible to receive SREC-IIs for a period of 15 years (known as the project's "Qualification Life"). In a PPA, the Power Provider, not the customer, owns any SREC-IIs the solar system generates. For more details regarding SREC-IIs, see Box N below.

Under a PPA, while the customer does not own the solar system itself, the customer agrees to host the solar system on his or her property and to purchase the energy the solar system generates through a long-term contract with the developer or other third party. Please note that a typical solar PPA term is approximately 15 – 25 years. Also, most PPAs price the power based on the amount of electricity used (e.g., \$0.05/kWh). However, some PPAs price the power based on a flat monthly amount (e.g., \$85/month). Generally, the initial monthly PPA payment amount is less than the amount you would pay your electric utility for the same amount of electricity. However, monthly PPA payment amounts typically escalate at a fixed annual percentage, which could result in the monthly PPA payment amount becoming higher, or lower, than the monthly electricity utility payment amount in the future, depending on the percentage escalation and on changes in future utility rates.

If you have any questions regarding the ADI Program requirements, please contact njreinfo@njcleanenergy.com.

You can find additional information on Power Purchase Agreements and other solar finance options on the NJ Clean Energy Website at <u>Solar Finance Options</u>.

PPA Form.

Comment #22

We have the same concern here regarding confusion of SREC ownership as in the Lease Document and are Restating Comment #2 in the Lease document here. SREC ownership is already addressed in Box N of the

<sup>&</sup>lt;sup>1</sup> The ADI Program is an NJBPU program that provides solar incentives to small (under 5,000 kilowatt) net metered solar installations.



# **Solar Power Purchase Agreement Disclosure Form**

#### for the

Successor Solar Incentive (SuSI)
Administratively Determined Incentive (ADI) Program

#### SOLAR POWER PURCHASE DISCLOSURE FORM

This disclosure form is designed to help you understand the terms and cost of your solar Power Purchase Agreement (PPA).

YOU ARE ENTERING INTO AN AGREEMENT TO PURCHASE POWER FROM A SOLAR SYSTEM. YOU WILL NOT OWN THE SOLAR SYSTEM INSTALLED ON YOUR PROPERTY. YOU CANNOT CLAIM THE FEDERAL TAX CREDIT OR ANY SIMILAR GOVERNMENT INCENTIVE, INCLUDING, BUT NOT LIMITED TO THE SOLAR RENEWABLE ENERGY CERTIFICATES-II (SREC-IIs).

POWER PROVIDER (PROVIDER)	SOLAR INSTALLER (IF DIFFERENT FROM PROVIDER)	WARRANTY/MAINTENANCE PROVIDER (IF APPLICABLE)
Company:	Company:	Company:
Contact:	Contact:	Contact:
Address:	Address:	Address:
Telephone:	Telephone:	Telephone:
Email:	Email:	Email:
CUSTOMER (Premise Contact):  Customer Name:  Solar System		
Installation Address:		
Mailing Address:		
Email:		
PPA Date:		23). Restate Comment #4 from Lease
Solar System Size (kW dc)*:		

<sup>\*&</sup>quot;kW dc" means kilowatts calculated on the basis of direct current.

Amount & Term (A)	Amount Due Upfront (B)	Other Charges (C)
□ Usage-Based Payment   Your monthly payments will be the amount of power produced by the solar system multiplied by the rate per kWh below.   Your estimated first year production: kWh   Your initial rate per kWh for the power produced: OR   □ Flat Monthly Rate: Your monthly payment for the first year is \$   Applicable to both Types of Payments: The length of your PPA:  YearsMonths   See Box E "Payment Escalator" for factors that may affect the amount of your future monthly payments	1. Amount you owe Provider at PPA signing:  \$	Other charges you may have to pay under the PPA:  Late Charges: If a payment is more than days late, you will be charged a delinquency fee of:  \$ for (days/months)
Number of PPA Payments and When are Payments D  The number of PPA Payments you will make:  The first payment on your solar PPA is due on the month after the solar system is connected.  Additional Comments:  Provider will provide you with:  Electronic invoices (sent to you email referenced is)  Paper invoices (sent to US mailing address referenced)	Your solar I  Never  Annuall  Other  Your solar I  Never  Annuall  The first incompanions  Additional	PPA payment/rate will increase by the following percentage each eases:  crease will occur:  Month Year

27). Because PPA monthly payments depend upon the variability of production and payment options, the projection of a maximum monthly

PPA payment is inexact. We recommend			
allowing this to be an "estimated maximum monthly payment" for the first year of the PPA only.	The maximum monthly PPA Payment, excluding late charges, during the initial term of the PPA is:		
	\$		
Site & Design Assumptions for your	PPA Based on Your Solar System (F)		
Estimated gross annual electricity production in kilowatt-hours (kWh) from the solarkWh	28). We recommend limiting the estimated gross annual production projection to Year 1; annual production decreases are already provided in the following line		
Estimated annual solar system production decreases due to natural aging of the sola	ır system:		
Security	Filing (G)		
Provider UNILL UNILL NOT Take a security interest in your real property by terms of the PPA (i.e., a lien on your home).			
Provider			
Solar System Repair & Maintenance (H)			
Solar System Maintenance 🗆 IS 🔲 IS NOT included for the term of the PPA from the Provider or Third Party (such as an installer or equipment manufacturer)			
Solar System Repairs $\ \square$ ARE $\ \square$ ARE NOT included for the term of the PPA from t	he Provider or a Third Party (such as an installer or equipment manufacturer)		
If solar system maintenance and/or repairs are included, you at your own cost are no solar system:	onetheless required to perform the following maintenance and/or repairs on the		

Roof Warranties and Removal (I)		
Your roof		
If your roof IS warranted against leaks from the solar system, the warranty will be provided by	and is applicable for	years.
Many roofs may need to be repaired or replaced during the term of a solar lease in a manner that requires the solar symmay choose to conduct remodeling during the term of the solar lease that requires the solar system to be removed.	stem to be removed. Further, many l	homeowners
If the solar system must be removed, then there $\ \square$ WILL $\ \square$ WILL NOT be a fee associated with such removal.	29). Restate comments 12, 13, and 14 system removal) from Lease	4 (all concerning
☐ Flat fee for solar system removal: \$		
☐ Other (Complete with a clear consumer-friendly calculation using terms that are clearly defined in this Form and (e.g.,"0.6/W" is unacceptable, whereas "\$600/kW x Your System Size of 10 kW-=\$6,000" is acceptable). Also, provide Lease where such fee for solar system removal is discussed.		
If your solar system must be removed for any reason, your roof $\Box$ IS $\Box$ IS NOT warranted against leaks caused	by Lessor's removal of the solar syst	em.
If your roof IS warranted against leaks caused by the Lessor's removal of the solar system, the warranty will be provide period of(months/years) following system removal.	led by and is applicable	e for a
Following the removal to the solar system, the Lessor $\square$ WILL $\square$ WILL NOT be responsible for returning any impact condition prior to the removal.	ted portions of the roof to substanti	ially its
Transferring or Assigning Your PPA, Selling Your Home, Moving Your Solar Sy	stem (J)	
If you sell your home, you $\ \square$ MAY $\ \square$ MAY NOT transfer or assign this solar PPA to the purchaser(s) of your home.		
If your PPA permit you to transfer or assign it, the transfer or assignment will be subject to the following conditions:		
☐ Credit check from the purchaser(s) of your home		
☐ Minimum FICO score requirement (provide score)		
☐ Transfer, audit, or similar fee in the amount of \$		
☐ Assumption of PPA by purchaser(s) of your home		
☐ Other:		
If this box is checked  upou also have the right to purchase the solar system or to terminate the PPA by paying so the PPA, all as described in more detail in Section(s)  of the PPA, which will take into account all charges.	<b>.</b>	
You MAY MAY NOT move your solar system to a new home.		
IF you MAY move your solar system, the conditions under which you may do so are described in detail in Section(s)	of the PPA.	
IMPORTANT NOTE: If you are prevented from transferring this PPA (because, for example your PPA prohibits its to the conditions of the PPA transfer), and you nonetheless sell your house, you would be required to do the following (downen due, all payments due, and include citations to relevant sections of the PPA that contain these provisions)		-
y <del></del>		
Property Taxes (K)  Solar systems currently are not subject to property taxes in New Jersey. Consult a tax professional if you have any que	estions or concerns about the effect of	of this PPA
on your property taxes.		

Litility and Floringing	Usage/Savings Assumptions (L)
The Provider HAS HAS NOT provided you with a cost savings estimate	
If provided, the savings estimate was calculated based on:	
☐ Your estimated prior electricity use	
☐ Your actual prior electricity use	
☐ Your estimated future electricity use	
The savings estimate ASSUMES the following	
☐ Number of years of electricity production under your PPA:	
☐ A current estimated UTILITY ELECTRICITY RATE of (cost per kilowat estimated rate increases of	
for the 10-year period also ending in 2020, residential electricity prices decrease	lential electricity prices in New Jersey increased by an annual average of 2.19% and that ed by an annual average of 0.29%. It is important to understand that projected or tuture utility rates and utility rate increases may vary from the above or any other
estimates.	30). Restate comment #15 from Lease
Provider ☐ IS ☐ IS NOT guaranteeing these savings. If Provider is guaranteeing	ing savings, underperformance will be compensated as follows:
Transfer of Ob Without consent, the Lease may be assigned, sold, or transferred by the Provide	oligations by Lessor (M)
New Jersey Solar Renewa	ble Energy Certificates (SREC-II) (N)
	roduction of solar electricity from the solar system will be owned by the Power Provider, he SREC-IIs to the SREC-II Administrator and receive the associated incentive payment.
PPA I The effects of the expiration of the PPA are described in detail in Section(s)	Expirations (O)  of the PPA.
[Insert any additional terms of importance here.]	nal Disclosure (P)
Coolin	g Off Period (Q)
In addition to any rights, you have under state and local law, you WILL HAVE the business days of your execution of it by notifying the Provider, in accordance with the provider of the provi	e right to terminate the PPA without penalty within (3-business day minimum) ith the procedure set forth in Section(s) of the PPA.
	gnatures (R)
	r the Signature Verification Sheet along with this Disclosure Form as part of this solar DI Program registration.
Restate comment #17 from Lease I certify that on behalf of the Power Provider I provided this PPA Disclosure Form to the Customer on the date set forth below my signature.	I, the Customer (Premise Contact), hereby acknowledge that I have received, read, and understood this PPA Disclosure Form on the date set forth below my signature.
NAME OF PROVIDER (PRINT)	NAME (PRINT)
NAME (SIGNATURE)	NAME SIGNATURE
NAME (PRINT)	DATE
DATE	