

# **The Role of the Developer/ Consultant in Renewable Project Development**

Getting the Right Answers  
to the Right Questions from  
the Right People with the  
“Right Stuff”



# Who Is Commercial Solar Ventures and Real Energy Solutions

COMMERCIAL SOLAR VENTURES - FULL SERVICE TURN-KEY DEVELOPER and most experienced Oregon company in third party flip financing.

- The only PV developer considering Solar Hot Water in project design.
- Just closed financing for 870 kW roof mounted system with construction to be completed in October.
- REAL ENERGY SOLUTIONS - CONSULTANT IN RENEWABLE ENERGY SECTOR

# What, Why, How, When, Who

- What's the Developer/Consultant scope of work
- Why the developer/consultant role is important
- How to make the best selection of Developer/Consultant
- When to contract for services
- Who else is on the team
- What is your role in achieving success

# Developer/Consultant Scope of Work - Role

Plan - Vision & explore the possibilities, then narrow the project to attainable, financially feasible parameters.

Lead -Coordination of some or all aspects of the Project to assure communication, consistency and accuracy. Make the critical decisions with appropriate advise. Focus, Focus, Focus

Execute - Assure timely execution and installation by skilled project/program management. (herding cats)

# The Cost

Scope of Work and risk allocation should be equivalent to compensation.

Negotiated contract pricing can be in project profit margin as developer or achievable pay-points for consulting.

Location of project, specific grant availability and incentives are important factors.

Economy of scale should be considered

# Value Added

**The real cost of going it alone** – Years to completion, loss of opportunity, inexperienced blunders...

Developer/Consultant bring experienced team members and the understanding of various requirements and disciplines necessary to achieve a successful project in a timely manner, such as:

# Project Considerations

1. Designing for efficiency, maximum site utilization, material selection
2. Permitting (Planning and Building department)
3. Environmental assessment and mitigation
4. Contract law and avoidance of potential legal issues
5. Utility requirements and coordination
6. Possible financial opportunities such as grants and low interest loan programs
7. Tax credit monetization options
8. Contractor qualifications, construction staging, safety and best practices
9. Equipment/Panel supplier relationships for delivery and warranty
10. Etc.

# Who's Got "The Right Stuff"

## How to Choose

### DECIDE First

1. How much time do you have to commit to the project?
2. Are you a co-developer?
3. Do you want to control the project with assistance or assist in the development of the project?

Have a description of the project as you see it along with what you know you don't yet know.

**WHAT'S YOUR DREAM, YOUR VISION!**

# Selection Process – Ask

1. Contact the Energy Trust of Oregon
2. Contact your local utility company
3. Contact the Oregon Department of Energy
4. Contact trade organizations for a list of their members, i.e. Oregon Solar Energy Industries Association.
5. Contact others that have similar projects
6. Do a Web search (don't believe everything you read)
7. Call Me!!!

# Look for

- Experience
- Creativity
- Solid industry knowledge
- Flexibility
- Honesty
- Resources & Relationships

# Selection Process

- Choose at least three companies
- Contact by phone or email with a concise summary of your project. Understand what they do exactly. Ask for specifics.
- Follow-up in a week if you haven't heard back. Everyone is busy, especially those that are good.
- Meet in person.
- Make a decision, negotiate the terms and scope of work and GET STARTED.

# When to Contract Services

AS SOON AS POSSIBLE – Projects can take time to do right, timing is critical for incentives

The Developer/Consultant is the pivotal role.

We can help frame the project time-line and coordinate when other members of the team are needed.

# What's Your Role

1. Practice clear, open communication
2. Establish a decision making process
3. Identify responsibilities and reasonable accountability
4. Understand the appropriate dedication of your time and money given your role
5. Understand what you're committing to financially and conceptually as well as idealistically then **STICK WITH IT.**  
**GET COMMITTED AND DON'T WAIVER.**

Understand there are always setbacks, challenges, unknowns and human error. Expect delays and irritation.

# “The Right” Team

1. Developer/Consultant for the Big Picture and managing to execution
2. Environmental professional
3. Permitting Specialist or Land Use Attorney
4. Attorney with Energy Sector experience – Stoel Rives
5. CPA and Tax Accountant/ Tax Attorney
6. Design and Construction Professional
7. Resource Data Collection
8. Fuel Resource Provider (biofuels)
9. Operations and Maintenance
10. Utility Expert for interconnection
11. Off-taker (purchaser of power)
12. City, State, Federal government

# Summary

- Cost – The Price of Going It Alone
- Define your role
- Identify team
- Understand the complexity
- COMMIT AND GET STARTED

# Questions??

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