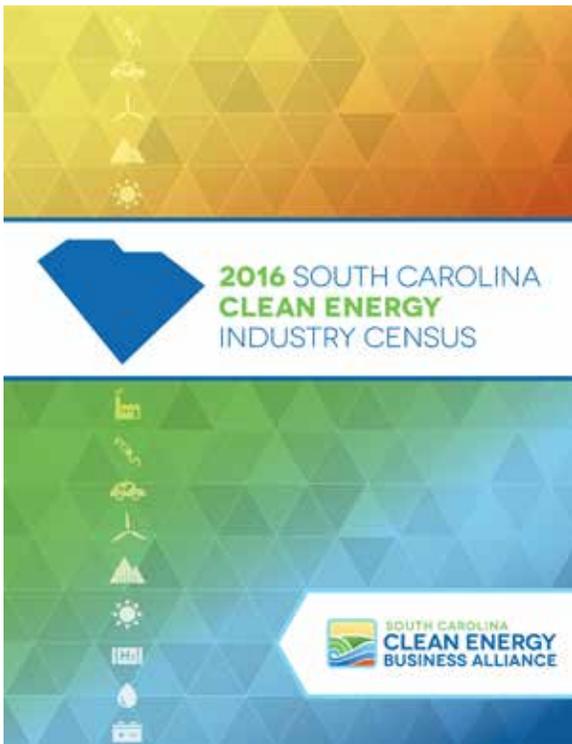




SOUTH CAROLINA CLEAN ENERGY BUSINESS ALLIANCE

QUARTERLY REPORT – SPRING 2017



CLEAN ENERGY INDUSTRY GROWS SC'S ECONOMY

SCCEBA published its 2016 SC Clean Energy Industry Census on February 21, 2017. From the self-reported data collected from South Carolina's clean energy businesses, the Census estimates that **350 clean energy firms** provide more than **18,000 full-time equivalent jobs (FTE)** and generate more than **\$3.8 billion in annual gross revenue** for the state of South Carolina.

"The goal of the Census is to quantify clean energy firms working in South Carolina and to measure their impact on our State's economy," said Patty Pierce, SCCEBA Executive Director. "SCCEBA is looking forward to sharing the Census results with our clean energy industry partners, SC decision makers, and economic developers to further develop programs and policies that will support continued growth in SC's clean energy industry."

"The Census is a valuable resource for stakeholders," said Todd Delello, SCCEBA Board Chairman. "It gives us a snapshot of the clean energy industry and illustrates that it is broad-based and a major contributor to SC's economy."

The complete Census report can be found by visiting SCCEBA.org.



SCCEBA'S LEGISLATIVE PRIORITIES

MOVE FORWARD AT THE SC STATE HOUSE



Commercial-Property Assessed Clean Energy (C-PACE) legislation, **S.261**, by **Senator Thomas Alexander (R-Oconee)**, was approved by a Senate Labor, Commerce and Industry Subcommittee chaired by **Senator Shane Massey (R-Edgefield)** on February 15 but then stalled by the full LCI Committee on February 23.

SCCEBA has worked for three years with lenders, clean energy businesses, local governments, utilities, and conservation interests to develop consensus

C-PACE legislation and to gain support for its enactment at the SC State House. This year, the Koch brothers are actively opposing C-PACE, so we have our work cut out for us. S.261 will be considered again by the LCI Committee on March 9.

Value of C-PACE:

- Provides a new, attractive financing opportunity for clean energy building upgrades
- Adds value to commercial property by making buildings more efficient users of energy and water
- Reduces building operation costs and creates positive cash flow for building owners
- Stimulates local economies by improving occupancy rates and increasing property values
- Serves as an economic development tool by helping stalled capital projects move forward
- Requires mortgagees to consent prior to a C-PACE loan being approved
- Voluntary from a county's establishing a clean energy district to a property owner's opting-into the district



Renewable Energy Jobs and Economic Development Act, S.44, by Senators **Greg Gregory (R-Lancaster)** and **Glenn Reese (D-Spartanburg)** was approved (38-4) by the SC Senate on February 1. Now the bill and its companion, **H.3079**, by **Representatives Dwight Loftis (R-Greenville)** and **James Smith (D-Richland)** are awaiting action by the House Ways and Means Committee.

S.44 and H.3079 aim to clarify property tax treatment for Distributed Energy Resource (DER) and renewable energy resource property in South Carolina. SCCEBA supports 80% property tax abatement for DER property and commercial-owned renewable energy resource property.

SCCEBA is partnering with the SC Solar Business Alliance to advocate for the enactment of Renewable Energy Jobs and Economic Development Act legislation in 2017.

Need for Renewable Energy Jobs and Economic Development Act:

- Attract new clean energy investments to South Carolina
- Make SC competitive with its neighboring states
- Foster new job growth in SC's rural and urban communities and add revenue to local and state economies
- Ensure SC's property tax treatment is predictable for renewable energy investments
- Provide new revenue streams for rural landowners through solar leasing income

For more information about C-PACE and the Renewable Energy Jobs Act go to www.scceba.org.

SCCEBA MEMBER HIGHLIGHTS



TRANE Reduces Sumter County Government's Operation Costs by \$319K Annually

Trane has upgraded and modernized 10 of Sumter County's government facilities in a \$5M guaranteed energy performance contract that is funded entirely through energy savings. **"Our contract guarantees the County will realize \$319K annually in energy savings that the County may use at its own discretion. The contract enabled Sumter County to avoid a Capital Budget cost of more than \$2.85M. Shealy Electrical Wholesalers/Border States was a supplier to our contract and Duke Energy provided a rebate of more than \$180K, as an added benefit,"** said Brad Van Meter, Comprehensive Solutions Account Manager of Trane Carolina's District in Greenville. He added, **"Performance contracting provides a funding mechanism in publicly-funded entities like what C-PACE can provide for private entities in the Carolinas."**

Trane coordinated the project parameters and predicted energy savings with Sumter County's Facility Director. The energy conservation measures have enabled Sumter County to re-open its historic **Sumter County Courthouse**, built in 1907 and on the National Register of Historic Places, on North Main Street in the heart of the city of Sumter.



Shealy Electrical Wholesalers Joins Forces with Border States

Shealy Electrical Wholesalers joined Border States in 2016, the seventh largest electrical distributor in the U.S. with corporate headquarters in Fargo, North Dakota. With the Shealy acquisition, the company has more than 2,400 employees and 97 branches in 18 states. A new Southeast region was established and its corporate regional office is located in Columbia, South Carolina.

The 100 % employee-owned company supplies products and services to construction, industrial and utility customers as well as Grid Solutions, a specialized projects team that provides products, services and material management solutions for large infrastructure projects like solar farms. Grid Solutions works with solar developers, providing a high level of technical expertise to help lower costs and increase project profits.

David White, Shealy's President, was named Executive Vice President for Border States. **"Like Shealy, Border States is an independent distributor and very engaged in our industry,"** White said. **"Our two companies share similar core values based on doing what's right for our customers, employees, vendors and the communities where we live and work. We both possess a strong desire to grow and encourage innovation. This is a great fit."**

SCCEBA MEMBER HIGHLIGHTS



HSGS Installs Solar Array on Charleston-based AMCS Facilities

Asset Management and Consulting Services, Inc. (AMCS), a locally owned and operated investment real estate property management company, contracted with Hannah Solar Government Services (HSGS), a service disabled veteran owned business, to engineer and install two PV systems in December 2016. A 7.37 kW DC solar PV system was installed on the club house of a multi-family residential property in James Towne Village on James Island. A larger roof array was installed on one of AMCS's commercial properties located in North Charleston which produces 101.84 kW. Together, the solar arrays are expected to provide \$29,000 annually in energy savings for AMCS.

COL Retired Dave McNeil, President and CEO of HSGS said, **“Although leasing property to multiple tenants can complicate a solar project, there are several creative ways property owners can take advantage of solar energy savings while delivering more value to their tenants.”**



HSGS Named #1 Fastest Growing Small Company in SC

SC Biz News recognized Hannah Solar Government Services, a Charleston, SC based, Disabled Veteran Owned, solar energy company, as the #1 fastest growing small company in South Carolina.

Companies had to have a physical presence in South Carolina and be a for-profit entity or a nonprofit organization, except for government entities and charitable, 501(c)3 organizations. Company size was determined by gross revenue: a small company—less than \$10 million in revenue and a large company—more than \$10 million in revenue. Small companies had to have revenues of at least \$500,000 each year for the years 2013, 2014 and 2015.

CEO and Owner of HSGS, Colonel (RET) Dave McNeil said, **“We are very humbled to have earned this title and award from SC Biz News. HSGS has an astounding team, and we plan to continue growing.”**

(Photo above) HSGS has completed the installation of 3 MW of ballasted rooftop solar PV systems on seven Target stores located throughout South Carolina. **“We are Veterans continuing to serve our country by providing energy security for America.”** said Dave McNeil.

SCCEBA MEMBER HIGHLIGHTS



*Strom Thurmond Career and Technology Center --19.84 kw
Southern View Energy*



PACE AWARDS 23 GRANTS BEFORE CONCLUDING ITS 9-YEAR PROGRAM

Palmetto Clean Energy (PaCE), a nonprofit renewable energy program designed to encourage the development of renewable energy resources that improve the environment through reduced greenhouse gas emissions, is a collaborative effort among Duke Energy Carolinas, Duke Energy Progress, and South Carolina Electric & Gas that was active through December 2016. PaCE worked with the SC Office of Regulatory Staff and its Energy Office to provide more than 1.2M South Carolina customers the opportunity to support green energy initiatives through tax-deductible contributions. These contributions were collected by the utilities and distributed to PaCE in their entirety.

On December 5, 2016, PaCE announced 23 grants to South Carolina schools and housing facilities, as part of its final round of awards capping the landmark 9-year program. PaCE ended its work on Dec. 31, 2016.

- House of Hope of the Pee Dee, Florence
- Haven of Rest Rescue Mission
- Cumbee Center to Assist Abused Persons, Inc.
- The Star Gospel Mission, Inc.
- House of Hope of the Pee Dee, Effingham
- Miracle Hill Ministries, Inc., Spartanburg
- Edgefield County School District (Parker Elementary)
- Edgefield County School District (J.E.T. Middle)
- Edgefield County School District (Johnston Elementary)
- Charleston Orphan House, Inc.
- Midlands Housing Alliance, Inc.
- Edgefield County School District (Strom Thurmond HS)
- Miracle Hill Ministries, Inc. (Renewal for Women)
- The Calvary Home for Children
- Miracle Hill Ministries (Greenville Rescue Mission)
- The Turning Point of SC, Inc.
- Carolina Homeless Veterans
- Pendleton Place, Inc.
- Connie Maxwell Children's Home

“The PaCE program has been a great launching pad for community solar and other significant programs growing renewable energy in our state,” said Bob Long, PaCE Board Chairman. **“This final round of grants gives us an opportunity to celebrate all that the program has accomplished, while looking toward the future and new programs that have been established in the past nine years. While PaCE is concluding, South Carolina is now on track to be a leader in renewable energy. We want to thank all who helped sow the first seeds through the PaCE program.”**

SCCEBA MEMBER HIGHLIGHT

Since its launch in 2007, PaCE has enabled the production of 5M kW of renewable energy through financial incentives to renewable generators and grants to qualified educational institutions and nonprofit, supportive housing facilities and contributed to the development of solar generation at more than 140 customer sites.



*House of Hope of the Pee Dee (Effingham) – 19.76 kw
Southern Current, LLC*



*Pendleton Place – 20.46 kw
Sunstore Solar*



*Charleston Orphan House, Inc. – 5.98 kw
Alder Energy*



*The Calvary Home for Children – 20.16 kw
Radiance Solar*



*The Star Gospel Mission, Inc. – 17.28 kw
Hannah Solar*



*Miracle Hill Ministries (Renewal for Women) – 19.20 kw
Gregory Electric*

PaCE officials are encouraging current contributors to participate in one of SCE&G's or Duke Energy's renewable energy programs. For information about SCE&G's and Duke Energy's programs, visit www.sceg.com/communitysolar and www.duke-energy.com/home/products/renewable-energy.

For information about PaCE, visit www.palmettocleanenergy.org.

UPCOMING CLEAN ENERGY EVENTS



CANADA – CLEMSON ENERGY DAY SOLD OUT!

The Consulate General of Canada and Clemson University will host a one-day energy conference, ***Opportunities and Challenges for Canada & The U.S. Southeast in Clean Energy & Grid Modernization (Technology, Commercialization and Policy)*** on March 13, 2017 at Clemson University's Restoration Institute, Zucker Family Graduate Education Center in North Charleston, South Carolina.

The day-long conference will address the ongoing challenge of ensuring sustainable supplies of energy and how clean energy and grid modernization are essential components of our energy future. Sessions will connect representatives of Canada's provinces, US Southeastern states, solar and wind producers, clean energy companies, university researchers, government, and utilities to dialogue on policy frameworks for the energy future and to explore how to collaborate on energy challenges and advancing technology.

South Carolina's own former U.S. Ambassador to Canada, David Wilkins, and Canada's Consul General, Louise Blais, will provide a Welcome Address. The Keynote Speaker will be **Jose Zayas, the Director of the US Department of Energy's Wind Energy Technologies Office** in the Office of Energy Efficiency and Renewable Energy, who currently manages efforts to improve performance, lower costs, and accelerate deployment of wind and water power technologies, which can play a significant role in America's clean energy future.

2017 SC CLEAN ENERGY SUMMIT – REGISTRATION IS NOW OPEN!

**2017 SOUTH CAROLINA
CLEAN ENERGY SUMMIT
SEPTEMBER 21, 2017**



Make plans to attend SCCEBA's annual clean energy industry conference at the Columbia Metropolitan Convention Center in Columbia, SC on Thursday, September 21. The Summit provides hundreds of clean energy industry leaders the opportunity to connect with key decision makers and learn about the latest trends, state and national policies affecting our clean energy industry. The Summit is great place to meet friends, colleagues and build new partnerships to advance South Carolina's clean energy economy.

SCCEBA LOOKS FORWARD TO SEEING YOU AT THE 2017 SC CLEAN ENERGY SUMMIT!

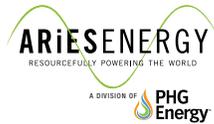
Register for the Summit at www.scceba.org/2017cleanenergysummit.
Sponsor the Summit at www.scceba.org/sponsor.

OUR MEMBERS MAKE OUR WORK POSSIBLE THANK YOU TO OUR NEW AND RENEWING MEMBERS

INVESTORS



BUSINESS ADVISORS



BUSINESS LEADERS



2017 SOUTH CAROLINA CLEAN ENERGY SUMMIT

SAVE THE DATE

2017 Clean Energy Summit • September 21, 2017 • 8:30am - 5:30pm

Columbia Metropolitan Convention Center

Columbia, South Carolina 29201



For more information about joining SCCEBA, go to SCCEBA.org/members/ or contact Patty Pierce at patty@scceba.org