



EUCI presents a Web conference on:

SOLAR ENERGY: A VIABLE OPTION FOR OFFICE PROPERTIES

September 26, 2011 • 12:00 – 1:30 p.m. Eastern Time



EUCI is authorized by IACET to offer 0.1 CEUs for this webinar.

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OVERVIEW

Office property owners have been much more reluctant than retail and industrial property owners to take advantage of the additional income and cost savings available to them from on-site photovoltaic electricity (PV) systems. This reluctance seems to stem from five common concerns: 1) an office building owner's tenants typically purchase the electricity for their space directly from the local public electric utility and the office building owner passes the electricity cost for the common areas onto its tenants as part of CAM; therefore, a PV system will not provide any revenue to the office building owner; 2) non-taxable REITs cannot take advantage of the federal tax incentives afforded to the owners of PV systems; 3) there is no room on the typical office-building roof for a PV system; 4) a PV system will damage the roof and void the roof warranty; and 5) PV systems cannot be financed. This program will address these concerns and show office property owners how to take advantage of the additional income and cost savings available to them from on-site PV systems.

WHO SHOULD ATTEND

- Building owners
- Property managers
- Corporate sustainability and officers directors
- Corporate energy officers and directors
- Power industry staff involved in PV development
- Structural engineering professionals involved in renewable and clean energy development
- Renewable energy project developers
- Attorneys involved in renewable and clean energy

LEARNING OUTCOMES

- Discuss the various types of PV systems and how they work
- Interpret the federal and state incentives for PV systems
- Identify and examine the factors involved in deciding whether to develop a PV system yourself or contract with a solar developer
- Organize a strategy on how to select a solar developer who meets your needs
- Assess and explain how to structure PV system ownership and financing arrangements
- Illustrate how to formulate a program for office property owners to address concerns and take advantage of the additional income and cost savings available to them from on-site PV systems

PROGRAM AGENDA

- Brief overview of PV systems
- Addressing roof site and damage issues
- Description of federal tax-based incentives
- Description of state RPS-based incentives
- Discussion of self-development vs. solar-developer development of PV systems
- Discussion of selection criteria for a solar developer
- Overview of PV system ownership and financing structures

IACET



EUCI has been approved as an

Authorized Provider by the International Association for Continuing Education and Training (IACET), 1760 Old Meadow Road, Suite 500, McLean, VA 22102. In obtaining this approval, EUCI has demonstrated that it complies with the ANSI/IACET Standards, which are widely recognized as standards of good practice internationally.

As a result of their Authorized Provider membership status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standards.

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Requirements for Successful Completion of Program

Participants must be logged in to the Web conference for its entirety to receive continuing education credit.

Instructional Methods

A Web-based PowerPoint presentation and online interactive question/answer session will be used in this webinar.

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INSTRUCTOR

Kevin J. Moore, Member, Sills Cummis & Gross P.C.

Kevin Moore chairs the renewable energy practice group of the Sills Cummis & Gross real estate department. He represents large, publically traded, institutional real estate owners in connection with developing and hosting PV systems throughout the United States, including representing them in connection with multi-state and multi-site transactions. Mr. Moore also represents private equity solar developers in the same types of transactions.

Mr. Moore received the 2007 President's Award from the New Jersey Chapter of the National Association of Industrial and Office Properties (NJ-NAIOP) and the 2010 Industry Service Award from NJ-NAIOP. Mr. Moore has an AV rating from Martindale Hubbell.* He has been selected for inclusion in the 2006-11 editions of Chambers USA,* published by Chambers & Partners under New Jersey Real Estate: Zoning/Land Use, and the 2007-11 editions of The Best Lawyers in America,* published by Woodard/White under Real Estate Law.

**For ranking methodologies, please see www.martindale.com, www.chambersandpartners.com, and www.bestlawyers.com.*

LOGGING IN TO THE WEB CONFERENCE

After registration, each registrant will receive a confirmation of payment or an invoice, depending on method of payment. Each registrant will also receive an e-mail with appropriate login information and more information regarding the event 24 hours prior to the start of the event. To log on, you will need a Windows PC with a broadband connection and audio system.

WHAT IS A SINGLE SITE CONNECTION?

A site connection allows a single connection to the Web conference. That connection is open to any number of users in a collaborative setting. Because there are no travel expenses and only a single registration fee is required, each additional participant lowers the cost per participant significantly.

By purchasing a site connection, you can invite as many people as you would like to view and participate in the session from a single location. Set up the session in a conference room and project the presentation and chat on a large screen. You also have rights to distribute copies of the presentation materials to everyone involved. Please note that audio is received via the computer sound system and must be broadcast to your group.

If for any reason a relevant stakeholder cannot co-locate for the session, we encourage you to include that person by purchasing an additional connection at the reduced fee of \$195 per session. This will ensure that every member of a team receives the same relevant, timely information in the most efficient way.

If you have any technical or purchasing questions, please contact us at 303-770-8800.

Start Time: 12:00 p.m. Eastern Time

United States Regional Start Times:

9:00 a.m. Pacific :: 10:00 a.m. Mountain :: 11:00 a.m. Central :: 12:00 p.m. Eastern

Use the time zone converter at (<http://www.timezoneconverter.com/cgi-bin/tzc.tzc>) to find your correct start time.

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REGISTRATION INFORMATION

Mail or fax this form along with payment. You will receive a confirmation and/or invoice within 48 hours. Make checks payable to EUCI.

MAIL DIRECTLY TO:

Electric Utility Consultants, Inc. (EUCI)
5555 Preserve Drive
Greenwood Village, CO 80121

FAX TO: 303-741-0849 **PHONE:** 303-770-8800 **ONLINE:** www.euci.com

REFUND/CANCELLATION POLICY

All cancellations received prior to September 9, 2011 will be subject to a US \$50 processing fee per Web conference per registrant. Written cancellations received after this date will create a partial credit of the tuition good toward any other EUCI event or publication. This credit will be valid for six months. No refunds will be given after September 9, 2011 in any case. In case of Web conference cancellation, EUCI's liability is limited to refund of the Web conference registration fee only.

PLEASE REGISTER THE FOLLOWING

- Solar Energy: A Viable Option for Office Properties, September 26, 2011, single site connection: US \$345
Early bird on or before September 23, 2011: US \$295

- Additional connection: US \$245
Early bird on or before September 23, 2011: US \$195 each
Number of additional connections: _____

- Web conference presentations available on CD:**
CDs are available 48 hours after the Web conference is complete. The cost per CD is US \$295 (add US \$50 for international shipments). Upon receipt of order and payment, the CD will be shipped to you.
NOTE: All Web conference CD sales are final and are non-refundable.

ENERGIZE WEEKLY

EUCI's *Energize Weekly* e-mail newsletter compiles and reports on the latest news and trends in the energy industry. Newsletter recipients also receive a different, complimentary conference presentation every week on a relevant industry topic. The presentations are selected from a massive library of more than 1,000 current presentations that EUCI has gathered during its 24 years organizing conferences.

- Sign me up for *Energize Weekly***

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.) _____

Name _____ Job Title _____

Company _____

E-Mail _____ Telephone _____

Address _____ City _____ State _____ Zip _____

PAYMENT METHOD

Please charge my credit card: Visa MC AMEX Discover Security Code _____
Visa and MC cards have a 3 digit code on the signature panel on the back of the card, following the account number. American Express cards have a 4 digit code on the front of the card, above the card number.

Name on Card _____ Signature _____

Account Number _____ Exp. Date _____

Card Holder Phone Number _____

Billing Address _____ Billing Zip Code _____

OR enclosed is a check for \$ _____ to cover _____ connections.