



# Sunpin Solar™

Harness the sun. Invest for the future.



## Project Execution Excellence, Innovative Solution, and Customer Centricity: A Winning Approach to Making an Impossible Mission Possible

### Synopsis

Earlier this year, Sunpin Solar and Direct Energy, along with local and state leaders, had a ribbon-cutting ceremony to celebrate the completion of the ColGreen North Shore (CNS) Project in California. The project is a 96.7 MWdc installation with the capacity to power as many as 22,300 homes annually. Though the project is currently operating successfully and positively impacting communities and the environment, it was once considered an impossible mission due to many obstacles and setbacks.

### Is This Mission Really Impossible?

Sunpin Solar acquired a sunny 485-acre parcel of land in the Coachella Valley ideal for solar energy development but met with a handful of complexities. The project was facing several deadlines including utility interconnection deadline and investment tax credit (ITC), which required for Sunpin to begin construction before a power purchase agreement (PPA) was set.

The previous project owner was unable to conclude the negotiation with the utility on interconnection agreement and obtain construction financing. The owner had ceased a majority of the developmental efforts of the site.



\* Check out Sunpin Solar's Youtube channel to explore CNS and other projects

### Solution Through Project Execution Excellence

In order to develop the “abandoned project” into a functioning solar site that provides clean energy to various communities in CAISO, Sunpin Solar took ambitious and creative measures to address each issue that was mentioned above. The solar developer was determined to create a solution that would enable the project to meet its commercial operation date (COD) and enter an agreement with a PPA offtaker.

Sunpin Solar determined that the project would need to commence before a PPA was in place. This procedure is not typical as it places the project owner in a position where the project could be completed with no offtaker to take on the generated energy. Because the company had a history of being accountable and handling every situation with detail and care, Sunpin was able to receive construction financing from a long-term partner and was able to move forward and meet several deadlines despite not securing a PPA.

Sunpin Solar ensured that the project would be completed on time by employing several team members in charge of engineering, procurement, and construction (EPC) to closely monitor every aspect of the project. Sunpin also hired tier 1 safety, electrical, civil, and project contractors to ensure every issue or potential threat would be addressed immediately and professionally. Because of the highly competent staff that was put together, setbacks were handled in a manner that still allowed Sunpin to complete its project by the COD.

“California is a very competitive market for utility-scale solar developers, and I am proud of the Sunpin Solar team for the successful implementation of this new innovative structured PPA with Direct Energy Business. This agreement sets the stage for our plans to build at least another 200 MW of solar in California.”

**Tom Li**

President of Sunpin Solar

# Project Benefits



Displaces the CO2 equivalent to over **100,000 acres** of trees planted



Offsets GHG emission from over **32,000 vehicles** driven each year



Local community benefits include **425 jobs created** during peak construction

## PROJECT DETAILS

### SITE LOCATION:

Riverside County, California

**SIZE:** 96,750 kWdc/ 74,800 kWac

**GENERATION:** 210,000+ MWh's

**PROJECT SPONSOR:** Sunpin Solar

**UTILITY:** Imperial Irrigation District

**ENERGY OFFTAKER:** Direct Energy

## Customer Centricity and Innovation are Key

At the forefront of customer centricity in the energy industry is consumer, corporate, and legislative desire for solar and other forms of affordable renewable energy solutions. By listening to their customers on these issues, Sunpin Solar and Direct Energy worked together to form an index structured PPA, which embarked on a longer-term, cost-effective approach to providing Direct Energy's customers with renewable energy.

The innovative index structured PPA allows the energy offtaker purchases energy at a wholesale rate and SRECs at a fixed price. This structure serves the needs of both the power buyer and the project investor. The fixed-priced SREC contract provides the project investor with enough stable revenue from the operation, and the index structure allows the energy offtaker to purchase SRECs without committing to a fixed price for energy. This unique structure attracted energy buyers who were specifically looking for this type of deal.

Sunpin Solar prides itself on being an innovative solar solutions provider and a partner to help solve our customer renewable goals. Direct Energy's success with their Retail and Corporate clients made this transaction a natural fit for both companies

Currently, the ColGreen North Shore Project is operating successfully in the sunny Coachella Valley with an annual production of over 210,000 MWh being delivered to Direct Access and Community Choice Aggregation customers in California.

## Factors that Drive Success

- Close relationships with contractors, investors, and other parties in the industry allowed for made it possible for the project to move forward without a PPA and meet the COD.
- Attention to detail and care for each department resulted in setbacks and major complications to be resolved quickly or avoided altogether.
- Customer centricity and innovation created a solution that catered to energy buyers, offtakers, and suppliers.
- Adaptability and willingness to tackle difficult situations resulted in the completion and success of the 96.7 MWdc solar energy project.

## Connect with Sunpin Solar

To learn more about Sunpin Solar and our services, email us at [info@sunpinsolar.us](mailto:info@sunpinsolar.us) or visit [www.sunpinsolar.us](http://www.sunpinsolar.us)

“Working with a developer that was progressive in nature with a near term project was key for Direct Energy in selecting Sunpin Solar. Sunpin was focused on delivering a contract that met our portfolio's unique requirements on a cost-effective basis with maximum flexibility.”

**Lance Henderson**

Director of Western Origination of Direct Energy

Sunpin Solar, established in 2012, has developed and constructed over 100 MW of commercial and utility-scale solar PV projects. Headquartered in Irvine California, Sunpin Solar provides solar energy project development expertise with regional offices and personnel in Chicago, Boston, Cleveland, New York City, Texas, Maryland and Pennsylvania. Sunpin Solar has established prosperous relationships with corporate energy buyers, landowners, housing authorities, municipalities, electric utilities and financiers. To learn more, visit [sunpinsolar.us](http://sunpinsolar.us) and follow the company on [LinkedIn](#), [Facebook](#), [YouTube](#) and [Instagram](#).