

NCUC DOCKET NO. EMP-110, SUB 0
SUPPLEMENTAL PRE-FILED DIRECT TESTIMONY OF
DONNA ROBICHAUD
ON BEHALF OF SUMAC SOLAR LLC

ATTACHMENT D

July 17, 2020

Mr. Georg Viet, Chief Executive Officer
Geenex Solar LLC
1930 Abbott Street
Suite 402
Charlotte, North Carolina 28203
Georg.veit@geenexsolar.com

Dear Georg,

On behalf of CustomerFirst Renewables (CFR), I can confirm that there is substantial demand among the large corporate and institutional (C&I) clients that we serve for utility-scale solar projects located in PJM. Because the North Carolina solar resource is the best available in PJM, there is high demand for cost-competitive solar projects in the PJM portion of northeastern North Carolina.

CFR is an advisor to large C&I clients who want to procure renewable energy. We help them develop strategies to purchase renewables in the most cost-effective manner possible, and then we help them execute on that strategy by running competitive solicitations to find the optimal project for them. We were the first dedicated renewable energy advisor in the US market when we started our company in 2010, and we continue to be one of the market leaders in the C&I renewable energy space. We have helped our clients execute over \$2 billion of renewable energy projects across the US to date and are likely to pass the 1,000 MW threshold for our 2020 contracts alone, most of which will happen outside of North Carolina. We work in every organized wholesale market in the US and in an increasing number of regulated markets as well. We have led our clients to eight solar Power Purchase Agreements (PPAs) in the PJM portion of North Carolina, totalling 194 MWac. We are currently negotiating PPAs for several large PJM North Carolina projects, and we have other clients who will be interested in similar projects in the future as long as pricing continues to be as competitive as it has been in recent years. We continue to believe that North Carolina solar offers some of the very best renewable energy options available to our clients who are looking for renewable capacity in PJM.

Thank you. We hope to be looking at some of your projects in the future.



Kevin Rackstraw
Partner
Senior Vice President, Client Solutions