



## Colleges and Solar: Two Shades of Green



## Panel Discussion with Illinois Community Colleges

October 18<sup>th</sup>, 2018

Presented by:  
Mark Graves  
Bob McKinney  
Gordon Schweitzer

**Building Relationships for Life...**  
*dedicated to building clients, not just projects*

# Agenda

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**Developments in  
Solar Market**

**CTS / JMS  
Partnership**

**Engaging Community  
Colleges in Panel  
Discussion**



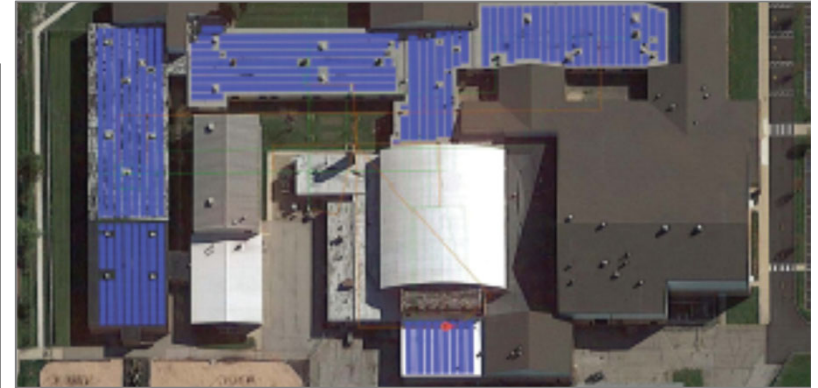
# Why Solar? Why Now?

**Changes within the market have spiked interest in Solar Technology in Illinois**



- Solar Costs have dropped as much as 65% in last 5 Years.
- Hedge against utility inflation.
- Illinois will release first block of Solar Renewable Energy Certificates (SRECs) in January 2019.
- 3rd Party Power Purchase Agreement allow community colleges to take advantage of the Federal Investment Tax Credit of 30% and MACRS Depreciation.
- Net metering is allowed up to 2 MW, reducing financial risk of putting power on grid.

# The CTS/JMS Merger offers a Comprehensive, In-House Solution



member companies



Control Technology  
& Solutions



Johnson-Melloh  
Solutions

# Services Offered

## Develop, Engineer, Procure, & Construct Solar Projects

*Ability to develop, design, engineer, construct and maintain your solar & facility assets*

- Experience includes development of the nation's largest completed airport facility.
- Industrial sized solar Installations to assist clients in reducing their peak expenditures.
- Large commercial installations to fix a large percent of clients energy expenditure.
- Education Installations to add money to tight budgets.



# Our solar experience makes all the difference for you

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Indianapolis International Airport (13 MW)

Indianapolis International Airport (11MW)

Indianapolis International Airport (3.3MW)

City of Indianapolis DPW—East 21st Street (108kW)

City of Indianapolis DPW—West Street (108kW)

Federal Building Burlington Vermont (39kW)

City of Lake Station, IN (72kW)

Indianapolis Housing Agency (60kW)

Danville Public Library (50kW GESC)

East Washington Public Library (7.6kW)

Jennings County Public Library (192.65 kW)

City of North Vernon (3.3 MW at Multiple Sites)

Fronius USA, LLC (61kW incl (2) 3 kW Dual Axis Solar Trackers

Schaefer Technologies (500kW)

Cathedral High School (57kW)

Telamon Corporation (50kW)

Ivy Tech (multiple sites = 12kW)

Staughton Senior Community (4kW)

Johnson Melloh, Inc. (105kW)

Oxford Place Senior Apartment Homes (181 kW)

Merrell Brothers, (750 kW & 250 kW)

A Pallet Phase 1 (48kW)

A Pallet Phase 2 (96kW)

Nestle Indiana (108kW)

Irving Lofts (71.5kW)

First Devington Apartments (10kW)

Miracle Place (9.92kW)

Sheridan School Corp (1.8 MW)

MSD Wayne Township-Ben Davis High School  
(3.5 MW AC with (2) 750kW Generators)

Frankton- Lapel Schools (1.8 MW & LED)

Madison Grant United School Corp (1.22 MW)

Orleans Community School Corp Jr/Sr HS and ES (1.37<sup>6</sup> MW)



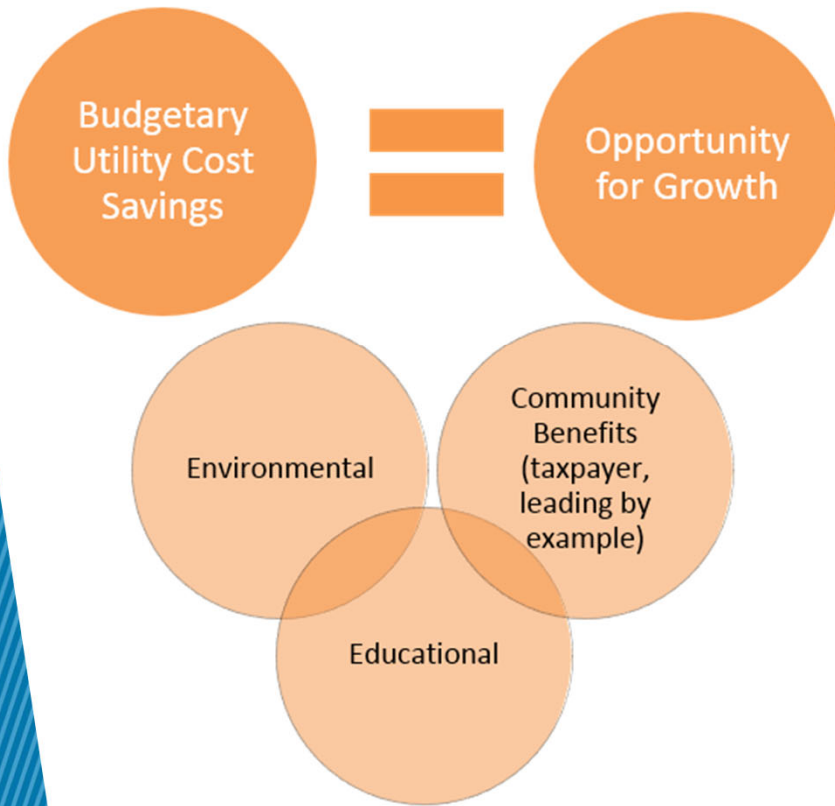
# What Sets CMS/JMS Apart?

*EXPERIENCE = RISK AVERSION*

- Solutions We Can Stand Behind  
*Best practices learned from owning & maintaining our own systems*
- Installed **Over 100** solar installations
- Monitors/maintains over \$100 million in Solar Assets
- Performance Guarantees  
*Steadfast Commitment to your Satisfaction*
- Goal to achieve a project utilizing local contractors
- Full Time On-Site Project Management



# Why are Education Institutions Going Solar?





# Why are Education Institutions Going Solar?



## *Panel Introductions*

**Bob Tenuta**  
**McHenry County College**

**Bryan Gleckler**  
**Lake Land College**

