Equitable Clean Energy Jobs Program

Summer 2020
Tonight’s Agenda

6:00PM - 7:30PM

Program Introduction
Beryl Dann, Program Manager
Kaiba White, Solar Austin President
Karen Magid, HT’s Director of Sustainability & STEM

Company Presentations
- 7x Energy
- NATiVE Solar
- Speir Innovations

Student Q & A

Closing Remarks
What is the Equitable Clean Energy Jobs Program?

- Pilot internship placement and mentoring program
- Supported by the City of Austin Equitable Green Jobs grant

Our Vision . . .

- A local clean energy sector where all types of jobs are balanced between gender, race, and cultural identities
- Local clean energy companies have easy access to qualified employees
- All parts of our local community are benefiting from clean energy jobs equitably
How We’re Working to Achieve Our Vision

- Partner with local companies who want to help improve diversity and inclusion policies and practices
- Recruit students who want to enter the clean energy sector, but need help getting a foot in the door
- Offer diversity and professional training for employers and students, respectively
- Provide mentorship for interns and company hosts throughout the duration of the internship
- Collect data to inform future efforts
Solar Austin’s Mission

Solar Austin works to accelerate the transition to clean, renewable energy in Central Texas and to expand access to the benefits of solar to everyone to mitigate climate change, create a healthy community and support a strong local economy.
Who is Solar Austin?

Solar Industry  Solar Customers  Clean Energy Supporters

What we do . . .

Policy
- Developed and maintained funding for solar incentives throughout Austin
- Established and increased solar goals for Austin Energy
- Helped craft community solar program

Education - for adults and children

Community Service
Pursuing a Solar Career

Between 2014-2019, solar employment grew 5x faster than the overall U.S. economy.

As of 2019, Texas was home to 10,261 solar jobs.

Clean energy workers at lower ends of the income spectrum can earn $5 to $10 more per hour than other jobs.
Huston - Tillotson University (HT)

❖ The oldest institution of higher learning, a private, historically black university (HBCU) in Austin, TX
❖ HT’s mission is to nurture a legacy of leadership and excellence in education, connecting knowledge, power, passion, and values
What is and why care about equity?

Benefits of Diversity

- Diverse organizations enjoy concrete benefits
  - Intellectual/Informational diversity increases creativity + problem-solving responses
  - Values coherence increases the benefits of diversity
  - Gender and ethnic diversity are clearly correlated with profitability, but women and minorities remain underrepresented
  - The most diverse organizations consistently outperform the least diverse financially
Now let’s hear from the companies!
7X At a Glance

Overview

- Utility-scale solar developer based in Austin, TX
- Focus is on the development, delivery, and management of renewable energy for corporations, utilities, municipalities, and cooperatives
- Experience ranges from site acquisition and permitting to interconnection and engineering nationwide
- Unique Advantages:
  - **In-house transmission** congestion and curtailment analysis
  - **Smart Power Maps ("SPM")**: Proprietary solar development suite that accelerates and optimizes site selection and development
- 7X has successfully originated and developed or jointly developed over 1,400 MWp of solar projects that are either under construction or in operation
Maureen Ochola  |  Manager of Transmission Planning

Maureen has over nine years of experience in the energy industry. At 7X Energy, Maureen provides expertise in congestion and curtailment risk for project development and assists in transmission and interconnection activities.

Prior to 7X, she worked at E.ON Climates and Renewables where her main area of focus was conducting basis and curtailment analyses and forecasting LMP and binding constraints for over 20 existing and pipeline renewable projects. Additionally, she also developed congestion hedging strategies for over 3.8 GW of wind in ERCOT and MISO using Congestion Revenue Rights and Financial Transmission Rights.

Maureen holds an MBA from Georgia State University and a Bachelor of Science in Industrial Engineering from Georgia Institute of Technology.

Rich Clark  |  Sr. Director of Engineering

At 7X, Rich leads the engineering responsibilities that support development of the company’s growing solar project pipeline. Prior to joining 7X, Rich worked at SunPower as the Development Engineering Manager for Utility Power Plants covering North and South America. Rich led the engineering deliverables for financing, estimating, site audits, geotechnical and pile load testing reports, topography, hydrology, land surveys, land use permits, construction permits, performance simulations, and interconnection agreements.

Prior to making the switch to renewable energy, Rich was with ExxonMobil for 9 years in the Project Management group, where he worked on domestic and international capital projects in numerous capacities including cost estimating, development, engineering, and construction management.

Rich has an MBA from Drexel University and BS in Mechanical Engineering from the University of Texas at Austin. He is also a licensed PE in New Jersey.
Bloomberg: 7X #1 in Corporate Solar PPAs

S&P Global: 7X Successfully developed 2 out of 10 (Taygete and Prospero*)

Top developers selling clean energy to corporations in 2019 MW

- Engie: 540 Solar, 759 Total
- 7X Energy: 767 Solar
- Apex Clean Energy: 81 Solar, 571 Total
- Longroad Energy: 218 Solar, 432 Total
- Colburn: 607 Solar
- Allethe Clean Energy: 528 Solar
- Duke Energy: 541 Solar
- Canadian Solar: 446 Solar
- E.On Climate & Renewables: 426 Solar
- Invenergy: 96 Solar, 300 Total

Source: Bloomberg and S&P Global. Note: Corporate PPAs not included.

Largest US planned solar projects in advanced development or under construction

- Taygete Solar Project 1 & II: 7x Energy Inc., 1-2, 509 MW, Planned: 1,140,250, Estimated construction costs: 1,200,000, Estimated in-service year: 2021, Pecker, TX
- Polkan Solar Project (Masenick Solar Project) (Almanzor): ELF Group, 1, 509, 1,009,000, 2021, Riverside, CA
- Athens Solar Project: EDF Renewable Energy, 1, 1,012,500, 2021-2022, Riverside, CA
- Fermi Solar Energy Center: 1, 420, 945,000, 2020, Andrews, TX
- Prospero Solar Energy: Longroad Energy Holdings LLC, 1, 675,000, 2020, Andrews, TX
- Highland Solar Farm: Hecane Energy LLC, 1, 724,000, 2021, Highland, OH
- Jims Solar (Intersect Power): Multi-owned, 300, 399,000, 2021, Brookston, TX
- IP Terra Solar Project: Multi-owned, 200, 590,000, 2021, Gilberon, TX
- Mesa Project (Childress Solar Park): Copenhagen Infrastructure Partners P/S, 260, 576,000, 2020, Childress, TX
- Pleasant Mont Solar I (Spettivand Solar Energy Center): Multi-owned, 240, 570,000, 2020, Spettivand, VA


*Jointly developed Prospero with Longroad Energy
# 7X Solar Projects

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*This project was jointly developed by 7X and Longroad Development Company. The joint development arrangement terminated on Dec. 31, 2018.
Power Systems Modeling Intern

Job Description/Duties:
- Assist in updating ISO/RTO models to reflect current topology
- Create and maintain modeling templates to be utilized in LMP forecasting
- Conduct historical basis analyses and develop heat-maps as needed to support project siting efforts
- Monitor transmission and generation development and general market updates in ERCOT, SPP, and other ISOs/RTOs
- Track Real-Time prices and generation output for operating projects

Required Qualifications:
- Interest in transmission and electric market modeling
- Knowledge of Microsoft Excel
- Strong work ethic and self-starter
- Excellent communication skills
- Passion for renewable energy
- Ability to meet deadlines and work in fast paced environment

Preferred Qualifications:
- Advanced Microsoft Excel knowledge
- Experience with power flow simulation software
- Knowledge of ERCOT market
PV Site Designer Intern

Job Description/Duties:
- Build and update design templates, design tools, and Excel calculators
- Create maps and exhibits as needed to support projects through the development phase
- Conduct energy generation estimates for projects and associated analysis on output profiles
- Create engineering calculations related to PV equipment sizing and operation
- Create conceptual/preliminary AutoCAD layouts for utility-scale solar projects to be used for customers, estimating take offs, permitting, and interconnection

Required Qualifications:
- Knowledge of Microsoft Excel
- Excellent communication skills
- Attention to detail and ability to work independently
- Problem solving and ability to multitask
- Passion for renewable energy
- Ability to meet deadlines and work in a fast-paced environment

Preferred Qualifications:
- Knowledge of PV system operation
- Prior drafting experience in AutoCAD
- Prior experience in solar energy modeling software
Q&A
THANK YOU!
LOCAL ENERGY. GLOBAL IMPACT.
Solar Austin
Equitable Jobs Program
Internship Opportunities
OUR STORY

Established in 2007
• TX solar leader
• Over 2,000 systems

What we do:
• Engineering/Design
• Construction
• Service/O&M

Sectors we serve:
• Residential
• Commercial and Industrial

LOCAL ENERGY. GLOBAL IMPACT.
Community Involvement and Affiliations

MEET THE NATIVE TEAM

LOCAL ENERGY. GLOBAL IMPACT.

- Austin Energy Green Building
- Sierra Club
- Hill Country Conservancy
- Amicus
- American Solar Energy Society
Internship Opportunities

Position Title: Community Outreach Intern
Department: Sales and Marketing
Reports to: Community Programs Manager
Primary Objective
As a Community Outreach Intern, you will connect with local communities under the Community Programs Manager and Sales Manager representing Native in various programs and educational programs. The objective is to engage with communities and promote the benefits of renewable energy. Interns also have a direct impact on Native’s mission and values.

Major Areas of Accountability
- Drive leads and education through face-to-face community engagement, workshops, and community events.
- Enthusiastically represent Native in the community at various events.
- Develop networking opportunities to establish community outreach.
- Engage with people and organizations throughout the greater Austin area.

Position Title: Social Media and Content Intern
Department: Marketing
Reports to: Marketing Manager
Primary Objective
As a Social Media and Content Intern, you will work in our marketing team. As an intern, you will be responsible for planning social media calendars, creating social media posts, and assisting the social media team with brainstorming campaigns. In order to provide new and educational content, your role would also include basic research into local and regional trends and activity to provide fresh content. This may also include drafting blogs and articles to supplement social media content.

Major Areas of Accountability
- Manage the social media calendar
- Brainstorm campaign ideas
- Research relevant topics for blogs and articles to support social media content
- Post on various social media platforms such as Facebook, Instagram, and LinkedIn
- Analyze analytics to gauge the success of campaigns
Questions?

Paul C Watson
Chief Strategy Officer
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Referral Program:
NATIVE offers $500 for each referral that "goes solar" with NATIVE.
SUSTAINABLE SOLAR SPEIR
OVERVIEW

History
Mission
Services
Reviews
ABOUT SPEIR INNOVATIONS

We provide full turn key residential and commercial solar installation to the San Antonio and Austin area, but we are so much more than that. We are passionate about our work and dedicated to our goal of creating a sustainable future.
OUR BEGINNINGS

FOUNDED BY FRIENDS & FAMILY

With prior experience in the solar industry and education in sustainable sciences, our founders Mike LeFevre and Nicholas Speir set out to create a new kind of solar company with one simple mission: to help Texans save money with solar and make the world a cleaner, greener place to call home.
EVOLUTION

2016
Subcontract work

2017
Outside sales

2018-PRESENT
Full turn-key sales and installation
Our Customers enjoy the sunny side of energy savings.
JAIME PEREZ

"I can only say great things about Speir Innovations. The installation was done in a very professional way, on time and always keeping me informed of the whole process. Best investment ever."

CHARLES THOMPSON

"Speir Innovations is an outstanding company to do business with. My experience with them is what I call exceptional. Any and all questions, concerns, and explanations are addressed immediately. All the people I had dealings with were very professional and courteous. I will wholeheartedly recommend these guys to get you to Go Green. Thanks again for a job well done."
OVER 5 MEGAWATTS INSTALLED

AS OF 2020
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Q & A
Thank you!

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