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Intersolar & Energy Storage North America

10 February 2026

10:00 am – 11:00 am | PDT, Los Angeles

2:00 pm – 3:00 pm | EDT, New York City

8:00 pm – 9:00 pm | CET, Berlin

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Navigating C&I solar and storage from concept to commissioning



Ryan Kennedy

Senior Editor
pV magazine USA



Claire Broido Johnson

Co-Founder and President
Sunrock Distributed Generation



John McDonnell

CEO
WattHub Renewables



Spencer Wells

Co-Founder and Chief Executive Officer
Wells Energy Development

Welcome!

Do you have any questions?  

Send them in via the Q&A tab.  We aim to answer as many as we can today!

You can also let us know of any tech problems there.

We are recording this webinar today. 

We'll let you know by email where to find it and the slide deck, so you can re-watch it at your convenience.  



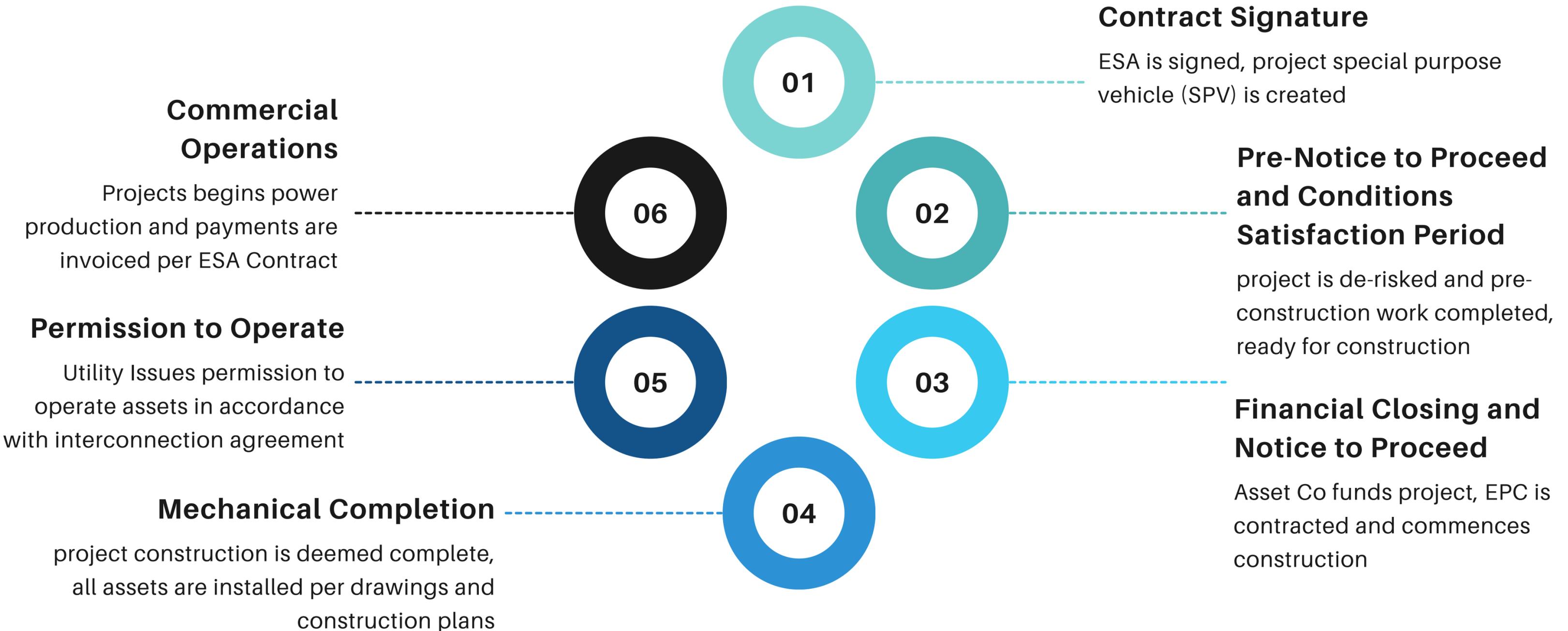
WELLS ENERGY

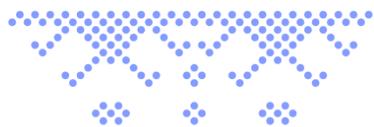
DEVELOPMENT

Wells Energy Development LLC

CONCEPT TO COMMISSIONING CYCLE

Project Cycle - Wells Energy Development LLC





scope & deliverables



| phase | Wells Energy Development LLC (Developer) | Asset Co (Buyer) |
|-----------------------------|--|---|
| Contract Signing | Negotiate PPA commercial and legal terms in line with industry requirements and acceptable commercial pricing | Provide legal feedback to close terms |
| Pre-NTP → Financial Close | <p>Clear conditions precedent, complete all scope to get project “shovel ready” for construction:</p> <ol style="list-style-type: none"> 1. Interconnection (application and interconnection agreement) 2. Incentives (Application, submission secure) 3. Real Estate Related Documents (Alta, ESA Phase I, Title) 4. Site Control (site lease agreement or easement) 5. AHJ Permitting and Approvals | Review final project design, production modeling, final project due diligence |
| NTP → Mechanical Completion | Support EPC Selection, Project Management, Construction Management and Off-taker communication | Provide required project funding, EPC Contracting, Performance Testing, Commissioning, Operational asset management |
| Commercial Operations | Review all final performance testing documents, track operational success | Place assets into commercial operations and adhere to ESA terms for project billing and reporting |

PROJECT TIMELINE ROADMAP

Contract Signing
Month 1

ESA Contract is executed

Final Investment Decision
Month 6-14

Asset Co buys project, construction commences

Permission to Operate
Month 16

Utility Issues approval to energize system per interconnection agreement

Pre-NTP Work
Month 1-6

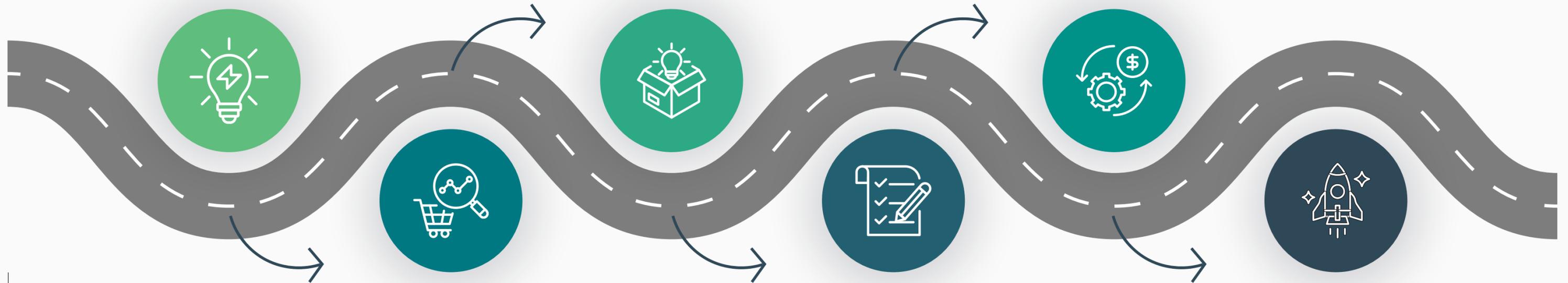
Pre Construction work is completed to get project "shovel ready"

Mechanical Completion
Month 14-15

Project installation is completed and passes performance testing

Commercial Operation
Month 17

Project is placed into full commercial operation





WattHub

C&I Solar

Concept to Commissioning

Sector Focus: Construction

Construction Navigation

Highlights of key C&I components that make high quality installations

1. Accurate Designs
2. Knowing Install Manuals
3. Site Conditions
4. Unforeseen Conditions
5. Labor / Manpower
6. Proper Commissioning

Project Spotlight

Office Bldg // 310kW // Lake Forest, CA // **Site diligence miss**



Importance of Experience

- Proper site diligence
- Having a QA/QC Process
- Ability to adapt to challenges
- Problem solving



2025 and Beyond



The Good / The Bad



2025

- Moderate Utility Rate Hikes
- PPA Availability
- Loan Availability
- Safe Harboring
- BESS adoption

- Political Uncertainty
- IRA language replaced by BBB
- Supply chain issues
- Shipping

2026

- Substantial Utility Rate Hikes
- PPA/Loan Availability
- BESS VPP adoption
- Safe Harboring
- FEOC / DC guidance
- Bonus Depreciation

- Political Uncertainty
- IRA language replaced by BBB
- Pricing of domestic content
- Manufacturer failures

2027+

- Moderate Utility Rate Hikes
- Interest Rate Reduction
- More efficient cap stack
- Better BESS overall adoption
- Non-ITC solar sales
- Interconnection reform?

- Potential change of Admin
- Supply chain clean up
- No ITC unless safe harbored
- Supply Chain of domestic

We offer Energy Service and Power Purchase Agreements (ESAs and PPAs) tailored to mid-size solar and storage projects



SDG invests to develop or co-develop, install and maintain storage and solar energy systems.



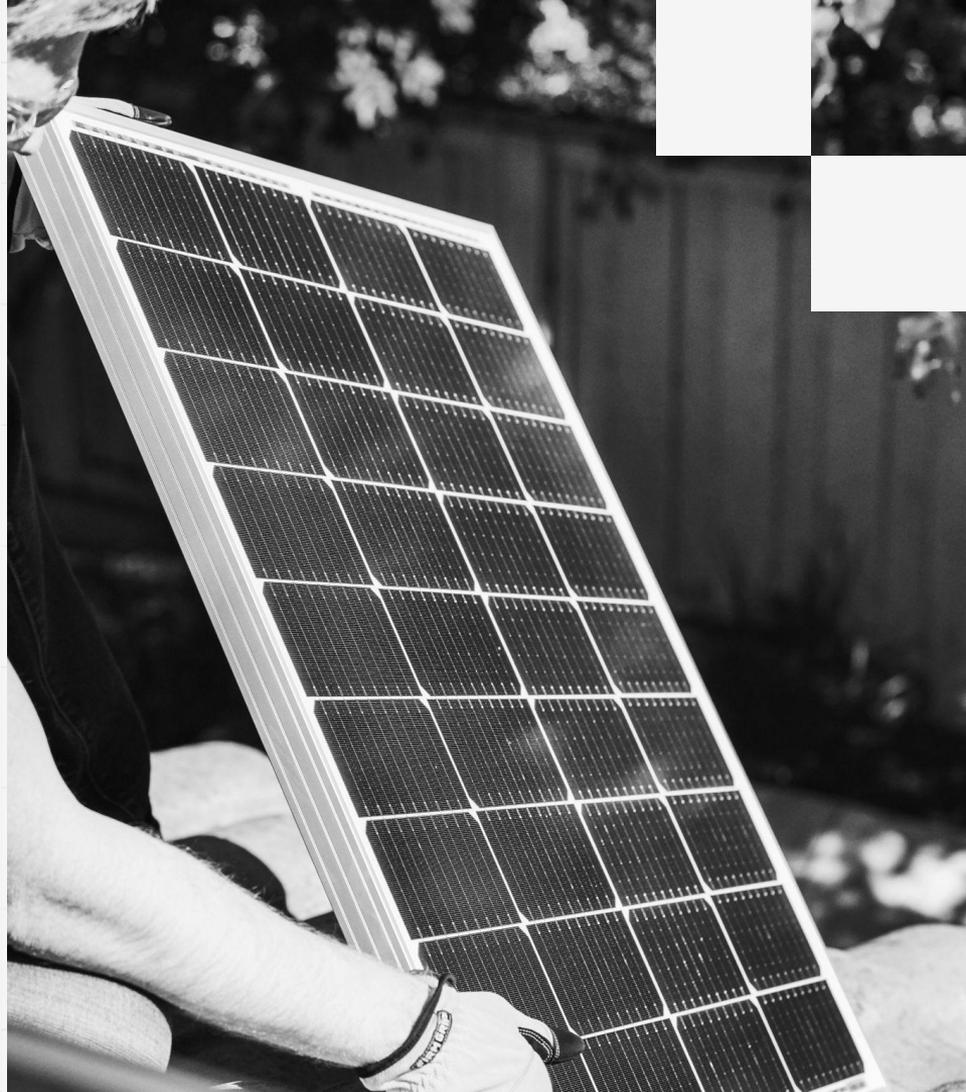
We use a proprietary credit platform to underwrite hosts that traditional financiers won't.



Customers pay a fixed \$/kWh rate for solar and a \$/kW/month rate for storage-based demand charge savings.



SDG commissions EPCs, issues milestone payments as work is completed, and manages the assets long-term.



Things that went great in 2025

- We standardized the Sunrock pricing process – developers/EPCs can submit their projects on our web intake form and get pricing quickly: <https://www.sunrockdg.com/partner-form>
- We financed our first (solar+storage) energy services agreement
- We increased our partner network to over 700 partners

SDG Process



Deal Negotiation

- EPC submits project online
- SDG sends back proposal
- Agree on terms
- Execute LOI

Development

- SDG underwrites customer and EPC
- Execute ESA or PPA
- Secure site control and lease
- Complete due diligence
- Execute EPC agreement

Construction & Beyond

- EPC constructs project
- Project owner commissions and operates project
- Project owner provides O&M asset management over term of ESA or PPA

Things that were hard in 2025

- Offtakers got confused about energy savings; lots of uncertainty and demand charges don't make any sense to them
- Tariffs! Changing the economics deal back and forth make financing projects really hard
- Extended Warrantees are critical for storage
- Roof leak/re-roofing happens a LOT – fix your roofs first!
- There is no standard form contract – everyone wants tweaks
- Offtakers do not understand that there are early termination payments

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By Ben Zientara



Most-read online!

Missouri declares war on solar

by John Fitzgerald Weaver



Coming up next...

Friday, 13. February 2026

3:00 pm – 4:00 pm CET, Berlin, Paris

4:00 pm – 5:00 pm EET, Athens

Thursday, 19. February 2026

3:00 pm – 4:00 pm CET, Rome, Berlin, Paris

Many more to come!

The cost map: Hidden overlaps where PV project costs accumulate

Sistemi di accumulo BESS e normativa italiana di prevenzione incendi

In the next weeks, we will continuously add further webinars with innovative partners and the latest topics.

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**Thank you for
joining today!**