

## New Revenue Streams Through Solar Development

Live Webinar  
May 12, 2020

### Event Sponsor: NAIOP NJ and Solar Landscape

**Barbara J. Koonz**, Chair of the firm's Energy, Renewable Resources & Sustainable Development Practice Group, will be a panelist for a free live webinar on "New Revenue Streams Through Solar Development," which will be presented on Tuesday, May 12, 2020 from 12:00pm – 12:45pm. The program is being presented by Solar Landscape and NAIOP NJ.

With tenants seeking rent relief or terminating lease arrangements due to the COVID-19 pandemic, it may be the right time to explore a new and reliable strategy to increase the rent rolls of your properties. This presentation will explore how CRE owners in NJ are using a new BPU (Board of Public Utilities) program to increase their rent rolls by nearly \$40 million over the next twenty years - with a dependable long-term source of income. Ms. Koonz and other space and market leaders will discuss specifics of the program, the legal process, guidance on ideal properties, and key considerations for commercial property owners.

CRE property owners will leave the webinar with an understanding of next steps for determining if their properties qualify for the program, potential lease revenue, and how NAIOP members are using the program to reach corporate sustainability goals and positively impact their communities.

Ms. Koonz is a partner in the firm's Environmental Department, where she focuses her practice in the areas of environmental and energy law, with an emphasis on environmental permitting for redevelopment, environmental compliance and renewable energy projects. She regularly represents solar energy providers and hosts in connection with the development of grid-supply, net-metered and community solar photovoltaic (PV) projects, including some of the largest solar PV projects in New Jersey. In connection with solar and other distributed energy projects, Ms. Koonz, on behalf of power providers and off-takers, drafts and negotiates power purchase agreements (PPAs) and related property

### Attorneys

Barbara J. Koonz

## Seminars & Events (Cont.)

rights and access agreements. She provides counsel to clients regarding eligibility and compliance with BPU renewable energy requirements, including the solar renewable energy certificate (SREC) program and the sale of SRECs. Further, she provides advice regarding interconnection agreements with regional transmission organizations such as PJM, and local electric distribution companies.

The link and instructions to join the webinar will be sent to registrants the day before the event.

Registration and additional details at: [New Revenue Streams Through Solar Development](#)

**Post Event Note:** *Here is a link to a recording of this program: [NAIOP NJ Solar Development Webinar](#).*