



COMPANY INFORMATION

Date: September 18, 2020

Company:	ProStar Energy Solutions, Inc		
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Address:	One Cowboys Way Suite 262	City:	Frisco
State:	Texas	Zip Code:	75034

BUSINESS CONTACT

TECHNICAL CONTACT

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City:	Frisco	City:	
State:	Texas	State:	
Zip Code:	75034	Zip Code:	

BUSINESS HISTORY

How long have you been in business? ProStar Energy Solutions was established in 2005

Are you part of a larger company? Yes No

Did you exist as another company before this company was formed? Yes No *If so, what was that company's name?*

Number of employees? Fifty employees

What is your business structure? Private Company

Describe your business service(s). Energy Efficiency Solutions

ProStar Energy Solutions is energy consulting firm dedicated to helping businesses save money by providing the best energy efficiency and renewable energy solutions available, without regard to product brands. We are passionate about sustainability. ProStar Energy team members stay current with the most up-to-date technology for dairy applications, including Solar Energy, LED lighting, IOT programs, HVAC Systems, Rebate Management, and Utility Procurement.

Describe your area or region of operation.

United States and around the globe

Does your company hold any patents or the rights to any patents? Yes No *If yes, please describe.*

Do you manufacture equipment? Yes No *If yes, please describe.*

Do you integrate equipment manufactured by others? Yes No
If you integrate, please list the names of the preferred companies you represent.

ProStar integrates solar power systems from several manufactures. We manage the process of obtaining the right solar arrays for your specific project/need. Whether it is supplying products from multiple manufacturers or managing orders from a single supplier, we are brand agnostic which means our loyalty is to you and not to any of the solar manufacturers.

How do you answer potential customer's questions about financial strength of your company?

ProStar has more than 30 years of experience and has completed over 10,000 projects focused on energy optimization, solar energy and energy efficiency solutions.

Do you offer technical/service support? Yes No *If so, what methods?*

ProStar provides energy management consulting services to a wide range of industries and serve as the exclusive energy service provider to the Dallas Cowboys, and many other clients around the globe.

Do you offer design services? Yes No *If yes, please describe.*

ProStar provides project designs for dairy solar power systems and other energy efficiency solutions to reduce operating costs and increase milk productivity at dairy farms.

Do you offer financing? Yes No *If so, what terms?*

ProStar offers financing and identifies incentives that can supplement the cost of farm solar projects.

Are you a full stop shop? *Design to construction and operation?* Yes No *If so, please describe.*

ProStar Energy Solutions is a full stop shop, offering Energy-as-a-Service solutions; a comprehensive choice of services including engineering design, construction, operations & maintenance and financing that are designed to reduce energy consumption and energy costs.

Do you have preferred partners? Yes No *If so, please list and provide contact information/identify partners by name.*

We have an extensive network of qualified and competitively priced solar equipment suppliers and installation partners. We are constantly evaluating new products and manufacturers.

Environmental Benefits - Does your project provide environmental benefits to the farm? Yes No *If so, please describe. For example: GHG credit application, planning and permitting, marketing and sales.*

Our business model generates energy cost saving for the dairy, improves sustainability and reduces the carbon footprint of dairy operations.

Do you have experience monetizing environmental attributes from your projects? Yes No *If so, please describe. For example: carbon offset credits, renewable energy certificates (RECs), renewable identification numbers (RINs) and Low Carbon Fuel Standard (LCFS) credits.*

ProStar's project team monetizes environmental attributes for each solar project including renewable energy certificates (RECs) and state and federal incentives.

Economic Benefits - Does your business model provide economic benefits to the farm? Yes No *If so, please describe. For example: added revenue and cost reductions to help financially sustain the farm.*

Our business model diversifies farm revenue through the sale of solar power to utility companies and other creditworthy off-takers and provides on-site backup power to reduce the effects of power outages on milk production.

Do you underwrite and secure supply agreements? Yes No *If so, please describe. For example: contractual agreements to for energy, services, or credits.*

We manage and secure all contractual agreements for solar equipment supply and installation through an extensive network of qualified and competitively priced installation partners. Alternatively, we can also work with your preferred contractor.

Do you secure off-take agreements? Yes No *If so, please describe. For example: contractual agreements to for energy, services, or credits.*

When applicable, solar energy off-take agreements are secured with creditworthy buyers in advance of project development.

Do you evaluate potential markets for the farm? Yes No *If so, please describe what markets. For example: soil amendments, manure fiber for products, recovered phosphors, nitrogen, or carbon for other industries.*

Do you have experience with USDA's solar energy financing options for farmers? Yes No *If so, please describe. For example: NRCS' EQIP program loans and grants.*

ProStar provides assistance to dairy farmers interested in applying for USDA's Natural Resource Conservation Service solar energy loans and grants through the Renewable Energy for America Program (REAP).

Do you have experience with large and small farm solar projects or community solar projects? Yes No *If so, please describe.*

We have experience with multiple farm solar power projects and a variety of other on-farm applications.

Do you have a standardized deal structure? Yes No *If so, please describe.*

We offer a flexible approach to each project, as every deal is unique with respect to the development team, offtake terms, investments, etc.

Do you provide a performance guarantee? Yes No *If so, what are you guaranteeing? For example: up time, methane production, biogas production, parasitic load, throughput, O&M cost, percent recovery, other.*

Performance guarantees are evaluated and can be offered on a project basis.

Newtrient 9-Point Score Information

Is ProStar solar technology currently operational on at least three North American dairy farms? Yes No

Does this technology have a record of reliable performance for more than 12 months on at least three farms? Yes No

Is ProStar solar technology installed on at least 10 North American dairy farms? Yes No

What are the installed capital costs of this technology? *Please clearly define what is and is not included, Ranges are acceptable.*

We installed 50 kW solar DC array on a dairy farm in New York. The annual production from this solar PV system is projected to be 70,000 kWh. The total solar system capital cost was \$108,000 (\$2.16/W), which is a 12-year simple pay back without incentives. However, if state and federal incentives are added, the system would have a 7-year pay back.

What are the annual operating costs of this technology? *Please clearly define what is and is not included, Ranges are acceptable.*

Typically, without inverter replacement, O&M costs for a fixed tilt solar panel system on a dairy range from \$3 to \$5/kW/yr.

What value does this technology or the products it makes, deliver to the farm? *Please list identifiable economic, environmental, or community value (e.g. reduced cost, increased income, reduced odor, improved nutrient use, etc.).*

A dairy farm that owns about 1,000 cows might see anywhere from \$2,000 - \$3,000 per month in energy costs. This translates to a power consumption nearly 200-400 kWh/month. An approximately sized solar system for such a farm would be around 30 kW, rendering up to a 70% reduction in power consumption during sunlight hours.

Do you feel an in-depth Technology Information Request is needed to help people understand this technology? Yes No

Newtrient has an extensive technical information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.