



CITY OF CONCORD

New Hampshire's Main Street™
Community Development Department

REPORT TO MAYOR AND CITY COUNCIL

From: Beth Fenstermacher, Director of Special Projects & Strategic Initiatives

Date: August 21, 2025

Subject: **Old Turnpike Road Landfill Solar Generation Project
Lease and Group Net Metering Agreement**

Recommendation:

Accept this report and authorize the City Manager to enter into a Lease Agreement and Group Net Metering Agreement with Kearsarge Old Turnpike Road, LLC (“Kearsarge”), and authorize the City Manager to execute a license for the Utility interconnection poles for the proposed 5 megawatt (MW) solar array at the capped landfill on Old Turnpike Road.

Background:

In July 2023, in response to a Request for Proposal (RFP 21-23), the City selected a proposal submitted by Kearsarge to install own, operate and maintain and ultimately decommission a fully ballasted ground-mounted solar photovoltaic system to be located at the capped landfill located at 75 Old Turnpike Road. The total capacity of the proposed solar installation is approximately 5.0 megawatt (MW) alternating current (AC), and it is planned to utilize approximately 23.36 acres of the 52.9-acre capped landfill. The Kearsarge proposal was selected as it provided the highest combined financial benefit to the City through a Lease Agreement, a Group Net Metering Agreement, and Payment in Lieu of Tax agreement for an initial term of twenty (20) years, with optional renewals. The project is expected to begin construction in September, and anticipated to be generating electricity in Spring 2026.

In 2021, the City entered into a Group Net Metering Agreement with Briar Hydro, wherein the City includes its electrical meters with a volumetric commitment of 9 million kilowatt hours per year with Briar to serve as a Municipal Host. In return, the City receives net metering credits from Briar’s hydroelectric dams. Importantly, the Agreement authorized the City to reduce its annual volumetric commitment by up to 50%, in response should the City elect to undertake a renewable generation project on City owned land or land owned by any other person located in the City. In order to participate in the Kearsarge Group Net Metering Agreement, the City will reduce its volumetric commitment to Briar Hydro by approximately 25% and transfer those accounts to the Kearsarge agreement.

Discussion:

The Lease agreement provides for a term of 20 years, and is anticipated to produce a net income of approximately \$3 million over the next twenty years for the City when combined with tax payments. The group net metering credit payment to the City from Kearsarge will fluctuate over the 20 years, and is based on 15% of the revenue generated by Kearsarge from net metering for the approximately 2,480,000 kilowatt hours of electricity under Agreement.

As part of the interconnection agreement to export the generated electricity, Unitil requires the installation of additional poles on City property outside of the lease area. City staff has worked with Unitil and Kearsarge to approve locations that do not interfere with operations at the Transfer Station. A license agreement is required for the pole installation. The license agreement with Unitil shall be drafted to ensure that it terminates once the solar generation project is decommissioned.

Drafts of the anticipated Lease Agreement and Group Net Metering Agreement are attached. If this request is approved by the City Council, the license agreement, as well as the final version of the Lease Agreement and Group Net Metering Agreement, shall be subject to review and approval of the City Manager and City Solicitor.