

Utilizing Solar Energy to Significantly Decrease Hospital Electricity Costs

Date: **September 7, 2012**
Time: 8:00a.m. - 1:00p.m.
Location: NJHA Conference & Event Center

Provided by:
New Jersey Hospital Association

Member Fee: \$125.
Non Member: \$195.

PROGRAM DESCRIPTION:

This program will show hospitals how to significantly decrease their electricity costs with no capital expenditures through the use of photovoltaic or PV systems.

The program will cover the following topics:

Technology – Presenters will explain how PV systems work and how they are installed and removed without damage to the hospital roof, facilities or electrical system.

Presenters:

- Mark Crowdis
- David Khasidy

Incentives – Presenters will describe the government incentives for PV Systems giving context to the economics and structure of PV transactions.

Presenter:

- Kevin Moore

Overview of Deal Structure – Presenters will give a brief overview of the power purchase agreement (PPA)/Site Lease structure used to provide affordable solar-generated electricity. This will include an explanation of the various players including the host, developer, project owner, financiers, EPCs, O and M providers, etc.

Presenter:

- Kevin Moore

Economics – Presenters will explain the economics of solar energy using example financials and pro formas.

Presenters:

- Mark Crowdis
- David Khasidy

Choosing a Solar Developer – What a hospital should look for when selecting a solar developer.

Presenters:

- Mark Crowdis
- David Khasidy

Deal Structure – A description of several key provisions that should be in PPAs and site leases to protect hospitals.

Presenters:

- Kevin Moore
- Mark Crowdis

Market – What are the future solar energy market trends in New Jersey in light of the recently enacted New Jersey legislation.

Presenters:

- David Khasidy
- Mark Crowdis

New Jersey
Hospital Association **NJHA**

REGISTRATION INFORMATION

FEE: Includes continental breakfast

Payment by credit card or check is required along with this registration form in order to be registered. Faxed copies of check will not be accepted.

If you are registering with a Credit Card, please Register online at www.HRET-Register.com

- Make checks payable to: HRET of NJ
- Mail to: Educational Services
HRET of NJ
P.O. Box 828691
Philadelphia, PA 19182-8691

- **We no longer accept credit card holds. Credit cards offered for payment will be charged.**
- Cancellations received by **August 16**, will receive a refund minus a \$80 per person service fee. Cancellations received after that date will not be eligible for a refund.
- Registrants unable to attend may send an alternate.
- **No confirmation will be sent.**
- For brochures or a calendar of upcoming seminars go to <http://www.njha.com/index.aspx>.

For more information or if you have a disability and need special accommodations, please call 609-275-4180 or 4181.

Please note: **Parking is in rear of building.**

WHO SHOULD ATTEND

CEOs, CFOs, COOs, VPs of Facilities,
Operations and Purchasing & In-House Counsel

PROGRAM SCHEDULE

8:00 *Registration/Continental Breakfast*

8:30 **Welcome and Introductions**
Sean Hopkins
Senior Vice President, Health Economics
New Jersey Hospital Association

8:40 **The Technology**
Mark D. Crowdis
President
Reznick Think Energy LLC
David Khasidy
Founder and Chief Executive Officer
SunRay Power LLC

9:20 **The Incentives**
Kevin J. Moore
Member and Chair of Renewable Energy
Practice
Sills Cummis and Gross PC

10:00 **Overview of Deal Structure**
Kevin J. Moore
Member and Chair of Renewable Energy
Practice
Sills Cummis and Gross PC

10:45 **Economics**
Mark D. Crowdis, President
Reznick Think Energy LLC
David Khasidy
Founder and Chief Executive Officer
SunRay Power LLC

11:30 **Choosing a Solar Developer**
Mark D. Crowdis
President
Reznick Think Energy LLC
David Khasidy
Founder and Chief Executive Officer
SunRay Power LLC

12:00 **Deal Structure**
Kevin J. Moore
Member and Chair of Renewable Energy
Practice
Sills Cummis & Gross PC
Mark D. Crowdis
President
Reznick Think Energy LLC

12:30 **Market**
David Khasidy
Founder and Chief Executive Officer
SunRay Power LLC
Mark D. Crowdis
President
Reznick Think Energy LLC

1:00 Conclusion



NJHA Healthcare Business Solutions is proud to be the sponsor of the NJHA/HRET educational programs.

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REGISTRATION (Please Type or Print Clearly)

Seminar #1270 Member Fee: \$125. Non Member Fee: \$195

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