

# Shir Ami Board of Directors Meeting



## Board Minutes

**October 10, 2023 25 Tishrei 5784 7pm**

Attendance: Beth McAleese, Helen Berman, Rabbi Briskin, Rabbi Eric Goldberg, Stephanie Kravatz, Marc Lubet, Phil Nordlinger, Ellen Rawicz, Meryl Reis, Ellie Short, Jon Stevens, Brandon Weiss, Cantor Berlin, Brett Cohen, Jeffrey Cohen, Michael Smolen, Jared Fingerman

Guests: NA

Absent: Jason Cohen, Andy Salsman

### **Board meeting goal – Be strategic (Stay out of the weeds)**

#### **I. Welcome & Remarks**

- Prayer for Israel – R. Goldberg
- Approval of 9-12-2023 minutes
  - Motion made by Jon, Seconded by Brandon, all approved
- Tzedekah collected
  - Stephanie proposed sending board Tzedekah funds to support Israel, all approved
- Thank you to Brandon for doing the D'var and for sponsoring dinner
  - B'reisheit – faced with attacks on Israel/Jews, anti-semitism
  - Shine light – counter negative with Tikkun Olam and other good works
- Reports on ShirBoard drive under Shir Board 2023-24 October
- Dinner sign up for 4/16 and 5/21 is open – no action taken
- Shabbat sign-ups for October-December. The only date open is Nov.24 and Dec. 29 – Zoom only – no action taken
- B. Mitzvah sign-up sheet was lost at the last meeting. Sign-ups circulated again.
- Thank you to everyone who ushered for HHD and for all who have made their Circle of Giving donation. Members who have not contributed are asked to consider doing so.
- Happy Birthday to Jon Stevens 10/12 and Beth McAleese 10/21
- Save the date: Dec 1-3 Cantor's Installation weekend
  - Friday dinner, service, oneg
  - Saturday party at Crossing Vineyards – drinking, eating, socializing
  - Sponsor opportunities available

- Sunday - Tikkun Olam Activity
    - entrance fee – bag of groceries
- Dec 15-17 URJ 150 Celebration in Washington DC
  - Jon, Alan, Stephanie, Nancy S. attending
- 10/19 7:00– Shir Ami – Community Vigil for Israel and Peace – other congregations (Jewish and not)
  - Inviting elected reps
  - Promote within individual institutions, not general FB, etc
  - Registration required
  - Security will be present
- 10/11 6:45-7:30 program with religious school, congregant with dual citizenship just got called up and will speak,
  - families who have family in Israel are invited,
  - Discussion of how to talk to kids about what is happening
  - Check kids social media to see what info kids are getting
- 11/10 – Lt. Becca Weiss will be speaker for Veteran's Day
- Men's Club/WOSA – should reach out to engagement, marketing, philanthropy – have similar look/feel across Shir Ami

## II. **HHD Recap and Feedback: Beth**

- What went well
  - Generations represented and opportunities for every age group
  - Program handout – showing who would be participating (why invited)
  - Feature upcoming events/activities
  - 3<sup>rd</sup> year in-person with new prayer book – improving flow
  - Felt organized, ushers did good job
  - Liked kids doing Torah portions
  - Shout-out to Cantor Berlin – beautiful music
  - Teens as ushers
  - Sermons
  - Great attendance at tot service
  - Lower key band
- What could be improved
  - Time gap between children's services and adult service
  - Take a look at Covid policies for next year
  - Go back to Tyler for Tashlich?
  - Oneg in Atrium too crowded

- Look at Yom Kippur afternoon programming
- Family services in afternoon lighter attendance – maybe because families came in the morning
- HHD survey - 104 responded, 67 wanted to be anonymous

### **III. WOSA report: Helen**

- There was a lot of discussion of recent/upcoming activities. None seemed to need Board intervention.
- Jeff Cohen talked about the Marketing committee – data available and assistance team could offer. WOSA board was receptive.
- They approved purchasing 10 Women’s Commentaries, a request Becky presented.
- There were a few things where your/board assistance might be helpful.
  - WOSA would like to be on the agenda for the November 14th board meeting to sell Chanukah candles to the board.
  - They mentioned several times that their ability to hold events is impacted by their inability to get space in the building. It was not clear why this would be a recurring issue. (Staff/Board – this is an issue when WOSA tries to have activities on Wednesday, when the building is full.)
  - They said that it is difficult to get events on the calendar and get initial communications out about events, if they don’t have every detail nailed down. They would like to be able to get word out earlier, even if they still need to finalize details closer to the event. This includes text messaging. (Staff/Board – it makes sense that details be known and confirmed in advance of advertising. Many WOSA events had to be cancelled.)
  - They would like support to do push for membership. They currently have 77 members, mostly synagogue members.
  - They approved joining SHAFTY and Men’s Club to automatically charge for membership, and let people opt out.
  - They expressed concern about the quarterly funds transfers by ShulCloud (instead of more frequently). They said it left them in the hole, when they needed to lay out funds ahead of an event, and questioned whether they should continue accepting online payments. WOSA board ultimately agreed that they should continue to do so.
  - Staff/Board members felt that items 2,3,6 required WOSA to make adjustments to their process, which have been outlined for them, and these items would cease to be issues.

### **IV. Review of Policies: Ellen**

- A lot of what is in the policy manual is not really “policy”

- Eliminating redundancy
- Non-smoking facility inside/outside
  - Phil/Jarad send to building and grounds to
    - determine if/how we allow for maintenance staff or Code Blue participants to smoke:
    - not when synagogue activities going on
    - Policy to be ready for review by November board meeting
- Building Rental
  - Need to include security requirements
  - Define who can rent
  - (food policy is separate – what one can have in building)
  - Discretion of Executive Director to approve requests (defer to Rabbi for life cycle events)
- B'Mitzvah had a lot of non-policy content – non-policy content should be in B'Mitzvah Handbook
  - Rabbi and Cantor are working on reviewing/updating handbook
  - Handbook can be updated without board approval

**V. Committee Re-Structuring and goal setting: Stephanie – postponed**

- Group like/related committees together for discussion – how we're working together

**VI. Facilities Re-Envisioning: Stephanie - building tour – postponed**

- Walk the building - what work needs to be done to improve look and use of building – make priority list for Building and Grounds for internal structure
- Look around over next month
- Someone willing to write check for \$1000 to fix broken sign because it bothered them

**VII. Security Notes**

- Newtown Police are in touch with Phil
- We have “ghost car in parking lot”
- Police are doing more drive-bys
- Phil subscribes to SCN (Security Community Network) to stay up-to-date on threats and appropriate response
- Finance Committee will look at cost (\$50/hour) for additional security
  - Do we need for ELC 8:30-3:30 (\$80,000)?
  - Do we need additional messaging to congregation?

**VII. Closing Prayer – R. Briskin**

**VIII. Executive Session - NA**

# MONTHLY BOARD REPORT

**NAME:** Ken Standig

**DATE:** 10-6-2023

**TITLE OR COMMITTEE:** Buildings & Grounds

**Please provide a summary for the board of what you and/or your committee have been up to since the last meeting. Bullet points are fine.**

- Initiated discussions with PennDOT/Newtown Township on improving exit conditions from our driveway to Richboro Rd.
- Held regular B&G committee meeting.
- Held follow-up zoom call on solar panel proposals.

**Please list and describe any upcoming initiatives and/or events.**

- Phil to schedule building walk-thrus for capital program review and new “décor/bldg. utilization” committee.
- Follow up meeting on finalizing the EAP and reviewing action items list.
- Schedule meeting on security guard policy.
- Scheduling emergency response training sessions for staff and congregants.
- Finalizing Emergency Exits and Evacuation Maps for all areas of the building.

**Are there any items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required action.**

Does the Board want to pursue Coral Reef’s proposal for solar panel installation (attached), summarized as follows:

- Proposed solar power generation will offset an estimated 42% of our annual electric usage, saving about \$20,000 (present rates).
- Net cost, after government & utility incentives, estimated at \$346,000 (to be financed).
- This does not include the cost for roof replacement over the chapel and school wing, which is probably needed soon anyway, and should be done before installing panels.
- Initial due diligence activities would cost us about \$8,000-12,000, credited against final costs.

**If you have any documents that you would like to include with your report, please email them with this form.**

Proposal from Coral Reef Partners dated 8-24-23.

Cantor Julie Berlin

October 10, 2023

- The High Holy Days went smoothly and it was great to see so many people a Shir Ami.
- I continue to work with b. Mitzvah students as I also continue to learn the program.
- I met with Jodi and Ferne to walk through our program start to finish. They offered suggestions on how to smooth out some of the bumps and we found a couple places where i can be in communication with the families to help keep things on track.
- The Rabbis and I are preparing for a B.Mitzvah retreat in early November.
- The choir will start rehearsing again next week for choir shabbat on October 20.

Chag Sameach

Julie

## **October BOARD REPORT**

**Name: Meryl Reis**

**Date: 10/6/2023**

**TITLE OR COMMITTEE: Circle of Giving Committee**

**Please provide a summary for the board of what you and/or your committee have been up to since the last board meeting. Bullet points are fine.**

Circle of Giving renewed focus continues and has been successful to date.

Marc Luber spoke eloquently on behalf of Circle of Giving at Kol Nidre services. A pledge card was distributed and included a QR code for contributions. The code links directly to the CoG donation page; this code was also included in all the High Holiday handouts.

An email went out to the congregation following the High Holidays with a video clip of Marc's comments, to reach additional congregants and reinforce the message. The clip was also posted on social media to build excitement and support.

Invitations to the November 5 donor appreciation brunch went out the first week of October. Invitations were emailed to all who have given to Circle of Giving this year as well as those who gave last year at all levels. This is to acknowledge and thank donors and encourage those who haven't given yet in the new year to make their contribution.

The committee is meeting in mid-October to review the numbers both before and after the Kol Nidre appeal to gauge its impact. We met our goal of reaching \$100,000 prior to the holidays. We continue to focus on renewing eligible donors from last year as well as adding new participants. Circle of Giving provides a significant source of funds for Shir Ami. It is important that we encourage as many congregants as possible to participate in the program.

**Please list and describe any upcoming initiatives and/or events.**

November 5, 2023, Donor Appreciation brunch, by invitation only.

**Are there are items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required action.**



**If you have any documents that you would like to include with your report, please email them with this form.**

**2022-23 Board of Directors / Committees**  
(Highlighted committees are mandated by the Constitution)

**Officers: (6)** Position descriptions in the Constitution

- President:
- Vice President:
- Vice President:
- Treasurer:
- Secretary:
- Immediate Past Pres.

**Members At Large: (9)**

**Building and Grounds Committee** - Coordinates maintaining the interior and exterior of our building in safe and up-to-date condition.

- **Security/Crisis Management Task Force** - Develops and coordinates policies and procedures to keep Shir Ami safe from threats or natural disasters.

**Education Committee**

- **ELC**
- **Religious School**
- **b.Mitzvah Liaisons**
- **Youth**
  - Religious School and Youth Group Committee work together-SHAFTY
- **LLL - Lifelong Learning** – Programming for adults
- **Library**
- **Israel Advocacy**

**Engagement Committee – Includes 2 Board Members**

Event integration

Works with Education / Membership / Tikkun Olam / Philanthropy/Programming

- WoSA
- Men's Club
- ShAAK - Senior Brunch
- **Membership Committee** - Welcomes new members to our Shir Ami family and works to solidify the feeling of community and connection for ALL members.

- **Communications/Marketing Committee** - Uses social media and print to communicate to the public and prospective members within the Metropolitan region.
- **Inclusion Committee** – Helps to welcome, support, and accommodate the needs of all congregants, of all ages.

**Finance Committee – Chaired by Treasurer, includes Budget Chair**

- **Budget Committee** – Develops a proposed mission-aligned, break-even operating budget for the subsequent fiscal year.
- **Investment Committee** - Includes the President, Treasurer, Director of Operations and 2-3 members with experience in the preservation of capital with a low-risk investment approach.

**Governance Committee (Nominating Committee)** - Includes a Past President, 2 Past Board Members, 2 Present Board Members (not up for nomination), and 1 member of the congregation.

**Personnel Committee** - Includes the Chair, President and 2-3 other members experienced in dealing with sensitive human resource issues. Reviews contracts and completes evaluations of senior staff.

**Philanthropy Committee – Includes Treasurer & 2 Board Members**

Devises and implements strategies to give our congregants the ability to contribute in diverse ways to ensure a healthy and sustainable future for Shir Ami.

- **Circle of Giving Committee**

**Ritual Life Committee**

- Shabbat Services, e.g., alternative services, greeters, onegs
- Chevrah Torah
- Holiday & Life Cycle Services, e. g. b.Mitzvah Services
- High Holidays: Rosh Hashanah oneg, Yom Kippur procession
- Religious School & ELC
- **Music Committee** - Assists the Cantor in developing and implementing all musical aspects of congregational life.

**Tikkun Olam Committee** - Coordinates members' involvement in direct service projects and social justice-related activities and advocacy, guided by the Religious Action Center of Reform Judaism (RAC), while respecting the diversity of opinions held by our congregants.

- Works with Religious School, ELC, SHAFTY, WoSA, Men's Club, ShAAK

- **Food Security**
  - Food Bank
  - Food Drive
  
- **Chesed Team (Pastoral Care)**
  - Donation Cards
  - Caring for Friends – Meal preparation
  - Calls and visits
  - Shiva Minyan Team

## **BOARD REPORT- Executive Director**

**NAME: Phil Nordlinger**

**DATE: 10/10/2023**

**Please provide a summary for the board of what you have been up to since the last meeting. Please include an update on your goals when relevant or indicate activity pertaining to your goals. Bullet points are fine.**

- **Applied for revision to articles of incorporation**
- **Received finalized approval of 501 c3 documentation**
- **Began conversation about solar panels on the roof**
- **Continued conversation regarding fiber optic internet and phone signal**
- **Rescheduled installation of digital sound mixer**
- **Ongoing conversations with the Borscht Belt regarding township not approving them to use our kitchen for commercial purposes**
- **Helped to coordinate new members brunch and spirits in the sukkah event**
- **Opened new account at Janney that will earn more interest than our current bank accounts at Customers Bank. Moved cash reserves from operating account and will move cash reserves from restricted accounts.**
- **Circle of Giving pledges + donations = \$195,000**
- **Revised contract with Crossing Vineyards for installation event, signed contract and sent in deposit**
- **Worked on and edited WRJ Diversity, Equity and Inclusion grant will submit by 10/16**

## **October BOARD REPORT**

**NAME:** Jeff Cohen

**DATE:** October 9, 2023

**TITLE OR COMMITTEE:** Marketing & Communications

**Please provide a summary for the board of what you and/or your committee have been up to since the last meeting. Bullet points are fine.**

- We have begun the new exit interview process. Three families that resigned recently have been contacted, but no interviews completed as of the time of this report. Despite multiple calls, we haven't spoken with them.
- I presented the persona information to the Women of Shir Ami and offered the committee to help with marketing for events. Further follow up is required.

**Please list and describe any upcoming initiatives and/or events.**

- Nothing at this time.

**Are there any items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required action.**

- We will share results from the exit interviews once available.

**If you have any documents that you would like to include with your report, please email them with this form.**

# OCTOBER BOARD REPORT

**NAME:** Jason Cohen                      **DATE:** 10/8/23  
**TITLE OR COMMITTEE:** Membership

**Please provide a summary for the board of what you and/or your committee have been up to since the last meeting. Bullet points are fine.**

- Successful new member brunch on 10/1/23 with 18 family units representing 45 people – 29 adults and 16 children.
  - Delivered program that highlighted ELC, RS, Youth group, how members can get involved, resources available, and tentpole events. Worked closely with Engagement Committee co-chairs, Brett Cohen and Marc Luber, using the engagement plan outlined during the last Board of Directors meeting.
  - Special thank you to Natalie Standig for all of the planning and amazing help in setting up a successful event! In addition, thank you to Marc Luber, Rabbi Briskin, Cantor Berlin, Rabbi Goldberg, Nina Orr, Phil Nordlinger, Ferne Levy, Jodie Levinson, Jodi Friedman, Karen Briskin, Barbara Roth, Men's Club, WoSA, SHAAK, and the Board of Directors for attending and helping to welcome our new members to the Shir Ami family.
  - 13 New Member Interest Forms collected
  - 15 new member families decorated leaves to add to tree of life Tallit created by Karen Briskin. Tallit will be used at intergenerational Shabbats for birthday and anniversary celebrations and other meaningful events.
  - Sent thank you email on 10/6 to all new members that attended.
- 12 new member families joined during the weeks of 9/4 and 9/11. Called and spoke to 12 new member families by phone/email and delivered Welcome Baskets with personalized letters. All interactions logged into CRM with notes about families and any follow up.
- New member spotlight, Jaffe family, will be in New member spotlight for Nov/Dec Shiron issue. in Shiron. Stupine family are up next to be highlighted as new member spotlight.

**Please list and describe any upcoming initiatives and/or events.**

- Review new member interest forms and follow up with committees, volunteer groups, and auxiliaries.
- Debrief with Marc Luber, Brett Cohen, and Natalie Standig on new member brunch – what worked well, what would / could we do differently, and what shouldn't we do again.
- Consider scheduling several new member program opportunities to maintain engagement and welcoming culture, and identify interests in getting more involved.

**Are there any items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required action.**

- Provide any feedback to Jason and Marc.

**If you have any documents that you would like to include with your report, please email them with this form.**



**NAME: Brett Cohen & Marc Luber DATE: 10/6/23**

**TITLE OR COMMITTEE: Engagement**

**Please provide a summary for the board of what you and/or your committee have been up to since the last meeting. Bullet points are fine.**

- New Member Brunch: Brett & Marc brainstormed ideas with Jason Cohen for the New Member Brunch with a focus on implementing the tenets from the Engagement Plan presentation. Marc executed on that with Jason Cohen. Turnout was strong and the response was positive.
- Cantor Installation Party: Brett has been working with the committee of Stephanie, Jon, Hallie Rubin & Debbie Rosenthal to secure a location and plan the welcome event. Location secured (Crossing Vineyards). Invitation going out shortly. Catering and other details are being worked on.
- Engagement Plan: Presentation was made to the board at the last meeting and has been posted to the Board Drive.

**Please list and describe any upcoming initiatives and/or events.**

- Rock Shabbat: Will coordinate with Rabbi Goldberg.
- Purim: Starting to identify co-chairs; Build out "Event Binder" -
- Golf Outing w/ Mahjong & Cards: Building committee. Will start planning in earnest on January 1.
- Marc & Brett are meeting with Natalie on 10/10 to review Engagement Plan and upcoming events.
- Auxiliaries: Marc & Brett will work with Natalie to schedule a time to review Engagement Plan with Auxiliary leadership (Men's Club, Women of Shir Ami, SHAFTY, SHAAK, etc) & ELC/Religious School.
- Signage: Will work with Phil/Jodie to create signage around the temple to promote Signature Tentpole events.

**Are there any items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required action.**

**If you have any documents that you would like to include with your report, please email them with this form.**

# OCTOBER BOARD REPORT

**NAME:** Helen Berman

**DATE:** 10-10-23

**TITLE OR COMMITTEE:** Pastoral Care (Chesed)

**Chair people:** Helen Berman and Harriet Paley

**Please provide a summary for the board of what you and/or your committee have been up to since the last meeting. Bullet points are fine.**

- Meeting with full committee was held October 3, 7:00
  - 10 people attended – Cantor Berlin is working with the committee
  - Discussed best ways to facilitate calls/visits & other services to support congregants
    - Enhance message in newsletter/Shiron asking congregants to let us know of illness, deaths, other needs
    - Weekly message from clergy re: current congregant needs they know
    - Torah portion Viera (Abraham meets strangers) – have representative talk about Chesed committee
  - Finalize approach for sharing/distributing emergency resource cards
    - Provide physical cards in various spots around building
    - Discuss with Eric & Ferne sharing with teens
    - Provide QR code/link to e-version of resource card
  - Inviting members of local agencies to speak on current issues – offer through Lifelong Learning?
  - New approach for college connection
    - Text notes & gift cards vs. mailing packages – first in early December for exams?
    - Get email/phone #s while students still at Shir Ami or from parents via form in newsletter
  - Current projects
    - Margie Kopins sends condolence notes, or will call
    - Andee will make calls for illness – Newsletter/Shiron list
    - Committee members reached out with cards and calls to Solomonovs
  - Congregant, Elizabeth Kimmelman Schwartz works at the American Cancer Society and has offered her support for anyone with cancer
- Continuing to solicit membership and solicit leaders for specific projects
- Birthday Cards – Dana Levy (on-hold)
  - Working with Rabbi Goldberg/volunteers to design Shir Ami celebration card
  - Birthday cards will be sent to kids and 80+ initially
- Encouraging Chesed donations

**Please list and describe any upcoming initiatives and/or events.**

Planning is beginning...

**Are there any items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required action.**

**If you have any documents that you would like to include with your report, please email them with this form.**

# **BOARD REPORT- CLERGY/STAFF**

**NAME: Eric Goldberg**

**DATE: Board Meeting 10/10/23**

**TITLE OR COMMITTEE: Rabbi/Director of Education**

Please provide a summary for the board of what you have been up to since the last meeting. Please include an update on your goals when relevant or indicate activity pertaining to your goals. Bullet points are fine.

## **Religious School Update**

1. Enrollment for the 23-24 Religious School year continues to exceed expectations. We had several families join the congregation/Religious School since the September board meeting. As a reminder, our expectation was that 226 students would enroll. We will be closer to 240-245 students and I hope to be able to provide a final number by the November board meeting. I just received two additional inquiries this week, so who knows?
2. We had a wonderful first month of the school year, from our Opening Day of Religious School (Sunday 9/10) to this past Sunday (10/8). The energy and excitement from parents/adults and students has been excellent and we have come together as a community to celebrate (i.e. Rosh Hashanah and Sukkot), to be together in challenging times (i.e. our school wide Israel service on 10/8) and everything in between both here at Shir Ami and throughout our community. Our hearts are always in the East and we are deeply concerned for what is happening in Israel. May a peaceful resolution be brought swiftly.
3. Our collections of Non-Perishable items for the Shir Ami food pantry, Winter Coats and Feminine Hygiene Products for Mitzvah Circle, Children's/Young Adult Books for Tree House Books and Clothing for JFCS are ongoing and incredibly successful. For example, we had three car loads of books that were delivered to Tree House just in the first month of our efforts. Speaking of which, it was a pleasure to have Michael Brix, Executive Director of Tree House Books, at Shir Ami on October 4th. He spoke to parents and students in 6th/7th grades.
4. On Wed. 10/4, I met with 6th-7th grade parents to discuss updates and changes to our 6th-7th grade Religious School program. Our time focused on a '10,000

foot view' of the next couple of years. In broad strokes, we discussed our overall philosophy and goals (centered on the idea that these years are a chance for our students to discover what being Jewish means to them and that their 'being Jewish' can, and most likely will, be different than the Judaism any parent practices — which is more than ok). We began with this video: <https://www.youtube.com/watch?v=zA5o6Jxq5aE>

Please let me know your thoughts should you have the chance to watch it.

5. Many of our 1st grade families were able to join us on Fri. 10/6 for Consecration during our Intergenerational/Simchat Torah service. We have 21 1st graders this year and many of their families enjoyed pizza dinner, followed by leading us in Shema, receiving a special blessing from their families and their very own mini-Torah and consecration certificate!
6. On Sun 10/8 Rabbi, Cantor, Michael Smolen, our madrchim and I led an age-appropriate service for K-5th grade families in light of events in Israel over the weekend. We have many Shir Ami families who have family and friends living in Israel and serving in the IDF. Thank God that, at this time, everyone is safe and accounted for. Parents remained after students went to class and Rabbi and I had a very nice discussion with them that we look forward to continuing in the future.
7. In the weeks ahead, we look forward to: a. Making blankets/toys to donate to animal rescues (Wed. 10/18), b. Making treats for pets to donate (Sun. 10/22), c. our annual Blessing of the Pets (Sun. 10/22), d. our K-5th 'Back to School' event (Sun. 10/29) and e. our 5th Grade Family Namesake Program (Sun. 11/5).

### **Lifelong Learning (LLL) Update**

1. On Tuesday October 3rd, we had beautiful weather for our first Lunch and Learn session of the year in the sukkah: 'Rain, Rain (Don't Go Away).' We looked at the idea that in Jewish tradition it is during Sukkot God determines the amount of rainfall for the entire year. According to the rabbis, when the rain falls and how much falls tells us a lot about how God thinks we are doing as human beings.
2. On Thursday October 19th, Rabbi Briskin will lead: 'You Are What You Eat: Why Keeping Kosher Matters (Or Not) in Our Lives.' Delve into the laws of kashrut, why Jewish tradition/law has always deeply cared about what you put into your body, the

relationship between Jewish law and being a vegan/vegetarian, as well as the meaning(s) the laws of kashrut have in our times as a Reform Jewish community.

## **Additional Items**

1. Continue to make daily birthday and anniversary calls.
2. Continued pastoral care calls, emails and texts
3. The band had our first meeting to discuss our 12/8 Hanukkah Rock Shabbat festivities. Practices will be underway shortly and we are excited to announce that three new members of the band will join us as special guests: 4th graders Jagger DiMedio (guitar), Sam Fried (drums) and Reagan Saltzman (keyboards)!
4. Our Israeli Olive Oil 'fundraiser' is underway and, given the olive harvest, needs to be completed by 10/31. This year, our efforts take on additional importance given the events in Israel. As a reminder, the sale provides three ways to support/connect to Israel: 1. Participants are supporting the Israeli economy and agriculture, 2. Participants are supporting our teens traveling to Israel in December 2024 and 3. Participants receive personalized bottles of olive oil to give as gifts and/or keep for themselves! It's a win-win-win! To learn more and/or to support our efforts, click here: <https://www.mytree.org.il/shirami>
5. Officiated at life cycle events.
6. Walking/Running group continues.

As always, do not hesitate to be in touch should you have any questions or want to know more. I can best be reached via phone/text (856-359-5758) and/or email ([egoldberg@shiramipa.org](mailto:egoldberg@shiramipa.org))

**Are there any items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required action.**

Nothing specific, but please know that we would love to see board members any time at Religious School! Thank you for all of your support!

## **OCTOBER BOARD REPORT**

**NAME:** Beth McAleese/Andy Salsman     **DATE:** 10/8/2023

**TITLE OR COMMITTEE:** Ritual Life Committee

**Please provide a summary for the board of what you and/or your committee have been up to since the last meeting. Bullet points are fine.**

- The Ritual Life focused on providing an accessible, successful, safe and inclusive HHD experience to all ages.**
- HHD surveys had final revision and sent out on 10/1/2023.**
- 9/20-Ritual Life met with Natalie and Religious School to discuss planning for Spirits under the Sukkah event on 10/4.**
- 10/1-Ritual Life supported the New Member Brunch participated, welcomed, helped take pictures of new members and clean up.**
- 10/4-Ritual Life supported Spirits in the Sukkah with set up, presence and greeting members.**

**Please list and describe any upcoming initiatives and/or events.**

**GREETERS:**

- Ritual Life to follow up with HHD feedback survey and review results.**
- Follow up with volunteers for Shabbat greeters.**

**Are there any items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required.**

- Review of Board HHD feedback.**

**If you have any documents that you would like to include with your report, please email them with this form.**



**NAME:** Brett Cohen & Marc Luber  
**TITLE OR COMMITTEE:** Engagement

**DATE:** 10/6/23

**Please provide a summary for the board of what you and/or your committee have been up to since the last meeting. Bullet points are fine.**

- New Member Brunch: Brett & Marc brainstormed ideas with Jason Cohen for the New Member Brunch with a focus on implementing the tenets from the Engagement Plan presentation. Marc executed on that with Jason Cohen. Turnout was strong and the response was positive.
- Cantor Installation Party: Brett has been working with the committee of Stephanie, Jon, Hallie Rubin & Debbie Rosenthal to secure a location and plan the welcome event. Location secured (Crossing Vineyards). Invitation going out shortly. Catering and other details are being worked on.
- Engagement Plan: Presentation was made to the board at the last meeting and has been posted to the Board Drive.

**Please list and describe any upcoming initiatives and/or events.**

- Rock Shabbat: Will coordinate with Rabbi Goldberg.
- Purim: Starting to identify co-chairs; Build out "Event Binder"
- Golf Outing w/ Mahjong & Cards: Building committee. Will start planning in earnest on January 1.
- Marc & Brett are meeting with Natalie on 10/10 to review Engagement Plan and upcoming events.
- Auxiliaries: Marc & Brett will work with Natalie to schedule a time to review Engagement Plan with Auxiliary leadership (Men's Club, Women of Shir Ami, SHAFTY, SHAAK, etc) & ELC/Religious School.
- Signage: Will work with Phil/Jodie to create signage around the temple to promote Signature Tentpole events.

**Are there any items that the board needs to discuss or actions that the board needs to take at this time? If so, please specify the question, topic and/or required action.**

**If you have any documents that you would like to include with your report, please email them with this form.**



# CORALREEF

## Solar Energy Proposal



Prepared for: Ken Standig

Prepared By:

Andrew Sullivan

Solar Consultant

Coral Reef Partners, LLC.

[asullivan@coralreefpartners.com](mailto:asullivan@coralreefpartners.com)

Date: 24 August, 2023

Company Name: Shir Ami

Site Address: 101 Richboro Rd

Site City, State, Zip: Newtown, PA, 18940

Utility Company: PECO

Dear Ken,

Please find herein Coral Reef Partners' proposal for the installation of a solar PV system at Shir Ami (SA). Coral Reef offers considerable expertise in order to guide its customers through the planning, design, construction, and operational stages of a solar photovoltaic (PV) project.

The implementation of onsite solar generation offers our clients the ability to fix a portion of their utility costs over the next several decades at a below market rate. As incentives begin to wind down over the next few years, there is an urgency to move projects forward into construction. In addition to the economics, many companies like yours are looking for ways to enhance their ESG strategy. Solar projects require a lot of pre-construction development and approvals, the Coral Reef team has those professionals on staff. Coral Reef will utilize full transparency on pricing that allows our partners to be comfortable with the EPC engagement. In addition, Coral Reef self performs all of the work with its own employees. These not only increases the quality of the project, but the speed of completion.

Coral Reef's principals are well-respected clean-energy innovators. With over a decade of experience, the team has developed more than 300 clean-energy projects in 13 States, including over 250 solar projects. Coral Reef strives to become your long-term partner and will work to earn that role. We are available to answer any questions and respond to your feedback.

Sincerely,



Corey Wolff  
Principal  
Coral Reef Partners, LLC.

## EXECUTIVE SUMMARY

Coral Reef has an experienced team that will value engineer the proposed systems to meet SA's production expectations. Coral Reef has complete control of the project; self-performing each phase will minimize your cost per kWh and maximize your ROI. Our team is focused on building a high-quality project, at the most competitive price. As an experienced design-and-build company, our team understands that the equipment must meet bankable tier 1 standards. Selected vendors will provide high-quality, premium products with preferred warranty options. Scope of work will be determined by solar application and specific site conditions. This proposal is subject to change, based on final design.

## 1.0 Project Overview – 101 Richboro Road

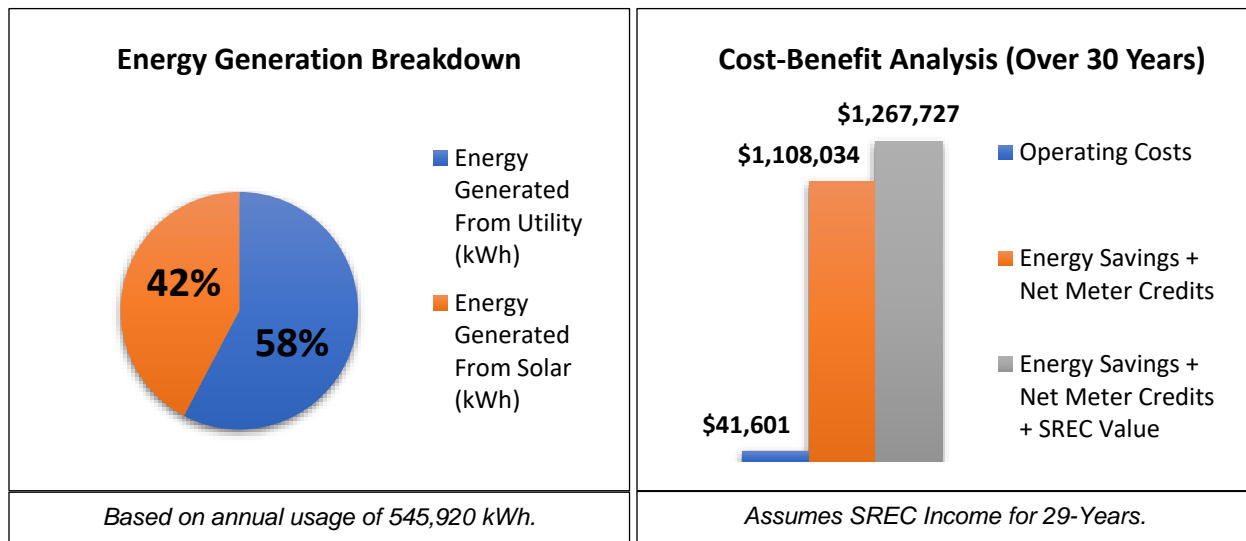
Project Summary – System Purchase	
Size (kWDC)	188.50
Price to Install*	\$527,800 (\$2.80/Watt)
Expected First-year Energy Production (kWh)	230,800
Capacity Factor (kWh/kWp)	1,224.50
Type of Application	Rooftop, Ballasted.
Federal Investment Tax Credit (30% of Project Cost)	\$158,340
Utility Rebate	\$23,080
Net Cost After Incentives	\$346,380
Project Summary – System Revenues	
1 <sup>st</sup> Year Electricity Savings (Generation)	\$19,840 (\$0.08596/kWh avoided cost of power)
2 <sup>nd</sup> Year Capacity & Transmission Savings (Estimated)	\$8,880
1 <sup>st</sup> Year SREC Revenue	\$10,913
Internal Rate of Return	9.95%
Post-Incentive Payback Period	8.45 Years

**Total Energy Savings from Adopting Solar = \$1,108,034**

**Total Value of Renewable Energy Credits = \$159,693**

*\*Pricing is good for 45-days. Sales tax is not included.*

*Includes projected utility bills. Assumes annual utility rate escalator of 3%, annual system degradation of 0.5%.*



## 1.1 Proposed Layout – 101 Richboro Road




*Coral Reef works under a cost-plus model with full transparency to our customer. The price of \$527,800 is based on known site conditions and historical estimating. This budget assumes an install-cost per watt of \$2.80.*

## 1.2 Layout Considerations

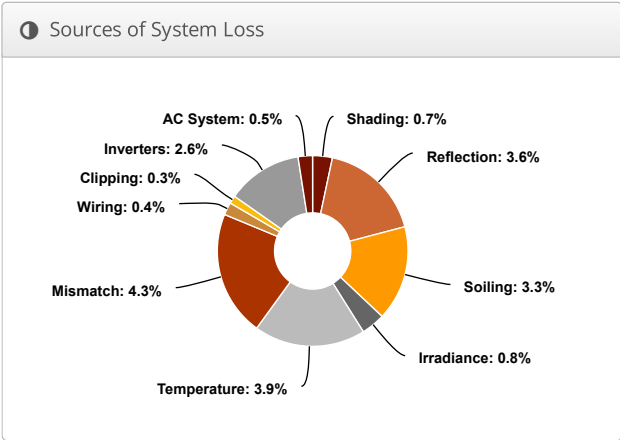
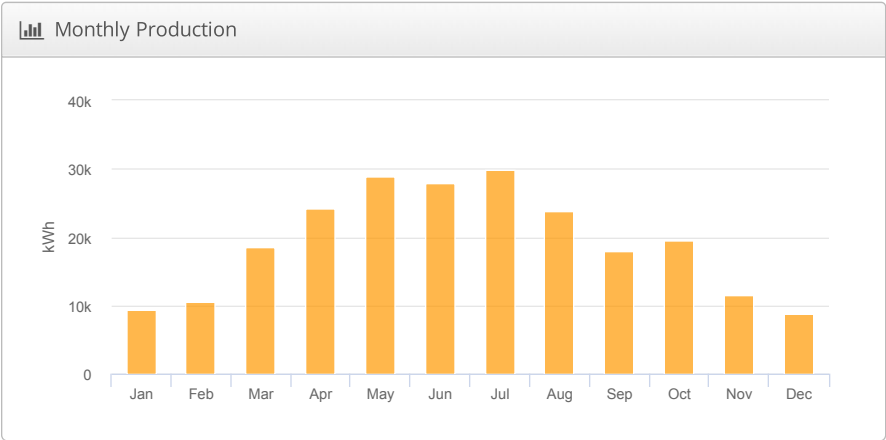
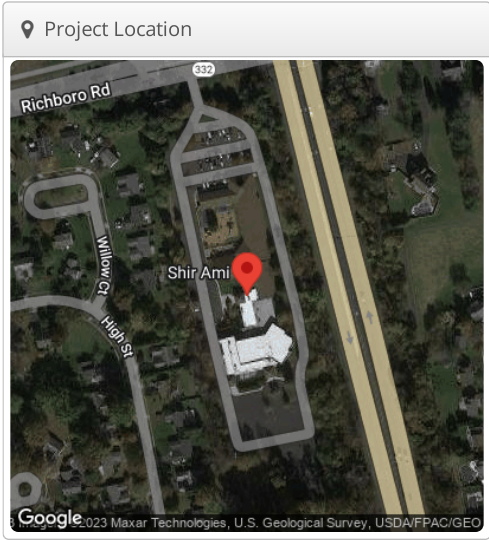
Local jurisdictions create setbacks through ordinances and building codes for public safety, privacy, and environmental considerations. Specific requirements are determined by the local jurisdiction. Each solar application- whether ground or roof will require additional due diligence and approvals. Coral Reef takes these considerations into account when they design a system.



## Roof JB Update Shir Ami, 101 Richboro Road, Newtown, PA, 18940

Report	
Project Name	Shir Ami
Project Description	Preliminary design subject to change.
Project Address	101 Richboro Road, Newtown, PA, 18940
Prepared By	Justin Brown jbrown@coralreefpartners.com
	

System Metrics	
Design	Roof JB Update
Module DC Nameplate	188.5 kW
Inverter AC Nameplate	144.0 kW Load Ratio: 1.31
Annual Production	230.8 MWh
Performance Ratio	81.3%
kWh/kWp	1,224.5
Weather Dataset	TMY, TRENTON MERCER COUNTY AP, NSRDB (tmy3, II)
Simulator Version	8748eb0af7-ad59a17ee2-e537b93313-7c03c3f0ed



### 1.3 Environmental Benefits – 101 Richboro Road

Relative to traditional methods of energy generation, solar energy does not produce air pollution or greenhouse gases when operating. Therefore, SA's transition to solar will have a significant impact on our carbon footprint. As your system will produce **230,800 kWh** of clean energy, SA will reduce the United States carbon footprint by 164 metric tons every year, which is equivalent to any of the following metrics:

#### CO<sub>2</sub> Emissions From

**18,405**



gallons of  
gasoline  
consumed

#### Carbon Sequestered by

**195**



acres of U.S.  
forests in one  
year

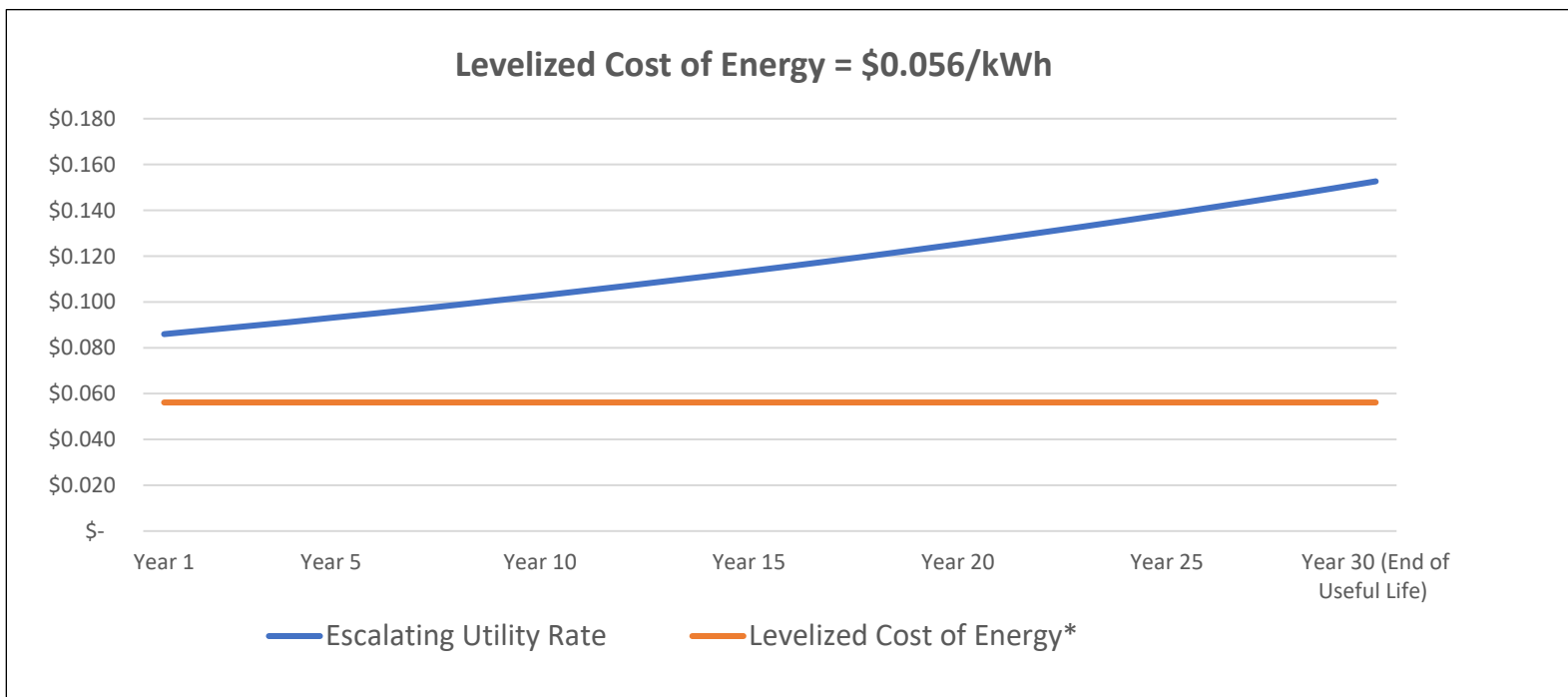
#### Greenhouse Gas Emissions Avoided by

**7,080**



trash bags of  
waste recycled  
instead of  
landfilled

### 1.4 Fixed Energy Price for Next 30-Years – 101 Richboro Road



**Levelized Cost of Energy Formula** =  $\sum [(I_t + M_t + F_t) / (1 + r)^t] / \sum [(E_t / (1 + r)^t)]$

**Levelized Cost of Energy Definition** – Calculated by adding the NPV of all expenses & costs from the solar system less all revenues generated (SREC's) and dividing that by the NPV of total energy production over the systems life-span. The levelized cost of energy describes the average cost per kWh (over 30 years) of the energy produced by the solar application, while the "escalating utility rate" shows projected utility rates (based on a 3% annual escalator).



## 1.5 Short Term Cash Flow (24-Month Snapshot) – 101 Richboro Road

Schedule Created (Today)	8/24/2023	Days	Activity Completed	Percentage of Progress (for Billing)	Expenses	Incentives	Revenue Generated (Annualized Average)	Net Revenue	Cumulative Net Revenue
	9/23/2023	30	Execute Due Diligence Agreement	0%				\$ -	\$ -
	10/24/2023	31						\$ -	\$ -
Start of Q2	11/23/2023	30				Q2		\$ -	\$ -
	12/24/2023	31						\$ -	\$ -
	1/23/2024	30						\$ -	\$ -
Start of Q3	2/23/2024	31	Due Diligence*		(10,000)	Q3		\$ (10,000)	\$ (10,000)
	3/24/2024	30	Procurement	25%	\$ (131,950)			\$ (131,950)	\$ (141,950)
	4/24/2024	31	Construction (1/4)	15%	\$ (79,170)			\$ (79,170)	\$ (221,120)
Start of Q4	5/22/2024	28	Construction (2/4)	25%	\$ (131,950)	Q4		\$ (131,950)	\$ (353,070)
	6/21/2024	30	Construction (3/4)	20%	\$ (105,560)			\$ (105,560)	\$ (458,630)
	7/22/2024	31	Construction (4/4)	15%	\$ (79,170)			\$ (79,170)	\$ (537,800)
Start of Q5	8/21/2024	30	Testing & Commissioning			Q5	Grants: \$ -	\$ 158,340	\$ (379,460)
	9/21/2024	31	PTO (Permission to Operate)					\$ -	\$ (379,460)
	10/21/2024	30						\$ -	\$ (379,460)
Start of Q6	11/21/2024	31				Q6	Due Diligence Payment Return: \$ 10,000	\$ 10,000	\$ (369,460)
	12/21/2024	30					SREC Sales, Energy Savings: \$ 4,486	\$ 4,486	\$ (364,974)
	1/21/2025	31					\$ 4,486	\$ 4,486	\$ (360,488)
Start of Q7	2/20/2025	30				Q7	Utility Rebate: \$ 23,080	\$ 4,486	\$ (332,922)
	3/23/2025	31					\$ 4,486	\$ 4,486	\$ (328,436)
	4/22/2025	30					\$ 4,486	\$ 4,486	\$ (323,950)
Start of Q8	5/20/2025	28				Q8		\$ 4,486	\$ (319,464)
	6/20/2025	31					\$ 4,486	\$ 4,486	\$ (314,978)
	7/20/2025	30					\$ 4,486	\$ 4,486	\$ (310,492)

\*Credited to the final project budget

## 1.6 Long Term Flow (Financed Purchase) – 101 Richboro Road

Year-0	Annual Production (kWh)	Amount Financed	Other Incentives	Cash Value of Depreciation	Energy Savings	SREC Value	Loan Payback	(Insurance + O&M)	(Inverter Replacements)	Net Cash Flow	Cumulative Net Cash Flow
Year-0		\$ 369,460									
Year-1	230,800		\$ 23,080		\$ 19,840	\$ 10,913	\$ (43,659)	\$ (829)		\$ 9,345	\$ 9,345
Year-2	229,646			\$ -	\$ 29,213	\$ 10,261	\$ (43,659)	\$ (835)		\$ (5,020)	\$ 4,325
Year-3	228,492			\$ -	\$ 29,629	\$ 9,559	\$ (43,659)	\$ (840)		\$ (5,311)	\$ (86)
Year-4	227,338			\$ -	\$ 30,103	\$ 9,216	\$ (43,659)	\$ (846)		\$ (5,185)	\$ (6,171)
Year-5	226,184			\$ -	\$ 30,590	\$ 8,711	\$ (43,659)	\$ (852)		\$ (5,209)	\$ (11,381)
Year-6	225,030			\$ -	\$ 31,090	\$ 8,233	\$ (43,659)	\$ (857)		\$ (5,192)	\$ (16,573)
Year-7	223,876			\$ -	\$ 31,605	\$ 7,781	\$ (43,659)	\$ (863)		\$ (5,136)	\$ (21,709)
Year-8	222,722				\$ 32,133	\$ 7,354	\$ (43,659)	\$ (869)		\$ (5,041)	\$ (26,749)
Year-9	221,568				\$ 32,675	\$ 6,950	\$ (43,659)	\$ (875)		\$ (4,908)	\$ (31,657)
Year-10	220,414				\$ 33,233	\$ 6,568	\$ (43,659)	\$ (881)		\$ (4,738)	\$ (36,395)
Year-11	219,260				\$ 33,805	\$ 6,207	\$ (43,659)	\$ (887)		\$ (4,533)	\$ (40,928)
Year-12	218,106				\$ 34,393	\$ 5,866	\$ (43,659)	\$ (893)	\$ (7,050)	\$ (11,342)	\$ (52,270)
Year-13	216,952				\$ 34,997	\$ 5,543	\$ (43,659)	\$ (899)	\$ (7,050)	\$ (11,067)	\$ (63,338)
Year-14	215,798				\$ 35,617	\$ 5,238	\$ (43,659)	\$ (905)		\$ (3,709)	\$ (67,046)
Year-15	214,644				\$ 36,254	\$ 4,949	\$ (43,659)	\$ (911)		\$ (3,367)	\$ (70,413)
Year-16	213,490				\$ 36,907	\$ 4,677	\$ -	\$ (917)		\$ 40,667	\$ (29,746)
Year-17	212,336				\$ 37,579	\$ 4,419	\$ -	\$ (924)		\$ 41,074	\$ 11,327
Year-18	211,182				\$ 38,268	\$ 4,175	\$ -	\$ (930)		\$ 41,513	\$ 52,840
Year-19	210,028				\$ 38,975	\$ 3,945	\$ -	\$ (937)		\$ 41,983	\$ 94,824
Year-20	208,874				\$ 39,702	\$ 3,727	\$ -	\$ (943)		\$ 42,485	\$ 137,309
Year-21	207,720				\$ 40,447	\$ 3,521	\$ -	\$ (950)		\$ 43,019	\$ 180,328
Year-22	206,566				\$ 41,213	\$ 3,326	\$ -	\$ (956)		\$ 43,583	\$ 223,910
Year-23	205,412				\$ 41,998	\$ 3,142	\$ -	\$ (963)		\$ 44,177	\$ 268,088
Year-24	204,258				\$ 42,805	\$ 2,968	\$ -	\$ (970)		\$ 44,803	\$ 312,891
Year-25	203,104				\$ 43,612	\$ 2,804	\$ -	\$ (977)		\$ 45,440	\$ 358,330
Year-26	201,950				\$ 44,481	\$ 2,649	\$ -	\$ (984)		\$ 46,146	\$ 404,476
Year-27	200,796				\$ 45,353	\$ 2,502	\$ -	\$ (991)		\$ 46,864	\$ 451,340
Year-28	199,642				\$ 46,247	\$ 2,363	\$ -	\$ (998)		\$ 47,612	\$ 498,953
Year-29	198,488				\$ 47,165	\$ 2,124	\$ -	\$ (1,005)		\$ 48,284	\$ 547,236
Year-30	197,334				\$ 48,106	\$ -	\$ -	\$ (1,012)		\$ 47,094	\$ 594,331

Amount Financed (Post-ITC, Bonus Depreciation):	\$ 369,460	Interest Rate:	8.50%
Interest Expense:	\$ 285,419	Term Length (Years):	15.0
Total Financing Payments:	\$ 654,879		

## 2.0 Solar Project Incentives

**Solar Investment Tax Credit (ITC)** – A dollar-for-dollar reduction in the amount of income tax you would otherwise owe. Currently the Federal ITC for Solar stands at 40% (if installing with US-made content) of the project costs. For example, claiming a \$1,000 federal tax credit reduces your federal income taxes due by \$1,000. **We are not assuming we can hit the US-made provision in the contract, the official guidelines are still under development.**

**Accelerated Depreciation (Bonus Depreciation)** – Allows system owner to depreciate up to 85% of the system price in year 1 (depending on project investment tax-credit) as opposed to depreciating the asset over multiple years.

**Solar Renewable Energy Credit (SREC)** – A solar renewable energy credit is earned for every 1,000 kWh produced by the solar system. Coral Reef works with multiple SREC brokers to facilitate SREC sales on behalf of the system owner. The value of SREC's is highly variable without a utility backed contract.

**Net Metering** – The utility is legally obligated to credit the customers utility account for solar energy that is transmitted back to the grid. Allowing the owner to get full credit for all of the energy your solar system produces.

**Utility Incentives** – Eligible for certain utility customers who perform one or more qualifying solar project(s) to reduce their utility consumption. Estimated rebate amounts are based on Coral Reef's historical performance and projected reductions to the customer's peak demand. Coral Reef completes each rebate application on the customer's behalf.

## 3.0 Project Assumptions & Conditions

- 1.) Each project is unique and will be priced based on a final approved design by the client.
- 2.) The budget assumes a combined module/ inverter pricing of \$0.50/ Watt. If additional tariffs impact the pricing, that change will be disclosed and handled as a change order with the customer approving the change in costs.
- 3.) Financial projections assume 3% utility rate escalator and an annual system degradation of 0.5%.
- 4.) Delays associated with the utility and township approvals will not be the fault of Coral Reef. If delays occur, notice will be provided to the client. No liquidated damages will be included in the contract.

- 5.) Coral Reef guarantee's the production at a 90% of the rated output over a (2) year period. Anything less than that will be handled as damages and payable to the client. Further, modules have a manufacturer's warranty, which guarantees production of at least 85% of rated output over 30-year lifespan.
- 6.) Coral Reef will be putting a Builders Risk policy in place on the job from mobilization to completion.
- 7.) Coral Reef agrees to write for and submit any rebate applications that would be relevant to the project. Coral Reef will support and help facilitate the submission of a USDA REAP Grant if the client qualifies.
- 8.) Coral Reef will arrange for the installation of a revenue grade monitoring system.
- 9.) There is no bonding included in the budget. Bonding can be required and will be added as an additional cost.
- 10.) Coral Reef uses a transparent cost-plus model with all of its clients. A final budget will be provided once engineering and design is complete. Until that point Coral Reef is using estimates based on historic experience.

#### 4.0 Construction and Execution Terms

- ✓ All Electrical and Mechanical Installation is 100% self-performed by Coral Reef Staff. Certain civil work and engineering will be subcontracted.
- ✓ Coral Reef uses AIA (EPC) contracts with payments being made based on performance. We typically under bill by 10% per pay application (Retainage) to provide additional comfort to our clients.
- ✓ Coral Reef will share a copy of costs/ PO's at the completion of the project in the project binder. This level of transparency is key to success.
- ✓ Coral Reef prefers to execute a due diligence contract in advance of the full EPC contract. This will serve to protect the client from any unknowns and potential cost changes.
- ✓ Coral Reef offers a 24-month warranty on its workmanship. After that period, Coral Reef can continue to service the system under an O&M Contract.
- ✓ Our Team will register all of the incentives, warranties, and SREC's on behalf of the client.
- ✓ Our Team will provide an annual production assessment report based on the monitoring system.

## 5.0 Electric Vehicle Charging Station – Overview

Our team will develop, install, and service your Level II terminal(s) over time. Adopting our EV subscription will enable SA to upgrade its facilities and accommodate EV-driving staff and customers without making a capital expenditure.

- **Turnkey Solutions:** We take care of everything from initial installation to regular software updates, charging monetization and future maintenance request.
- **Customizable Charging Solutions:** We combine state-of-art software with your choice of major hardware providers.
- **Technology Expertise:** We've been working with the energy companies, businesses and municipalities in the area for over 10 years.
- **Local Presence:** Serving the Mid-Atlantic region, we partner with asset and property management firms, and workplaces looking to improve tenant or employee satisfaction, ancillary revenue and meet sustainability goals.



### Coral Reef EV Charging Station:

## 5.1 EV Charging Station – Features

- ✓ **Administration & Billing:** Customize user profiles, dynamic pricing controls, accept payments using any major credit card.
- ✓ **Reporting:** Multi & single location dashboard, PDF report generation, plus downloadable CSV data.
- ✓ **Power Management:** Install more chargers on a limited electrical service using load balancing.
- ✓ **Networked:** Interoperable (OCPP charger), 4G data plan.
- ✓ **Operations & Maintenance:** Priority Tier 2 support, proactive monitoring, parts & labor, warranties.

## 5.2 EV Charging Station – Pricing

- **Competitive, Customizable Pricing** – Coral Reef EV collaborates with you to provide customized pricing based on your budget and needs.
- **Rebates & Incentives** – We will identify and apply for all rebates and incentives currently being offered through Utility companies and/or State and Federal governments.
- **State & Federal incentives** – Multiple incentives offered through State and Federal governments reduce costs even more.
- **Pay Over-Time/Financing** – We can offer fully financed solutions or monthly subscriptions for hardware, software, maintenance.

## 6.0 Other Solar Financing Options

This proposal assumes a cash purchase of the system. There are multiple ways a property owner can implement solar energy on their property. Because every situation is different, the Coral Reef team works to provide alternative financing options. Coral Reef might recommend alternative options after evaluating SA's tax situation, long-term goals, and business objectives. As the tax and incentive landscape continue to change, the products and services offered by solar companies must evolve as well. Property owners should always seek a creative and flexible solar partner that provides a variety of innovative deal structures to maximize the value and minimize the risk of a solar project.

### 1. Power Purchase Agreement (PPA)

Simple and clean application ideal for areas with higher avoided costs of power. Clients receive power at a direct discount from the comparative rate. These are long-term low-risk engagements with the solar facility being owned by a third-party investor. No out-of-pocket money is required. It is viewed as the lowest risk approach to acquiring solar.

### 2. Operating Lease

A unique application for Solar that allows the investor (Coral Reef) to own the system and finance it for the host. The annual payments create modest economic savings for the client, but the client then has the opportunity to buy the system out after 72 months. The ITC and Depreciation savings will be passed along to the client. If the client chooses not to purchase the system- then the agreement can convert to a PPA. Another lower risk solution, that offers considerable upside to the client if the system is bought out.

## 7.0 Additional Benefits

### **Transmission and Capacity Benefits – Reducing Your ‘Peak Demand’**

Utility providers charge their customers based on three factors: generation, capacity, and transmission. Generation simply denotes how much power the utility provider must generate to accommodate the customer. Transmission, however, accounts for the cost of transporting that power from the plant to your facility. Finally, capacity charges recognize the specific dates/times that the customer uses the *most* power each year, i.e., their “peak demand,” and charges the customer accordingly.

Many commercial facilities ‘overpay’ for power because their ‘peak demand’ is high during a given period. Two identical buildings with the same amount of net power-consumption can have drastically different utility bills because building A steadily uses power while building B uses power periodically (and therefore incurs higher capacity charges).

Implementing a solar solution will reduce the amount of power SA pulls from the electrical grid. Therefore, SA will see reductions in their *generation, capacity, and transmission* charges, as the solar application will also decrease the facility's peak-demand.

**Control Future Energy Bills:** The long-term trend for electricity prices is upwards. While generation prices are currently steady, the price of capacity and transmission will continue to rise as the US looks to replace its aging electrical infrastructure. Over the past decade, electricity prices have risen by an average of 3% each year. Eliminating, or significantly reducing, these electricity costs will help avoid unexpected future cost spikes. The cost savings generated can support other facility operations.

**Neutralize Carbon Footprint:** Installing solar will demonstrate that SA prioritizes sustainability and is taking active steps to reduce or eliminate its carbon footprint to help us avoid a climate disaster. As institutions are scrutinized by lenders and other stakeholders for their commitment to sustainability, the entities that stay ahead of the curve will gain a competitive advantage. This could also help SA attract more customers that are concerned about climate change and sustainability.

**Achieve Energy Independence:** Energy companies and local governments have not kept up on maintenance and expansion of grid at levels needed to keep it robust, which suggests that increasing amounts of power outage events will take place in the future.<sup>1</sup> Solar applications help mitigate the risk of power outages by providing the host with an independent source of power.

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<sup>1</sup> <https://news.climate.columbia.edu/2021/03/12/reducing-risk-avoiding-disaster-creating-grid-2-0/>



## 8.0 Sample Coral Reef Projects



**Bear Creek Highschool**  
500 kW Ground Mount



**Boston Scientific**  
1.5 mW Roof Mount & Carport



**Derry Township**  
160 kW Ground Mount



**Stulz Air Technology Systems**  
951 kW Roof Mount



**Hershey Chocolate World**  
248 kW Solar Canopy with Electric Vehicle  
Charging Station



**Country Meadows Retirement Community**  
620 kW Ground Mount – Roof Mount Hybrid

## 9.0 Next Steps

### **Initial Assessment**

Preliminary site evaluation.

### **Proposal**

Share project overview and financials with the property owner.

### **Proposal Review**

Coral Reef offers multiple products and services beyond a PV system purchase. A preliminary proposal might only include a PV system purchase option, property owners are encouraged to explore our alternative options and deal structures during this phase.

### **Due Diligence Contract (Not always applicable)**

#### **Site Visit/Final Site Due Diligence (included in the Due Diligence Contract)**

Validate assumptions, inspect roof and/or available area and inspect existing electrical infrastructure. In addition, Coral Reef will submit any rebate applications at this time.

### **Final Cost Estimate & Contract Execution**

Property owner executes Coral Reef's EPC contract and/or financing agreements.

### **Interconnection & Permitting**

Coral Reef manages all permits related to the project. Each project and application has varying permit requirements. Coral Reef completes all paperwork and utility studies required for interconnection approval.

### **Construction\***

A Coral Reef project manager is assigned to every project and is personally overseen by our head of construction. Coral Reef works exclusively with pre-approved subcontractors that have a long track record of success in the clean energy space. Coral Reef is responsible for ensuring that all safety and insurance requirements are always met on site. As part of its scope, Coral Reef is responsible for procurement of all major components to complete the job.

### **Commissioning\***

Coral Reef engages an independent third-party engineer approved to inspect, test, and commission the system. The engineer of record will be providing as-builts of the project following its completion and final permit closeout.

### **O&M Monitoring\***

Coral Reef will ensure that the system's measured AC Power will meet the system's Predicted AC Power or exceed Predicted AC Power by not more than 2%. Upon completion of the performance tests, the performance of the system, extrapolated out for a full year's worth of production and adjusted for seasonality, will be equal to or greater than 90% of the total annual estimated production.

\*After award, a project schedule via Microsoft Project will be provided.





Coral Reef Partners, LLC  
Shir Ami  
24 August, 2023

## LEGAL DISCLAIMER

*This Proposal – hereinafter also referred to as “Proposal” - offered by Coral Reef Partners. - hereinafter also referred to as “Coral Reef” - is only meant for and addressed to the Customer. The Proposal shall exclusively be governed by the following Terms and Conditions.*

*Formal contracting with Coral Reef shall be accomplished via the execution of an EPC contract.*

*All data and information contained herein and provided by Coral Reef in response to our clients request for EPC pricing is considered confidential and proprietary. The data and information contained herein may not be reproduced, published, or distributed to, or for, any third parties without the express prior written consent of Coral Reef.*

# **OCTOBER BOARD REPORT**

**NAME: Helen Berman**

**DATE: 10-10-23**

**TITLE OR COMMITTEE: Tikkun Olam**

**Committee Chairs: Barbara Roth and Essie Cherkin/Marc Luber**

**Please provide a summary for the board of what you and/or your committee have been up to since the last meeting. Bullet points are fine.**

**This is a supplement to the report Essie and Barbara will submit:**

High Holiday Food drive was an incredible success for our community. Including a small portion of a large donation coming in this week, we officially collected 16,203 pounds (but in reality is closer to 19,000 pounds comparing LYR to this year).

We had around 160 volunteers this month, which is down a little from last year.

Conditions were a little tight, but we worked together with Phil, Rabbi Eric, Shanika, and countless others to facilitate a successful drive.

Coordinating announcement to congregation and publicity next week.