

LARGEST RENEWABLE ENERGY PROJECT EVER DEVELOPED AT A U.S. AIRPORT



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PROJECT:

Dominion Energy (Dominion) and the Metropolitan Washington Airports Authority (MWAA) are teaming up to develop the largest renewable energy project ever at a U.S. airport. Spanning across 835 acres at Dulles International Airport, the project will combine utility-scale solar and reliable battery storage to power more than 37,000 Virginia homes.



**METROPOLITAN
WASHINGTON
AIRPORTS AUTHORITY**



The project also includes a first-of-its-kind lease agreement that will further advance renewables and clean transportation at Dulles. In lieu of annual lease payments to Dulles, Dominion Energy Virginia (Dominion VA) will develop two solar carports to partially power Dulles facilities, and provide eighteen electric buses, fifty electric vehicles, and electric vehicle charging stations for Dulles operations.

Construction began on August 22, 2023, and is projected for completion by late 2026.

“I’m hopeful this partnership will serve as a model for future renewable energy projects across the country, paving the way for a greener, energy-independent future.”- Senator Mark Warner.

The Concourse Group (Concourse) was engaged by MWAA as a subconsultant to Ricondo & Associates to perform certain services and tasks as requested:

CONCOURSE SOLUTION:

Concourse provided MWAA with support services to evaluate and prepare negotiated lease rents and terms for a long-term lease agreement between the MWAA and Dominion. The analysis and evaluation included:







-  Highest and Best Use of the Land,
-  Solar Generation Use Case
-  Solar Renewable Energy Certificates (SRECs),
-  Avoided Costs,
-  Energy Resilience, and
-  Final negotiated business terms



Figure 1: Dulles Int'l. Airport Solar Farm

Concourse provided real estate support and project analysis services to complete the due diligence necessary to assess, analyze, and report on the proposed Site for real property transaction-based value creation. Concourse introduced to MWAA the Enhanced Use

Lease (EUL)/Public Private Partnership (P3) concept refined through our work with the Department of Navy, creating added value under favorable terms for MWAA in the long-term lease. Concourse establishes this value in the form of in-kind consideration as payment for the lease, which involves a suite of new energy technologies including electric vehicles, buses, charging infrastructure, and carport solar arrays.

TASK 1: CONCEPT DEVELOPMENT, SCHEDULING, AND APPROVALS

Concourse assisted and advised MWAA with the overall project concept and mapped out a viable course of action to accomplish the project objectives, including securing all internal and external approvals and permits. Concourse worked with MWAA leadership to establish project milestones based on industry and government standards. These incorporated phased leadership approvals dependent upon input, deliverables, and confirmations by key MWAA personnel. Concourse coordinated with MWAA personnel to identify and complete necessary planning and permitting tasks required to support the long-term lease.



Figure 2: The proposed solar farm and storage facility would be the largest airport-based project in the U.S.

In addition, Concourse identified and coordinated the necessary data and documentation required by Dominion to apply for and receive necessary private sector approvals and permits. This effort cumulated in the development of the project's overall business case, financial pro-forma, and deal structure, which Concourse designed and managed.

TASK 2: ENERGY PROJECT SCOPING AND PRE-NEGOTIATION

Along with MWAA staff, we worked with Dominion to develop a mutually beneficial energy project, making best use of the Site. This included communications and data sharing to best leverage existing infrastructure, meet MWAA renewable energy goals, and identify opportunities to increase the energy resilience of Dulles Airport.

Concourse evaluated Dominion Energy subcontractors and proposed technologies to ensure work performed by any subcontractor is up to an acceptable standard and any proposed energy project would not conflict with or harm MWAA operations.

TASK 3: LEASE NEGOTIATION, CLOSURE, ADMINISTRATION, AND TURNOVER

Concourse supported the achievement of lease signature and lease management duties associated with project deliverables in accordance with the drafted lease agreement between MWA and Dominion. This included ensuring that the lease serves as the authoritative contract between MWA and Dominion and minimizes risks by assignment to the appropriate party.

Concourse provided insight into long-term solar lease management and incorporated those insights into lease negotiations. The lease document is designed to make MWA successful over the life of the contract. Concourse remains able to support MWA throughout the lease term on a standby or as-needed basis.



Figure 3: Airports Authority, Dominion Energy Break Ground on Solar and Energy Storage Project at Dulles Int'l. Airport

[AIRPORTS AUTHORITY, DOMINION ENERGY BREAK GROUND ON SOLAR AND ENERGY STORAGE PROJECT AT DULLES INTERNATIONAL AIRPORT](#)