NEXT ENERGY360

Turn Your Listings Into Long-Term Energy Income.

A Broker Guide to Identifying Solar and Battery Storage Opportunities on Commercial and Industrial Properties

BROKER PARTNERSHIP HANDBOOK

A practical guide for CRE professionals on unlocking income from your portfolio.

nextenergy360.net

25%+
increase in energy costs since 2019

1 GW+
projected capacity shortfalls beginning 2026

$0
capital required from property owner

INSIDE THIS HANDBOOK

What You'll Find Here

This handbook answers the key questions you and your clients may have about partnering with Next Energy 360, including how brokers are compensated and what property owners can expect.

00 WHY THIS MATTERS FOR BROKERS

A New Income Stream. No Extra Work.

Commercial and industrial real estate brokers are under increasing pressure to reduce operating costs, improve NOI, and make properties more competitive. Next Energy 360 provides a simple way to do that, with no technical knowledge required and no disruption to your existing practice.

New Income Stream

Every property in your portfolio is a potential referral opportunity. Rooftops, land, and parking areas that currently generate zero return can produce lease income for 25-45 years.

Value-Add for Clients

Energy costs are a major operating concern for commercial and industrial tenants. Landlords who reduce costs and add income gain a measurable advantage in leasing, refinancing, and disposition.

Differentiation From Other Brokers

Adding an energy income strategy positions you as a full-service advisor and opens new client conversations.

Minimal Time Investment

You submit a property address. We handle feasibility, proposal, permitting, and construction. Your time commitment is measured in minutes, not hours.

01 ELECTRICITY DEMAND IS RISING

The Electric Grid Is Under Pressure

Electricity demand across the Northeast is rising faster than the grid can accommodate. Aging power plants are retiring, new generation projects are facing permitting delays, and both commercial and residential demand continue to increase. The result is a grid under measurable strain, with documented near-term reliability risks across the region.

- Energy costs across the Northeast have increased significantly since 2019, with many markets seeing increases of 25%+ and some exceeding 50% depending on location and rate structure
- Grid operators are projecting meaningful capacity shortfalls in the coming years, with some markets facing deficits approaching or exceeding 1,000 MW
- Additional electricity rate increases are projected through 2030 as demand continues to outpace available supply
- U.S. power outages cost businesses more than $44 billion annually (U.S. Department of Energy)
- AI data centers, semiconductor manufacturing, and EV adoption are driving electricity demand to record levels (Reuters, 2025)

AI-Driven Demand	Major grid operators project U.S. electricity demand from data centers could more than double by 2030 as artificial intelligence infrastructure expands. This is a primary driver of increasing grid strain across the Northeast.
Grid Operator Warning	Grid operators across the Northeast are warning of emerging capacity shortfalls, with some markets facing deficits equivalent to the energy needs of hundreds of thousands of homes in the coming years.

Sources: North American Electric Reliability Corporation (NERC)
Reuters, "U.S. electric utilities brace for surge in power demand from data centers"

02 CONTEXT

Why This Is Happening Now

Several structural forces are driving electricity demand higher while generation and infrastructure struggle to keep pace. This creates a direct opportunity for commercial real estate owners. Properties that can host solar or battery storage become more valuable as energy costs and reliability become critical decision factors for tenants, lenders, and buyers.

AI and Data Centers

Artificial intelligence infrastructure requires significant electricity. Data center development is accelerating across the Northeast, increasing demand beyond what the grid was designed to support.

Electrification

Electric vehicles, electric heating, and industrial electrification are shifting energy use onto the grid. This is a long-term structural change.

Generator Retirements

Aging power plants, including peaker plants and larger baseload facilities, are retiring across the Northeast, while new generation is not being built fast enough to keep pace with demand.

Grid Congestion

Transmission infrastructure has not been upgraded at the same pace as demand growth. High-demand markets across the Northeast face the most acute congestion risk.

For commercial real estate, this creates a concrete opportunity. Properties that can host on-site solar generation or battery storage become more valuable, to tenants, lenders, and buyers, as energy reliability and cost become material factors in property decisions.

03 ABOUT US

Who Is Next Energy 360?

Next Energy 360 leases a portion of commercial and industrial properties to develop solar and battery storage projects nationwide. We do not sell equipment. We arrange project financing and pay the property owner a long-term lease, with no capital required.

We lease space from the property owner and manage all development, permitting, construction, and financing at no cost to the owner or broker.

What We Do

- **Rooftop Solar** — commercial and industrial rooftops of approximately 10,000 square feet or larger
- **Community Solar / CDG** — solar projects that distribute electricity to multiple local subscribers through the utility grid
- **Ground-Mount Solar Farms** — parcels of approximately 5 acres or more suitable for utility-scale solar development
- **Battery Energy Storage Systems (BESS)** — parcels with approximately 10,000+ square feet or existing commercial or industrial properties suitable for energy storage infrastructure
- Projects are developed and managed by Next Energy 360 and may be owned and operated through project entities and financing partners for the duration of the lease.
- Property owners sign a lease and receive payments, no operational role required
- Active in markets where grid demand, energy pricing, and incentive programs support strong project economics

04 FOR BROKERS

Broker Compensation

Compensation Structure	Next Energy 360 is compensated by the project developer and does not pay broker fees. Brokers represent the property owner and may structure their compensation directly with the owner, typically as a percentage of lease value or total project economics. All compensation is agreed between the broker and property owner.

How It Works

1

Step 1: Submit a Property Address

Email info@nextenergy350.net with a property address. No analysis, no client prep, and no presentation required on your part.

2

Step 2: No-Cost Feasibility Assessment

Our team evaluates the site, satellite imagery, utility data, interconnection feasibility, and applicable incentive programs. We absorb all assessment costs.

3

Step 3: We Present the Opportunity

For qualifying properties, we prepare a customized proposal for the property owner. You can be as involved, or as hands-off, as you prefer.

4

Step 4: Lease Execution

Once the property owner signs a lease with Next Energy 360, your commission or fee, as agreed with the property owner, is earned.

5

Step 5: You Receive Your Commission

You receive your commission or fee as agreed with the property owner. No ambiguity, no clawbacks.

Why Brokers Work With Us

- No capital investment required from you
- No technical expertise required
- No disruption to existing client relationships
- No-cost feasibility review, we carry all development risk
- New income from properties already in your portfolio
- Differentiated service to offer property owners
- Response within 5 business days on every submission
- Dedicated point of contact throughout

05 FOR PROPERTY OWNERS

How Property Owners Make Money

Property owners earn long-term lease income by leasing unused rooftop, parking, or land to Next Energy 360. They invest nothing, take on no debt, and have no operational responsibility. The income is derived from space that was previously generating zero return.

LEASE TYPE	TYPICAL TERM	INCOME RANGE	PROPERTY OWNER INVESTMENT
Rooftop Solar	25 years, with extension options	Typically $0.10·$0.40 per sq ft annually, depending on location and system size	None
Community Solar / CDG*	25 years, with extension options	Similar to rooftop or ground-mounted solar depending on system size and location.	None
Ground-Mount Solar Farm	25 years, with extension options	Fixed lease per acre with annual escalators, or revenue share; terms vary by site	None
Battery Storage (BESS)	25 years, with extension options	Land leases in strong grid locations may range from $75,000·$250,000+ per acre annually	None
EV Charging	25 years, with extension options	Fixed lease fee or revenue share on charging sessions	None
Solar Carport	25 years, with extension options	Fixed lease fee or revenue share on solar canopy installation	None

**Community solar programs currently operate in several U.S. states including New York, Massachusetts, New Jersey, Minnesota, Colorado, Illinois, Maryland, Virginia, Maine, and others. In New York this structure is referred to as Community Distributed Generation (CDG).*

What Determines Lease Value

Lease payments vary depending on several factors:

- Size of available roof or land area
- Proximity to electrical substations or distribution feeders
- Local incentive programs and utility tariffs
- Grid congestion in the area
- Permitting and zoning conditions

Why Property Owners Participate

Many commercial properties contain surfaces that generate no financial return, rooftops, unused land, and parking areas. Solar and battery storage projects convert those spaces into long-term infrastructure leases while leaving the primary property use unchanged.

For many owners, this structure is similar to leasing space for a cell tower or rooftop antenna, a long-term, passive income stream with no operational responsibility.

How Payments Are Structured

- Fixed annual lease payments with scheduled increases
- Long-term, predictable income with no upfront cost or operational responsibility
- In select cases, additional income through a percentage of the project's revenue

Additional Owner Benefits

- Immediate NOI improvement with no capital outlay
- Long-term lease income improves property valuation
- Lease runs with the land, transferable at sale
- Property resilience: BESS provides backup power capability
- Roof maintenance and inspection often included in lease terms
- No liability exposure: NE360 carries full project insurance
- Enhanced ESG and sustainability profile for the asset
- Rising energy costs become an asset, not a liability

Property owners retain full ownership and control of the property. The lease applies only to the specific roof, land area, or parking space used for the project.

Valuation Impact	A long-term lease generating incremental NOI can increase property value when capitalized by the market. For example, at a 6% cap rate, a $60,000 annual lease could add approximately $1,000,000 in value, depending on buyer assumptions and market conditions.

06 PROPERTY SCREENING

What Properties Qualify

Use this table as a quick-reference screening guide when reviewing your portfolio. If a property meets the minimum criteria, submit the address for a preliminary evaluation. Electrical infrastructure proximity is evaluated by our team during the feasibility review.

PROPERTY TYPE	MINIMUM CRITERIA	IDEAL CHARACTERISTICS	SOLUTION
Commercial / Industrial Roof	10,000+ sq ft	Flat or low-slope roof in good condition; minimal shading; large unobstructed roof area; ideally on 1 or 2 story buildings.	Rooftop Solar
Commercial / Industrial Roof	50,000+ sq ft	Same roof quality criteria; larger roof area supports Community Distributed Generation (CDG) program qualification.	Community Solar / CDG
Vacant or Underutilized Land	5+ acres	Open, unshaded land; relatively flat terrain; limited wetlands or environmental constraints; zoning that supports commercial, industrial, or agricultural use.	Solar Farm
Vacant Land or Building Parcel	10,000+ sq ft	Vacant or underutilized land.	Battery Storage (BESS)
Parking Areas	50+ spaces preferred	Open sky above parking; suitable structural site for canopy installation.	Solar Carport, EV Charging

BROKER QUICK SCREEN

If a property meets any one of the following criteria, send it for review:

- **10,000+ sq ft commercial or industrial roof**
- **5+ acres of open or underutilized land**
- **10,000+ sq ft near building or vacant land**
- **Parking areas with 50+ spaces**
- **Any property where the owner wants to monetize unused space**

07 THE PROCESS

How It Works, Step by Step

Next Energy 360 manages every technical, regulatory, and financial aspect of the project. Here is the full timeline from first submission to long-term operations.

WEEK 1–2 **Preliminary Feasibility**	We analyze satellite imagery, roof or land data, utility rates, interconnection feasibility, and applicable incentives. You receive a clear go/no-go, no charge, no obligation.
WEEK 2–6 **Detailed Site Assessment**	For qualifying sites, we conduct a thorough engineering and financial analysis, modeling projected lease payments, energy output, and incentive structure.
WEEK 4–8 **Owner Proposal & Negotiation**	We present a customized proposal to the property owner. Lease structure, payment amounts, term, and conditions are negotiated with the owner's attorney reviewing all documents.
MONTH 2–4 **Lease Execution & Permitting**	Upon lease signing, we begin permitting, utility interconnection applications, and structural assessments. Broker compensation, if applicable, is agreed directly between the broker and the property owner.
MONTH 6–18 **Development & Construction**	Our engineering and construction teams install the system. The property owner has no involvement or obligation during construction.
ONGOING **Operations & Lease Payments**	Lease payments typically begin once the system is operational, although some agreements include payments earlier in the development process. Next Energy 360 operates and maintains the system for the full lease term, typically 25–40 years.

08 PROJECT FINANCING

No Capital Required From Owners or Brokers

The Rule	The property owner invests nothing. The broker invests nothing. Next Energy 360, and our institutional financing partners, arrange and provide project financing covering development, permitting, engineering, equipment, and installation.

How Projects Are Financed

Next Energy 360 uses institutional project financing structures similar to those used in commercial real estate development. Projects are typically funded through a combination of debt financing, tax equity, and infrastructure investment capital.

Next Energy 360 sources and coordinates all project financing, ensuring 100% of development, engineering, permitting, equipment, and installation costs are covered — at no cost to the property owner or broker.

Electricity generated by solar projects may be sold directly to the building, distributed through community solar programs, or delivered to the grid depending on the structure of the project and local utility programs.

Is the Lease Financeable for the Property Owner?

Yes. A long-term solar or BESS lease from a credit worthy developer is treated as an income stream, similar to a tenant lease. Institutional lenders are familiar with these structures. We provide full documentation for any lender or title review.

What Happens When a Property Is Sold?

The lease runs with the land, just as any other income encumbrance would. The new owner inherits the lease and the lease payments. In most cases this enhances sale value because the income stream continues uninterrupted. Next Energy 360 will cooperate fully with any title review, lender, or new ownership.

09 PROPERTY CONCERNS

Tenant Impact and Property Concerns

These are the most common concerns raised by property owners when a broker first introduces the concept.

Q: Does solar installation disrupt tenants?

A: We coordinate rooftop installations for occupied properties to minimize disruption to the business.

Q: Does the solar equipment affect roof warranties?

A: We use certified installation contractors and mounting systems designed to maintain roof warranty compliance. We provide full documentation and, where required, coordinate directly with roofing manufacturers.

Q: What if my roof needs repairs or replacement in the future?

A: Solar leases include provisions for temporary panel removal if roof repairs or replacement are required. The cost of temporary removal and reinstallation is borne by the business owner.

Q: What if we want to sell the building?

A: The lease transfers to the new owner as an income-producing asset. We provide estoppel certificates, lease abstracts, and lender packages for any sale or refinancing process.

Q: Is the equipment safe?

A: All systems are engineered and installed in compliance with NEC, IBC, NFPA 855 (battery storage), and UL 9540A, as well as all local building codes. We carry comprehensive general liability and property insurance. The property owner has no liability exposure.

Q: What happens at the end of the lease?

A: At lease end, the owner may renew, renegotiate, or request removal. Battery systems are removed and the site restored at the developer's cost. Solar systems are typically left in place or transferred to the owner, as their useful life often extends beyond the initial lease term.

Q: Does it affect property insurance?

A: It should not materially affect property insurance premiums. We provide our own insurance documentation and are named as the responsible party for the equipment. We recommend the owner notify their insurer and will assist with any documentation required.

Q: Will solar panels shorten the life of my roof?

No. Solar panels are designed to maintain roof integrity and warranty compliance. In many cases, they can help protect roof surfaces from weather exposure, which may extend the roof's lifespan. We coordinate with roofing manufacturers and contractors as needed.

10 FREQUENTLY ASKED QUESTIONS

Broker Questions, Answered

Q: Why are developers interested in commercial and industrial rooftops and land?

A: Commercial and industrial properties often provide large unobstructed surfaces located near electrical infrastructure. These characteristics make them ideal sites for solar generation and battery storage projects.

Q: We have looked at solar before and found it complicated. Why would this be different?

A: Most solar programs presented to commercial and industrial property owners involve purchasing a system, which requires capital, financing, and ongoing management. We build, own, and operate the system. The property owner signs a lease and receives payments. No capital investment, no equipment ownership, and no operational responsibility.

Q: My client is skeptical of clean energy programs. How do I position this?

A: Position it as a real estate income transaction, not an environmental initiative. Next Energy 360 is leasing space that is currently generating zero return. The owner is monetizing an underutilized asset. The energy happens to be solar, but the deal structure is indistinguishable from a standard tenant lease.

Q: What if the property does not qualify after submission?

A: We respond within 5 business days with a clear explanation. There is no cost and no obligation on either side. Many properties that do not qualify today may qualify as the grid and incentive programs evolve. We keep records and revisit.

Q: How long does a project take from start to finish?

A: For solar projects, typically 12–24 months from lease signing to system operation, depending on permitting and utility interconnection timelines. For battery projects, the typical timeframe is 36-48 months. Feasibility review takes 1–2 weeks.

Q: What information do you need to evaluate a property?

A: Just the address. Our team handles the rest.

Q: Are there tax implications for the property owner?

A: Lease income is generally treated as ordinary rental income, similar to any tenant lease. We recommend the owner consult their tax advisor and are happy to provide project-specific financial summaries to support that review.

Q: Can a property have both rooftop solar and a BESS?

A: Yes, and these combinations often unlock additional incentives and greater total value. Co-located solar and storage is a growing segment with strong economics in the Northeast.

Q: Who pays the broker?

A: Next Energy 360 is compensated by the project developer and does not pay broker fees.
Brokers represent the property owner and may charge a commission or fee directly to the owner.

11 PROJECT EXAMPLE

What a Typical Transaction Looks Like

The following is a representative example based on actual project parameters in Next Energy 360's Northeast development pipeline. Specific financials vary by site, location, and utility market.

EXAMPLE PROJECT

Industrial Warehouse

Long Island, New York

Property Details

- Roofarea:120,000sq ft
- System type: Rooftop solar (CDG)
- Estimated system size: ~1.2 MW
- Lease term: 20 years

Financial Outcome

- Annual lease payment to owner: $60,000
- Total lease income (20 years): $1,200,000+
- Added property value at 6% cap rate: ~$1,000,000
- Owner capital invested: $0

HOW IT WORKED

Broker Submission

The property's broker submitted the address after noticing the warehouse had a large, underutilized flat roof. No preparation was required prior to submission.

Feasibility

Next Energy 360 confirmed the site was viable within 10 days and identified a strong project opportunity based on location, size, and grid access.

Lease Signed

The property owner signed a 20-year lease 6 weeks after initial contact. No capital investment was required. Construction began approximately 14 months later.

Outcome for the Broker

The broker's role was limited to introducing the owner and facilitating initial communication. The broker received a commission or fee as agreed with the property owner.

Key Takeaway

The broker's involvement was minimal. A single property introduction initiated the project. The property owner received $60,000 per year in lease income with no capital investment. The property's assessed value increased by approximately $1,000,000. Projects of this type are becoming increasingly common as electricity demand rises and grid capacity becomes more constrained.

12 YOUR NEXT STEP

Getting Started Is Simple

Submit a property address or portfolio of properties and our team will perform a preliminary feasibility review.

SUBMIT A PROPERTY OR PORTFOLIO FOR REVIEW

Submissions are routed to regional advisors based on property location.

info@nextenergy360.net

(845) 453-5149

nextenergy360.net

Our Commitment to You

We will respond to every submission within 5 business days. Broker relationships are treated as long-term partnerships. Your clients are handled with the same professionalism you bring to your own practice. Broker introductions are protected through written referral agreements established prior to submission.

Next Energy 360 develops commercial and industrial solar and battery storage projects nationwide through a network of engineering, construction, and financing partners. Active in markets where grid demand, energy pricing, and state incentive programs support strong project economics.