



# Utility-scale BESS Development

Statement of Qualifications



## Greenfield Origination

We lead campaigns to secure and screen land for your BESS projects



## Project Development

We manage your project vendors, the schedule and the technical risks



## Managed Controls

We take ownership of your existing project management system



# BESS Development-as-a-Service

## Accelerating the Transition to Utility-Scale Storage

Carina Energy serves as a dedicated development execution arm for investors, IPPs, and land owners in the energy storage sector. We bridge the gap between capital and commercial operation, providing the technical expertise and "boots-on-the-ground" management required to navigate the complex lifecycle of Battery Energy Storage Systems (BESS).

Unlike traditional consultancies that simply advise, Carina adopts an "Owner's Mindset." We integrate directly into your team to originate assets, validate project viability, and drive projects through to commercialization. Whether you are looking to enter the BESS market with a greenfield strategy or need an Owner's Representative to rescue a stalled portfolio, Carina provides the disciplined leadership necessary to succeed.



### Knowledge to Plan Smarter and Engage Faster

The energy storage market is evolving rapidly, with regulatory frameworks and technology standards shifting constantly. Carina mitigates these risks through a comprehensive Development-as-a-Service model that emphasizes transparency, speed, and technical rigor.

#### Agile Development

We bypass the bloat of large engineering firms, offering streamlined workflows that prioritize critical path items and faster speed-to-market

#### Risk-First Approach

Our Fatal Flaw Analysis is designed to identify "project killers" early, ensuring capital is only deployed on assets with a genuine path to revenue

#### Seamless Integration

From project controls to executive reporting, we provide the visibility of an in-house team with the flexibility of an external partner

*Have an existing project portfolio? We also offer dedicated Managed Project Controls services to bring order to existing portfolios. (See Page X),*



# Greenfield Origination



## Connecting Capital to Community: A Tech-Enabled, Hyperlocal Approach

At Carina Energy, we recognize that while site selection begins with data, it ends with a handshake. Origination is the most human phase of development, requiring not just technical criteria, but genuine relationship building. Our approach combines the efficiency of centralized, high-tech GIS management with the trust and cost-effectiveness of hyperlocal engagement.

We launch targeted "Land Campaigns" defined by your specific acreage, financial, and geographic criteria. Our central team utilizes advanced GIS and lead generation tools to identify compliant parcels and ownership data. We then deploy local representatives—people who know the community—to execute the outreach via phone, email, and door-to-door engagement.

This hybrid model provides our clients with the best of both worlds: the speed and analytical power of in-house tools, combined with a "local voice" that builds trust and eliminates unnecessary travel costs.

### Our Origination Capabilities:

- **Campaign-Based Strategy:** We align strictly with your investment thesis, defining clear commercial and geographic parameters to ensuring resources are focused only on high-probability targets.
- **Precision Siting Technology:** By leveraging centralized data mining and GIS filtering, we identify parcels that match your criteria before a single call is made, significantly increasing hit rates, and campaign success.
- **Localized Engagement Model:** We bridge the gap between developer and landowner by utilizing local presence for outreach. This "community-first" approach fosters trust and accelerates negotiations while reducing travel overhead.
- **Commercial Discipline:** We act as strict stewards of your capital, managing the acquisition funnel to ensure all option terms, pricing, and escalation structures adhere to your pre-defined financial limits.
- **Pipeline Visibility:** We replace the "black box" of land acquisition with transparency. Clients maintain full oversight through live dashboards and regular strategy reviews, ensuring you are always in control of the portfolio's progress.

# Fatal Flaw Analysis & Validation



## Protecting Capital through Rigorous Desktop Validation

In energy development, the most expensive project is the one that fails late. Carina Energy employs a "hard-to-kill" philosophy: we actively seek reasons to stop a project early, before significant development capital is deployed. Our Fatal Flaw Analysis (FFA) is a comprehensive preliminary desktop-based review of a site's land and permitting viability against 70 specific development factors, designed to uncover hidden risks that often escape high-level screening.

By aggregating data across multiple disciplines—from fire safety codes to environmental layers—we provide a high-level forensic audit of the site. This allows you to filter out risky assets immediately and focus your resources only on sites that pass this rigorous initial screening.

A "No-Go" recommendation is considered a success, as it preserves your resources for opportunities with genuine revenue potential.

### Our Validation Scope Includes:

- **Site Access & Connectivity:** A preliminary review of both legal and physical access to the site, ensuring the property connects to public rights-of-way without obvious "landlocked" constraints or complex crossing requirements.
- **BESS Fire Safety & Setbacks:** We evaluate the site layout against key safety standards, including NFPA 855 fire safety codes. This includes checking required separation distances, equipment setbacks from property lines, and potential impacts on neighboring residential areas.
- **Environmental & Critical Habitats:** We perform a screening of major environmental constraints, identifying potential issues with critical habitats, protected species, and other ecological sensitivities that could trigger lengthy permitting processes.
- **Terrain & Constructability:** Review of topographic data to flag excessive slopes (typically >8-15%) that would drive up civil costs, as well as a check for historical mining activity or obvious subsurface risks.
- **The Development Feasibility Report:** We synthesize these 70+ factors into a clear, concise report that highlights red flags and provides a definitive "Go/No-Go" recommendation, empowering you to make data-backed decisions without the cost of a full field deployment.

# Owner's Representation



## Execution with an Investor's Mindset: From Concept to NTP

Securing a site is only the starting line. The journey to Notice to Proceed (NTP) requires navigating a complex maze of permitting, engineering, and utility milestones. At Carina Energy, we step in as your dedicated execution arm, operating with an investor's mindset. We don't just move the project forward; we protect the asset's long-term value.

We operate under a "Development-as-a-Service" model, acting as the architect of the development team. We define precise scopes of work not only to control costs but to insulate the Owner from liability. By ensuring that risk is properly allocated to third-party specialists rather than the project entity, we protect your balance sheet and ensure the asset remains bankable for future financing.

Our strategy leverages a hybrid approach: we deploy local civil engineers to navigate community permitting, while engaging top-tier industry specialists for high-technical tasks like BESS design and fire protection.

### Our Execution Capabilities Include:

- **Strategic Scope & Risk Allocation:** We don't just hire vendors; we structure the project's legal and technical foundation. We draft detailed Scopes of Work (SOW) that clearly define deliverables and liabilities, ensuring that technical risks are borne by the consultants and engineers, which is critical for securing non-recourse financing.
- **Permitting & Entitlements:** We manage the discretionary permitting process by leveraging local expertise. We select and manage local land-use counsel and civil engineers who understand the specific jurisdiction, preparing application packages and representing the project at planning commission and town board hearings.
- **Specialized Engineering Oversight:** Acting as the Owner's Representative, we bring in subject matter experts for critical systems. We oversee specialized firms for BESS integration, thermal management, and Fire Protection engineering, ensuring designs meet strict safety codes and performance standards.
- **Interconnection Lifecycle Management:** We drive the utility engagement process, tracking queue positions, managing study deposits, and coordinating technical responses between the utility and your engineering team to prevent costly schedule slippage.
- **Project Controls & Reporting:** We implement rigorous schedule and budget management using cloud-based tools (Smartsheet). You receive real-time dashboards tracking critical path items, ensuring that every dollar spent moves the project closer to NTP.



# Managed Project Controls



## Turning Portfolio Chaos Into Decision-Grade Intelligence

As development portfolios grow, the reliance on static spreadsheets and fragmented email updates becomes a liability. "Version control" issues and lack of visibility can hide critical delays until it is too late to recover. Carina Energy offers a specialized Managed Project Controls service where we take custody of your Smartsheet environment to establish a "Single Source of Truth" for your entire pipeline.

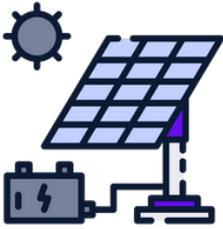
We don't just track dates; we architect the central nervous system of your development operations. By deploying a standardized framework across all assets, we transform isolated project data into an aggregated portfolio view.

This allows executives and investors to see the health of the entire pipeline at a glance—budget vs. actual, critical path slippage, and upcoming cash flow requirements—without chasing down individual project managers.

### Our Project Controls Capabilities:

- **Certified Smartsheet Optimization:** Whether you have a mature system or a blank slate, our Certified Smartsheet Engineers assess and enhance your existing architecture. We optimize your Work Breakdown Structures (WBS) and automate workflows to maximize efficiency without disrupting your team's established rhythm.
- **Domain-Driven Logic (BESS & Solar):** We are developers first and schedulers second. We inject deep domain expertise into your project plans, challenging assumptions and ensuring that schedule logic reflects the real-world complexities of BESS and Solar development, rather than just optimistic data entry.
- **Active Schedule Negotiation:** We don't just passively record delays; we actively manage them. We meet regularly with your internal developers to review progress, challenging update validity and negotiating schedule changes to protect the critical path and hold the team accountable.
- **Embedded Integration & Data Room Readiness:** We embed ourselves directly into your project communications to capture updates in real-time. This "live-wire" approach ensures that your project plans—and your Data Room—are always up-to-date and "due diligence ready" for investors or off-takers at a moment's notice.
- **Portfolio Intelligence:** We transform fragmented project data into decision-grade intelligence. By standardizing data across your Solar and Storage assets, we build Executive Dashboards that provide instant visibility into portfolio health, spending velocity, and upcoming milestones.

## Markets We Serve



**Renewable Developers.** We serve as a scalable execution arm for Independent Power Producers (IPPs) and renewable developers looking to accelerate pipeline velocity without inflating overhead. We augment your internal teams by taking ownership of time-intensive development tasks—from land campaigns to permitting hearings—allowing your leadership to focus on corporate strategy and origination. Whether entering a new ISO territory or surging resources for a portfolio acquisition, Carina provides the experienced "boots on the ground" needed to reach Notice to Proceed (NTP) faster.



**Data Center Infrastructure.** In an era of unprecedented digital demand, power availability and reliability are the new constraints on growth. Carina Energy partners with hyperscalers and data center operators to develop behind-the-meter energy storage and generation assets that ensure uptime and grid compliance. We navigate the complex intersection of utility interconnection and local land use, delivering resilient energy solutions that protect critical infrastructure while helping operators meet aggressive sustainability and carbon-neutrality targets.



**Capital & Infrastructure Funds.** We bridge the gap between financial targets and technical reality for institutional investors and infrastructure funds. Capital providers rely on Carina Energy to de-risk portfolios through rigorous Fatal Flaw Analysis and technical due diligence before deployment. Post-acquisition, we act as the Owner's Representative, managing the transition from "paper asset" to "shovel-ready project," ensuring that development budgets are strictly managed and that technical risks are transferred to third parties to protect the asset's bankability.

### We are defined by rigorous execution.

An owner's mindset is the cornerstone of our culture. At Carina Energy, we believe that successful development requires more than just advice; it demands accountability. Our "Development-as-a-Service" model allows us to integrate essential technical, commercial, and regulatory factors to maximize the long-term value of your assets. We are committed to transparency in every schedule we build and every dollar we manage, ensuring that our partners—from developers to capital funds—have the decision-grade intelligence they need to succeed in a volatile energy market.



# About Carina Energy

Founded by the industry veteran who helped write the rules for energy storage capacity markets, Carina Energy has been protecting capital in the BESS sector since the technology was just a science experiment.

Since those early days delivering the first MW-scale project in the US, we have refined a "Total Execution" methodology that we now deploy for IPPs and Infrastructure Funds across the United States.

We have developed a modular, scalable, and rigorously technical development engine that places data integrity at its center. We leverage utility-grade engineering and "boots on the ground" local intelligence to help companies increase their pipeline velocity without increasing their risk profile.

Through 15 years of lessons learned—from the factory floor to the trading desk—we have polished our proprietary Fatal Flaw and PMO frameworks to help you get up to speed quickly and avoid the "tuition costs" of early adoption.

We would like to help you build assets, not just slideshows. If you are ready for execution certainty, please fill out the contact form on this page and a Principal will get back to you directly.

## A 360-DEGREE VIEW OF ENERGY STORAGE

Carina Energy is named after the first utility-scale Lithium-Ion project in the US, a project our Principal delivered over a decade ago. Since that pioneering deployment, our leadership has operated from every critical angle of the energy storage value chain.

We built an execution engine that aligns the technical reality of the OEM, the commercial rules of the Operator, and the risk requirements of the Developer.

LEARN MORE AT:  
[www.Carina.Energy](http://www.Carina.Energy)

