



# ASGA



## Third Annual Membership Meeting

March 26, 2023

# Agenda



Welcome & Introductions



2022 Recap



Board of Directors

- a. Meet the team
- b. Voting



Advisory Board



ASGA Financials Update

- a. Treasurer Update
- b. Grant Update



Project Spotlight: Grazier Training  
Certification



2023 Goals



2023 Events





# Your Hosts This Afternoon



**Kevin Richardson**  
Outreach Coordinator



**Ryan Kelliher**  
Executive Director



**Nick Armentrout**  
President (incoming)



**Dan Finnegan**  
Treasurer



**Alyssa Andrew**  
Project Coordinator



**Caroline Owens**  
Board Member



**Jonathan Barter**  
President (outgoing)



Special thanks to Professor Jonathan Brown at the Food and Beverage Law Clinic, Elisabeth Haub School of Law @ Pace University

# 2022 American Solar Grazing Association Recap

- ✓ Awarded two grants totalling ~\$450,000 over two years that will allow ASGA to continue developing valuable member resources



- ✓ Hired Alyssa Andrew as first full-time staff to support grant fulfillment and build administrative processes



- ✓ Built the ASGA brand with presenters and attendees at a number of successful conferences



- ✓ Added hundreds of new members and grew partnerships with farming and energy groups



*In Memoriam*

## **Trent Hendricks**

January 23, 1973 - October 1, 2022

It is with heavy hearts that we share the unexpected passing of our friend Trent Hendricks.

Trent is a solar grazing champion that served as a key board member for ASGA, as well as the American Grassfed Association, the Grassfed Alliance, Propagate Ventures, REP Provisions and is a Savory Global Advisor, along with being an accredited Savory Field Professional.

Trent, with his partner Rachel and their 6 children, own Cabriejo Ranch in the Missouri Ozarks where they produce grassfed beef and lamb along with operating their ranch as the HQ for a large grazing operation including many utility scale solar farms across the Midwest and Southeast states.



# Meet The Board

## Nominee - Jonathan Barter



- Experienced producer with background in research and grant acquisition
- Outgoing ASGA president of 3 years
- Moving from President to Secretary and nominated for 1-year term extension

Jonathan Barter was raised and educated in the United Kingdom, but calls home a grass fed sheep and beef operation in Upstate New York. Jonathan spent many years working for NRCS in New York. Jonathan is currently the Solar Grazing Operations Manager for Delaware River Solar, a Community Solar Developer in New York State, where he is spearheading development of vertically integrated sheep grazing operation. He serves as the President of ASGA, the American Solar Grazing Association since its founding in 2018. He oversees all operations, including the successful acquisition of the first statewide solar grazing research grant in 2020.

## Nominee - Lexie Hain



- Experienced producer with background in research and grant acquisition
- Founder of ASGA and previous president
- Nominated for additional 3-year term as board member

Lexie Hain is Director of Agrivoltaics and Land Management at Lightsource bp, Americas. Lexie holds a MSc from University of Edinburgh (UK) in Environmental Sustainability (2001) and a B.S. from Cornell University, Agriculture and Life Sciences (1999). A farm owner since 2003, she owned and operated a horticultural plant nursery (2005-2015). Lexie has raised sheep for solar grazing since 2017, contracting the flocks for vegetation maintenance at in the Northeastern United States. She co-founded and directed the American Solar Grazing Association (ASGA), from 2018-2022, and served on the board of Directors 2022-2023.



# Meet The Board

## Ryan Kelliher



- 10 years of industry experience in solar development, operations and finance
- Currently Executive Director with 2 years left on 3-year term
- Focused on solar industry outreach and overseeing fundraising & grant efforts



## Caleb Scott



- NY farmer and businessman with national grazing presence specialized in policy and site design
- Serving as Vice President with 1 year left on 3-year term
- Acts as ASGA's liaison with Solar Energy Industry Association (SEIA)





# Meet The Board

## Dan Finnegan



- Farmer and finance industry veteran with extensive non-profit experience
- Currently Treasurer with 1 years left on 3-year term
- Handles taxes, FPNA and accounting operations

SOLAR SHEPHERD, LLC

## Caroline Owens



- Experienced producer and farm owner with formal training in animal science and business
- Entering second year on 3-year term
- Focused on solar grazing training and certification





# Meet The Board

## Nominee - Ely Valdez



- Experience businessman and rancher with large-scale grazing experience
- Coming on board to help ASGA expand our expertise in western ranching as projects move west
- **Nominated for 3-year term as board member**

Ely Valdez Founder and CEO of EVA Ranch and Solar Farm Services. Ely and his wife started South Texas Curbing, LLC, a small concrete company based out of San Antonio, Texas back in 2014. They started grazing a small flock of 27 heads in 2015 on a solar farm across the street, without knowing it would eventually open the doors to graze and manage flocks trough Texas. They started focusing on vegetation management for large scale sites across Texas and surrounding states. Their flock has grown 1,600 + and they currently manage over 6,000 head with other shepherds with a combination of mechanical mowing and other services.

## Nominee - Daniel Dotterer



- Experienced producer with background in research and grant acquisition
- Daniel brings a technology eye to grazing operations and will be helping build our PA and mid-atlantic presence
- **Nominated for 3-year term as board member**

Daniel Dotterer lives on his family farm, outside of State College, Pennsylvania. His family has been farming in Pennsylvania continuously since 1722. He is the 12th generation of Dotterers now to farm here in Pennsylvania. Growing up, the family farm had mostly beef cattle but now that he has taken over the farm, they have grown into one of the largest sheep herds in the state. Daniel is also interested in new technology and its application in Agriculture, particularly Augmented Reality.

# Meet The Board

**Nick Armentrout**



- Deep experience in supply chains and land & livestock management, with recent focus on domestic wool
- Currently moving to President for year 2 of his 3-year board term
- Focused on sheep industry outreach, operational best practices and fundraising



# Voting

- Proxy votes have been collected prior to the meeting
- Please look to the meeting chat for a link to the voting form
- If you voted prior to the call, do not vote again



# Advisory Board - Producers



**Lewis Fox**



**Julie Bishop**

SOLAR SHEEP LLC



**Dr. Judy St. Leger**

Dutch Barn Farm™

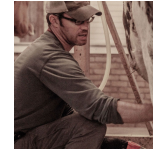


**Ryan Indart**

*Indart Solar  
Sheep Grazing*



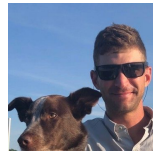
**Zack Hobbes**



**Michael MacDonald**



**Arlo Hark**



**Eric Bronson**



**Jesse Robertson-Dubois**

FINICKY.FARM



**Johnny Rogers**

**NC STATE  
UNIVERSITY**



**J.R. Howard**

TEXAS SOLAR  
SHEEP



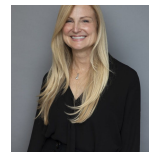
# Advisory Board - Solar



**Kevin Campbell**



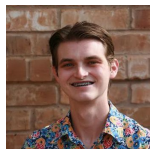
**Lewis Butler**



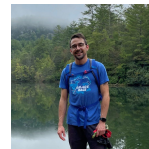
**Mary Grikas**



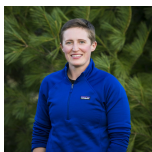
**Christopher McCabe**



**Walker Adams**



**Warren Sakey**



**Amber Lessard**



# Advisory Board - Research & Policy



**Robert Margolis**



**Sara Nicholas**



**Tyler Swanson**



**Steve Kalland**



**Arjun Makijani**



**Andrew Weaver**



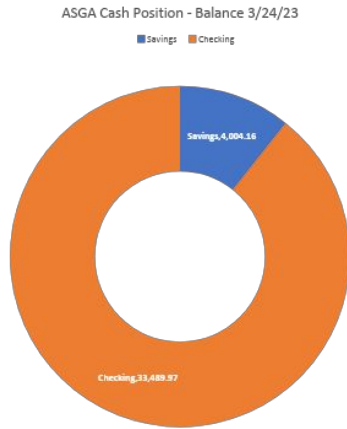
**Dr. Serkan Ates**





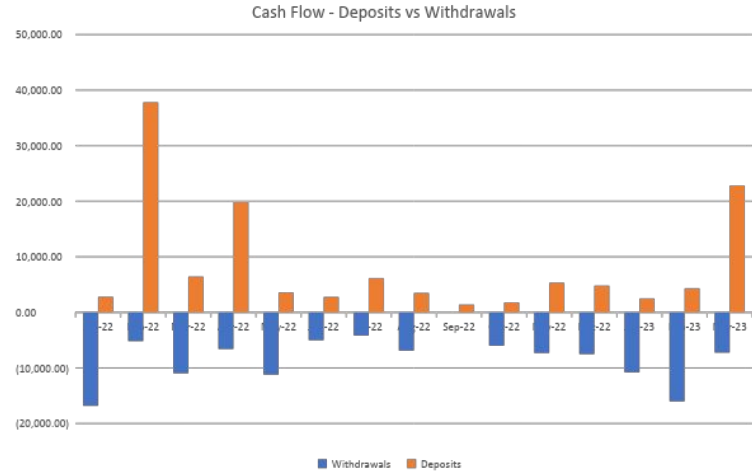
# Treasurer Update - Dan Finnegan

**ASGA cash position is currently \$37,494**



**ASGA** is solvent but needs to raise more money to do more for members

**ASGA cash flow has high velocity**



**ASGA** puts 100% of deposits to work for our membership immediately

# Treasurer Update - Dan Finnegan

## Receivables



### NREL Grant

- a. Recently deposited payment for Q4 invoice (\$18,500)
- b. Prepping invoice for Q1 (\$18,500)



### NYSERDA Grant

- a. Awaiting deposit for Q3/Q4 (\$33,683)
- b. Shifting from semi-annual to quarterly invoices
- c. Prepping invoice for Q1

## Key funding sources



Donations from Solar Industry



Government Grants (NYSERDA, NREL, etc.)







Donations from Solar Graziers






Donations from Universities (like Cornell)

# Treasurer Update - Dan Finnegan

## Key expenses

-  Staffing to support grant fulfillment
  - a. NYSERDA (1 part-time associate)
  - b. NREL (1 full-time associate)
  
-  Marketing to grow grazing industry
  - a. Conference support (ASI, Solar Farm Summit, RE+ etc.)
  
-  IT support for marketing & members
  - a. Website
  - b. Mighty networks
  - c. Monthly calls & tea times
  
-  General administration
  - a. General accounting
  - b. Specific accounting for projects
  - c. Tax prep

## The year ahead

-  ASGA is solvent (and will remain so with your help!) and has funds to meet current obligations
  
-  ASGA has an ambitious slate of goals that require funding (more on that shortly)
  
-  More support and new funding sources will allow us to expand our impact and grow solar & grazing opportunities
  - a. Updated thresholds for corporate sponsorship
  - b. Working to develop a broader fundraising strategy
  - c. Exploring opportunities to seek funding from other non-profits
  - d. Swag! Pictures on later slides



# Grant Update - Alyssa Andrew

## NREL



Wrapping up Quarter 2



Best practices and standardized metrics



Partnership with LaBella Associates for solar site drawings

- a. Lucia Woo, Jared Pantella, Waylon Lunn, David DeYoung



Starting survey prep in Quarter 3

- a. understand practices and current approaches



Analysis of GHG emissions in year 2



## NYSERDA



Wrapping up Quarter 9



Project extension



Starting year 2 of soil and forage sampling

- a. AFT: Caro Roszell and Alissa White
- b. Allison Desario and Zach Goldberg



Surveys sent out

- a. Solar graziers and solar producers
- b. Economic and risk assessment analysis



# Grazier Training Certification - Caroline Owens

- Background on the need for certification
- Collaboration with American Lamb Board via new Director, Sustainability Programs position
- Program targeted to launch in 2023



# Events Update - Kevin Richardson




Unlocking the Future of Agrivoltaics in New Jersey with Rutgers University

ASGA WEBINAR 62

## Webinars

OPEN TO THE PUBLIC

- First Wednesday of Each Month
- Formal Presentations - Agrivoltaics and Solar Grazing



Forage Growth and Lamb Production at Solar Sites + Oregon St. Agrivoltaics Update

ASGA TEATIME

## Teatimes

MEMBERS ONLY

- 1-2 Times per month
- More informal discussion-oriented meetings and presentations

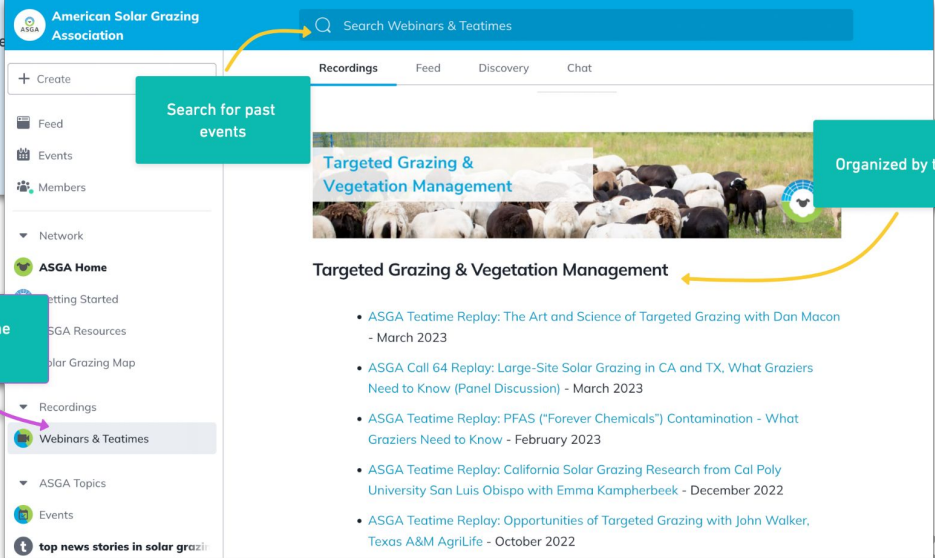


2023 sponsorships still available for programming

<https://solargrazing.org/join/#sponsor>



All events are recorded and accessible through the member network



American Solar Grazing Association

Search Webinars & Teatimes

Recordings Feed Discovery Chat

Search for past events

Organized by topic

Located on the sidebar

### Targeted Grazing & Vegetation Management

- ASGA Teatime Replay: The Art and Science of Targeted Grazing with Dan Macon - March 2023
- ASGA Call 64 Replay: Large-Site Solar Grazing in CA and TX, What Graziers Need to Know (Panel Discussion) - March 2023
- ASGA Teatime Replay: PFAS ("Forever Chemicals") Contamination - What Graziers Need to Know - February 2023
- ASGA Teatime Replay: California Solar Grazing Research from Cal Poly University San Luis Obispo with Emma Kampherbeek - December 2022
- ASGA Teatime Replay: Opportunities of Targeted Grazing with John Walker, Texas A&M AgriLife - October 2022

# Membership Reminders & Updates

Membership questions?

Contact Kevin:  
outreach@solargrazing.org

## Become an ASGA Member and Join Our Solar Grazing network



ASGA offers individual and family memberships for farmers, and individual memberships for solar enthusiasts and solar company employees.

Companies, non-profits, and other organizations can join ASGA by becoming corporate sponsors (see below).

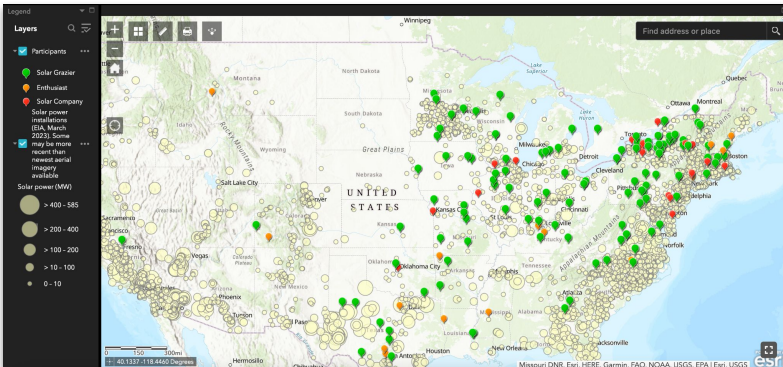
### Membership Benefits:

- Participate in the membership forum and network with others in the solar grazing industry
- Access to member-exclusive monthly events on solar grazing and agrivoltaics, including practical information on grazing practices and the latest updates in the field



## Renew your membership!

- <https://solargrazing.org/renew/>



## Check and share the grazing map!

- <https://solargrazing.org/map/>

# 2023 ASGA Goals & How You Can Help

- Raise \$100,000 in addition to grant awards
- Grow membership by 250 members (up to ~1,000)
- Successfully fulfill \$200,000 of grants to deliver new resources to members
- Launch the Solar Grazing Training Certification program







# ASGA

Thank You & Questions