NOVA POWER PARTNERS
EMPOWERING PURPOSE THROUGH ENERGY

Opportunity Memo: National Community Solar

Prepared for: **Ollie's Bargain Outlet** Prepared by: **Nova Power Partners** Date: June 2026

135	13	10–15%	$0
stores in reach	states with programs	annual bill credit	capital outlay

A single-store foothold, like the one in Maine, is a small slice of a much larger picture. For a national retailer, community solar is not a state-by-state decision; it is a portfolio decision. Viewed across Ollie's Bargain Outlet's full footprint, **13 states with active community solar programs together cover 135 of your stores.** This memo frames that national opportunity and a practical path to capture it over time.

How community solar creates value

Community solar lets a business subscribe to a share of an off-site solar project and receive credits on its utility bills. There is no capital outlay, no solar installed on your roof or property, and no construction or maintenance on your end. Subscribed accounts typically earn a 10 percent annual bill credit, reaching up to 15 percent in select markets, with subscription terms ranging from 5 to 25 years.

- **No capital outlay** and no rooftop or on-site equipment
- **10 percent annual bill credit,** up to 15 percent in stronger markets
- **Flexible terms** from 5 to 25 years, so savings compound over the agreement
- **Credits apply at the meter,** store by store, on your existing utility bills

Why not every state counts the same

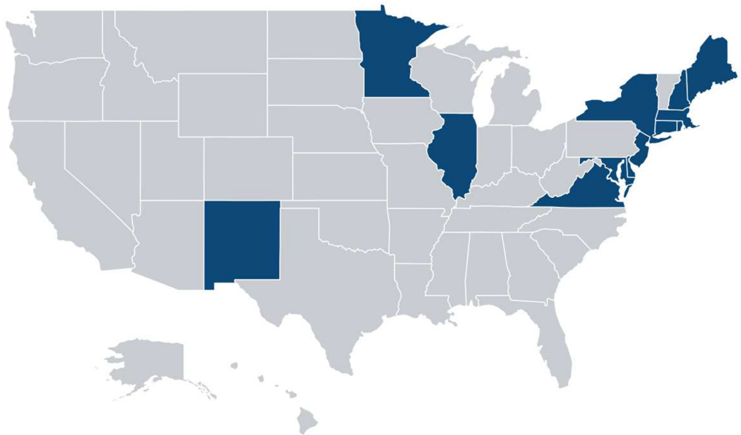
Across your footprint, thirteen states operate community solar programs, but the programs are not interchangeable. Whether a given store qualifies, and how much it can save, depends on factors such as meter type, annual usage, the serving utility, and local supply-and-demand dynamics. To make the opportunity actionable, we group these 13 states into three tiers by readiness and economic strength.

Tier	Profile	States (stores)	Stores
Tier 1 Ready now	Most favorable program economics with capacity available today. Deploy first.	NY (35), IL (23), MD (13), NJ (11), ME (1)	**83**
Tier 2 Strong	Viable economics, subject to meter type, annual usage, and serving utility.	VA (29), MA (8), NM (2), DE (2), MN (1)	**42**
Tier 3 Emerging	Programs maturing or supply-constrained. Value grows as capacity opens.	CT (6), NH (2), RI (2)	**10**
Total	**National community solar footprint**	**13 states**	**135**

The national opportunity at a glance

National Community Solar Opportunity

OLLIE'S BARGAIN OUTLET *Not all solar is created equal*



■ Active community solar program ■ No program / not targeted

Community Solar States & Store Count

TIER 1 *Ready now*

New York	35
Illinois	23
Maryland	13
New Jersey	11
Maine	1

83 stores

TIER 3 *Emerging*

Connecticut	6
New Hampshire	2
Rhode Island	2

10 stores

TIER 2 *Strong*

Virginia	29
Massachusetts	8
New Mexico	2
Delaware	2
Minnesota	1

42 stores

135 stores across 13 states with active community solar programs

States with an active community solar program and an Ollie's footprint are shown in navy. Store counts reflect Ollie's current footprint in each state.

A phased path that grows over time

The near-term, low-hanging fruit is intentionally small. A pilot in one or two stores will not move the needle on its own, and that is the point: it lets Ollie's validate the billing, the credits, and the savings with minimal effort before scaling. From there, the **Tier 1 states alone put 83 stores within reach** under the most favorable economics available today. As Tier 2 and Tier 3 programs add capacity, the addressable footprint grows toward the full **135-store portfolio.** Every store subscribed becomes recurring savings for the life of its term, with no capital at risk.

Recommended next steps

1. **Confirm the pilot.** Select one or two Tier 1 stores to validate billing and realized savings.
2. **Run a portfolio screen.** Match all 135 store accounts to program eligibility by meter type, usage, and serving utility.
3. **Sequence the rollout.** Prioritize Tier 1, then Tier 2, then Tier 3 as capacity opens in each market.
4. **Lock terms early.** Secure subscriptions while favorable credit rates and project capacity are available.

Figures shown are directional. Final eligibility and savings are confirmed through an account-level analysis of each store's meter, usage, and serving utility. Program availability and credit rates vary by market and over time.