

SMART 3.0: A Quick Guide for Commercial Real Estate Owners

The Solar Massachusetts Renewable Target (SMART) 3.0 program provides long-term, fixed-rate payments for commercial solar systems connected to Massachusetts investor-owned utilities. Early participation locks in higher incentive rates as capacity blocks fill.

Why It Matters for CRE Owners

SMART 3.0 offers predictable revenue streams for property owners with large rooftops or land available for solar. Projects 1 MW AC or larger can generate substantial NOI through direct ownership or lease arrangements.

Latest Incentive Highlights (2025)*

System Size	Base Incentive (est)	Payment Terms
> 250 – ≤ 500 kW AC	\$ 0.2482/kWh	20 years
> 500 – ≤ 1,000 kW AC	\$ 0.2113/kWh	20 years
> 1,000 – ≤ 5,000 kW AC	\$ 0.1729/kWh	20 years
Storage		Varies

Base compensation rates are expressed per kWh of electricity produced.. For roof-lease scenarios, property owners typically receive fixed lease payments determined by system size, production potential, and negotiated terms with the system owner.

*Incentive ranges shown are for general informational purposes only and are subject to change based on Massachusetts Department of Energy Resources (DOER) updates, system size, and site-specific conditions. Rates shown reflect base SMART 3.0 incentives as of October 2025 and do not account for all adders or tariff adjustments.

Interconnection Required - Projects must complete utility interconnection studies before applying for SMART 3.0. SolarKal helps CRE owners navigate this process efficiently, avoiding costly delays in queue management.

How SolarKal Helps

- Portfolio-wide feasibility analysis
- Interconnection and SMART application strategy
- Competitive RFP management with vetted EPCs, and solar developers
- Financial modeling for lease vs. ownership
- Project delivery oversight through completion

Ready to Capture Your SMART Value?

New capacity blocks opened October 15, 2025 — limited space remains. Contact your SolarKal advisor to review your properties' eligibility and lock in today's incentive rates.

Sources: [Massachusetts Department of Energy Resources \(DOER\) SMART 3.0 Program Details.](#)

For more information contact Inquiries@SolarKal.com