

Donald H. Gerrish

From: Nick Sampson <nick@revisionenergy.com>
Sent: Thursday, November 15, 2018 1:37 PM
To: Donald H. Gerrish
Subject: Re: Solar Buyout Opportunity

Hi Don,

Thank you for your call this morning, and sorry for missing you. Below I've included the historical annual solar electricity generation of the East Windham Fire Station array. ReVision originally projected the system to produce roughly 46,500 kWh each year. As you can see, 2014 and 2015 met or exceeded this expectation, while generation in 2016 and 2017 was roughly 90% of our expectation.

- 2014- 48,860 kWh
- 2015- 46,800 kWh
- 2016- 41,430 kWh
- 2017- 40,190 kWh

According to our latest data on the East Windham Fire Department's annual electricity consumption (from 2011 and 2012) this solar generation should be roughly 2X the Fire Dept building's electricity usage. The Town is therefore currently offsetting one additional account, the North Windham Fire Department, with the array's excess solar generation.

In addition to the energy savings that the solar array is delivering to the East and North Windham Fire Depts, if the Town purchase the system, it will also be able to sell the Renewable Energy Credits (RECs) generated by the array through ReVision Energy or another third party REC broker. We would expect the value of these RECs to be roughly \$10/1,000 kWh or \$400 annually.

Following your review, please let me know if you have any additional questions and feel free to call. I should be available anytime after 2:30 pm today.

Best,

Nick



Nick Sampson | Employee-Owner | Commercial Solar Consultant
[ReVision Energy](#), a [Certified B Corp](#) and [#1 Rooftop Installer in New England](#)

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On Tue, Nov 13, 2018 at 1:50 PM Nick Sampson <nick@revisionenergy.com> wrote:

Hi Don,

Thank you very much for your patience while I've been getting back with an outline of the solar buyout opportunity for the Town of Windham's Fire Department array. To this message, I've attached our buyout letter which also overviews this opportunity.

As you will see, ReVision is offering to sell the 40 kW solar array to the Town of Windham for \$36,806 with a donation from ReVision for \$1,806, so a net investment of \$35,000. If the Town chooses to purchase the system, it will no longer be responsible for paying Revision Energy for the array's solar production and therefore would see a direct energy savings from the solar generation. We would expect the system to provide the Town with roughly \$5,500 of annual energy savings. With utility rates projected to continue to rise, we expect a year 6 buyout to pay itself back in roughly 5 years and provide the Town with more than \$125,000 of savings over the system's expected commercial life.

The operating expenses that we have factored into these savings projections include an annual fee for an optional Operations and Maintenance agreement with ReVision of \$830, and an inverter replacement in year 20 of \$9,600 (if inverter prices continue to fall, this cost could be significantly less).

If the Town of Windham chooses not to purchase its solar energy system this year, it would simply continue to purchase the solar electricity from ReVision at the agreed upon rate and then have the annual opportunity to reconsider this decision.

Please let me know if you have any questions or if I can provide additional information. I look forward to hearing from you.

Best,

Nick



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