

## Donald H. Gerrish

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**From:** Nick Sampson <nick@revisionenergy.com>  
**Sent:** Tuesday, November 13, 2018 1:51 PM  
**To:** Donald H. Gerrish  
**Subject:** Solar Buyout Opportunity  
**Attachments:** Town of Windham Buyout Letter.pdf

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



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

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