



October 15, 2018

Town of Windham
Attn: Tony Plante
8 School Road
Windham, ME 04062

Subject: Buyout Option for your Solar Array

Dear Tony,

We have exciting news for you; your solar array is approaching its fifth anniversary of commercial operations! The Town of Windham's solar Power Purchase Agreement (PPA) with ReVision provides the Town with the annual opportunity to purchase the solar array from ReVision. The Town's first opportunity is January 1, 2019.

Since the Town's solar array was commissioned in November 2013, it has operated as expected; our annual inspections have revealed a system monitoring problem due to the Town's network being down. Due to the monitoring issues, we do not have electricity generation data since March, but the array is producing electricity as expected. Through March 2018, the array has produced 185,104 kilowatt-hours of clean electricity; 92% of projected solar generation. The electricity generated by the Town of Windham's solar array has reduced its carbon footprint by roughly 303,703 pounds, demonstrating the Town's commitment to a clean energy future.

Per the buyout terms in the PPA contract, ReVision is offering to sell the solar array to the Town of Windham at fair market value.ⁱ Changes in the tax law have enabled us to sell the array to you earlier than we initially expected. An independent appraisal tool used by ReVision Energy has determined the fair market value of the solar array to be \$36,806.ⁱⁱ To demonstrate its support of the Town of Windham, ReVision is offering to donate \$1,806 toward the Town of Windham's purchase of the solar array, making the effective purchase price to the Town equal to \$35,000. If the Town elects not to buyout the solar arrays this year, it will have an opportunity every subsequent operational anniversary. However, subsequent buyout opportunities will be at fair market value and not contain a donation from ReVision.

Based on projected generation of the Town of Windham's solar array, the Town's current electricity rate, and projected long-term energy price trends, we estimate the total energy value of the solar array for the remainder of its 40-year useful commercial life to be \$157,934. Additionally, the renewable energy credits (RECs) generated by your solar project, if you choose to sell them, are expected to produce an additional lifetime revenue stream of \$1,733. The total savings of purchasing the solar array to the Town of Windham are projected to be \$126,542.ⁱⁱⁱ



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When purchasing the array, you will have two options for your RECs. RECs correspond to the environmental attributes of the electricity produced by your array. They can either be managed and sold in the open market, or they can be retired, and you can claim the environmental benefits from your clean energy production. The savings figure above includes REC management services, provided by ReVision Energy, giving the Town hassle-free REC registration, reporting, aggregation, brokerage, and sale.^{iv}

Also included in the savings figure is ongoing Operations & Maintenance services provided by ReVision Energy to ensure that our local solar professionals are keeping a careful eye on the Town's solar array, providing a greater level of certainty that the performance of your investment is optimized.

If the Town of Windham would like to move forward with a purchase, ReVision will:

- Prepare a sales contract to transfer ownership of the solar array to the Town
- Prepare an Operations & Maintenance contract, as necessary
- Prepare a REC Management contract, as necessary
- Provide additional documentation to memorialize the dissolution of the PPA contract

The only upfront cost to purchase the solar array is the \$35,000 purchase price. Ongoing costs are projected to be \$830 per year. These costs include insurance and ReVision's annual O&M services on the array, otherwise there should be no annual costs associated with owning the array. We anticipate an inverter replacement in 15 years to be the only other cost associated with solar ownership. The inverter replacement is projected to cost \$9,600. All these costs have been accounted for in our total savings calculation.

ReVision Energy deeply admires The Town of Windham's leadership in the effort to lower northern New England's carbon footprint and to reduce our reliance on fossil fuels. It is our hope that purchasing this solar array will both reward and aid you in those efforts by continuing to reduce the Town's carbon footprint, while simultaneously providing significant long-term operational savings for the Town. Please let us know if you have any questions or require additional information.

Please email Chris Donovan cdonovan@revisionenergy.com by October 31st to let us know if you are interested in exercising this year's buyout option and let us know if you have any questions or require additional information.

Best,

Fortunat Mueller, President

ⁱ PPA contract including buyout terms available upon request.

ⁱⁱ Independent fair market value appraisal methodology available upon request.

ⁱⁱⁱ Detailed cashflow analysis including annual project revenues and expenses available upon request.

^{iv} O&M and REC Management services contracts available upon request.