Proposal for the Town of Exeter

Solar Installation at Cross Road Landfill

November 19, 2020

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Certified B Corporation

REVISION ENERGY

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Cover Letter and Project Narrative

November 19, 2020

Dave Sharples
Town Planner
Town of Exeter
10 Front St.
Exeter, NH 03833

Dear Mr. Sharples,

ReVision Energy, New Hampshire's local employee-owned solar company and a top-ranked solar installer in New England[1], is pleased to provide this proposal for the development of a solar array on the 22.5 acre Town parcel located at the end of Cross Road in Exeter. We applaud the Town of Exeter for its commitment and proactive approach to improving the efficiency and reducing the environmental impacts of its energy use and production in Town, through the cooperative efforts of the Town's Board of Selectmen, Planning Department, Public Works Department, advised by an active and engaged volunteer Energy Committee. The Town's closed landfill is a tremendous potential resource for harvesting solar energy, and ReVision Energy is pleased to provide this analysis and proposal for how the Town could best capitalize on it. The contemplated project is an exciting opportunity for the Town to partner with a local solar energy company that has a long track record of success with similar projects, and distinguish itself as a leader among cities and towns in New Hampshire by producing nearly as much renewable electricity in this location as all Town facilities use each year.

Having studied the Town's recently completed Municipal Operations Greenhouse Gas Emissions Inventory Report, we understand the Town's multiple complementary objectives of reducing long-term energy costs for the Town while becoming more resilient to the impacts of climate change and reducing the Town's contribution to it. These objectives are shared, and are being met, by the dozens of other New Hampshire municipalities and hundreds of private businesses and nonprofits for whom ReVision has installed solar projects since 2003. We would be honored to bring our experience to bear as Exeter's trusted partner in its clean energy transition.

This cover letter and project narrative describes the 1.75 Megawatt (MW) array ReVision Energy proposes to install in 2021 on the capped landfill. Although the proposal design and financials are indicative, in keeping with the RFP, they are based on our:

1. Direct knowledge of the Exeter Town site from satellite, GIS, and on-the-ground inspection
2. Extensive experience meeting local, state, and federal permitting requirements for ground-mounted solar arrays in NH, including capped landfills;
3. Detailed knowledge of current and experienced insight into likely future state & federal solar regulations and incentives, including net energy metering, wholesale power generation, state rebates,

[1] ReVision Energy has been listed one of Solar Power World's "Top 500 North American Solar Contractors" each year since 2014 and the #1 Rooftop Solar Installer in New England each year since 2017

federal tax credits and depreciation, and the solar investor financial market

4. Close collaboration with the utility company Unitil on interconnection design, budgeting, study, and approval of PV systems of similar size and complexity
5. ReVision's unmatched experience designing, engineering, permitting, installing, and financing solar for municipal utilities and similar sites throughout NH

As detailed in the Proposal Overview, ReVision Energy is pleased to offer two paths to the construction of a 1.77 MW solar array on the closed Cross Road landfill. One path would be directly responsive to the RFP's "ask" for a lease of the land, as well as a PILOT on the value of the solar array, that would bring the Town a revenue stream of starting at over $10,500 annually and nearly $750,000 in total during the 40 year expected life of the array, with very little risk.

Under this option, ReVision and our mission-aligned investor partner would take full responsibility for the design, permitting, construction, interconnection, operation, maintenance, and decommissioning of the solar array while the Town would simply lease the land and agree to subscribe its entire municipal load to the array, under a Group Net Metering agreement established in accordance with NH Public Utilities Commission rules. Such an agreement would NOT prevent the Town from continuing to seek the lowest competitive electricity supply rates for its load.

The other path, which we offer because we always want to help our customers realize maximum value from their decision to "go solar", would a bond-financed turnkey purchase of the array. Under a set of reasonable assumptions about future utility rates and Renewable Energy Certificate values that we will be happy to describe, a 20 year bond (at 2.75% interest rate) would be cash-positive from Year 1. More specifically, the Town would realize combined annual revenue from the sale of net-metered electricity to Unitil and Renewable Energy Certificates on the New England REC market (net of annual O&M expenses and REC Management fees) of over $250,000, exceeding annual bond payments of ~$235,000 by nearly $15,000 in the first year, with the delta growing thereafter. Owning the generation asset outright would bring the Town net revenue of nearly $570,000 by Year 20, earn a 5.2% internal rate of return over the 25 year warranty period on the solar panels' production, and net revenue of nearly $6.6M through the 40 year expected life of the equipment.

Beyond just installing solar panels, ReVision prides itself on building collaborative and mutually beneficial long-term relationships with our clients by investing in the communities where we live and work. With our choice in 2011 of Brentwood as the site for our New Hampshire office and operations warehouse -- currently the employment base for over 60 co-owners -- our commitment to the Seacoast region goes back a full decade. 26 ReVision co-owners live in Exeter or one of its neighboring towns of Brentwood, E. Kingston, Hampton Falls, Kensington, Kingston, Newfields, and Stratham. We've been a member of the Exeter Area Chamber of Commerce from the outset, receiving numerous awards and hosting networking breakfasts and after-hours events. Our colleague and co-owner Nate Swasey's grandfather donated the land for the Swasey Parkway. Amy Farnham volunteers on the Energy and the Budget recommendation committees, and has also worked with students exploring options for solar on the Town's schools. NH-based co-founder Dan Clapp serves on the board of the Southeast Land Trust. The lead Systems Design Engineer & Commercial Project Manager in our Liberty, Maine office, Hans Allbee is a Philips Exeter Academy graduate.

But when it comes to the all-important business of actually installing solar panels, we're certainly proud to point to a steadily expanding portfolio of solar projects operated by ReVision and our local impact investors

on behalf of area towns and nonprofits. Over the past 5 years, we've earned competitive RFP awards and independent selections to install large-scale solar PPA projects for the City of Dover, the Towns of Brentwood, Stratham, Newfields, Nottingham, Lee, Durham, and the Dover and Oyster River School Districts, and far more across the state of New Hampshire. Here in Exeter alone, we have installed over 50 residential solar arrays, along with these commercial or institutional clients:

- Exeter Lumber
- The downtown Exeter Swampscott Block
- Philips Exeter Academy's new fieldhouse, the largest rooftop array in the state at the time (a bar we've since raised several times with other projects).
- Avesta Housing Exeter
- Exeter Housing Authority
- Russman Law firm in downtown Exeter

In each case, ReVision has been pleased to offer ongoing community and educational enrichment opportunities that range from working with children and youth in STEM applications to delivering community presentations on energy/environment to sponsoring local nonprofits. We also provide real-time solar monitoring solutions for community members online, often paired with attractive displays and EV charging at Town Hall.

As a 20-year Seacoast resident, I want to personally thank the Town of Exeter for taking the initiative to lower its energy costs on behalf of all residents while setting a strong example of environmental stewardship for the state. On behalf of my 260 co-owners at ReVision, we would be honored to partner with Exeter in pursuit of your worthy goals in 2021 and beyond.

Ned Raynolds
Commercial Solar Consultant
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(603) 365-1725 | nedr@revisionenergy.com

Proposal Overview: Financial Options

Pending the adoption of state legislation in 2021 to raise the 1 MW net metering cap for NH municipalities (on which ReVision Energy is working with Republican and Democratic leaders in the NH House and Senate), ReVision proposes to design, permit, finance, and install a 1.77 MW (DC) ground-mounted solar array utilizing approximately 6.2 acres of the landfill area, as shown in Figure 1 below. The proposed solar array would utilize concrete ballast blocks for mounting the module racking to comply with environmental regulations for solar on capped landfills; there would be no disturbance to the landfill itself. The array would be located on approximately 6.2 acres of elevated land in the central portions of the landfill site while avoiding the steeper perimeter grades which are not conducive to concrete ballast racking. The array and its 1.5 MW AC inverter capacity would generate 2,305,000 kWh of clean solar electricity annually. This amount of generation would offset nearly 97% of the Town's electricity usage from all municipal operations according the GHG Emissions Inventory Report (2,382,984 kWh/year).

Figure 1. Engineer's Rendering of Potential 1.77 MW Solar Array on closed landfill site

The 8-acre site offered for the array appears to be well suited for such a use, for the following reasons:

1. Strong southern exposure with nominal shading enabling long row spans at optimal 180º azimuth for peak year-round generation;
2. Minimal grades with almost no altitude range;
3. Access road along the south side and sufficient space on the perimeter to allow for efficient construction without extraneous incursions onto the cap and sufficient room for construction of a perimeter fence.

Neither construction nor long-term operation of the array would have to restrict or negatively affect the existing Department of Public Works operations, which include extensive public access to the Transfer Station and to materials storage/recycling on the adjacent parcel, in any way. It appears that connecting the array to Unitil's 3-phase power lines, which run to the base of Cross Road and along Kingston Rd. would be could be effected via whichever path is deemed least expensive and intrusive, subject to further evaluation.

Figure 2. Potential Interconnection paths to 3-Phase Power Lines

Current New Hampshire utility rate structures and tariffs for electricity exported (or "net-metered") from any standalone solar facility (one without significant on-site load, as is the Cross Road landfill), along with this site's physical characteristics and infrastructure requirements, pose significant challenges to a solar project's economic viability. However, based on ReVision's unmatched experience designing, engineering, permitting, installing, and financing solar for municipalities and similar sites throughout the region, we present here two possible pathways to getting it done, and offer – should you select us as your partner -- this expertise and our substantial company resources to helping the Town understand, analyze, and choose the one that best aligns with its goals and risk tolerance.

Path 1: 25 Year Site Lease and Offtaker Agreement

Under this option, the Town would lease the site to an Investor and sign a 25 year "offtaker" agreement for the Town's entire municipal load. The offtaker agreement would NOT prevent the Town from continuing to seek the lowest possible competitive electricity supply rates for its facilities. The lease and offtaker agreement would be for an initial term of 25 years, with four (4) 5 year possible extensions. The Unitil rate "floor" as well as the Lease payment and PILOT would be subject to annual escalation.

The Investor would finance the approximately $3.625M capital cost of the array and pay the Town a combined revenue stream from:

a. Lease payment of $4/kW, escalating at 1% /yr (in Year 1:
b. PILOT of $2/kW, escalating at 1% per year (in Year 1:
c. A "rebate" of up to $0.005 (half a cent) per kWh generated and sold to Unitil on every kWh, once the net-metering rate (the default energy rate) that Unitil pays the Investor exceeds $0.08 per kWh (we currently estimate this rate will be $0.077 (7.7 cents) per kWh by the time this array is constructed and commissioned late in 2021

An indicative revenue analysis and cash flow projection for Path 1 is shown in Table 1 on the next page.

It is important to recognize, when comparing projections offered by different vendors, that when ReVision makes pricing assumptions and conducts financial analyses, we always incorporate the real cost of utility interconnection studies for comparable systems as well as adequate allowances for service upgrades, geotechnical engineering, environmental permitting, etc. based on our experience designing and installing hundreds of complex municipal and commercial systems in NH. We also include annual expected maintenance costs (a best-practice annual Operations and Maintenance contract, and replacement of inverters at the end of their 20 year expected life) and annual REC Management fees in our cash flow projections.

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Table 1: Indicative 25-Year Lease & Offtaker Agreement Revenue Analysis and Cash Flow

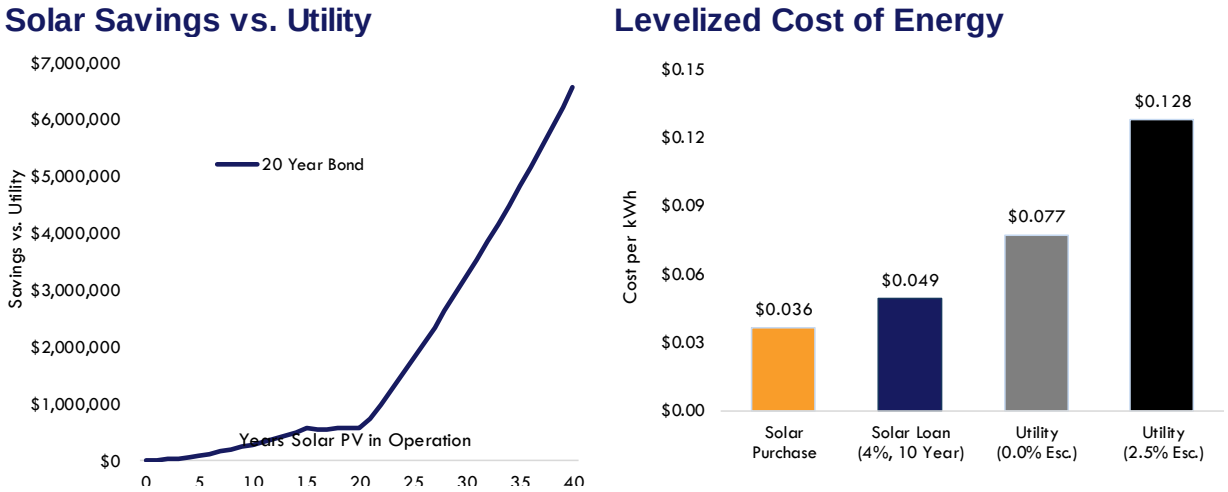
Year	Generation (kWh)	Floor Price ($/kWh)	Utility ($/kWh)	Difference	Rebate to Town	Lease Payment ($4/kW)	PILOT ($2/kW)	Annual Cash Flow to Town	Cumulative Cash Flow to Town
1	2,304,934	$0.0800	$0.07700	($0.0030)	$0	$ 7,076	$ 3,538	$ 10,614	$ 10,614
2	2,293,409	$0.0816	$0.07931	($0.0023)	$0	$ 7,147	$ 3,573	$ 10,720	$ 21,334
3	2,281,942	$0.0832	$0.08169	($0.0015)	$0	$ 7,218	$ 3,609	$ 10,827	$ 32,161
4	2,270,533	$0.0849	$0.08414	($0.0008)	$0	$ 7,290	$ 3,645	$ 10,936	$ 43,097
5	2,259,180	$0.0866	$0.08666	$0.0001	$0	$ 7,363	$ 3,682	$ 11,045	$ 54,142
6	2,247,884	$0.0883	$0.08926	$0.0009	$0	$ 7,437	$ 3,718	$ 11,155	$ 65,297
7	2,236,645	$0.0901	$0.09194	$0.0018	$0	$ 7,511	$ 3,756	$ 11,267	$ 76,564
8	2,225,461	$0.0919	$0.09470	$0.0028	$0	$ 7,586	$ 3,793	$ 11,380	$ 87,944
9	2,214,334	$0.0937	$0.09754	$0.0038	$3,672	$ 7,662	$ 3,831	$ 15,166	$ 103,110
10	2,203,262	$0.0956	$0.10047	$0.0049	$11,016	$ 7,739	$ 3,869	$ 22,625	$ 125,735
11	2,192,246	$0.0975	$0.10348	$0.0060	$10,961	$ 7,816	$ 3,908	$ 22,686	$ 148,420
12	2,181,285	$0.0995	$0.10659	$0.0071	$10,906	$ 7,894	$ 3,947	$ 22,748	$ 171,168
13	2,170,378	$0.1015	$0.10978	$0.0083	$10,852	$ 7,973	$ 3,987	$ 22,812	$ 193,980
14	2,159,527	$0.1035	$0.11308	$0.0096	$10,798	$ 8,053	$ 4,027	$ 22,877	$ 216,858
15	2,148,729	$0.1056	$0.11647	$0.0109	$10,744	$ 8,134	$ 4,067	$ 22,944	$ 239,802
16	2,137,985	$0.1077	$0.11996	$0.0123	$10,690	$ 8,215	$ 4,108	$ 23,012	$ 262,814
17	2,127,295	$0.1098	$0.12356	$0.0137	$10,636	$ 8,297	$ 4,149	$ 23,082	$ 285,897
18	2,116,659	$0.1120	$0.12727	$0.0152	$10,583	$ 8,380	$ 4,190	$ 23,154	$ 309,050
19	2,106,076	$0.1143	$0.13109	$0.0168	$10,530	$ 8,464	$ 4,232	$ 23,226	$ 332,276
20	2,095,545	$0.1165	$0.13502	$0.0185	$10,478	$ 8,549	$ 4,274	$ 23,301	$ 355,577
21	2,085,067	$0.1189	$0.13907	$0.0202	$10,425	$ 8,634	$ 4,317	$ 23,376	$ 378,953
22	2,074,642	$0.1213	$0.14324	$0.0220	$10,373	$ 8,720	$ 4,360	$ 23,454	$ 402,407
23	2,064,269	$0.1237	$0.14754	$0.0239	$10,321	$ 8,808	$ 4,404	$ 23,533	$ 425,940
24	2,053,948	$0.1262	$0.15197	$0.0258	$10,270	$ 8,896	$ 4,448	$ 23,613	$ 449,553
25	2,043,678	$0.1287	$0.15653	$0.0279	$10,218	$ 8,985	$ 4,492	$ 23,695	$ 473,249
26	2,033,459	$0.1312	$0.16122	$0.0300		$ 9,074	$ 4,537	$ 13,612	$ 486,860
27	2,023,292	$0.1339	$0.16606	$0.0322		$ 9,165	$ 4,583	$ 13,748	$ 500,608
28	2,013,176	$0.1366	$0.17104	$0.0345		$ 9,257	$ 4,628	$ 13,885	$ 514,493
29	2,003,110	$0.1393	$0.17617	$0.0369		$ 9,349	$ 4,675	$ 14,024	$ 528,518
30	1,993,094	$0.1421	$0.18146	$0.0394		$ 9,443	$ 4,721	$ 14,164	$ 542,682
31	1,983,129	$0.1449	$0.18690	$0.0420		$ 9,537	$ 4,769	$ 14,306	$ 556,988
32	1,973,213	$0.1478	$0.19251	$0.0447		$ 9,633	$ 4,816	$ 14,449	$ 571,437
33	1,963,347	$0.1508	$0.19828	$0.0475		$ 9,729	$ 4,865	$ 14,594	$ 586,031
34	1,953,530	$0.1538	$0.20423	$0.0505		$ 9,826	$ 4,913	$ 14,740	$ 600,770
35	1,943,763	$0.1569	$0.21036	$0.0535		$ 9,925	$ 4,962	$ 14,887	$ 615,657
36	1,934,044	$0.1600	$0.21667	$0.0567		$ 10,024	$ 5,012	$ 15,036	$ 630,693
37	1,924,374	$0.1632	$0.22317	$0.0600		$ 10,124	$ 5,062	$ 15,186	$ 645,879
38	1,914,752	$0.1665	$0.22986	$0.0634		$ 10,225	$ 5,113	$ 15,338	$ 661,217
39	1,905,178	$0.1698	$0.23676	$0.0670		$ 10,328	$ 5,164	$ 15,491	$ 676,709
40	1,895,652	$0.1732	$0.24386	$0.0707		$ 10,431	$ 5,215	$ 15,646	$ 692,355

Path 2: Bond-financed Turnkey Purchase (Direct Ownership)

A 20 year bond-financed turnkey purchase would be **cash-positive from the outset**. In this scenario the Town would own the solar generation asset from the beginning, and would set up its own Group Net Metering agreement with Unitil to have the revenue from all 2.3M kilowatt-hours generated by the array and sold to Unitil (which we project at 7.7 cents/kWh or totaling nearly $177,500 in Year 1) re-allocated to all other Town utility bills. This revenue would substantially offset the Town's energy (per-kWh) charges all of those bills (the Town would still face demand charges on those bills from Unitil for their cost of maintaining distribution infrastructure), leaving a **net positive amount of nearly $15,000 in Year 1**, an amount that would grow over time with expected utility rate inflation.

These pathways, with the right financial and engineering & construction partners, could save taxpayers either hundreds of thousands of dollars, or millions of dollars, long-term, depending on the Town's preferences with respect to utility rate and REC value risk and appetite for active ownership/management of the asset (with expert support from its partner, ReVision Energy). Ownership would give the Town the most control and the greatest range of options over time when it comes to achieving the goals of reducing GHG emissions from municipal operations 30% by 2030, and achieving net-zero emissions by 2050, as recommended by the 2020 Municipal Operations GHG Inventory Report. Figure 3 below shows the positive cash flow that would accrue to the Town by financing the turnkey purchase of the array with a 20 year bond. It also shows the long-term levelized cost of energy from solar as compared to current and projected future utility electricity costs, which are as much as 2-4 times the net cost of solar.

Figure 3. Indicative Net Energy + REC Revenue vs. Bond Payment, Levelized Cost of Energy vs. Utility



A detailed indicative cash flow projection for the Bond-financed Turnkey Purchase path is shown in Table 2 on the next page.

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Table 2: Indicative Turnkey Project Cash Flow

Commercial PV Project Cash Flow - Town of Exeter

System Design	
Annual Generation	2304934
System Size in kW (DC)	1769.00
System Size in kW (AC)	1500.00
Basis Eligible Cost	$3,433,529
Basis Ineligible Cost	$184,100
Turnkey Price	$3,617,629
Annual Output Derate	0.5%

Project Expenses	
O&M	$7,526
O&M Escalator	2%
Insurance	$0
Insurance De-Escalator	0%
Inverter Replacement (Y21)	$106,140
Property Tax (Y1)	$0
Property Tax De-Escalator	5%
Land Lease ($/year)	$0
Land Lease Escalator	0%

Tax Assumptions		
State		NH
Non-Profit?		Yes
ITC		22%
Install Quarter		Q1
Bonus Depreciation		Yes
Federal Tax Rate (1, 2)	21.0%	N/A
State Tax Rate		7.9%
Effective Tax Rate (1, 2)	0.0%	N/A
Total Depreciation Benefit		$0

Loan Assumptions	
Down Payment	$0
Loan Amount	$3,617,629
Interest Rate	2.75%
Term	20
Reamortized in Y2?	Yes

Project Income	
Y1 Utility Rate	$0.0770
Utility Escalator	2.5%
Tariff Rate ($/kWh)	$0.0000
Tariff Term (years)	0
Y1 REC Volume	2305
REC Price ($/MWh)	$35.00
REC Term (years)	15
REC Depreciation	0%
Y1 REC Management Fee	$500
Est. Total REC/Incentive Value	$1,161,141

Year	Solar Gen.	Utility $/kWh	Utility Avoided Cost	REC Value	Project Expense	Grant or Rebate	Tax Credit	Purchase Tax Benefits	Purchase Annual Cash Flow	Purchase Cum. Cash Flow	Annual Loan Payment	Loan Tax Benefits	Loan Annual Cash Flow	Loan Cum.Cash Flow
0									($3,617,629)	($3,617,629)			$0	$0
1	2,304,934	$0.0770	$177,480	$80,173	($7,526)	$0	$0	$0	$250,127	($3,367,502)	($235,363)	$0	$14,764	$0
2	2,293,409	$0.0789	$181,007	$79,769	($7,677)	$0	$0	$0	$253,100	($3,114,402)	($234,364)	$0	$18,736	$18,736
3	2,281,942	$0.0809	$184,605	$79,368	($7,830)	$0	$0	$0	$256,143	($2,858,259)	($234,364)	$0	$21,779	$40,514
4	2,270,533	$0.0829	$188,274	$78,969	($7,987)	$0	$0	$0	$259,256	($2,599,004)	($234,364)	$0	$24,892	$65,406
5	2,259,180	$0.0850	$192,016	$78,571	($8,146)	$0	$0	$0	$262,441	($2,336,563)	($234,364)	$0	$28,076	$93,482
6	2,247,884	$0.0871	$195,832	$78,176	($8,309)	$0	$0	$0	$265,699	($2,070,864)	($234,364)	$0	$31,334	$124,817
7	2,236,645	$0.0893	$199,724	$77,783	($8,475)	$0	$0	$0	$269,031	($1,801,833)	($234,364)	$0	$34,667	$159,484
8	2,225,461	$0.0915	$203,694	$77,391	($8,645)	$0	$0	$0	$272,440	($1,529,393)	($234,364)	$0	$38,076	$197,560
9	2,214,334	$0.0938	$207,742	$77,002	($8,818)	$0	$0	$0	$275,926	($1,253,467)	($234,364)	$0	$41,562	$239,121
10	2,203,262	$0.0962	$211,871	$76,614	($8,994)	$0	$0	$0	$279,491	($973,976)	($234,364)	$0	$45,127	$284,248
11	2,192,246	$0.0986	$216,082	$76,229	($9,174)	$0	$0	$0	$283,137	($690,839)	($234,364)	$0	$48,772	$333,020
12	2,181,285	$0.1010	$220,377	$75,845	($9,358)	$0	$0	$0	$286,864	($403,975)	($234,364)	$0	$52,500	$385,520
13	2,170,378	$0.1036	$224,757	$75,463	($9,545)	$0	$0	$0	$290,675	($113,300)	($234,364)	$0	$56,311	$441,831
14	2,159,527	$0.1061	$229,224	$75,083	($9,736)	$0	$0	$0	$294,571	$181,271	($234,364)	$0	$60,207	$502,038
15	2,148,729	$0.1088	$233,780	$74,706	($9,930)	$0	$0	$0	$298,555	$479,826	($234,364)	$0	$64,190	$566,229
16	2,137,985	$0.1115	$238,426	$0	($10,129)	$0	$0	$0	$228,297	$708,123	($234,364)	$0	($6,067)	$560,161
17	2,127,295	$0.1143	$243,165	$0	($10,332)	$0	$0	$0	$232,833	$940,956	($234,364)	$0	($1,531)	$558,630
18	2,116,659	$0.1172	$247,998	$0	($10,538)	$0	$0	$0	$237,459	$1,178,415	($234,364)	$0	$3,095	$561,725
19	2,106,076	$0.1201	$252,926	$0	($10,749)	$0	$0	$0	$242,177	$1,420,593	($234,364)	$0	$7,813	$569,538
20	2,095,545	$0.1231	$257,953	$0	($10,964)	$0	$0	$0	$246,989	$1,667,582	($234,364)	$0	$12,625	$582,163
21	2,085,067	$0.1262	$263,080	$0	($117,323)	$0	$0	$0	$145,757	$1,813,339	$0	$0	$145,757	$727,920
22	2,074,642	$0.1293	$268,309	$0	($11,407)	$0	$0	$0	$256,902	$2,070,241	$0	$0	$256,902	$984,822
23	2,064,269	$0.1326	$273,642	$0	($11,635)	$0	$0	$0	$262,007	$2,332,247	$0	$0	$262,007	$1,246,829
24	2,053,948	$0.1359	$279,080	$0	($11,868)	$0	$0	$0	$267,212	$2,599,460	$0	$0	$267,212	$1,514,041
25	2,043,678	$0.1393	$284,627	$0	($12,105)	$0	$0	$0	$272,522	$2,871,982	$0	$0	$272,522	$1,786,563
26	2,033,459	$0.1428	$290,284	$0	($12,347)	$0	$0	$0	$277,937	$3,149,918	$0	$0	$277,937	$2,064,500
27	2,023,292	$0.1463	$296,053	$0	($12,594)	$0	$0	$0	$283,459	$3,433,377	$0	$0	$283,459	$2,347,959
28	2,013,176	$0.1500	$301,937	$0	($12,846)	$0	$0	$0	$289,091	$3,722,469	$0	$0	$289,091	$2,637,050
29	2,003,110	$0.1537	$307,938	$0	($13,103)	$0	$0	$0	$294,835	$4,017,304	$0	$0	$294,835	$2,931,885
30	1,993,094	$0.1576	$314,059	$0	($13,365)	$0	$0	$0	$300,694	$4,317,998	$0	$0	$300,694	$3,232,579
31	1,983,129	$0.1615	$320,300	$0	($13,632)	$0	$0	$0	$306,668	$4,624,666	$0	$0	$306,668	$3,539,247
32	1,973,213	$0.1656	$326,666	$0	($13,905)	$0	$0	$0	$312,762	$4,937,427	$0	$0	$312,762	$3,852,009
33	1,963,347	$0.1697	$333,159	$0	($14,183)	$0	$0	$0	$318,976	$5,256,403	$0	$0	$318,976	$4,170,984
34	1,953,530	$0.1739	$339,780	$0	($14,467)	$0	$0	$0	$325,314	$5,581,717	$0	$0	$325,314	$4,496,298
35	1,943,763	$0.1783	$346,534	$0	($14,756)	$0	$0	$0	$331,778	$5,913,495	$0	$0	$331,778	$4,828,076
36	1,934,044	$0.1827	$353,421	$0	($15,051)	$0	$0	$0	$338,370	$6,251,864	$0	$0	$338,370	$5,166,446
37	1,924,374	$0.1873	$360,445	$0	($15,352)	$0	$0	$0	$345,093	$6,596,957	$0	$0	$345,093	$5,511,539
38	1,914,752	$0.1920	$367,609	$0	($15,659)	$0	$0	$0	$351,950	$6,948,907	$0	$0	$351,950	$5,863,488
39	1,905,178	$0.1968	$374,915	$0	($15,972)	$0	$0	$0	$358,943	$7,307,850	$0	$0	$358,943	$6,222,431
40	1,895,652	$0.2017	$382,367	$0	($16,292)	$0	$0	$0	$366,075	$7,673,925	$0	$0	$366,075	$6,588,506

Proposal Overview: Solar Equipment and Construction

The proposed array would consist of 4,368 Tier-1 solar modules oriented 180º south and pitched at 35º for optimal year-round electricity generation; steel fixed-tilt racking with G115+ galvanized coating for maximum longevity; 12 industry-standard 125 kW inverters to convert DC electricity to AC onsite for export to the grid (net metering); and revenue-grade metering and continuous monitoring equipment. The major equipment recommendations and warranties are shown in Figure 4.

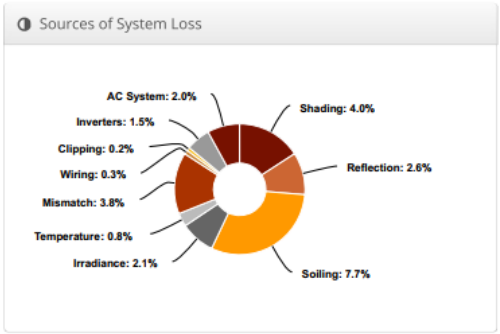
Figure 4: Major Solar Equipment, Warranties, and Anticipated Lifespan

Major Equipment	Warranty Period	Commercial Lifespan
JA Solar JAM72S10 405W Solar Modules (or higher)	25 years	40+ years
Sunny Highpower PEAK3 125 kW 480V Inverters	10-15 years	15-20 years
Solar FlexRack BP3-X Ballasted 72-Cell Fixed-Tilt Racking	20 years	40+ years
Locus L-Gate 360 Data Monitoring + RGM	5-10 years	15-20 years

The array, designed with the industry-leading software Helioscope®, has an excellent specific yield of over 1300 kWh/ kW of installed capacity. Month-by-month projections of energy exported to the grid are shown below in Figure 5, which account for the various sources of expected energy loss ("soiling" includes periods when the panels may be obscured by snow – although at an installed tilt of 35 degrees, snow will shed quickly).

Figure 5: WWTP Solar Array Monthly/Annual Production and Sources of System Loss

Month	GHI (kWh/m²)	POA (kWh/m²)	Shaded (kWh/m²)	Nameplate (kWh)	Grid (kWh)
January	60.8	107.1	101.5	150,208.7	144,237.0
February	79.0	119.2	115.0	136,240.9	130,893.0
March	117.3	148.2	143.0	237,053.2	220,186.6
April	144.7	157.9	152.1	251,422.6	227,216.3
May	175.9	174.7	167.9	277,220.8	244,444.5
June	182.5	172.2	165.3	272,288.5	236,756.5
July	186.0	182.3	175.5	289,836.0	249,512.2
August	164.8	175.9	169.5	280,262.8	241,751.1
September	123.0	149.6	144.4	239,233.0	209,105.2
October	86.5	122.4	117.7	195,117.5	176,007.3
November	55.9	90.1	85.8	142,141.8	131,308.7
December	47.2	82.0	77.2	98,426.5	93,515.9



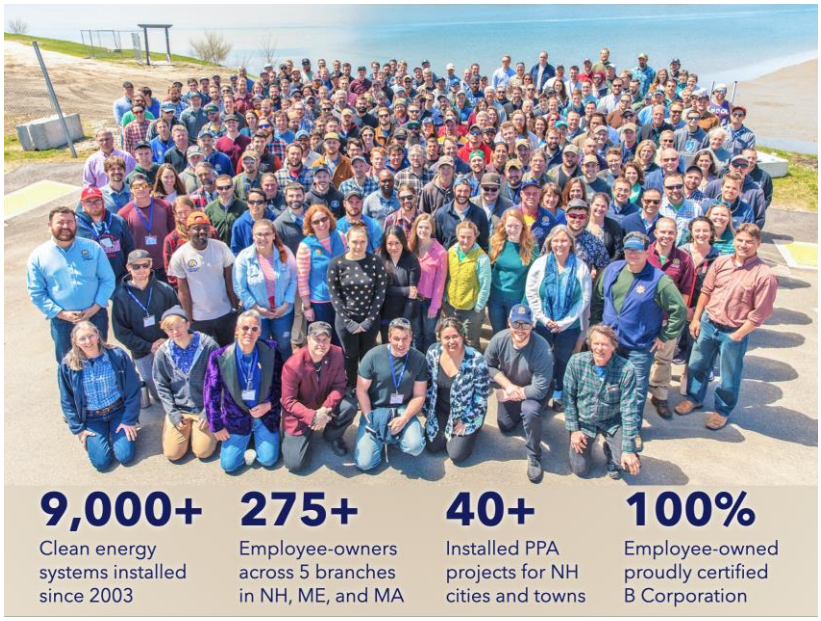
Proposal Overview: Anticipated Schedule and Development Considerations

If selected for this RFQ, ReVision would immediately initiate full technical site assessments and engineering designs to provide a specific offer to the Town before year-end. As soon as approval of the offer and standard contract template was obtained, we would initiate full permitting and utility interconnection applications in January to enable system construction and commissioning in 2021, before the scheduled precipitous decline in federal solar tax incentives on 12/31/21. Grant funding is also occasionally available and ReVision is closely monitoring economic stimulus negotiations between the incoming presidential administration and congressional leadership, with whom we maintain close ties. We will immediately notify our clients if and when grant funding is available for public-sector projects like this, as proposed by the President-elect. We have a strong track record of leveraging federal and state grants, including under the American Recovery and Reinvestment Act (ARRA) of 2009 administered by then-Vice President Biden.

As the most experienced solar company in New Hampshire with a close and longstanding working relationship with Unitil and the State Public Utilities Commission (PUC), ReVision is intimately familiar with the various net metering statutes and PUC 900 rules including group net metering, which we have configured for numerous municipal clients in the past. Based on recent conversations with policymakers in Concord, we assign the proposed bipartisan net metering cap increase for municipalities a high probability of passage and signing during the 2021 legislative session. Although this would represent a notable departure from Gov. Chris Sununu's three prior vetoes of net metering expansion, those bills were opposed upfront by the governor because of their unrestricted locational and off-taker eligibility, whereas the governor has given his full support to a municipal-only expansion favored by the majority Republican Party in 2021.

Company Overview

ReVision Energy is New England's most experienced solar design, installation, and service company with nearly 300 in-house solar professionals and more than 9,000 clean energy installations in New Hampshire, Maine, and Massachusetts since 2003. In the last three years, ReVision has completed approximately 2,500 solar installations, including more than 100 PPA projects for municipalities and nonprofits and several hundred turnkey systems for commercial and industrial clients. As of Q4 2020, we have nearly 100 megawatts (MW) worth of solar projects in operation and an additional 185 MW under contract for construction in 2021-22.



Founded in Liberty, ME in 2003, ReVision established its New Hampshire headquarters in 2010 at 7 Commercial Drive in Brentwood, NH, where we now operate a full warehouse with eight solar installation crews serving southern and central NH every day. We also have full-service operations centers in Enfield, NH (serving western NH and VT); Portland, ME (serving southern ME and parts of northern NH); Liberty, ME (serving central-northern ME); and North Andover, MA (serving MA). Our companywide headquarters are located at 758 Westbrook Street in South Portland, ME. We have over 75 full-time employee-owners in New Hampshire and more than 275 companywide.

In 2015, ReVision Energy became a Certified B Corporation as an expression of our commitment to use business as a force for good by leading New England's clean energy transition. In 2017, we transitioned to 100% employee-ownership through an ESOP Trust, thereby ensuring that every member of our team shares in the financial success of the company while committing to long-term sustainability. ReVision also established affiliated companies ReVision Investments LLC and ReVision Solar Impact Partners in 2017 to deploy below-market investment capital to local municipalities and nonprofits through innovative and flexible Power Purchase Agreements (PPAs).

Since launching our PPA program a decade ago, ReVision Energy's in-house engineering, development, and installation teams have successfully financed and installed dozens of solar PPA projects for tax-exempt institutions throughout New Hampshire. We are proud to call municipalities like Brentwood, Durham, Stratham, Newfields, Nottingham, Epping, Concord, Claremont, Keene, Lebanon, and Nashua our clients and partners, alongside leading educational and nonprofit organizations Dartmouth College, Woods Hole Oceanographic Institution, Colby-Sawyer College, Proctor Academy, Capitol Center for the Arts, Palace Theatre, and Phillips Exeter Academy.

ReVision Energy has been listed in Solar Power World's Top 500 North American Solar Contractors list every year since 2014 and named #1 Rooftop Solar Installer in New England for each of the last three years. We were also named the 2018 "Business of the Year" by Business NH Magazine for the Real Estate, Construction, and Engineering sector (the first time a solar company has received the coveted award) and "Best Solar Company in New Hampshire" by NH Business Review in 2018. In 2019, we were recognized as a "Best for the World" company among certified B Corporations and as "Clean Energy Company of the Year" by the Northeast Clean Energy Council (NECEC).

ReVision is proud to count many women, veterans, and people from disadvantaged backgrounds among our employee owners, each enjoying a full and equal stake in the success of the company. We are committed to expanding opportunities for young people in the trades through ReVision Energy Technical Center, the first in-house solar electrical apprenticeship school in the country, which we launched in 2018.

In addition to solar photovoltaics, ReVision has pioneered a full-service mechanical contracting approach to the design and installation of various complementary clean energy technologies. We provide a complete scope of services from project design and

Selected New Hampshire Municipal Clients

City of Concord
Solar Thermal + Waste Water Treatment Plant
720 kW (2015, 2020)

City of Dover
Dover High School, Indoor Pool, CMNH
1 MW (2018-9)

Town of Durham
Sand Pit, Police Dept, Library, Ice Rink
780 kW (2014-16)

Town of Hanover
Water Department, WWTF, 5 Rooftops
2 MW (2016-21)

City of Keene
Police Department & Public Works Building
643 kW (2018)

City of Lebanon
Wastewater Treatment Facility + 6 Rooftops
836 kW (2019)

Manchester
Langer Place Parking Garage (with SNHU); 1MW RFP award (2019)

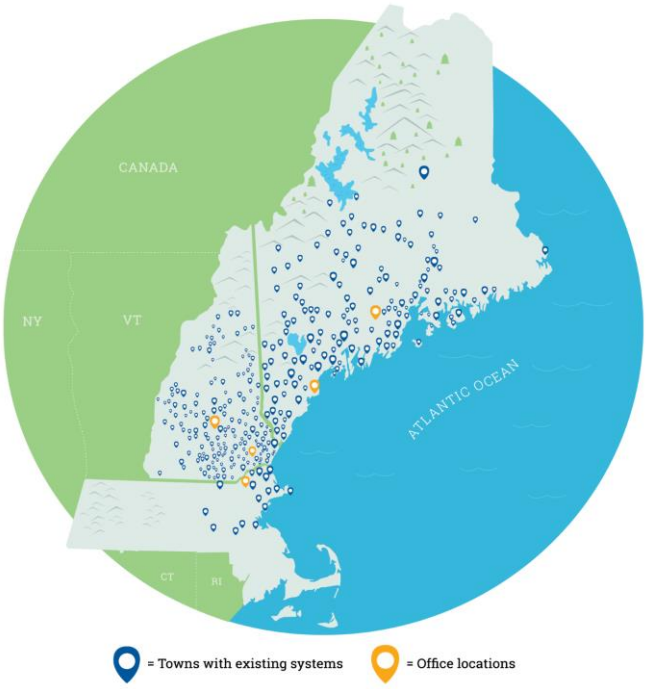
City of Nashua
Transit Garage, Fire Station, Ice Arena
1.6 MW (2019-20)

development to installation and ongoing system maintenance, including:

- Grid-Tied Solar Electric (PV) Systems
- Electric Vehicle Charging Stations
- Smart-Grid Storage Technologies
- Solar-Powered Heat Pumps
- Solar-Powered Water Heating
- Community Solar Farms
- Solar Project Development
- Solar Project Financing
- Solar Operations & Maintenance
- Land Leasing/Development
- Consulting Services

ReVision is not debarred, suspended or otherwise prohibited from practice by any federal, state, or local agency, nor are we or our subsidiaries engaged in litigation regarding any aspect of our business. Our IRS tax identification number is 82-2934561.

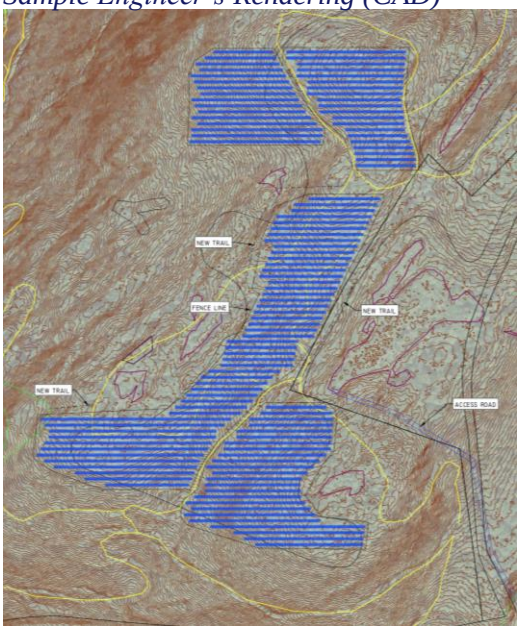
Branch and Project Locations



Selected New Hampshire Nonprofit and Commercial Clients

Design, Engineering and Procurement

Sample Engineer's Rendering (CAD)



ReVision Energy's Design & Engineering team has completed designs for over 5,000 commercial, industrial, and institutional (CI&I) solar projects, including permitting and construction plan sets for hundreds of fully-installed arrays since 2003. Our design process seeks to optimize clients 'financial goals, system reliability and longevity, and environmental performance by using industry-standard Helioscope production modeling software, GIS mapping and physical/drone site surveys, CAD electrical design tools, client electricity load profiles, and decades of federal weather data for the local area. We ensure every project meets or exceeds standards set by the National Electric Code (NEC), the North American Board of Certified Energy Practitioners (NABCEP), and local inspectors.

As part of our commitment to technical excellence and innovation, ReVision has tested and deployed solar modules from over a dozen Bloomberg NEF-certified Tier 1 manufacturers in the United States, Canada, Europe, and Asia. We have seen an extremely low service/recall rate affecting a fraction of one percent of the more than 200,000 modules we have installed in northern New England to-date. Since 2018, our primary solar manufacturing partner has been the top-ranked Renewable Energy Corporation (REC Group), a vertically-integrated European solar energy company headquartered in Norway with manufacturing in Singapore. REC's multicrystalline 60- and 72-cell modules – comprised of REC-manufactured silicon, wafers, and solar cells – enjoy the industry-leading 25-year production warranty and the lowest warranty claims rate among major solar manufacturers.

ReVision also deploys industry-leading inverters and power optimizers from SMA, SolarEdge, and Chint Power Systems (CPS), and the most durable mounting and racking equipment on the market from RBI Solar, IronRidge, PanelClaw, and Ecolibrium. To share best practices and ensure consistent access to the most recent solar equipment on the market, ReVision co-founded the nationwide Amicus Solar Cooperative, through which we negotiate directly with solar equipment manufacturers in the United States and abroad.

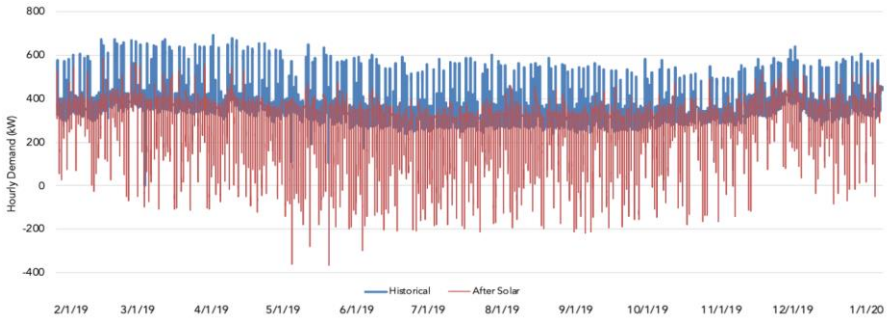
Permitting and Utility Interconnection

ReVision Energy's in-house permitting and administration team has successfully shepherded thousands of solar projects through the local, state, and/or federal permitting process in a majority of New Hampshire's 234 cities and towns including Exeter. As a full-service solar contractor, we take responsibility for preparing full engineering plan sets and appearing before planning/zoning boards and other local/state bodies on our client's behalf. We also work closely with NH DES and US EPA on Alteration of Terrain permits and related stormwater management, shoreline/wetlands protection, and Environmental Site Assessments. After

installing hundreds of commercial and institutional projects on a wide array of sites (including capped landfills), our detailed cost accounting enables us to accurately model geotechnical engineering and permitting/environmental compliance costs in our project budget with adequate contingency allowances to avoid unforeseen costs for clients.

Our team also takes direct responsibility for filing utility interconnection applications and securing approvals to interconnect to the LDC distribution system on behalf of our clients in all four of the state's electric utility service territories. Design and interconnection strategies are informed by ReVision's careful analyses of clients historic electricity load and resulting financial models for onsite consumption vs. net metering. In recent years, we have successfully obtained interconnection agreements for hundreds of commercial projects in Eversource service territory, and we maintain close working relationships with key distributed generation personnel at Eversource, Unitil, Liberty, and NHEC. We are very familiar with System Impact Study costs and are accustomed to navigating complex interconnection challenges on behalf of clients with larger ground-mounted systems, including budgeting and managing utility service upgrades, new service drops, transformer upgrades, reclosers, etc.

Sample Interval Electricity Load Analysis for NH Municipal Client

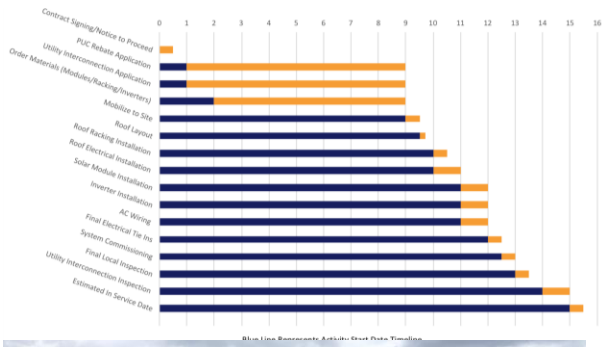


Finally, ReVision secures state Renewable Energy Fund rebates for each of our eligible clients from the NH Public Utility Commission, where we also engage in various solar regulatory dockets on behalf of the NH solar industry.

Site Mobilization and Installation

ReVision Energy's in-house installation teams of licensed electricians and apprentices have installed hundreds of commercial, industrial, and institutional (CI&I) solar energy systems across New Hampshire, Massachusetts, and Maine since 2003 as part of our growing portfolio of nearly 10,000 commercial and residential clean energy systems.

Sample CI&I Project Timeline (GANTT)



ReVision's commercial project managers (certified master/journeyman electricians) begin the CI&I construction process by conducting detailed technical site evaluations to verify electrical infrastructure, roof or ground site conditions, staging locations, interconnection strategies, etc. Once the final design and engineering, procurement, and permitting are complete, the commercial project managers mobilize to site with the installation foreman and team, who follow detailed OSHA safety protocols and construction plans specific to each project.

Our installation professionals are also trained to meet or exceed the latest industry standards under the National Electrical Code for every aspect of construction, including wire management, trenching, cable raceways and interconnection to transformers and the utility distribution grid. The active installation period can last from one week to four months, depending on scale and complexity of a given project.

The project manager provides day-to-day oversight from contract through commissioning, and coordinates closely with the client's facility personnel to determine the best available staging and installation strategies that will not interfere with regular onsite operations of the facility. Following installation, we manage the final inspections, commissioning, and REC aggregation process so that all installed systems are placed into commercial operation without delay.

Operations and Maintenance

ReVision's in-house Operations and Maintenance (O&M) service division actively monitors and serves more than 150 commercial solar energy systems installed throughout northern New England, including the dozens of large-scale municipal projects we have installed to date and numerous systems owned by third-party investors. As part of the final design and project closeout, we develop a detailed, site-specific O&M plan to maximize system longevity and productivity. Our O&M technicians (certified master electricians) all have multiple years of experience installing and maintaining solar energy systems and have access to the resources of an organization with hundreds of years of combined solar experience.

Our standard O&M process is to monitor system performance every month and quickly mobilize service personnel to address any issues. Organizations such as Dartmouth College and New Hampshire municipalities like Claremont, Dover, Durham, Hanover, Keene, Lebanon, and Nashua all rely on ReVision for maintenance services on their solar systems. A detailed listing of our O&M Service Offerings is available upon request.

Each ReVision solar energy system comes standard with detailed production monitoring and reporting capabilities enabled by our SMA, Solar Edge, and other industry-leading inverters, our installation team sets up on behalf of each client. By applying module-level monitoring, we make it possible for our clients to track the real-time system performance of each individual solar panel and rapidly identify any performance issues that may occur from time to time. In addition to the standard monitoring offers available on any internet-connected device, certain clients opt for public display monitors and/or websites, which we are pleased to provide through our Marketing department as a means of public/community engagement. Our O&M department also provides real-time remote monitoring and onsite inspections for our portfolio of hundreds of municipal and commercial solar arrays, and can dispatch service technicians around the clock to meet clients' needs.

Solar Financing Capabilities

ReVision Energy is the leading provider of solar Power Purchase Agreements (PPAs) in northern New England with over 150 custom PPA projects engineered, financed, installed, and maintained since 2010 for municipalities and other tax-exempt institutions. As evidence of our commitment to providing cost-saving solar solutions to nonprofits, ReVision Energy has invested its own tax equity and in-house expertise in developing and financing over 75 of our solar PPA projects, totaling more than 5 MW of installed capacity valued at $15 million. Many of those projects were deemed un-financeable in the private market but our in-house legal and financing team was able to lower PPA development costs and unlock low-cost impact investor capital for the purpose. Indeed, we consider it our mission as employee owners to make solar accessible to as many municipal, educational, and nonprofit organizations as possible.

When it comes to larger-scale solar projects, ReVision is well-placed to offer highly-competitive PPA financing by engaging our network of mission-motivated solar investors. Thanks to our decade of experience implementing such projects in the challenging solar markets of New Hampshire and Maine, we are now able to efficiently raise the requisite capital, negotiate and execute PPA contracts, obtain local permits and site plan approval, complete utility interconnection and system impact studies, etc. with minimal demands on our municipal partners. When it comes to securing C&I solar rebates from the Renewable Energy Fund at the New Hampshire Public Utilities Commission, we have the strongest track record of any solar company in the state.

ReVision's experience also includes designing, financing, and installing numerous large-scale projects at capped landfills and wastewater treatment facilities, making us an ideal partner for municipalities with potential multi-megawatt project sites when New Hampshire's net metering regulations enable such projects in the future. Since the State of Maine amended its net metering statute in 2019, ReVision is now actively constructing or developing over 100 MW of solar projects at megawatt-scale.

In addition to designing and installing dozens of solar projects for municipalities in northern New England, ReVision has delivered numerous informational presentations to local city councils, boards of selectmen, public safety officials, energy commissions, and citizen groups across New Hampshire. As the largest solar company in New Hampshire, we also regularly assist local/state policymakers, the NH Public Utilities Commission, and various safety/licensure bodies in designing and implementing sensible regulations of distributed energy resources.

Energy Storage Systems

Although large-scale energy storage systems are still rare in New Hampshire due to energy market limitations, ReVision Energy has a strong track record of designing, installing, and servicing over 100 battery systems for commercial and residential applications since 2015, with an additional 100+ systems currently in the design and development stage for installation soon. Our in-house engineers and electricians are experienced working with Tesla, Pika, and Sonnen battery technologies, although demand for Tesla's commercial (PowerPack) and residential (PowerWall) storage products remains strongest.

There are currently three primary cost savings/revenue streams available to commercial-scale energy storage systems in New Hampshire: demand savings, coincident peak savings, and ISO-NE capacity market revenue. All three can be intelligently unlocked with energy optimization software and machine learning offered by our storage solution partner, Enel X. Even without such proprietary optimization software and in the absence of utility smart-grid technology and time-of-use pricing, ReVision's installed commercial battery systems are already delivering meaningful demand charge and other savings by employing control algorithms we set to discharge the battery when the host experiences electrical demand above a set level.

We are currently developing larger-scale energy storage solutions for NH municipalities, universities, and businesses which are subject to high demand charges and are well-positioned to leverage coincident peak shaving and participate in the ISO-New England capacity market for revenue generation. The GHG Emissions Inventory Report shows that (as in many other municipalities) the WWTP is by far the single largest user of electricity, accounting for nearly 60% of Exeter's total usage. Although wastewater treatment plants do not represent the ideal use-case for the current generation of commercially-available (battery) storage systems on account of their steady round-the-clock load, we are actively exploring longer-duration storage solutions for other municipal WWTPs and anticipating further breakthroughs in battery technology and state regulations that can bring meaningful value to Exeter. We would be pleased to help the Town evaluate the practicality and cost-effectiveness of such a system for future deployment.

Educational Engagement Offerings

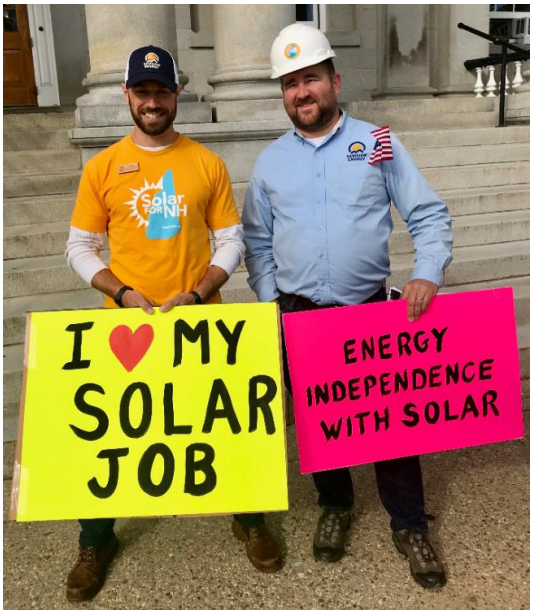
In keeping with our longstanding belief that education is critical to accelerating the clean energy transition, ReVision Energy co-owners provide educational presentations and enrichment activities for students and community members throughout our service territory on a weekly basis.

Our investments in educating the next generation include paid internships in each of our company offices; providing low-cost solar PPAs to library, schools, and nonprofits with direct participation in design and implementation; sponsoring local nonprofits and student environmental initiatives; distributing free solar activity books to children; and providing community presentations on climate and clean technology topics of local/global interest.

ReVision is pleased to offer our CI&I clients public ribbon cuttings, signage, comprehensive data monitoring systems, and custom monitoring and information webpages for public engagement. Our SolarEdge WattNode data acquisition systems provide real-time solar performance monitoring for all solar arrays (available on any internet-connected device) and have various educational applications for students or community groups. In addition to signage and educational programming, we can offer prominent monitors showing current and historic solar production and resulting environmental benefits in terms of trees planted, number of homes powered, etc., to highlight our clients' progress toward environmental sustainability.

ReVision also designs and installs a suite of complementary clean energy solutions with client/community engagement potential, such as solar-powered electric vehicle charging stations with educational signage. And our Marketing team regularly works with CI&I clients to design individualized partnerships and co-branding opportunities that can include custom videos, online promotions, features on box trucks, etc.

Policy Engagement



As the leading full-service solar developer and installer in New Hampshire, ReVision Energy is actively engaged in policy advocacy that removes barriers to clean energy adoption in state for the benefit of ratepayers, taxpayers, and the renewables industry. Specific legislative changes which would have a beneficial impact for clients, on which we have been actively engaged in recent legislative sessions, include increasing the Renewable Portfolio Standard (RPS); discontinuing the harmful practice of utilities "sweeping" unclaimed Renewable Energy Credits (RECs) to meet their RPS requirements (thereby depressing REC markets in NH); augmenting the Renewable Energy Fund; raising the small customer-generator threshold from 100 kW to 500 kW; and raising the net metering cap from 1 MW to 5 MW. The latter could be achieved as early as June 2021 under compromise legislation targeting municipalities – a healthy complement to NH's recently-adopted municipal aggregation law.

Regardless of the short-term legislative outcomes, ReVision will continue our longstanding engagement with state lawmakers and the Public Utilities Commission (PUC) so as to remove artificial barriers to clean energy deployment in state over the next three years before the federal investment tax credit (ITC) loses two-thirds of its value in 2023. We are confident that regulatory changes as well as continued improvements in solar technology will gradually favor additional solar projects for NH municipalities and other larger C&I clients, such as capped landfills, brownfields, and wastewater treatment plants. Federal action under the Biden administration is also expected to create new opportunities and funding streams for solar.

ReVision is also deeply committed to addressing local workforce challenge and providing living-wage clean tech jobs that can keep our young people in state and provide meaningful career opportunities for those who may not seek or be able to afford a traditional college degree. In Fall 2018, we launched the ReVision Energy Technical Center, a first-in-the-nation in-house training program for solar electricians. More than fifty full-time electrical apprentices currently participate in the four-year program to become a certified electrician while earning a strong wage and enjoying the full benefits of employee-ownership at ReVision.

Community Investment

As a Certified B Corporation, ReVision Energy is committed to operating our business as a force for positive social change. We carefully select the members of our team based not only on their skill and expertise but also on their commitment to our mission of solving the environmental problems caused by fossil fuels while alleviating economic and social injustice. All employee owners have paid volunteer hours to devote to community causes of their choosing and the company tackles larger charitable initiatives such as:

- ReVision supported the Harbor Homes Veterans Housing project in Plymouth, NH with a $100,000 pledge through CDFA
- ReVision supported NH Solar Shares, a low-income community solar project, by pledging $25,000 through CDFA and providing design and installation support
- ReVision donated over 100 solar panels to enable the 101 kW (DC) solar array for the Children's Museum of New Hampshire in Dover
- ReVision fundraised and committed company resources to donate fully-installed solar energy systems to Nashua PAL and the Crossroads House shelter in Portsmouth
- ReVision's in-house PPA program, ReVision Solar Impact Partners, has provided below-market financing and secured grants for dozens of New Hampshire nonprofits including public housing developments, mobile home communities, soup kitchens, and schools

In addition to the New Hampshire-specific community and charitable initiatives outlined above, ReVision made over $170,000 in direct charitable and in-kind donations to local nonprofits in 2019 and we have worked on a large number of grant-funded school projects in the region. In 2017, we began a partnership with the nonprofit Amurtel to launch Power on Puerto Rico, involving the design, construction and transportation of Solar Outreach Systems to hurricane-ravaged areas of Puerto Rico in 2017-18 and the Bahamas in 2019.

REVISION ENERGY

Industry & Community Associations

New Hampshire

American Institute of Architects NH
BearPaw Land Trust
Beaver Brook Association
Blue Ocean Society
Clean Energy NH
Concord Chamber of Commerce
Dover Chamber of Commerce
Dover Children's Museum
Eastman's Corner
EBC (Environ Business Council)
Exeter Area Chamber of Commerce
Five Rivers Conservation Land Trust
Greater Concord Chamber of Commerce
Green Concord
Homes for Heroes
Leadership Seacoast
MacDowell Colony
Main Street Concord
NextGen Climate
NH Audubon
NH Building Officials
NH Businesses for Social Responsibility
NH Clean Tech Council
NH Home Builders Association
NH Preservation Alliance
NH Residential Energy Performance Ass.
NH Sierra Club
NH Society of Protection of Forests
NH Public Radio
PLAN NH
Residential Energy Performance Ass.
Seacoast Science Center
Souhegan Chamber of Commerce
Southeast Habitat for Humanity
Southeast Land Trust
Southern NH Builders & Remodelers Ass.
Stay Work Play NH
US Green Building Council NH

Maine

350 Maine
American Society of Civil Engineers
Appalachian Mountain Club
Bicycle Coalition of Maine
Blue Ocean Society for Marine Conservation
Boothbay Region Land Trust
Chewonki Foundation
Environmental & Energy Technology Council of Maine
Envision Maine
Friends of Casco Bay
Greater Portland Council of Governments
Great Works Regional Land Trust
GrowSmart Maine
Habitat for Humanity of Greater Bangor
Island Institute
Leadership Seacoast
Maine Conservation Voters
Maine Audubon
Maine Association of Building Efficiency Professionals
MaineBiz
Maine Farm Bureau
Maine Farmland Trust
Maine Milk Commission
Maine Organic Farmers and Gardeners Ass.
Maine Public Broadcasting Network (MPBN)
Maine State Chamber of Commerce
Maine Sustainability Network
Midcoast Conservancy
Morris Farm Trust
Natural Resources Council of Maine
Portland Buy Local
Portland Regional Chamber of Commerce
Portland Society of Architecture
Sebasticook Regional Land Trust
Sheepscot Wellspring Land Alliance
Southern Maine Conservation Collaborative
US Green Building Council Maine
WERU Community Radio
York Region Chamber of Commerce

Massachusetts

US Green Building Council MA
Amesbury Chamber of Commerce
Cape Ann Chamber of Commerce
Center for EcoTechnology
Change is Simple
Coastal Trails
Concord Consortium
Go Green Consortium
GreenBelt Land Trust
MA Audubon
MassCEC
Merrimack Chamber of Commerce
MOFA
Newburyport Chamber of Commerce
North Shore Chamber of Commerce
North Shore Tech Council
Pan-Mass Challenge
Salem Chamber of Commerce
US Green Building Council MA

Regional/National

Amicus Solar Cooperative
Appalachian Mountain Club
Association for Facilities Engineering

Conservation Law Foundation
Independent Schools Association of Northern New England
League of Conservation Voters
New England ISANNE
New England Grassroots Environmental Fund
New England Women in Energy and the Environment
New England Solar Energy Market Coalition
Northeast Organic Farming Association
Northeast Sustainable Energy Association
Seacoast Women's Network
Sierra Club
Solar Energy Business Assoc. of New England
The Nature Conservatory

ReVision holds all required state contracting licenses for PV installation, including over a dozen certified journeyman or master electricians in NH, 55+ electrical apprentices currently completing the certification requirements, 14 NABCEP-certified PV installation professionals, and numerous engineering degrees and PE certifications. For proof of legal authorization to do business in NH, please see the Appendix. Additional documentation regarding relevant certifications is available upon request.

Selected Industry Honors and Associations

Key Personnel

ReVision Energy has over 260 full-time employee-owners who each play an important role in our success as a full-service solar engineering, procurement, and construction (EPC) company and a developer and financier of solar projects. We have completed thousands of rooftop and ground-mounted solar installations throughout New Hampshire, including dozens of municipal, commercial, and residential projects in the region, where nearly many of our employee-owners currently live. Our Brentwood office/warehouse is just 7.3 miles from the Cross Road site, we are able to reach Exeter within 15 minutes to not only provide efficient in-person development and installation services but also meet any maintenance needs the Town may have in the future.

If ReVision is selected by the Town of Exeter, the following members of our in-house team will have direct involvement in performing the required project development and management services, along with the several supporting colleagues on our in-house Engineering/Design, Legal/Finance, and Operations teams. Brief resumes of the key project team members are below highlighting relevant experience; full resumes are available upon request. Since each employee-owner on the project team is actively involved in developing/managing between 20-50 projects at a time and the status of projects changes on a daily-weekly basis, it is not possible to list all current projects and their status in the available space; project listings for specific staff can be provided on request. Branch office locations are indicated in parenthesis after each team member's name.

Our expertise also extends to the policy and regulatory domain, with multiple employee-owners who formerly worked in state government (including senior positions at the NH Public Utilities Commission) developing and improving net metering and other clean energy legislation/regulations. Although ReVision has developed our own internal capacity to meet our clients 'EPC as well as project development, permitting, and financing needs, we are pleased to partner on this set of projects with our primary electrical subcontractor for New Hampshire, Ayer Electric, which is fully prepared to install the two solar systems proposed under the direct management/oversight of ReVision.

As an employee-owned Benefit Corporation, ReVision consciously eschews organizational hierarchies in favor of team-based 'distributed leadership' and does not maintain an organizational chart. We are also proud to count many women, veterans, and people from disadvantaged backgrounds among our employee-owners, each enjoying a full and equal stake in the success of the company as we continue to grow. We are fully eligible to contract with any federal, state, or local agencies.

Bill Behrens, PhD, *Co-Founder & Managing Partner (Companywide)*

As a managing partner at ReVision Energy, Bill provides oversight to both the Engineering and Finance divisions with which the District would have extensive dealings on the proposed solar projects. Bill earned a PhD in Environmental Economics and a BS in Electrical Engineering from Massachusetts Institute of Technology (MIT), where he co-authored the seminal book Limits to Growth (1972), a systematic examination of the emerging challenge of global resource constraints. He taught Resource Economics at Dartmouth College before moving to Maine and entering the solar industry.

- Cofounded the Green Store in Belfast, ME, from which developed Energyworks and then ReVision Energy
- Oversaw the design and installation of tens of megawatts of solar PV in northern New England's relatively harsh climate over the last 20 years
- Spearheaded ReVision's initiatives in providing solar to more than 100 municipalities and other tax-exempt institutions throughout New England via solar PPAs

Dan Clapp, *General Manager and Partner (New Hampshire)*

Since joining ReVision Energy in 2010, Dan has served as a partner and was instrumental in launching and growing the New Hampshire and Massachusetts branches. After earning his BS in Environmental Science from the University of New Hampshire, Dan worked as an energy consultant prior to joining ReVision Energy as General Manager of the New Hampshire operation.

- Oversaw the addition of more than 75 values-driven employees and the rapid growth of the company's NH and MA operations
- Manages the New Hampshire team that successfully designed and installed over 2,000 renewable energy systems and has been recognized as NH "Business of the Year" in 2018 by Business NH Magazine and "Best Solar Company in New Hampshire" in 2018 by NH Business Review
- NABCEP solar PV technical sales certification

James Hasselbeck, *Director of Operations (Companywide)*

James has been involved in the design, engineering, and construction of public and private renewable energy projects since 2006. After graduating from the University of Vermont, he was the Electrical Division project manager of Waterline Industries, a general contractor focused on the design and construction of water and wastewater treatment facilities throughout New England. There he managed infrastructure projects ranging from $200,000 to $12 million and taking 3-24 months to compete. Joining ReVision Energy in 2013, James maintains responsibilities for all construction operations companywide.

- Oversees design, estimating, project management, and commissioning for our municipal and commercial installations
- NABCEP certified solar PV installer and has completed over 120 hours of Interstate Renewable Energy Council (IREC) certified Advanced Solar Design courses; Energy Council (IREC) certified Advanced Solar Design courses
- Oversaw the expansion of ReVision's O&M division to more than triple its size and workload

Stephen Hinchman, *Chief Counsel (Companywide)*

Steve has served as the director of ReVision Energy's Finance division since 2011. A 2003 summa cum laude graduate of the Vermont Law School, Steve specializes in developing financial and tax-advantaged investment models to achieve the most cost effective financial structures for municipal solar development. Steve brings more than 40 years of legal and public policy experience to ReVision, including a decade of energy and environmental law practice in New England.

- Guided the company in the development of $10+ million company-owned, and $5+ million investor-owned solar PPA projects
- Admitted to the bar in Maine, the U.S. District Court of Maine, and the First and D.C. Circuit Courts of Appeals, and has participated in climate cases before the Second and Ninth Circuit Courts of Appeals
- Practiced before the Maine Board of Environmental Protection, the Land Use Regulatory Commission, the Maine Ethics Commission, and the Legislature's Joint Standing Committees on Natural Resources and Energy and Utilities

Dan Weeks, *Director of Market Development (New Hampshire)*

Dan first began working on solar as a member of the award-winning ConVal Solar Race Car Team in the 1990s and brings over 15 years ’experience raising capital, developing policy, and managing complex projects in the nonprofit and public sector. As Director of Market Development since 2017, Dan is responsible for developing large-scale solar projects with C&I partners, advancing policy solutions to accelerate the clean energy transition, and educating the public about clean energy. A cum laude graduate of Yale and Oxford University (Marshall Scholar), Dan has written on clean energy in state and national media.

- Managed nearly $15 million in municipal and institutional solar projects in New Hampshire in 2019 with $25+ million in projects under active development for 2020
- Oversaw project development and financing for New Hampshire’s largest municipal and commercial solar projects, including the Cities of Concord, Nashua, Keene, and Dover
- Raised over $10 million in investor capital to help seed ReVision Solar Impact Partners, an innovative investing initiative bringing solar to schools and nonprofits across New England

Sam Lavallee, *Director of Financing (Companywide)*

Sam has been involved in the solar energy industry since 2007. After graduating from the University of Vermont, Sam began his professional career at Mercury Solar Systems, Inc., a startup focused on the design and construction of residential, commercial, and utility scale solar. He was responsible for commercial and industrial project pricing, sales operations, management of financial partners, and procurement for projects ranging from $100,000 to $10 million. Sam joined ReVision Energy in 2013.

- Managed the growth of commercial and industrial sales and annual revenue at ReVision from under $1 million in 2013 to over $15 million in 2018
- Directs the organizational leadership and strategic direction of ReVision’s Commercial & Industrial (C&I) program
- Oversees the C&I project financing program, including managing ReVision’s major project financing partners, project due diligence, and placement of capital for project finance

Rebecca Austin, *Acting Director of Engineering (Companywide), Design & Estimating Team Leader (Companywide)*

Working with Director of Engineering Geoff Sparrow, Becca provides hands on leadership to ReVision's Design and Estimating team in all aspects of system design for commercial and institutional (C&I) projects. Born and raised in East Millinocket, Becca is a native Mainer with a biology degree from Bowdoin College. In her four years with ReVision, she has served in multiple design roles for both residential and commercial solar PV projects.

- Worked as ReVision Solar Design Specialist managing all aspects of solar design, estimating, and client engagement for residential customers
- Develops municipal solar array designs from preliminary stage to utility interconnection to For Construction stage; creates CAD renderings, electrical one-lines, to meet local code and state permitting requirements
- Oversees development of hundreds of commercial and institution solar designs by Design & Estimating team annually

Ned Raynolds, *Commercial Solar Consultant (New Hampshire)*

Ned began his 24 year "second career" in the energy field in 1996 after earning a Master's degree from Harvard's Kennedy School of Government and joining the Lawrence Berkeley National Laboratory's Washington DC office to provide analytical support for the U.S. EPA's then-nascent ENERGY STAR® program. Prior to that he served eight years on active duty after graduating from the U.S. Coast Guard Academy, with tours in Portland, Maine, Washington DC and San Francisco. His experience spans energy efficiency and clean energy policy work at the federal and state levels to sales and energy efficiency and solar project development for a Fortune 100 energy services company. Serving three terms on the Portsmouth City Council also gives him a deep understanding of municipal government finances and operations. Since joining ReVision in 2018, Ned has developed a large ground-mounted project for a regional water & wastewater precinct, a new construction 650 kW School District project, and a five-building portfolio of projects for a NH municipality, as well as several >100 kW commercial and municipal rooftop projects.

Bobby O'Brien, *Commercial Project Manager & Electrician (NH)*

Bobby has been passionate about protecting the environment since studying environmental science in high school. After graduating from Plymouth State University in 2011 with a degree in Environmental Science & Policy, Bobby spent a few years living, skiing, and traveling in northern California. The impact of climate change in this part of the country was extremely evident. Hoping to combat climate change, Bobby has worked for Revision Energy since 2015 and in 2017 moved into the position of Commercial Project Manager.

- Oversees all project execution steps from contract through design, engineering, permitting, utility interconnection, procurement, construction, and commissioning for municipal and commercial solar projects, including Dartmouth College (2018), City of Nashua (2019), etc.
- Journeyman Electrician with over 8,000 hours of on-the-job training and 500 hours of classroom training

Christopher Lee, *Master Electrician & O&M Lead (New Hampshire)*

Chris has been involved in the design, engineering, and construction of public and private renewable energy projects since 2008. After getting degrees in International Business and Management Science, he served as an officer the US Army. This last experience had lead him into renewable energy sector. Since joining ReVision Energy in 2012, Chris has managed over 100 PV installation projects. He currently fulfills system inspection and repair responsibilities for our O&M operations for PV energy systems located in Maine, New Hampshire, Vermont, and Massachusetts.

- NABCEP certified installation professional responsible for inspecting, servicing, and maintaining large-scale commercial and institutional solar projects
- Holds his Master Electrician license in Maine, New Hampshire, Vermont, and Massachusetts
- Solar Energy International PV O&M 350 and 351 course Graduate and Forklift Operator License

Project References

ReVision Energy has installed over 9,000 solar energy systems in Northern New England since 2003. A sampling of projects in excess of 100 kW for commercial, industrial, and institutional clients in New Hampshire is provided below, along with selected municipal and school projects in Maine; detailed project descriptions are available on request and are included for a representative sampling of projects in the following section. In addition to the projects listed, ReVision has over 185 MW worth of CI&I projects currently under contract for permitting and construction in 2021-22.

Selected Commercial & Industrial Projects >100 kW in New Hampshire[2]

Solar Projects	Location	Capacity	Utility	Installation	Year
Associated Grocers of New England	Pembroke	1,294	Eversource	Rooftop	2020-21
Bellavance Beverage Company	Londonderry	1,158	Eversource	Rooftop	2020
Wire Belt Company of America	Bedford	1,085	Eversource	Rooftop	2015-21
Turbocam International	Barrington	869	Eversource	Rooftop	2021
Filtrine Manufacturing Company	Keene	793	Eversource	Rooftop	2019
WS Badger Company	Gilsum	487	Eversource	Roof + Grnd	2020
Monadnock Affordable Housing Corp.	Keene	435	Eversource	Rooftop	2017-20
Cirrus Systems, Inc.	Portsmouth	187	Eversource	Rooftop	2020
The Woodlands at Harvest Hill	Lebanon	175	Eversource	Rooftop	2019
Pinnacle Leadership Center	Kensington	148	Eversource	Ground	2018
Mount Washington Valley Adult Center	Center Conway	146	NHEC	Rooftop	2018
Contemporary Chrysler	Milford	135	Eversource	Rooftop	2018
Chamberlain Machine	Walpole	132	Eversource	Rooftop	2016
Tru Form Precision Manufacturing	Plaistow	122	Eversource	Rooftop	2015
Keene Mini Storage	Keene	114	Eversource	Rooftop	2020
Keeler Realty	Pembroke	114	Eversource	Rooftop	2016
Lakes Region Community Developers	Gilford	105	NHEC	Rooftop	2018
Tupelo Music Hall	Derry	100	Eversource	Rooftop	2018

[2] The absence of single projects over 1 MW (AC) or 1.5 MW (DC) is a result of net metering restrictions which have prevented development of larger projects in NH and, until recently, in ME. The passage in 2020 of SB 159 through the NH House and Senate would have significantly altered the landscape by raising the per-project NH net metering cap from 1 MW (AC) to 5 MW (AC) but it was vetoed by Gov. Sununu; a veto override vote is expected in Sept. 2020

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Selected Institutional Projects >100 kW in New Hampshire and Maine

Solar Projects	Location	Capacity	Utility	Installation	Year
City of Keene, NH (portfolio)	NH	2.2 MW	Eversource	Ground + Roof	2018-21
Town of Hanover, NH (portfolio)	NH	2.0 MW	Liberty	Ground	2019-20
City of Portland/S Portland Landfills	ME	2.0 MW	CMP	Ground	2017-18
City of Nashua, NH (portfolio)	NH	1.6 MW	Eversource	Rooftops (5)	2019-20
Dartmouth College Campus (portfolio)	NH	1.5 MW	Liberty	Rooftops (20+)	2017-20
MRRA - Brunswick Landing	ME	1.5 MW	CMP	Ground	2017-18
City of Dover, NH (High School, Pool)	NH	1.0 MW	Eversource	Rooftops (3)	2018-19
Town of North Conway WWTF	NH	1.0 MW	Eversource	Ground	2020-21
Town of Kennebec WWTF	ME	1.0 MW	CMP	Ground	2018
Caribou Utilities District WWTF	ME	1.0 MW	CMP	Ground	2019
City of Belfast Public Works	ME	1.0 MW	CMP	Ground	2018
Town of Freeport WWTF	ME	928 kW	CMP	Ground	2019
City of Lebanon, NH (portfolio)	NH	836 kW	Liberty	Ground + Roofs	2019
Town of Hooksett WWTF	NH	786 kW	Eversource	Ground	2020-21
Town of Durham Portfolio	NH	771 kW	Eversource	Ground + Roofs	2014-17
City of Concord WWTF	NH	720 kW	Unitil	Ground	2020-21
Mt. Ararat High School	ME	633 kW	CMP	Rooftop	2020
Town of Limestone WWTF	ME	596 kW	CMP	Ground	2018
Phillips Exeter Academy Field House	NH	535 kW	Liberty	Rooftop	2017
Town of Windham	ME	503 kW	CMP	Ground	2019
Proctor Academy Campus Portfolio	NH	485 kW	NHEC	Ground + Roofs	2015-19
Town of Cumberland	ME	462 kW	CMP	Ground	2019
Town of Gray	ME	360 kW	CMP	Ground	2019
Inter-Lakes High School	NH	346 kW	NHEC	Ground	2015
Hebron Academy Athletic Center	ME	267 kW	CMP	Rooftop	2016
Village District of Eastman	NH	260 kW	Liberty	Ground	2015-16
The Ecology School	ME	257 kW	CMP	Rooftop	2019
The MacDowell Colony	NH	240 kW	Eversource	Ground	2016-19
Franklin Pierce University	NH	237 kW	Eversource	Rooftop	2020-21
Derryfield School	NH	192 kW	Eversource	Rooftop	2019
Town of Bow Public Works	NH	187 kW	Eversource	Rooftop	2019
City of Claremont WWTF	NH	151 kW	Liberty	Ground	2020

City of Keene Municipal Solar Portfolio

ReVision installed a 643.2 kW (DC) solar array in Fall 2018 on the City of Keene Public Works building after winning a competitive RFP in Summer 2018. The system is financed by ReVision impact investors who sell the electricity generated by the system to the City at below-market rates through a standard Power Purchase Agreement (PPA). ReVision also completed a dozens of smaller rooftop solar arrays for the Monadnock Housing Authority in 2018-2020 and is slated to install a 1.4 MW solar array at the City's Wastewater Treatment Facility in 2020-21. All projects have been awarded via competitive RFP.

Project Location: Keene Public Works, 350 Marlboro Street, Keene, NH 03431

Commercial Operation Date: December 2018

Project Details:

- Energy generation: 738,779 kWh/year
- Major equipment: 1,552 REC 345W solar modules, 8 SMA Core 50kW inverters, Ecolibrium Ecofoot 2+ ballasted racking on the roof, Also Energy data acquisition RGM
- Completed on budget and ahead of schedule after structural/design delays from City

Reference: Duncan Watson, Assistant Public Works Director
dwatson@ci.keene.nh.us, (917) 445-4131, 350 Marlboro St, Keene, NH 03431

Kennebec Sanitary Treatment District PPA

ReVision Energy installed a 968.7 kW (DC) array on the grounds of the Kennebec Sanitary Treatment District (KSTD) in 2018, financing via an innovative PPA partnership between mission-driven solar investors USDA Rural Development debt. The installation crew and machinery had to contend with the undulating terrain while making sure everything was assembled accurately both vertically and horizontally. Permitting for the project was complicated due to the site's proximity to a river and the previous condition of the site. Through careful due diligence and investigation by ReVision, we were able to address these and other project challenges and complete construction on schedule during Fall 2018.

Project Location: 401 Water St., Waterville, ME

Commercial Operation Date: December 20, 2018

Project Details:

- Energy generation: 1,220,630 kWh/year
- Major equipment: 2,808 REC 375W solar modules, 13 SMA STP Core 1 50 kW three phase grid tied inverters, RBI driven pile racking, Locus Energy revenue grade meter
- Completed on budget and on schedule

Reference: Tim LeVasseur, Superintendent, Kennebec Sanitary Treatment District

(207) 873-0611, tLeVasseur@kstd.com, 401 Water St, Waterville, ME 04901

Town of Hanover Water Department and Portfolio

In 2018, ReVision Energy was selected via competitive RFP to install rooftop solar arrays at the Hanover Water Reclamation Facility and Hanover Town Hall. After successful completion of the projects, ReVision was awarded 720 kW and 1.0 MW ground-mounted solar arrays adjacent to the Hanover Water Department on Grasse Road as well 180 kW of rooftop systems at the Hanover DPW and Fire Station, installed in 2019-21. The large ground mounts are currently under construction after detailed site plan review, NHDES Alteration of Terrain permitting, Liberty Utilities System Impact Study, and PUC negotiations. ReVision's Upper Valley partner Energy Emporium (now part of ReVision) also installed smaller-scale solar arrays for the Town of Hanover as early as 2015 and served as the Town's solarize partner.

Project Location: Hanover NH Water Department, Grasse Rd, Hanover and Town Rooftops

Commercial Operation Dates: 2015 (Energy Emporium) to 2021

Project Details:

- Hanover Water Department: 1.7 MW ground mount (driven piles) on wooded lots
- Hanover Water Reclamation Facility: 69.8 kW ballasted rooftop on EPDM membrane
- Hanover Town Hall: 16.6 kW ballasted rooftop on TPO membrane
- Hanover DPW and Police/Fire Station: 180 kW on four pitched and membrane rooftops

Reference: Julia Griffin, Town Manager, Town of Hanover (603) 643-0701, julia.griffin@hanovernh.org, 41 S Main St, Hanover, NH 03755

Nashua Municipal & School District Portfolio

ReVision installed three rooftop solar arrays totaling 641 kW (DC) for the City of Nashua in Fall 2019 after winning a competitive RFP in Spring 2019. The systems at the City Transit Garage, Lake Street Fire Station, and Conway Ice Arena constitute the first of multiple phases of planned solar installations by the City and School District to meet its stated goal of 100% carbon-neutral by 2050. The first two school arrays, totaling 1 MW, were installed in fall 2020, and two more are slotted for 2021-22. Each of the arrays utilizes a different type of mechanical attachment to match the different roof types (flat rubber membrane, flat corrugated metal, pitched standing seam). The projects were financed by a local impact investor through ReVision Solar Impact Partners under a PPA, which generates immediate cost savings for taxpayers.

Project Location: 5 Stadium Drive / 9 Riverside Street / 177 Lake Street / Schools

Commercial Operation Dates: December 2019 (City), November 2020 (School District)

Project Details:

- Energy generation: 1,600,000+ kWh/year
- Major equipment: REC 320W, 350W, and 380W solar modules, SolarEdge three-phase inverters and RGM, Ecolibrium Ecofoot 2+ ballasted and IronRidge pitched racking
- Completed on budget and on schedule

Reference: Municipal Buildings: Doria Brown, Nashua Energy Manager
brownd@nashuanh.gov, (551) 795-5502, 229 Main Street, Nashua, NH 03060
School District: Shawn Smith, Facilities Manager, smithsha@nashua.edu, (603) 589-2785

City of Dover - Dover School District Portfolio

In 2019, ReVision Energy installed a 912 kW (DC) array on the roof of the new Dover High School, the largest rooftop system in New Hampshire by panel count. After winning the project via competitive RFP, ReVision engaged in extensive planning and logistics with City, School, and Eversource officials to ensure that no part of the installation (including crane work) interfered with the active school in session. As with all membrane roofs, utmost care had to be taken to avoid damage and ensure the roof conformed to all manufacturer requirements for the warranty preservation. ReVision is also providing educational programming at the Career Technical Center and other public benefits. We also installed solar at the Dover Indoor Pool and Children's Museum, and we continue to work with the City on expanded solar opportunities to meet their sustainability commitments.

Project Location: 25 Alumni Drive, Dover, NH 03820

Commercial Operation Date: September 2019

Project Details:

- Energy generation: 1,055,330 kWh/year
- Major equipment: 2,851 REC 320W solar modules, 7 SolarEdge 100k and 1 66.6k three-phase inverters, Ecolibrium Ecofoot 2+ ballasted racking, Locus Energy RGM
- Completed on budget; commissioning extended due to utility upgrade delays

Reference: Christopher Parker, Assistant City Manager c.parker@dover.nh.gov, (603) 516-6008, 288 Central Ave, Dover, NH 03820

City of South Portland Landfill

The South Portland municipal landfill project was installed on a capped municipal landfill located off Highland Avenue in South Portland. Construction of this 1,016 kW (DC) grid-tied ground array began in late June 2017 and the system was interconnected and commissioned in Fall 2017. To comply with environmental permitting requirements and avoid penetrating the landfill cap, the solar arrays were mounted on 480 ballasted foundations which were formed and then poured in place utilizing pump trucks and concrete buggies. The project was permitted in-house and maintained compliance with Maine Department of Environmental Protection (MDEP) and City of South Portland regulations, including weekly inspections

Project Location: 929 Highland Ave, South Portland, ME

Commercial Operation Date: October 13, 2017

Project Details:

- Energy generation: 1,248,320 kWh/year
- Major equipment: 2,944 REC 345W solar modules, 22 SMA Sunny Tripower 30000TL-US inverters mounted directly to PV racking, Solar Flex Rack concrete ballasted foundation, Also Energy revenue grade data acquisition system with weather station, 1,000A service to net meter on nine City of South Portland utility accounts
- Completed on time and on budget

Reference: Julie Rosenbach, Sustainability Director, City of South Portland, 207-347-4148 jrosenbach@southportland.org, 25 Cottage Road, Portland, ME, 04106

Midcoast Regional Redevelopment Authority (MRRA)

The 1,528 kW (DC) ground-mounted MRRA project was installed on the old Brunswick Naval Air Station, now known as Brunswick Landing. As part of redeveloping the Air Station after its closure, a self-contained microgrid was installed into which the new PV system was connected via a new 1,600A 480V combiner panel. The MRRA project is located on six acres of the airfield. A condensed timeline due to material availability and manufacturer delays resulted in the racking and module construction being completed in under four weeks or 50% of projected timeline. Given an active airport site, heightened safety precautions and strict access procedures had to be taken, while extreme weather conditions (gail force wind, rain, frigid cold, and snow) added additional constraints to an already tight timeline.

Project Location: Pegasus St., Brunswick, ME

Commercial Operation Date: December 27, 2017

Project Details:

- Energy generation: 1,248,320 kWh/year
- Major equipment: 2,560 REC 345W and 2,016 REC 320W PV solar panels, 34 SMA Sunny Tripower 30000TL-US inverters mounted to PV Racking, G-Max driven post ground-mounted racking with 708 galvanized steel posts, 800 feet of underground primary line extension via trench-less directional boring, Locus revenue grade data acquisition system
- Completed ahead of time after manufacturer delays and on budget

Reference: Steve Levesque, Executive Director, stevel@mrra.us, (207) 798-6512

Dartmouth College Campus Conversion

In 2016, ReVision Energy bid for and was awarded Dartmouth College's first solar RFP to install solar on the roofs of Dartmouth College's Barry Sports Center (137 kW), MacLean Engineering Sciences Center (54 kW), and Davis Varsity House (20 kW). ReVision completed the highly-visible on-campus installations in 2017 and was also selected to install two off-campus solar projects for the college that same year. In March 2018, ReVision was again awarded a competitive RFP to install eight additional on-campus solar projects totaling over 500 kW across more than a dozen rooftops. ReVision was awarded the College's third RFP for over 750 kW across three more campus facilities in 2019. All Dartmouth solar projects spanning over 20 roof surfaces are financed via PPA by ReVision Energy and its impact investors.

Project Location: Multiple Dartmouth campus buildings in Hanover, NH

Commercial Operation Dates: December 2017 (Phase 1); October 2018 (Phase 2); Summer 2020 (Phase 3)

Combined Project Details:

- Energy generation: 1,700,000+ kWh/year
- Major equipment: REC 320W, LG 350W, and QCell 325W modules, SolarEdge three-phase inverters, Exolibrium Ecofoot 2+ racking, IronRidge racking, Locus and SE RGMs
- Completed on budget and on accelerated schedule based on stringent College-provided timeframe (to minimize interference with semester)

Reference: Abbe E. Bjorklund, PE, Director of Engineering and Utilities
Abbe.E.Bjorklund@Dartmouth.edu, 603-646-1790, 6 Vox Lane, Hanover, NH 03755

REVISION ENERGY

Business Details

Business Name:	REVISION ENERGY INC.	Business ID:	779827
Business Type:	Foreign Profit Corporation	Business Status:	Good Standing
Business Creation Date:	09/29/2017	Name in State of Incorporation:	REVISION ENERGY INC.
Date of Formation in Jurisdiction:	09/29/2017		
Principal Office Address:	91 West Main Street, Liberty, ME, 04949, USA	Mailing Address:	91 West Main Street, Liberty, ME, 04949, USA
Citizenship / State of Incorporation:	Foreign/Maine		
		Last Annual Report Year:	2020
		Next Report Year:	2021
Duration:	Perpetual		
Business Email:	cdonovan@revisionenergy.com	Phone #:	207-589-4171
Notification Email:	heather@revisionenergy.com	Fiscal Year End Date:	NONE

Principal Purpose

S.No	NAICS Code	NAICS Subcode
No records to view.		

Principals Information

Name/Title	Business Address
William N. Levay / Vice President	91 West Main St., Liberty, ME, 04949, USA
Fortunat C. Mueller / President	91 West Main St., Liberty, ME, 04949, USA
Steve F. Hinchman / Director	91 West Main St., Liberty, ME, 04949, USA
Daniel J. Clapp / Director	91 West Main St., Liberty, ME, 04949, USA
Philip B. Coupe / Director	91 West Main St., Liberty, ME, 04949, USA

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Registered Agent Information

Name:	Daniel Clapp
Registered Office	7 Commercial Drive, Brentwood, NH, 03833, USA

Appendix

NABCEP Certified Solar Installers Employed by ReVision Energy

The North American Board of Certified Energy Practitioners (NABCEP) is a volunteer board of renewable energy stakeholder representatives that includes representatives of the solar industry, NABCEP certificants, renewable energy organizations, state policy makers, educational institutions, and the trades. Each member of the board was chosen because of his or her experience and involvement in the solar energy industry.

NABCEP's mission—to support, and work with, the renewable energy and energy efficiency industries, professionals, and stakeholders—is intended to develop and implement quality credentialing and certification programs for practitioners.

NABCEP's goal is to develop voluntary national certification programs that will:

- Promote renewable energy;
- Provide value to practitioners;
- Promote worker safety and skill; and
- Promote consumer confidence

NABCEP is committed to providing a certification program of quality and integrity for the professionals and consumer/public it is designed to serve. Professionals who choose to become certified demonstrate their competence in the field and their commitment to upholding high standards of ethical and professional practice.

PV Installer Certification

The NABCEP PV installer certification is a voluntary certification that provides a set of national standards by which PV installers with skills and experience can distinguish themselves from their competition. Certification provides a measure of protection to the public by giving them a credential for judging the competency of practitioners. It is not intended to prevent qualified individuals from installing PV systems nor to replace state licensure requirements.

The target candidate for NABCEP certification is the person responsible for the system installation (e.g., contractor, foreman, supervisor, or journeyman).

The NABCEP PV Installer certification has been developed in accordance with the the certification field's best practices. NABCEP is a member of the Institute for Credentialing Excellence (I.C.E.) and has endeavored to follow the requirements of ISO/IEC Standard 17024: General Requirements for Bodies Operating Certification Systems of Persons.

NABCEP's PV Installer Certification is North America's only renewable energy personnel certification that has been ANSI accredited to the internationally recognized ISO/IEC 17024 standard.

NABCEP CERTIFIED

PV Installation Professional

Chris Lee
Bill Levay
Kim Quirk
Ryan Herz
Hans Albee
Brian Byrne
Jeff Cantara
Josh Baston
Bill Pennings
Noah Watson
Amy Farnham
Nathan Poland
James Hasselbeck
Gifford Jenkins-Davis