



# Building Community with Solar Farms

ReVision Energy, LLC



# Who is ReVision Energy?

- “ Maine’s **most experienced** renewable energy installer – more than **4,000** systems installed
- “ 100+ employees and counting; certified B Corporation
- “ Founded in **2003** in Liberty
- “ **Liberty & Portland, ME; Exeter & Concord, NH**
- “ In-house design, installation and service of solar energy systems / heat pumps / EV chargers





# **Why do we need solar energy?**

## **Northern New England's Carbon Situation**

**450,000 Maine homes heat with oil**

**Highest per capita CO2 emissions**

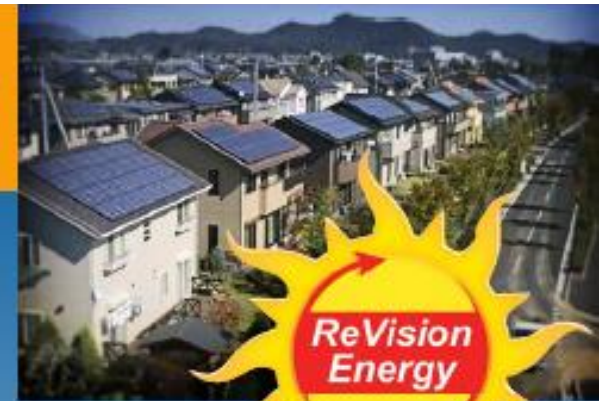
**\$5 billion per year out of our state economy**



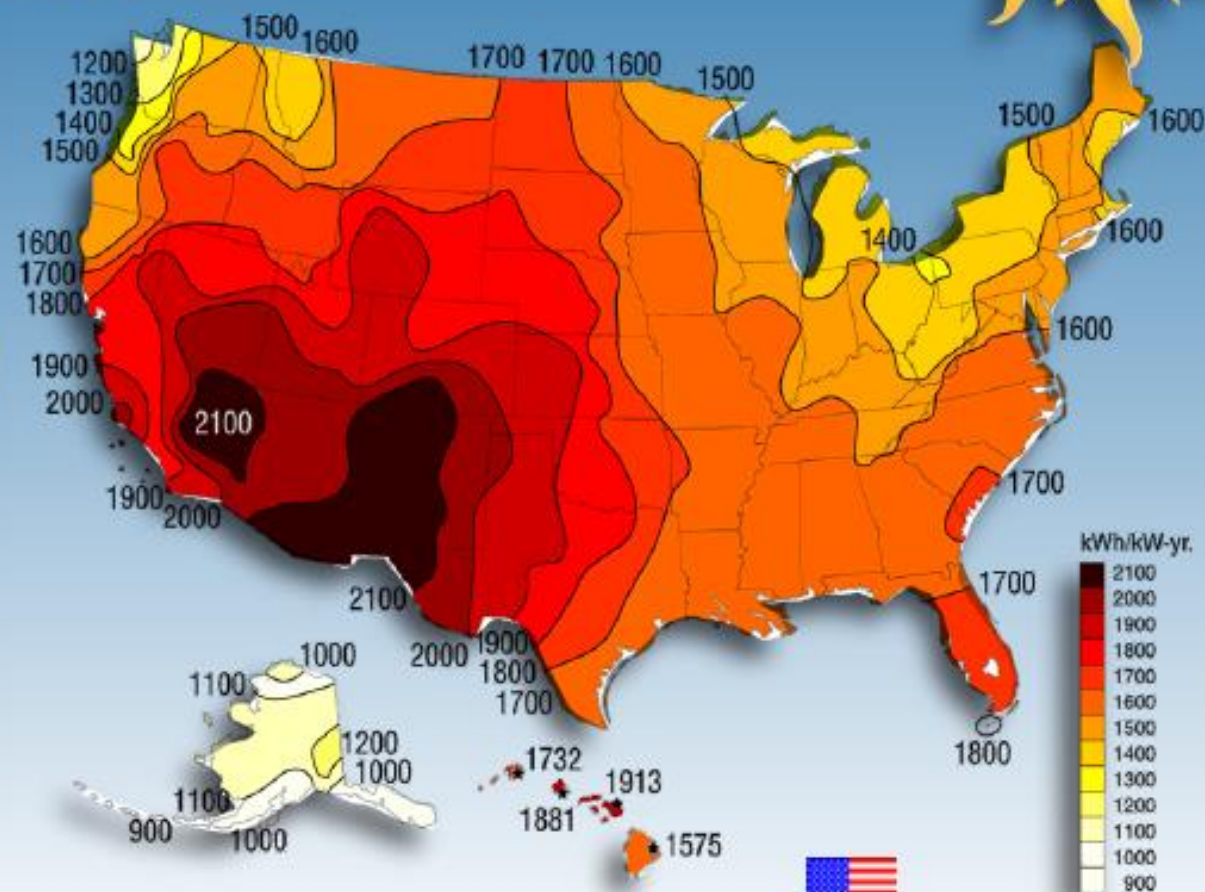


# New England's Solar Resource Vs. Germany

Germany leads the world in renewable energy adoption with more than 1 million solar energy systems installed. Did you know that northern New England gets 33% more sunshine per year than Germany? This is because we live at a significantly lower latitude than our Bavarian neighbors across the pond. The solar energy map below illustrates this difference—Germany's solar resource is on par with Alaska.



GERMANY



US



# Community Solar Farms: Co-ownership of Solar Power



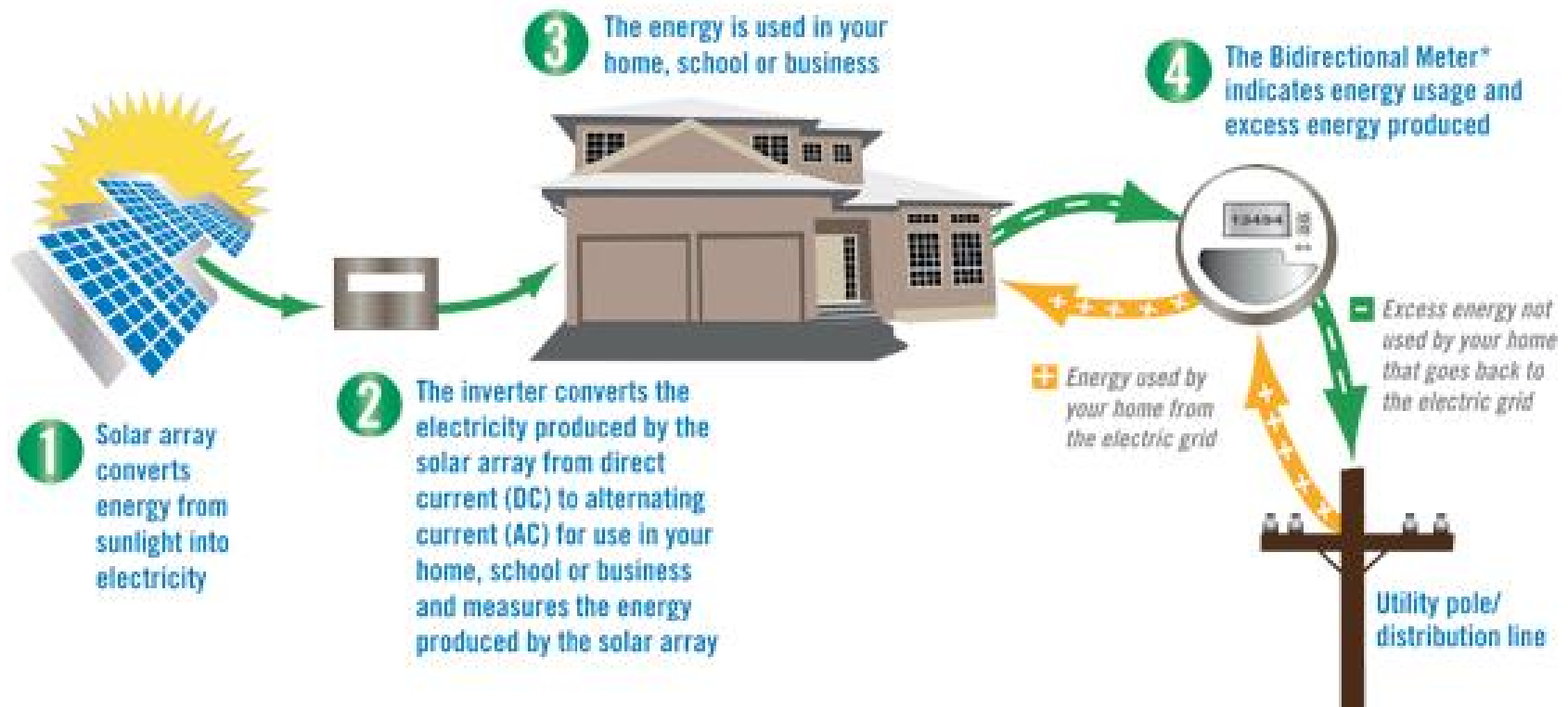
Professional design, installation and service of renewable energy systems.





# Understanding NET METERING

## Solar Photovoltaic Array Example



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# The CSF project allows shared ownership of a single solar array using virtual net metering



Estimated output  
of 63,800 kWh /  
year



**Professional design, installation and service of renewable energy systems.**



# Project Structure

- “ A Host is found
- “ Potential Members get estimates from ReVision
- “ Up to nine Members within same utility (CMP, Emera) territory are identified to join the CSF
- “ The Members create a Mutual Benefit Non-Profit Association
- “ Host and Association enter into Lease Agreement
- “ ReVision installs project



Professional design, installation and service of renewable energy systems.

# CSF Site Requirements

- “ 1 acre cleared land with great sun exposure
- “ Close to power lines (250’)
- “ Property has no mortgage, liens
- “ Mostly level (no more than 7 degree slope)
- “ Soil depth 7ft



Professional design, installation and service of renewable energy systems.



# Host Responsibilities

- Comfortable with a 25–30 year lease
- Shows leadership in environmental stewardship; is a “local champion”
- Assists ReVision Energy in community outreach to attract members, if possible



Professional design, installation and service of renewable energy systems.

# Member Responsibilities

- With legal assistance, form Mutual Benefit Non Profit to:
  - Enter into 25-30 yr lease agreement with Host
  - Secure insurance for system
  - Manage the site and the Association members
  - Enter into O&M and REC sales contracts with Revision (optionally)
- Individually contract with ReVision to install your share of the CSF
- Claim a 30% tax credit (if eligible; consult your tax advisor)
- Benefit from the energy generated as a reduction in their home electric bill
- Benefits from sale of RECs



**Professional design, installation and service of renewable energy systems.**



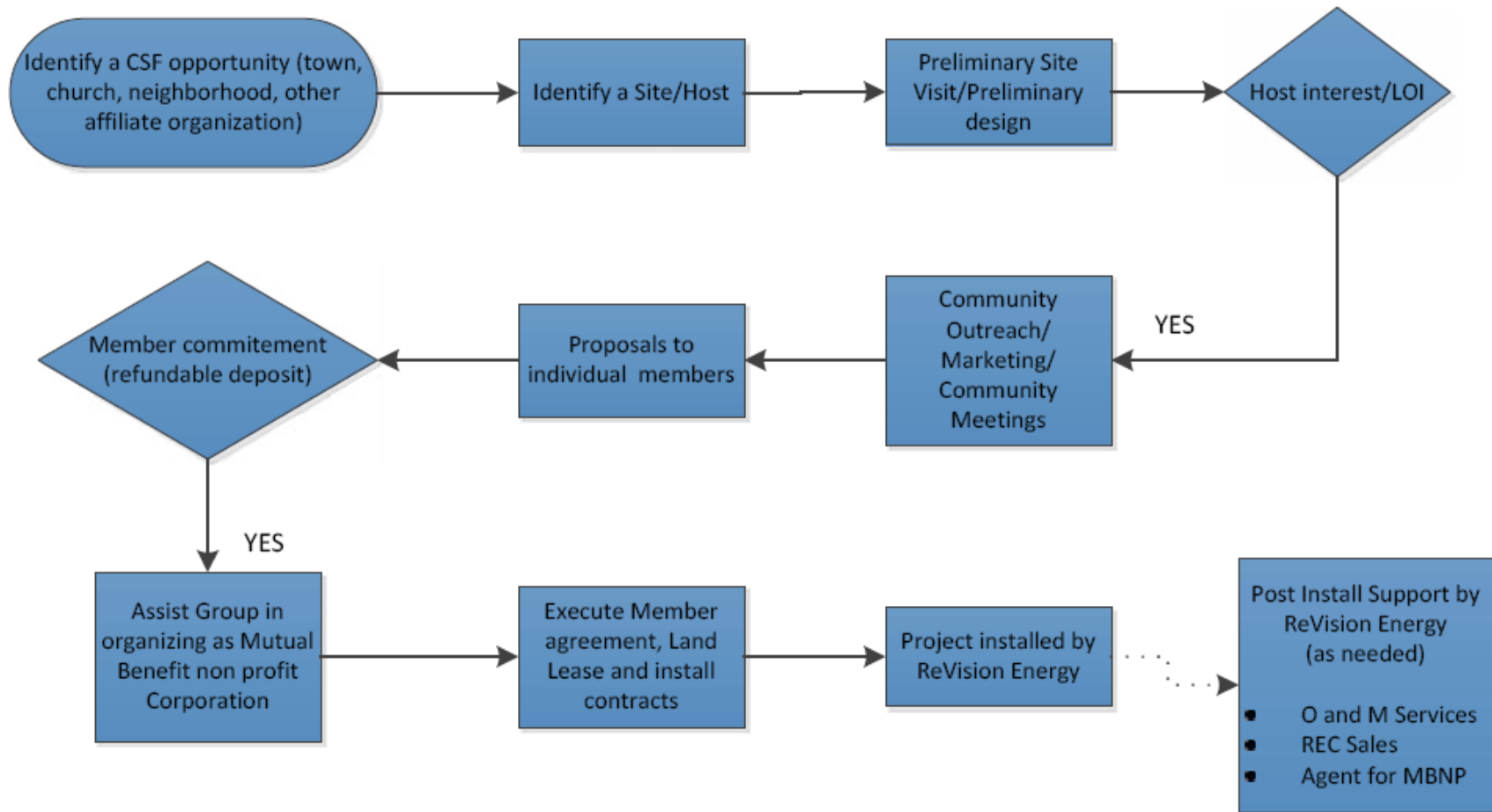
# Revision Energy's Responsibility

- Identifies Host Site and provides all design work
- Recruits Members (together with Host and others)
- Provides financing for those members who prefer a monthly payment (loan) versus an upfront discounted price (cash)
- Introduce members to legal team
- Designs and builds the solar array including interconnection with the utility
- Manages the sale of Renewable Energy Credits (at the option of the members) – *estimated value \$2,300/yr*



**Professional design, installation and service of renewable energy systems.**

# Community solar farm process:



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# Building Maine's First Member-Owned Community Solar Farm Edgecomb, ME

- 182 panels
- Nine shareholders from across Lincoln County
- 59,000 kilowatt hours per year

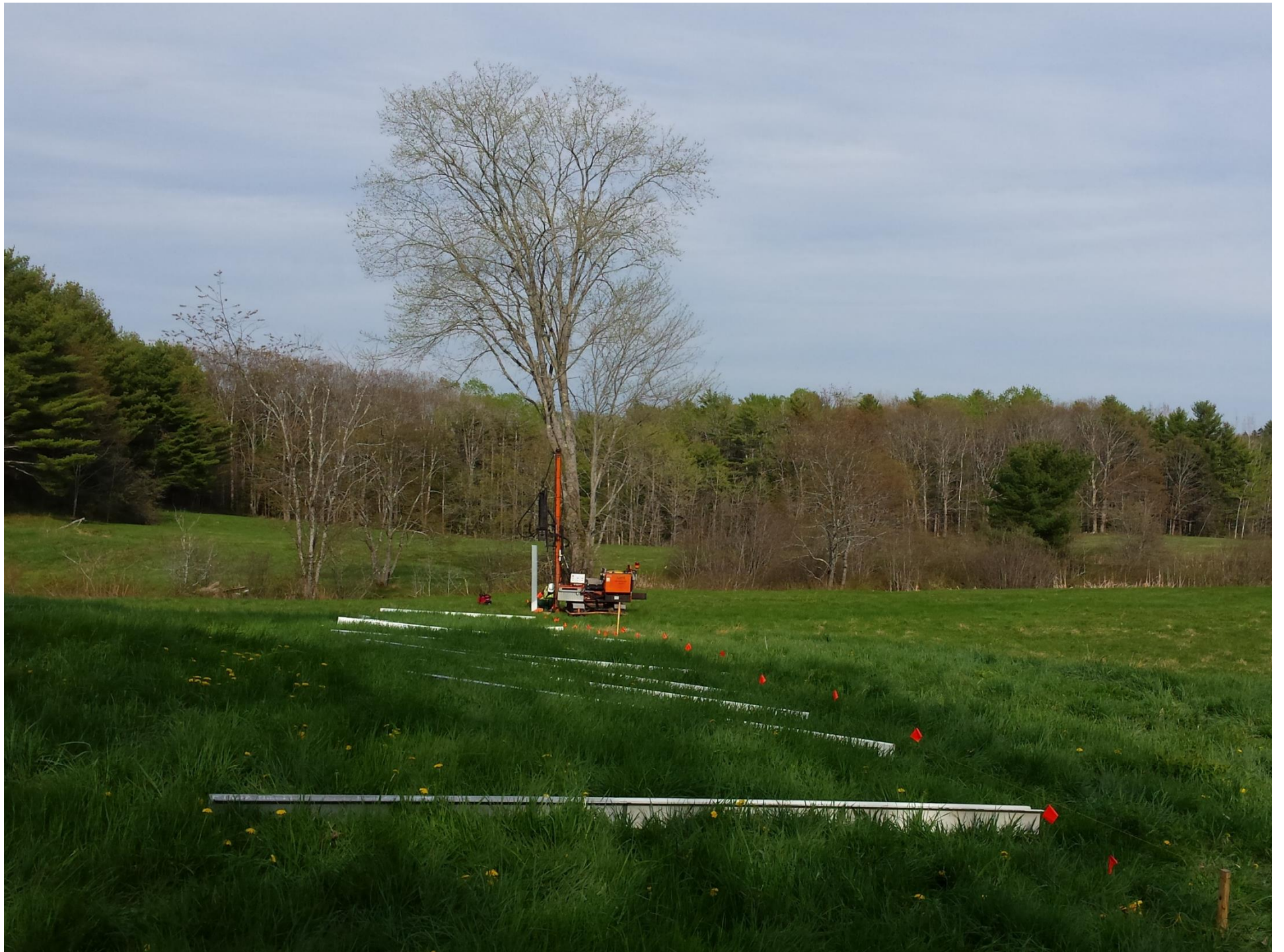


































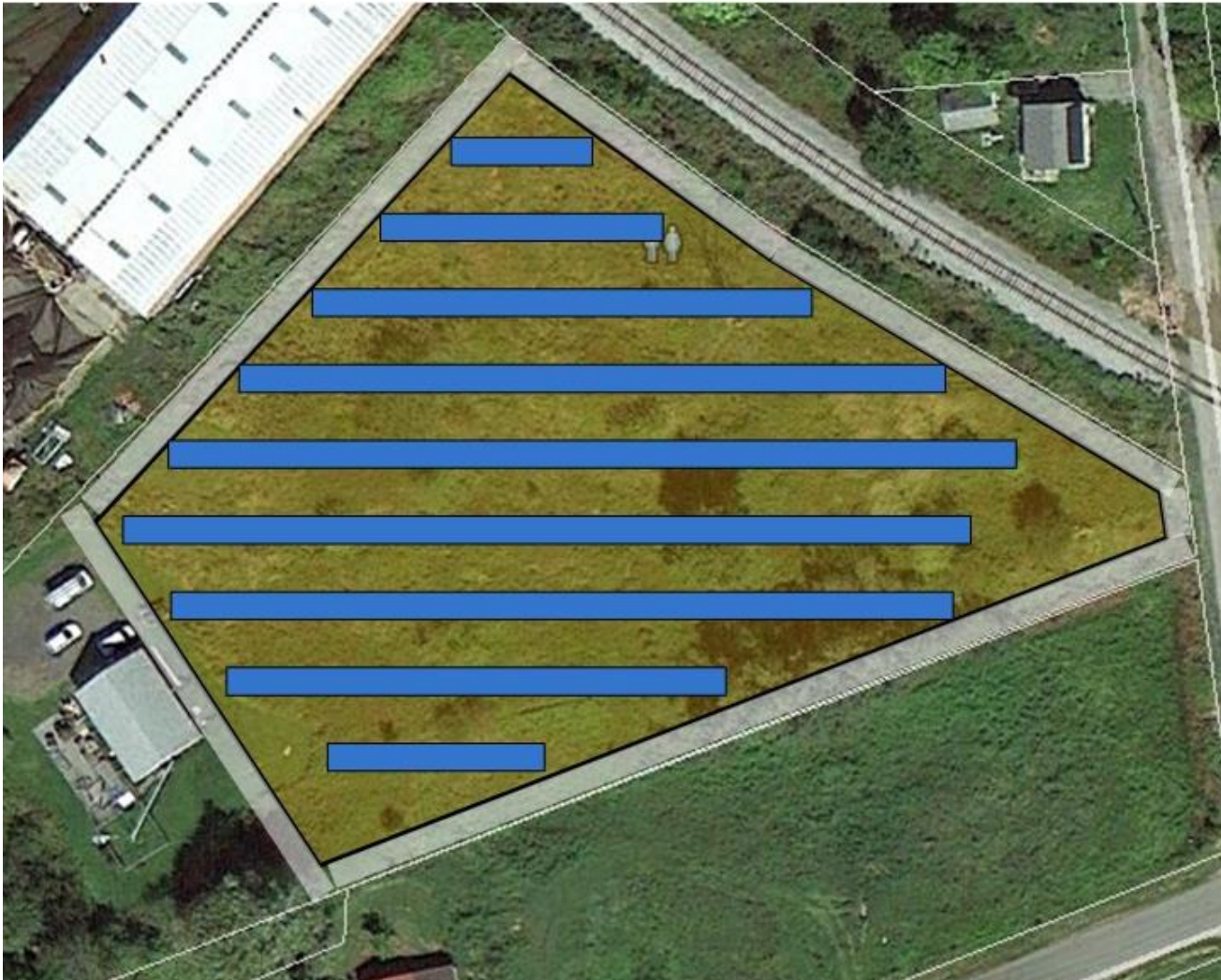




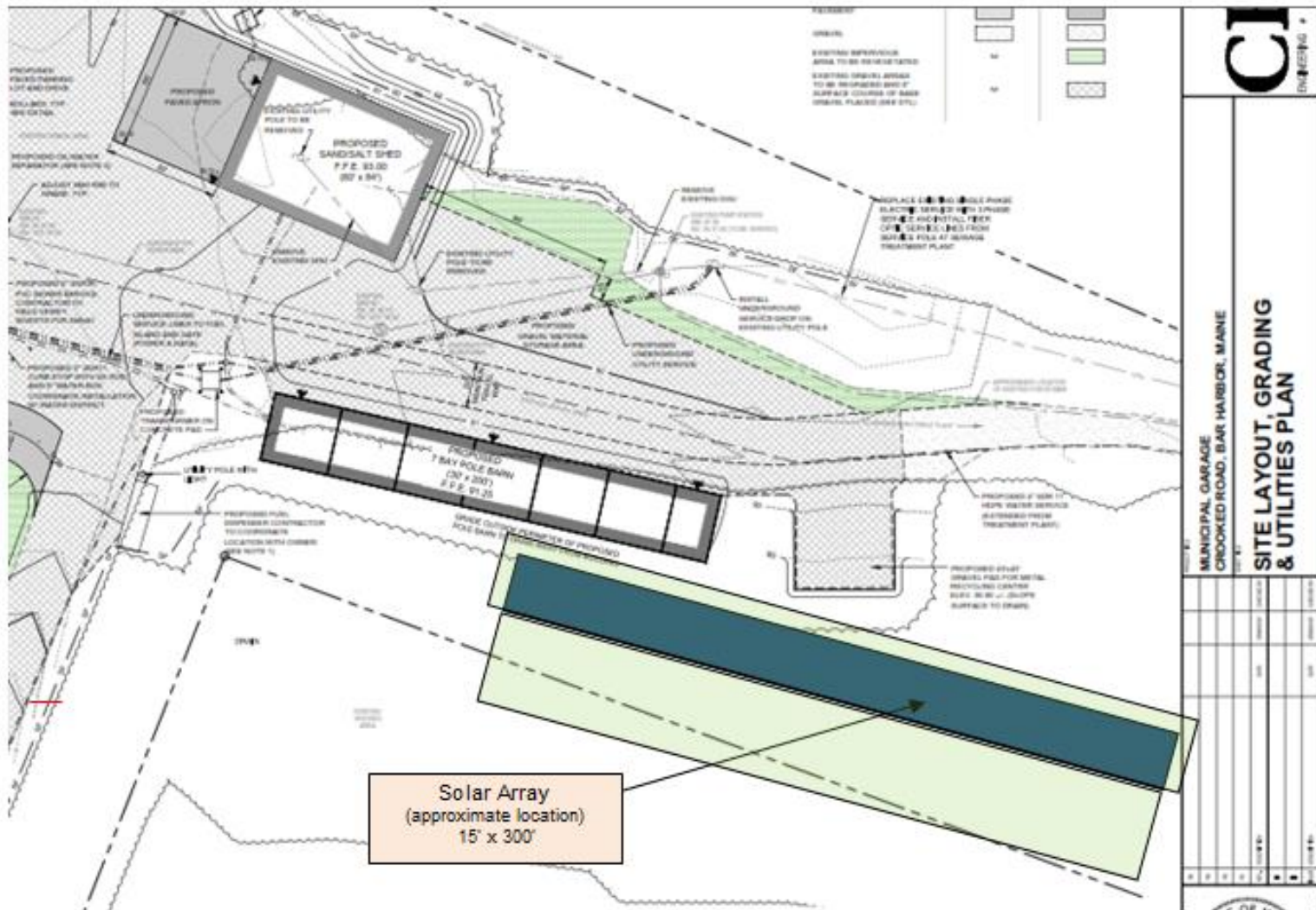
# Community Solar Farms Now Under Development

# 62 Holmes Street – Rockland

Potential for 1,156 panels = 352.58 kW  
422,000 kilowatt hours annually

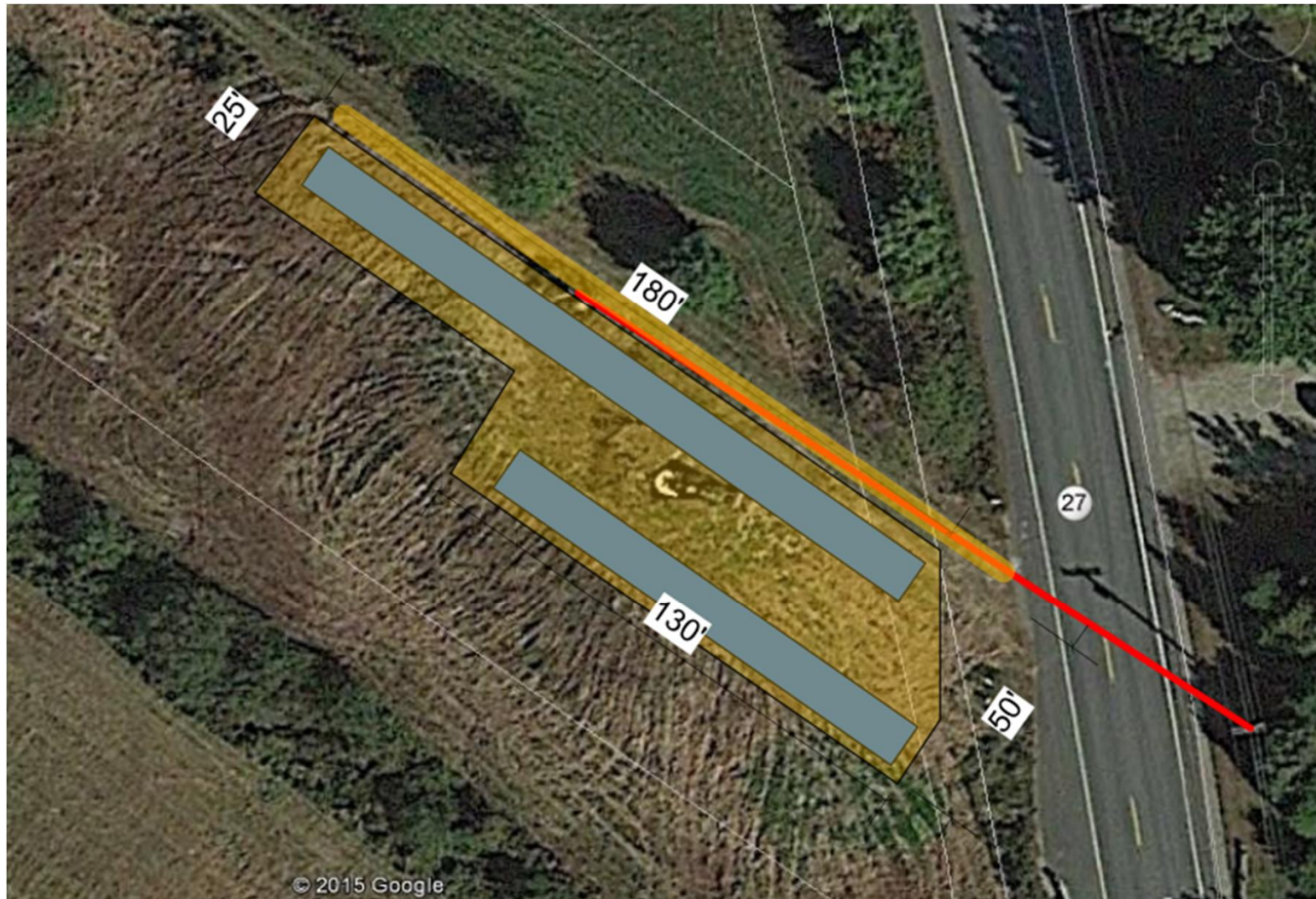


# Bar Harbor Solar Farm



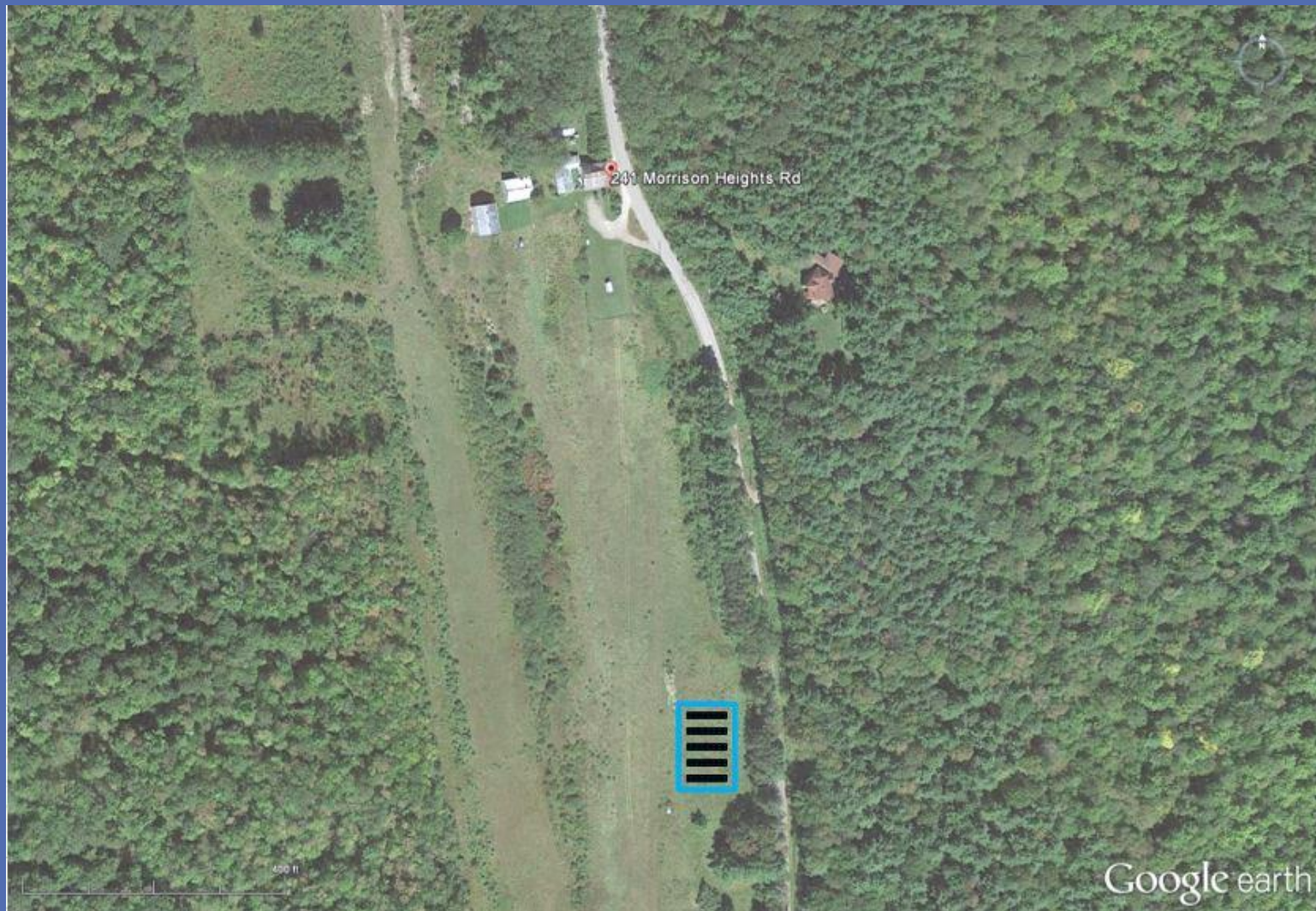


# Morris Farm CSF - Wiscasset

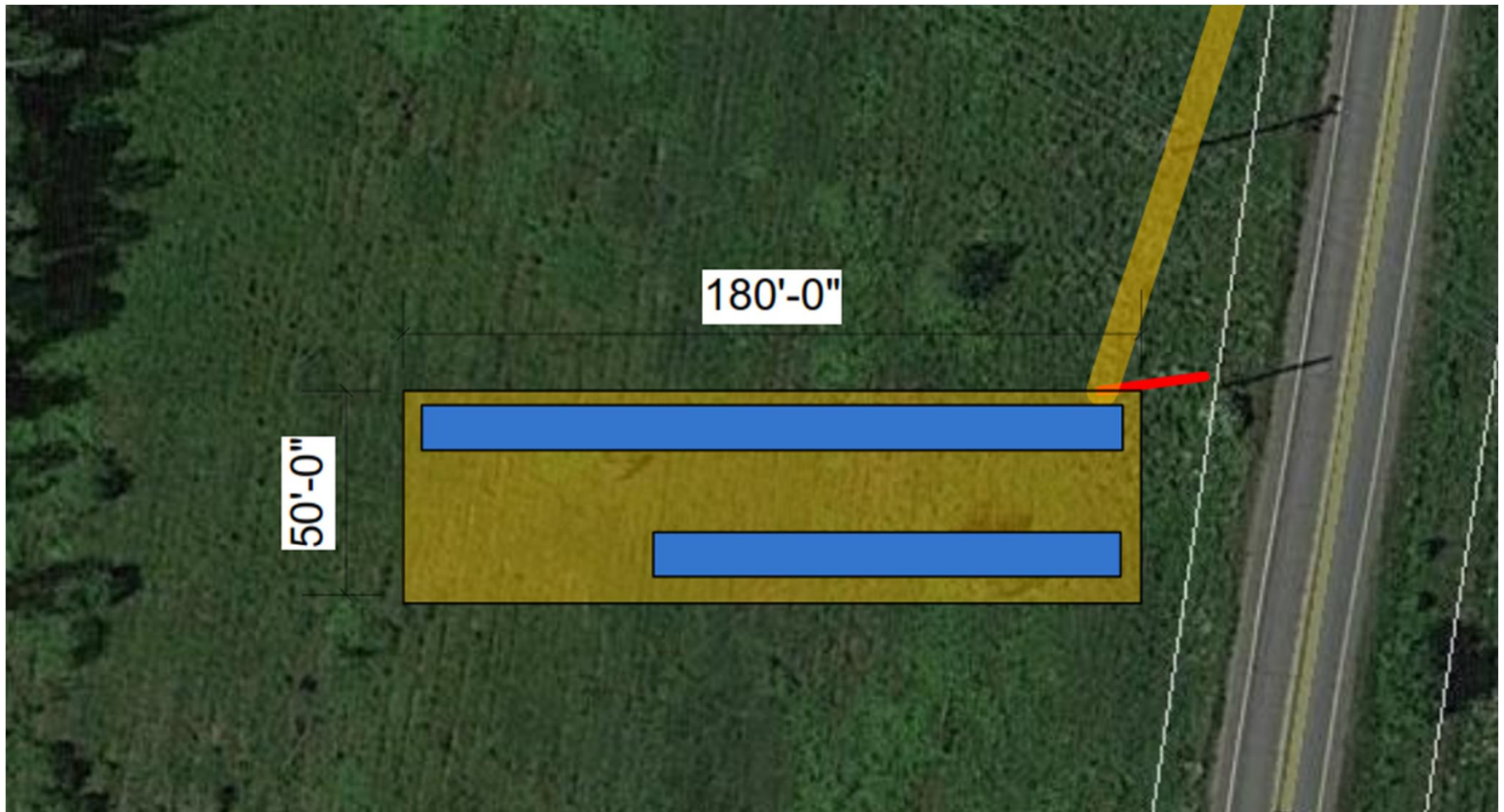




# Morrison Heights CSF - Wayne



# Three Level Farm - Vassalboro





# Sample CSF Share

- “ 20- 255 watt panel system (5.1kW)
- “ Estimated production 6,450 kWh/yr



## —5.10 KW SOLAR ELECTRIC SYSTEM —



- (20) x 255 watt solar panel share including an equal fraction of inverters, racking, wire, interconnection and all balance of system components

### ENVIRONMENTAL BENEFITS



- Produces roughly 6,458 kWhs of clean, renewable electricity annually
- Your share of energy production will provide about 100% of your current electric usage
- Offset about 5,929 lbs of carbon pollution each year

### HOW IT WORKS

1. Sun strikes the modules in the community solar array, creating DC electricity.
2. Solar inverters convert DC into AC electricity, which then feeds through a meter and into the electric grid.
3. As electricity is fed into the electric grid energy credits are generated. On a monthly basis the utility will credit your electric bill with the energy produced from the CSF that is proportional to your percentage ownership of the shared system. If there are excess energy credits that you do not use in a particular month they will be carried forward to your next bill.

### PAYMENT OPTIONS

Solar is a great investment, whether you choose to purchase it upfront or utilize our "Own Your Power" financing program. The "Buy it Now" option offers the greatest savings over the life of the system, while "Own Your Power" allows you to lock in the benefits of solar ownership for no money down and a fixed monthly payment.



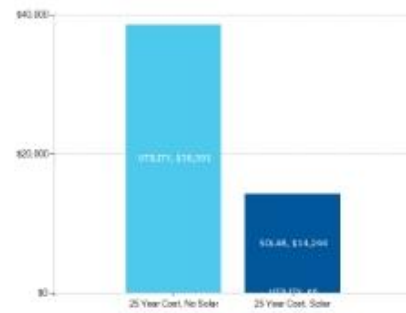
BUY IT NOW - CASH PURCHASE

**\$20,349 GROSS INSTALLED COST**  
 -\$6,105 30% FEDERAL TAX CREDIT  
**\$14,244 COST AFTER INCENTIVES**  
*\*Cash discount included*

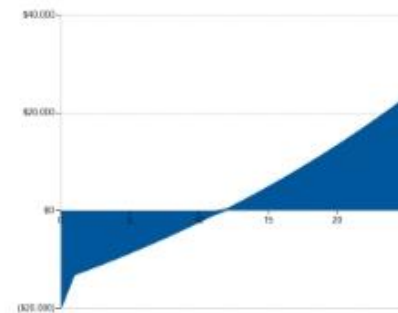
Lock in at \$0.09/kWh  
 for 25-year cost of electricity

Save \$24,347 over 25 years  
 instead of paying for utility power

Do Nothing vs. Solar Cash Purchase



Buy It Now Cash Flow



*\* Estimates only, based on professionally modeled solar production vs. your existing electricity rate with 3% utility rate increase each year for 25 years*

Pricing expires 30 days from September 10, 2015

## OWN YOUR POWER FINANCING OPTION



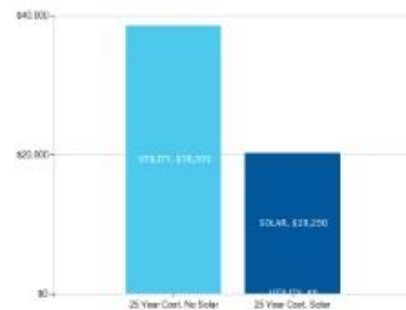
Our "Own Your Power" loans offer financing for solar that requires no home equity, no appraisal, no closing costs. The financing consists of two loans: a 0% interest, 12-month, no-payment loan in the amount of any federal and state incentives and a 12-year 2.99% fixed interest loan for the remaining balance (minimum loan size: \$1,000). The total amount to be financed is \$23,634. Information on how to apply at the end of this proposal.

Lock in at  
\$0.13/kWh  
for 25-year cost  
of electricity

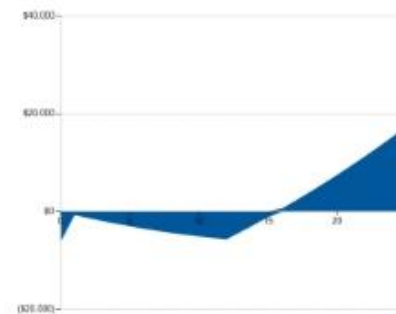
Save \$18,341  
over 25 years  
instead of paying  
for utility power

\$141/month  
payment for 12 years

Do Nothing vs. Solar Loan



Solar Loan Cash Flow



\* Estimates only, based on professionally modeled solar production vs. your existing electricity rate with 3% utility rate increase each year for 25 years

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