

**REVISION
ENERGY**

Town of Bowdoinham

**Response to Town of Bowdoinham Solar Power Purchase Agreement
Request for proposals**

Submitted 7/27/2020 to
Town of Bowdoinham
c/o Nicole Briand
13 School Street, Bowdoinham, ME 04008

ReVision Energy Inc.
An Employee-Owned Solar Company
Brentwood & Enfield, NH
www.ReVisionEnergy.com
(603) 679-1777

Certified



Corporation

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1. Company Overview

ReVision Energy is the leading full-service solar company in Northern New England with over 8,000 completed installations totaling more than 50 megawatts of installed solar capacity. Founded in Liberty, ME in 2003, ReVision established its Portland headquarters in 2005 where we now operate a full warehouse with eight solar installation crews serving southern Maine and the Mid-Coast every day. Our companywide headquarters (Corporate Office) are located at 758 Westbrook Street in South Portland, ME. We have approximately 150 full time employees in Maine and more than 250 full-time employee-owners companywide.

In 2015 ReVision Energy became a Certified B Corporation as part of our commitment to put people and planet before profit by leading New England's clean energy transition. Two years later in 2017, we transitioned from to 100% employee-ownership through an ESOP Trust, thereby ensuring that every member of the 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 to deploy below-market capital to local municipalities and nonprofits through dozens of Power Purchase Agreements (PPAs).

Since launching our PPA program nearly a decade ago, ReVision Energy's in-house engineering, development, and installation teams have successfully designed, financed, and installed more than 150 solar PPA projects for tax-exempt institutions. We are proud to call Maine municipalities like Portland, South Portland, Bucksport, Chebeague, Belfast, and Woolwich, our clients and partners, alongside leading educational and nonprofit organizations like Dartmouth College, Unity College, and College of the Atlantic. Figure 1 below is a non-exhaustive list of projects ReVision has worked on with municipal and non-profit customers that are similar in scope to our proposed system for Bowdoinham.

Figure 1. Comparable Municipal and Nonprofit Solar Projects in Maine and New Hampshire

Municipal Solar Array	Capacity (DC)	Install Year	Installation Type
North Yarmouth, Town of	110 kW	2019	Flush Roof Mount
Lebanon, City of (NH)	106 kW	2019	Flush Roof Mount
Wolfes Neck Farm	75 kW	2019	Flush Roof Mount
Mount Desert	76.5 kW	2018	Flush Roof Mount
Camden Hills Regional High School	149 kW	2015	Flush Roof Mount

In recognition of our technical excellence, 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). In 2019, we were recognized as best-in-class among certified B Corporations as a "Best for the World" company.

In addition to solar photovoltaics, ReVision has also 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 development to installation and ongoing system maintenance, including:

- Grid-Tied Solar Electric (PV) Systems
- Air-Source Heat Pumps
- Electric Vehicle Charging Stations
- Smart-Grid Storage Technologies
- LED Lighting Design and Installation
- Community Solar Farms
- Project Development
- Project Financing
- Operations & Maintenance
- Consulting Services

As a certified B Corporation, 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 as we continue to grow. We are also committed to expanding opportunities for young people in the trades through ReVision Energy Technical Center, the first in-house solar electrical apprenticeship program in the country, which we launched in 2018. We are fully eligible to contract with any federal, state, or local agencies.

2. Solar Design & Cost Proposal

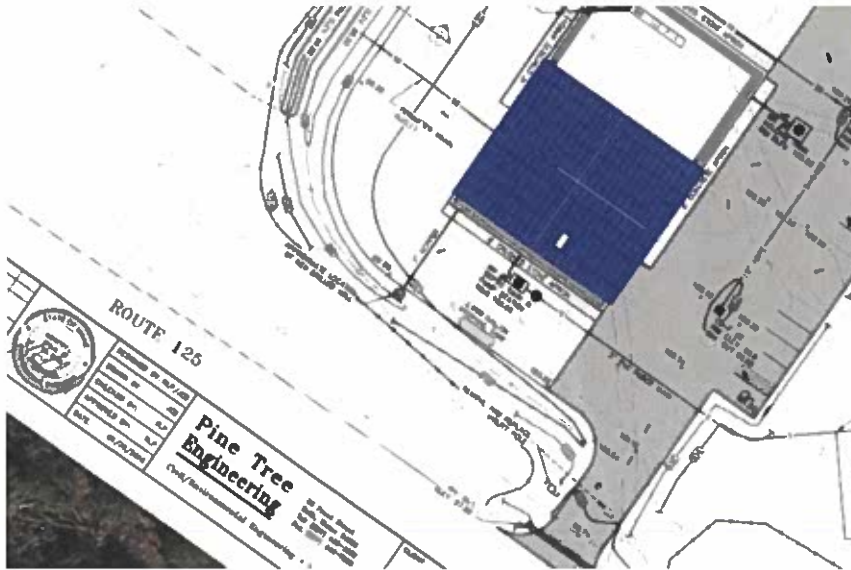
After completing our engineering assessment of the Bowdoinham Public Works building, Fire Station, and closed landfill, ReVision Energy is pleased to propose a 105.2 kW (DC) roof-mounted solar project on the roof of the Bowdoinham Public Works building. We are also providing an offer to purchase commercial net metering credits from a remotely located solar array.

Public Works Solar

As shown in Figure 1, the Bowdoinham Public Works solar array has a nameplate capacity of 105.16 kW (DC), an inverter AC nameplate of 74.6 kW (AC) and is projected to generate 112,561 kWh of clean solar electricity a year. The system utilizes the latest industry-standard Tier 1 REC solar modules at 440-watt efficiency, SolarEdge single phase inverters, SolarEdge data monitoring, IronRidge XR100 racking, and associated equipment. All the equipment specified here meets or exceeds the requirements laid out by the Town in the RFP. Spec sheets and warranty information for all equipment can be provided upon request. The solar array was sized so that it would not require upgrading to a much larger transformer at the Public Works buildings thereby saving all parties that cost. Major PV system components are summarized in Figure 5 below.

Our in-house Engineering team uses industry-leading HelioScope software and the latest available satellite and LIDAR imagery to custom design each system and model production on an hourly, daily, monthly, and annual basis utilizing the TMY2 federal weather dataset for Maine. The year 1 production estimates incorporate the specific pitch (3°), azimuth (215° SW), and other design features as well as external factors such as irradiance, soiling conditions, temperature, and reflection. Annual system output degradation is 0.5% a year based on US government data and our own experience installing and monitoring thousands of solar arrays in the region. The specific monthly production data and sources of system loss are included for the project in Figure 2 below.

Figure 1. Bowdoinham Public Works Building - Engineer's Rendering of 105.2 kW (DC) Array

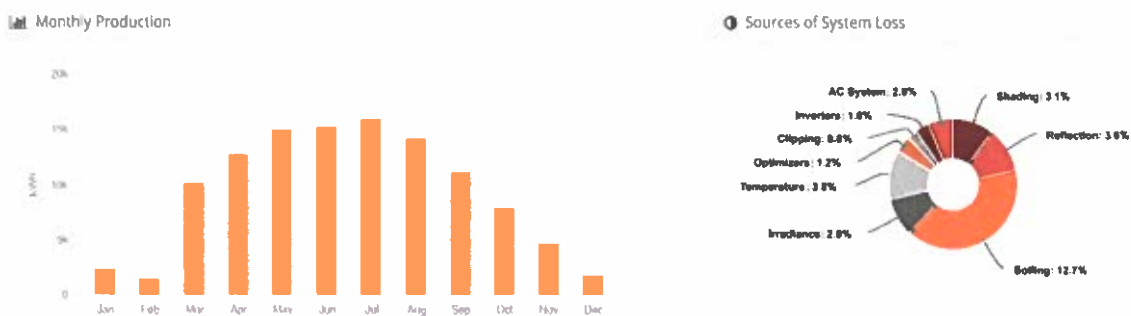


We are not currently carrying Central Maine Power imposed interconnection costs in our proposal. Because the actual amount of these costs can only be determined after an interconnection application is filled with CMP, we did not wish to speculate on what that cost would be. Based on our knowledge of this location and the Central Maine Power distribution network interconnection requirements for similar systems, we expect interconnection costs to be between \$5,000 and \$10,000. The costs can be folded into the PPA through a higher rate or paid up front by the Town. If selected by the Town, ReVision will promptly initiate a utility interconnection application to confirm the amount of these additional expenses.

In order to take advantage of the commercial tariff program in Maine, the solar array must be connected directly to the Central Maine Power distribution network. Because the system is not connected directly to the building, there will be no effect on demand charges to the Town. However, the demand charges can be offset on a dollar basis by the solar production.

The SolarEdge data monitoring provides a robust suite a built-in feature to monitor system performance online. Calculations such as instantaneous, average, and total output; daily, monthly, and yearly production; and emissions avoided in comparison to real world examples. ReVision is happy to assist the Town with integrating the monitoring into the Town's website.

Figure 2. Monthly Production and Sources of System Loss



Solar PPA Project Financials: Public Works Building

Together with our local impact investor partners, ReVision Energy is pleased to provide a 20-year Power Purchase Agreement (PPA) for the solar project in 2021 at no upfront cost to the Town, with discounted early purchase options to maximize long-term savings. The ReVision PPA rate of \$0.1195 per kWh¹ would start at 9% below the Town's current effective electricity rate of \$0.1295 per kWh. The PPA rate would rise by 2% beginning in year 3 or more than 20% less than historic and projected Maine electricity inflation, according to the US Energy Information Agency (DOE)².

This PPA rate offer is based on conservative estimates of the current cost of project development, engineering, permitting, and installation. It is made possible thanks to low-cost, local impact investor capital through ReVision Solar Impact Partners (RSIP). RSIP PPAs also provide a highly-discounted buyout option of 60% of the upfront system cost in year six, substantially lower than standard commercial buyout rates. Although there is never any obligation to purchase the project, the earlier the Town exercises its voluntary buyout option of \$131,000 in Year 6 (declining annually thereafter), the larger the lifetime savings.

Figure 3. Projected Option 1 PPA Cost Savings and Levelized Cost of Energy vs. Utility

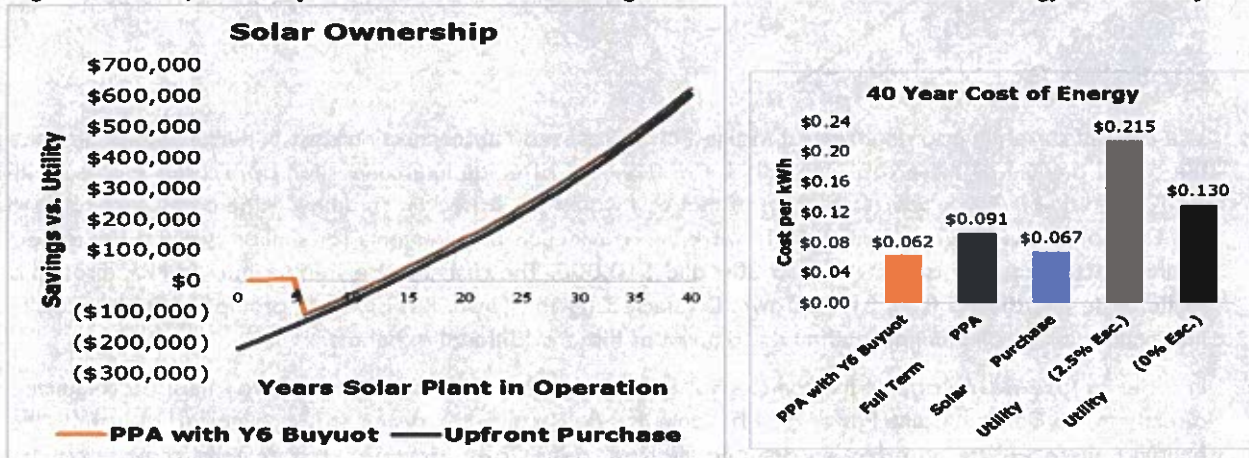


Figure 3 shows projected revenue/savings and levelized cost of energy from the solar array compared to current electricity costs over the 40-plus year commercial lifespan of the Public Works solar array. When we include the optional early buyout cost, full O&M services throughout the system life, full inverter replacement, 2% annual PPA escalator, and panel degradation of 0.5% per year, the system generates \$240,000 in net savings over the 25-year warranty period of the solar panels and approximately \$630,000 in savings of the 40+ year commercial lifespan.

The long-term levelized cost of solar energy over the life of the arrays is just \$0.063 per kWh with the early buyout, as compared to CMPs utility rates which carry an expected average 40-year cost of \$0.218 per kWh. If the Town of Bowdoinham opts not to buy the array (worst-case scenario), the 20-year savings are

¹ The PPA pricing in this section assumes investor-owned RECs with declining annual value and phase out in Y10

² Analysis of US Energy Information Administration (EIA) data for 2003-2016 shows an average annual rise of 3.2% in the total price for the electric industry across all six New England States

(https://www.eia.gov/electricity/data/state/avgprice_annual.xlsx); according to the US EIA Annual Energy Outlook 2018, "Table B. Electricity Supply, Disposition, Prices & Emissions", nominal end-use prices are projected to rise by an average 2.5% across all sectors from 2017-2040 (https://www.eia.gov/outlooks/aeo/excel/aeotab_B.xlsx)



still in excess of \$135,000 with a levelized cost of \$0.1424 per kWh, and the investor partner will decommission after the end of the contract at no cost to the Town.

Figure 4. Bowdoinham Public Works Solar Project Financial Highlights & Environmental Benefits

Project Design		Term PPA (25-years)	
Project Size kW DC (Panels)	105.16	Approx. annual savings	\$ 1,000
Project Size kW AC (Inverters)	74.60	10-year savings	\$ 18,000
Year 1 Projected Generation (kWh)	112,561	20-year savings	\$ 49,000
PPA Details		PPA with Year 6 Buyout	
Y1 PPA Rate (\$/kWh)	\$0.1195	Years 1-5	
PPA Rate Escalator starting in Y3	2.0%	Approx. Y1 savings	\$1,000
Year 6 early buyout price	\$131,539	Year 6 buyout	
		Upfront Investment	\$131,539
		Y1-5 Savings	\$8,000
Environmental Benefit		Years 6-40	
Annual CO2 offset (lbs), equal to...	119,090	Annual energy savings	\$123,539
Gallons of gasoline not burned	6,076	Annual REC revenue	
Passenger cars removed from the road	11	20-year savings	\$16,000
Gallons of propane not burned	9,381	40-year savings	\$1,000
Pounds of coal not burned	1,300		

Should the Town exercise the buyout option, ReVision will continue to offer operations and maintenance on the array for roughly \$925 per year. We cannot name an exact price at this time because any operations and maintenance agreement would be entered five years in the future. This would be for the same level of service, including monthly monitoring and an annual inspection, as the project will receive for its first five years in operation.

Figure 5. Major Solar Equipment, Warranty periods, and Anticipated Lifespan

Major Equipment	Warranty Period	Commercial Lifespan
REC Alpha 440W Solar Modules	25 years	40+ years
SolarEdge Single Phase Inverters	12 years	15-20 years
IronRidge XR100 Solar Racking	20 years	40+ years
SolarEdge Data Monitoring	5 years	15-20 years

Offsite Solar

As an alternative solar project for the Town, we can offer the Town a 10 percent discount to the commercial tariff credit for a term of 20 years for credits purchased from a remotely sited solar array. The Town would have no option to buy the system and would be grouped with other customers, likely other municipalities and nonprofits, on one larger solar array. During the 20-year term, the Town must agree to purchase a set amount of generation from the solar array. The Town would receive credits on its CMP bills, and whatever the value of the credit, the Town would pay the investor 90% of that amount. After 20 years the contract would end, and the Town would have no further obligation under the agreement. This structure prevents the Town from enjoying the benefit of solar ownership, but it allows the save money on a consistent basis for 20 years without needing to commit any Town owned buildings or land to host a solar array. Figure 6 below shows the total expected 20-year savings to the Town under this type of agreement to be around \$35,000.

Figure 6. Projected Savings from Remote Project

Year	Utility \$/kWh	PPA \$/kWh	PPA Annual Cashflow	PPA Cumulative Cashflow
0				
1	\$0.1295	\$0.1166	\$1,458	\$1,458
2	\$0.1327	\$0.1195	\$1,487	\$2,944
3	\$0.1361	\$0.1225	\$1,516	\$4,460
4	\$0.1395	\$0.1255	\$1,546	\$6,007
5	\$0.1429	\$0.1286	\$1,577	\$7,584
6	\$0.1465	\$0.1319	\$1,608	\$9,192
7	\$0.1502	\$0.1352	\$1,640	\$10,833
8	\$0.1539	\$0.1385	\$1,673	\$12,506
9	\$0.1578	\$0.1420	\$1,706	\$14,212
10	\$0.1617	\$0.1456	\$1,740	\$15,952
11	\$0.1658	\$0.1492	\$1,775	\$17,727
12	\$0.1699	\$0.1529	\$1,810	\$19,537
13	\$0.1742	\$0.1567	\$1,846	\$21,383
14	\$0.1785	\$0.1607	\$1,883	\$23,265
15	\$0.1830	\$0.1647	\$1,920	\$25,185
16	\$0.1876	\$0.1688	\$1,958	\$27,143
17	\$0.1922	\$0.1730	\$1,997	\$29,141
18	\$0.1970	\$0.1773	\$2,037	\$31,177
19	\$0.2020	\$0.1818	\$2,077	\$33,255
20	\$0.2070	\$0.1863	\$2,119	\$35,373

3. Project Timeline

As a result of consistently high demand for turnkey and PPA-financed solar projects from C&I clients as well as the normal utility, permitting and procurement timelines, ReVision Energy anticipates a 5-7-month timeframe from contract execution to completion of the Public Works solar project. The time for contract approval is largely within the Town's own control but our experience with other municipalities suggests it will take a minimum of 1-2 months. During the contract process, we take an active role educating Town officials and the public through stakeholder meetings and communications.

Once contracts have been executed, ReVision completes a full onsite technical analyses; finalizes For Construction engineering designs; places financing and completes contract negotiations with our PPA investor partners; procures all solar equipment; and manages the local/state permitting, utility interconnection, and net metering agreements on the Town's behalf. Once the required approvals have been obtained, we schedule our crews of certified electricians and electrical apprentices to complete each installation in the shortest possible time (sometimes in conjunction with a single highly-qualified electrical subcontractor), typically 2-3 weeks for projects of this scale. Following installation, we manage final inspections, commissioning, and the REC aggregation process so that all installed systems are placed into commercial operation without delay.

4. Project Team

ReVision Energy's project team for the Town of Bowdoinham brings over a century of combined experience in the relevant areas outlined in the RFP. ReVision consciously eschews organizational hierarchies by practicing a unique model of distributed leadership and team-based collaboration on projects like the Town of Bowdoinham. The following employee-owners will have direct involvement in performing the requisite project development and management services, along with our highly qualified solar electricians and apprentices during the final construction phase.

ReVision's overall project lead for the Town of Bowdoinham proposal is John Dunster, C&I Solar Consultant. He can be reached at (978) 384-0651 or jdunster@revisionenergy.com.

Figure 7. Primary Project Team Members and Roles

Name	Title	Role
William Behrens	Co-Founder	Organizational & financing lead
John Dunster	C&I Solar Consultant	Town of Bowdoinham project lead
James Hasselbeck	Director of Operations	Operations team lead
Stephen Hinchman	Chief Counsel	Legal & finance lead
Geoff Sparrow	Director of Engineering	Design and engineering lead
Josh Baston	Commercial Project Mgr.	Construction lead

Bill Levay	Master Electrician	Company Electrician Lead
Christopher Lee	Master Electrician	Electrical/O&M lead

Project Team Resumes

William Behrens, PhD, *Co-Founder and Managing Partner*

As a managing partner at ReVision Energy, Bill provides oversight to both the Engineering and Finance divisions. 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
- Spearheads ReVision's solar PPA program for more than 130 municipalities and other tax-exempt institutions throughout New England as principal of ReVision Solar Impact Partners



James Hasselbeck, *Director of Operations (NABCEP-certified)*

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.

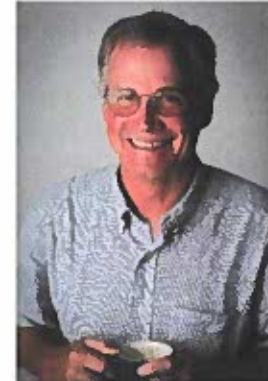
- Oversees design, estimating, project management, and commissioning for our municipal and commercial installations
- NABCEP certified solar PV installer and has completed over 120 hours of Interstate Renewable Energy Council (IREC) certified Advanced Solar Design courses.
- Oversaw the expansion of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





Stephen Hinchman, Esq., *Chief Counsel & Director of Development*

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 for municipalities like Bowdoinham. 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 \$15+ 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 in federal courts
- 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

Geoff Sparrow, P.E., *Director of Engineering (NABCEP-certified)*

Geoff is one of the most knowledgeable and experienced solar professionals in northern New England, having guided the design and installation of thousands of solar energy systems since joining ReVision Energy in 2006. After graduating with a BS in Mechanical Engineering from the University of New Hampshire, he worked for one of the largest mechanical contracting firms in the state before starting his own small construction firm and then joining ReVision Energy.



- Manages the commercial engineering team and ensures that the final system design and installation meet or exceed all NABCEP and National Electric Code requirements
- NABCEP certified solar PV and solar thermal installer
- Licensed Professional Engineer (PE)

Bill Levay, *Master Electrician*

Bill has over 12 years of electrical construction experience and has been a vital part of ReVision Energy's team since 2011. Bill earned his AAS in Electrical Construction from Kennebec Valley Community College in 2006 and his BA in Business from the University of Maine in 2010. Prior to joining ReVision, Bill worked for solar startup Vox Energy Solutions in Pittsburg, PA. He splits time between all four offices, establishing companywide standards and implementing industry-best installation practices.

- Oversaw hundreds of residential and commercial installations as ReVision Energy's companywide Master Electrician
- Holds Revision's Corporate Electrician license in Massachusetts and New Hampshire and Master Electrician license in Maine, Vermont, and Connecticut
- Certified NABCEP solar PV installer
- Member of the International Association of Electrical Inspectors (IAEI)



Josh Baston, *Commercial Project Manager*

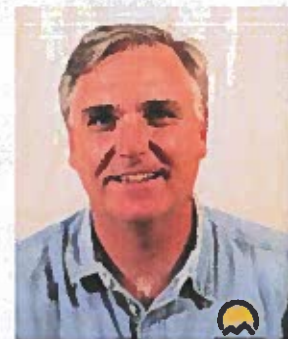
Josh has over 8 years of solar design and installation experience and has built hundreds of commercial and residential installations. After earning a BS in Geology from Northeastern University in 2004, Josh worked in the environmental industry prior to joining ReVision Energy in 2008. He now works with both ReVision's design and commercial operations teams to help ensure efficient, safe, and code compliant commercial installations. Josh has extensive experience with GIS mapping, site layouts, interconnection work, and permitting for commercial and solar farm installations.

- Certified NABCEP solar PV installer
- Journeyman Electrician in Maine and New Hampshire



John Dunster, *C & I Solar Consultant*

Prior to joining Revision, John spent 6 year as a Director of Business Development for Northeast Energy Designs and Solution (NEEDS) based in Stamford CT. NEEDS was focused on helping their clients achieve energy sustainability while developing a long-term energy strategy. At ReVision, John helps commercial and institutional customers achieve their energy independence, financial, and climate goals through compelling PV solar solution. Before embarking on his career in energy sustainability, John spent almost 30 years in the newspaper business.





Christopher Lee, Master Electrician & O&M Lead (NABCEP-certified)

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 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

5. Project References

Town of Mount Desert

The Town of Mount Desert's solar array was installed on the roof of their public works building and was financed via a PPA. The Town, like many on Mount Desert Island, decided to embrace solar electricity to reduce their dependence on electricity from the mainland. ReVision installed a 76.5 kW DC array that is used to offset the electricity usage of the public works building and 8 other electric meters owned by the Town. We are proud of our work on Mount Desert Island and the long-term relationships we have forged with the towns and villages on the Island.

Project Location: Sargent Drive, Mount Desert, ME

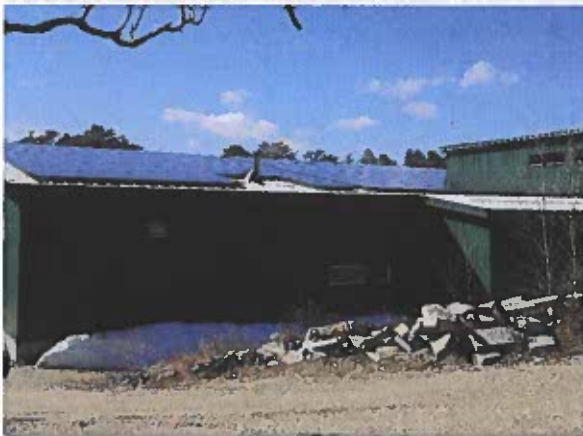
Commercial Operation Date: April 5, 2018

Project Details:

- Grid-tied roof-mounted solar PV system with a 76.5 kW (DC) array rating
- Installed 255 Hanwha QCells 300W solar modules
- Installed 5 SolarEdge 11.4kW inverters
- Installed Iron Ridge XR100 solar mounting rail

Project Challenges: Meeting customer expectations on the installation schedule and maintaining the integrity of the roof were both difficult. The array was installed on a standing seam metal roof, at the end of winter, and the Town was concerned with any penetration of the roof. Our installation crew had to battle snow and cold temperatures, even shoveling the roof off, to get the project installed. To minimize holes in the roof structure, and possible water leakage, special clamps were used to attach the solar to the roof structure.

Reference: Tony Smith, Public Works Director, director@mtdesert.org



Wire Belt Company of America

The Wire Belt project was installed on the roof of the Wire Belt factory in Londonderry, NH. This is actually the second PV solar project ReVision installed for Wire Belt. In 2015, ReVision installed a 51.15 kW dc array that only partially filled Wire Belt's roof. To increase their use of green energy, Wire Belt had ReVision install another array. Their second array was 123.22 kW dc, bringing their total PV solar investment to 174.4 kW dc.

Project Location: Harvey Rd, Londonderry, NH 03053

Commercial Operation Date: May 9, 2018

Project Details:

- Grid tied roof-mounted solar PV system with a 123.22 kW (DC) array rating
- Installed 404 Q CELLS 305 Watt solar modules and 206 SolarEdge P700 DC Optimizers
- Installed 3 SolarEdge 33.3K inverters
- Installed Ecolibrium EcoFoot 2+ ballasted racking

Project Challenges: ReVision had to design the new solar system to integrate seamlessly with the previously installed system. Circuit breaker sizing had to be double checked to avoid problems with the building electrical system. With Wire Belt being a full-time manufacturing facility, we had to install the system with minimal disruptions to manufacturing operations that were occurring under our installer's feet. Shutting off power to the factory needed to be carefully coordinated with plant management to minimize production disruptions.

Reference: David Greer, CEO, dgreer@wirebelt.com



Dartmouth College Campus Conversion (PPAs) - Hanover, NH (1.4 MW)

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, MacLean Engineering Sciences Center, and Davis Varsity House. 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 year. In March 2018, ReVision was awarded another competitive RFP to install eight additional on-campus solar projects totaling over 500 kW across more than a dozen rooftops as the College continues its ambitious plan to reduce carbon emissions by 50 percent by 2025. In September 2019, ReVision was awarded the College's third RFP to install three additional projects totaling 656.2 kW. ReVision and its impact investors have provided PPA financing for all systems.

Project Location: Multiple on-campus buildings on Hanover, NH

Commercial Operation Date: December 20, 2017 (Phase 1); October 31, 2018 (Phase 2); Fall 2020 (Phase 3 – under construction)

2017-18 Project Details:

- McLaughlin Residences - 133.4 kW with (417) 320-watt panels and SolarEdge (SE) 3-phase inverters
- Berry Sports - 137.25 kW with (450) 305-watt panels with SolarEdge 3-phase inverters
- McLean Engineering- 53.7 kW dc array with (179) 300-watt panels with SE inverters
- Additional facilities include: Class of '53 Commons, Sudikoff Building, Silsby Building, Russell Sage Building, Kemeny-Haldeman Building, Haldeman Building, Moore Hall, Fahey-McLane Building, Dartmouth Organic Farm, Dartmouth Outing Club

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



APPENDICES

Attached:

1. Required Project Proposal Forms

Available on Request:

1. Solar Helioscope Production Reports
2. Major Component Spec Sheets and Warranties
3. O&M Services Flyer and Checklist
4. PPA Cash Flow Models
5. ReVision Safety Policy

EXHIBIT 1
PROJECT PROPOSAL FORM FOR SOLAR PHOTOVOLTAIC PROJECTS

**** THIS SHEET MUST BE INCLUDED IN YOUR PROPOSAL ****

The undersigned hereby declares that they have read and understand all conditions as outlined in this Request for Proposals, and that the proposal is made in accordance with the same.

COMPANY NAME: ReVision Energy Inc.

AUTHORIZED SIGNATURE: Fortunat Mueller

DATE: 7/23/2020

PRINT NAME & TITLE: Fortunat Mueller, President

ADDRESS: 758 Westbrook Street, South Portland, ME 04106

E-MAIL ADDRESS: jdunster@revisionenergy.com

PHONE NUMBER: (978) 384-0651 FAX NUMBER: _____

TYPE OF ORGANIZATION (PARTNERSHIP, CORPORATION, INDIVIDUAL, OTHER):
Corporation

STATE OF INCORPORATION, IF APPLICABLE: Maine

FEDERAL TAX IDENTIFICATION NUMBER (Required): 82-2934561

AUTHORIZED SIGNATURE: Fortunat Mueller

DATE: 7/23/2020

NOTE: Proposals must bear the handwritten signature of a duly authorized member or employee of the organization submitting a proposal.

EXHIBIT 2
PRICING PROPOSAL FORM FOR A SOLAR POWER PURCHASE AGREEMENT

PAGE 1

** This form must be filled out for each proposed project.*

Solar Provider Name:	ReVision Energy Inc.
Facility Name:	Bowdoinham Public Works Building

System Equipment

Photovoltaic Module:	
Manufacturer or equivalent:	REC Solar
Model or equivalent:	Alpha 440W
Quantity (panels):	239
Inverter:	
Manufacturer or equivalent:	SolarEdge
Model or equivalent:	SE11440H-US, SE10000H-US, SE7600H-US
Quantity (inverters):	(5) SE11400H-US, (1) SE10000H-US, (1) SE7600H-US

System Cost	Cost	\$/kilowatt
Generating equipment:	\$109,077	
Balance of system:	\$21,815	
Engineering and permitting:	\$19,634	
Construction and installation:	\$65,446	
Operations and maintenance:	\$870	
Removal cost:	\$5,000	
Total:	\$221,842	2.108

Solar Provider Name:	ReVision Energy Inc
Facility Name:	Bowdoinham Public Works Building

	kW (STC)	kW (PTC)
kW capacity:	105.2	

kWh at the meter

Annual AC production

	112,561
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Price Schedule

Year	Price per kWh
1	\$0.1195
2	\$0.1195
3	\$0.1219
4	\$0.1243
5	\$0.1268
6	\$0.1294
7	\$0.1319
8	\$0.1346
9	\$0.1373
10	\$0.1400
11	\$0.1428
12	\$0.1457
13	\$0.1486
14	\$0.1516
15	\$0.1546
16	\$0.1577
17	\$0.1608
18	\$0.1640
19	\$0.1673
20	\$0.1707

Buyout price at the end of seven (7) years \$120,001
 Buyout price at the end of 5 years \$131,539