REVISION ENERGY

Vision: To transition Northern New England to a clean, solar energy-powered economy while creating positive social change.

About ReVision Energy

Certified B Corporation

bcorporation.net

Team: 220+ employee co-owners in NH, ME, and MA designing and installing residential and CI&I clean energy systems

Experience: 7,000+ solar energy systems installed since 2003

Credentials: NABCEP, Master Trade Licenses, other certifications

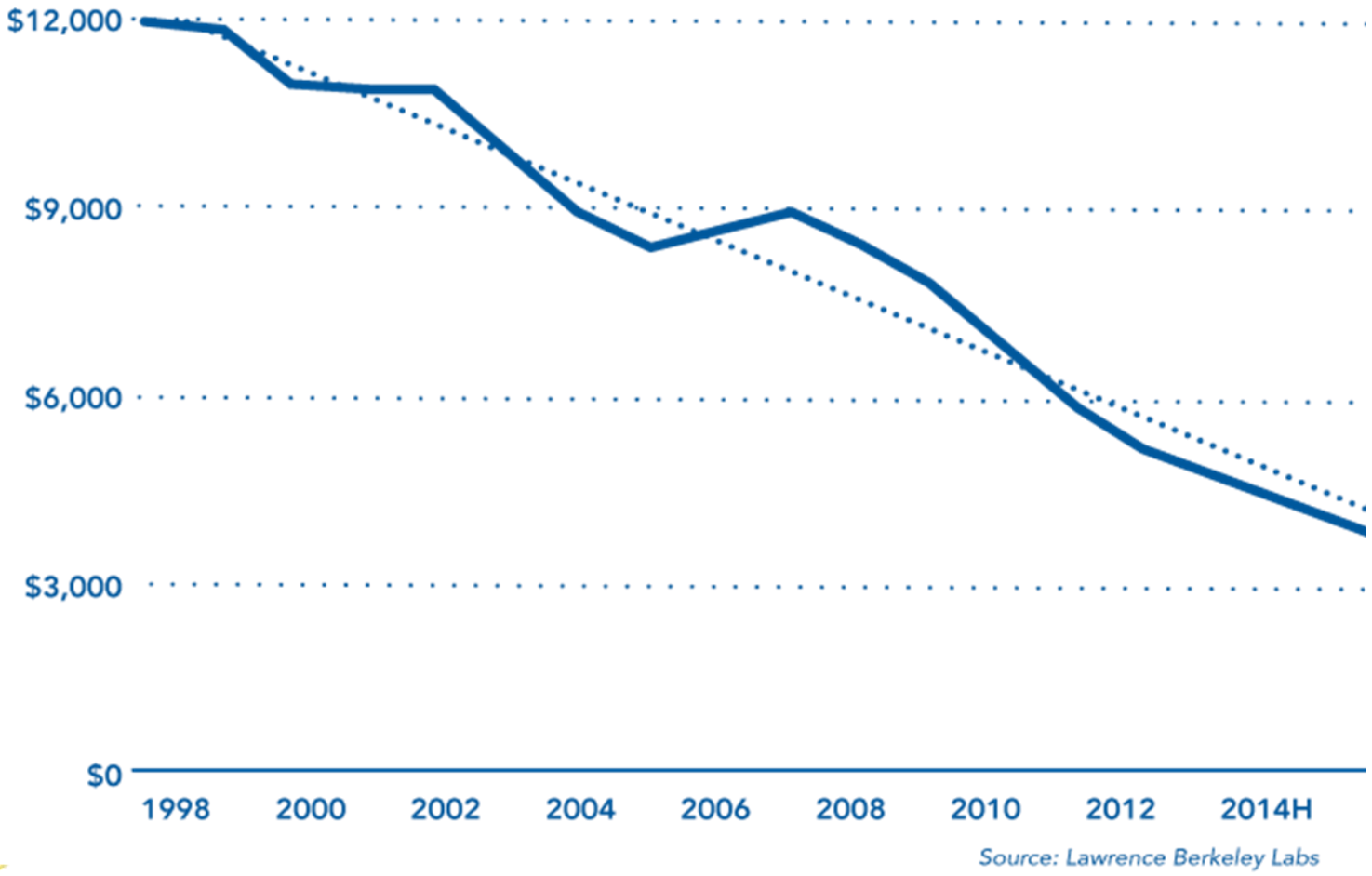
Vision: Transition Northern New England to a clean, solar energy powered economy while creating positive social change

ReVision Energy's Mission

To accelerate the transition to clean, renewable energy sources. To help local schools, governments and non-profits access renewable energy through advantageous financing partnerships.

74 kilowatt PPA project at Proctor Academy in Andover, NH

U.S. Installed Cost of Solar Power ($/kW)



Source: Lawrence Berkeley Labs

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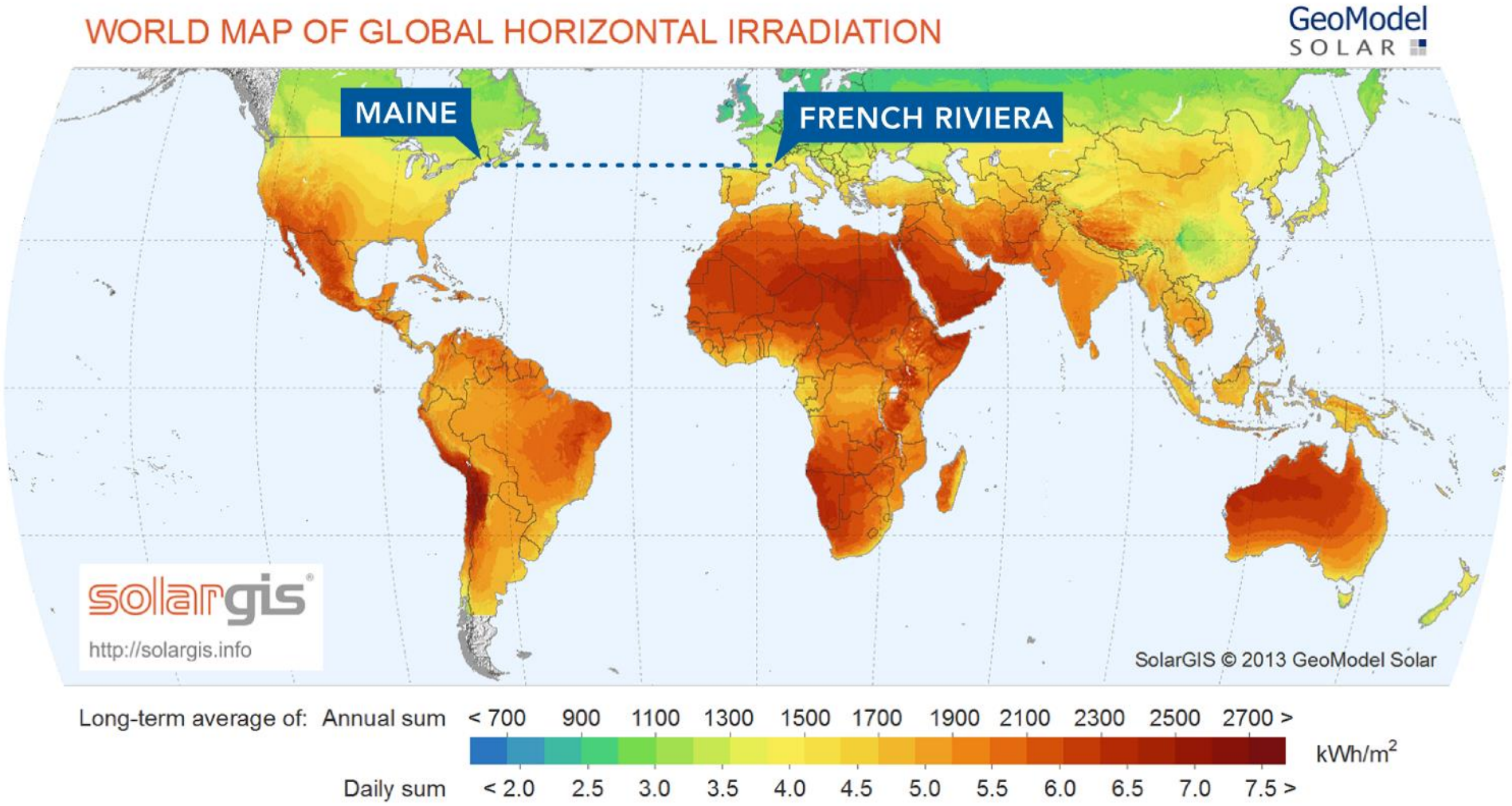
Do we get enough sunshine in New England?
Maybe not as much as the French Riviera but…

World Map of Solar Potential



Grid-Tied Solar and Net Metering

Nonprofit Solar Financing Overview

Challenge: Nonprofits Cannot Access Solar Incentives

- Federal Solar tax credit and depreciation only apply to organizations that have a tax liability
- Outright purchase would typically requires 15-20 year payback
- Many nonprofits cannot afford up-front cost or cash flow impact of financing full project cost

Nonprofit Solar Financing Overview

Solution: Solar Power Purchase Agreement (PPA)

- Nonprofit leases roof/land to third party finance partner
- Finance partner owns and operates solar array for 5+ years
- Finance partner sells power from solar to non-profit at a competitive rate
- Beginning in year 6, non-profit may purchase solar array at a discount to maximize long-term savings (optional)

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Solar PPA Structure

Finance Partner

- Provide capital and form solar LLC
- Build, own, operate array 5+ years
- Recoup investment through:
  - Federal tax credit, depreciation
  - Energy payments from nonprofit
  - REC sales, rebates (if applicable)
- Pass on savings by selling array to nonprofit in year 6 or later (optional)

Nonprofit

- Provide roof/ground space for solar
- Purchase solar electricity produced on site at below-market rates
- Purchase solar array in year 6 or later (optional) at significant discount
- Maximize electricity cost savings by owning and operating solar array for full 40+ year lifespan

Finance Partner(s)

- *Tax Investor*
- *Major Donor*
- *ReVision Energy*

Special Purpose LLC

- *Build solar project*
- *Own, operate for 6+ yrs.*
- *Sell power to host org.*

PPA

Host Nonprofit

- *Lease space for solar*
- *Buy solar power*
- *Option to buy array*

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ReVision Energy PPA Experience

Developed by ReVision

- 100+ solar arrays for nonprofits, towns, schools in NH, ME, MA
- 7+ MW installed capacity
- $25+ million solar investments

Owned/Operated by ReVision

- 60+ solar arrays in NH, ME, MA
- 5+ MW installed capacity
- $12+ million solar investments

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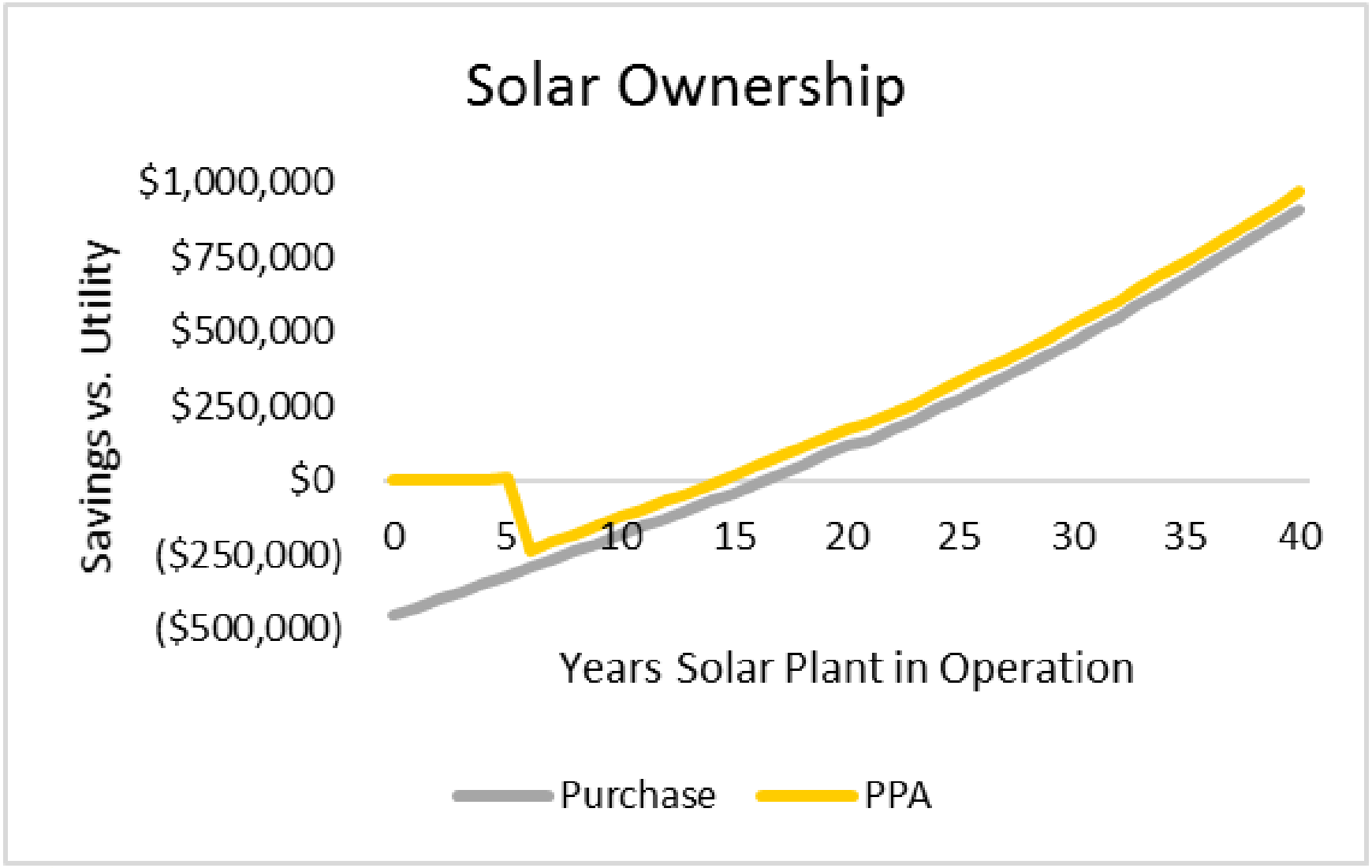
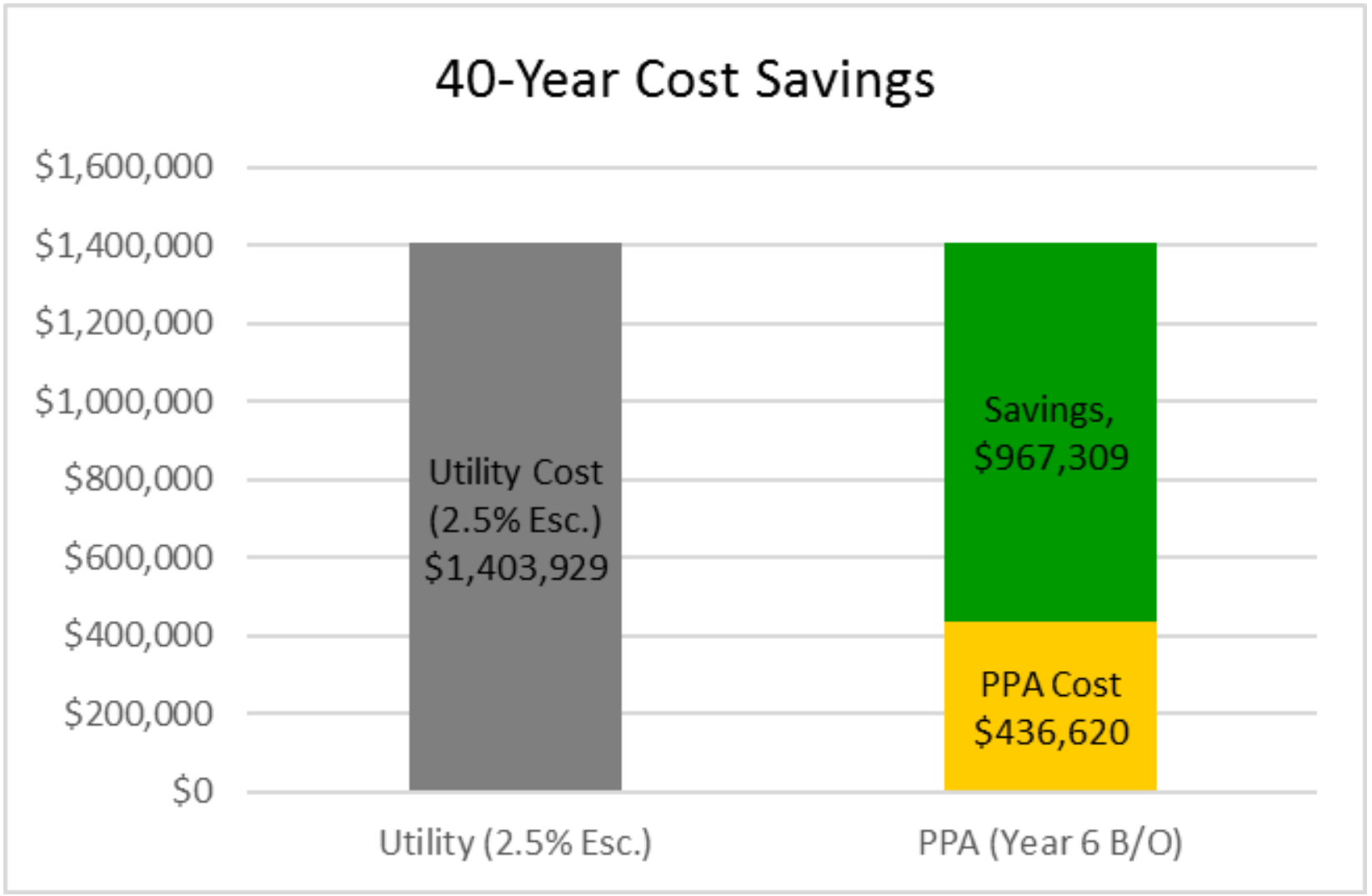
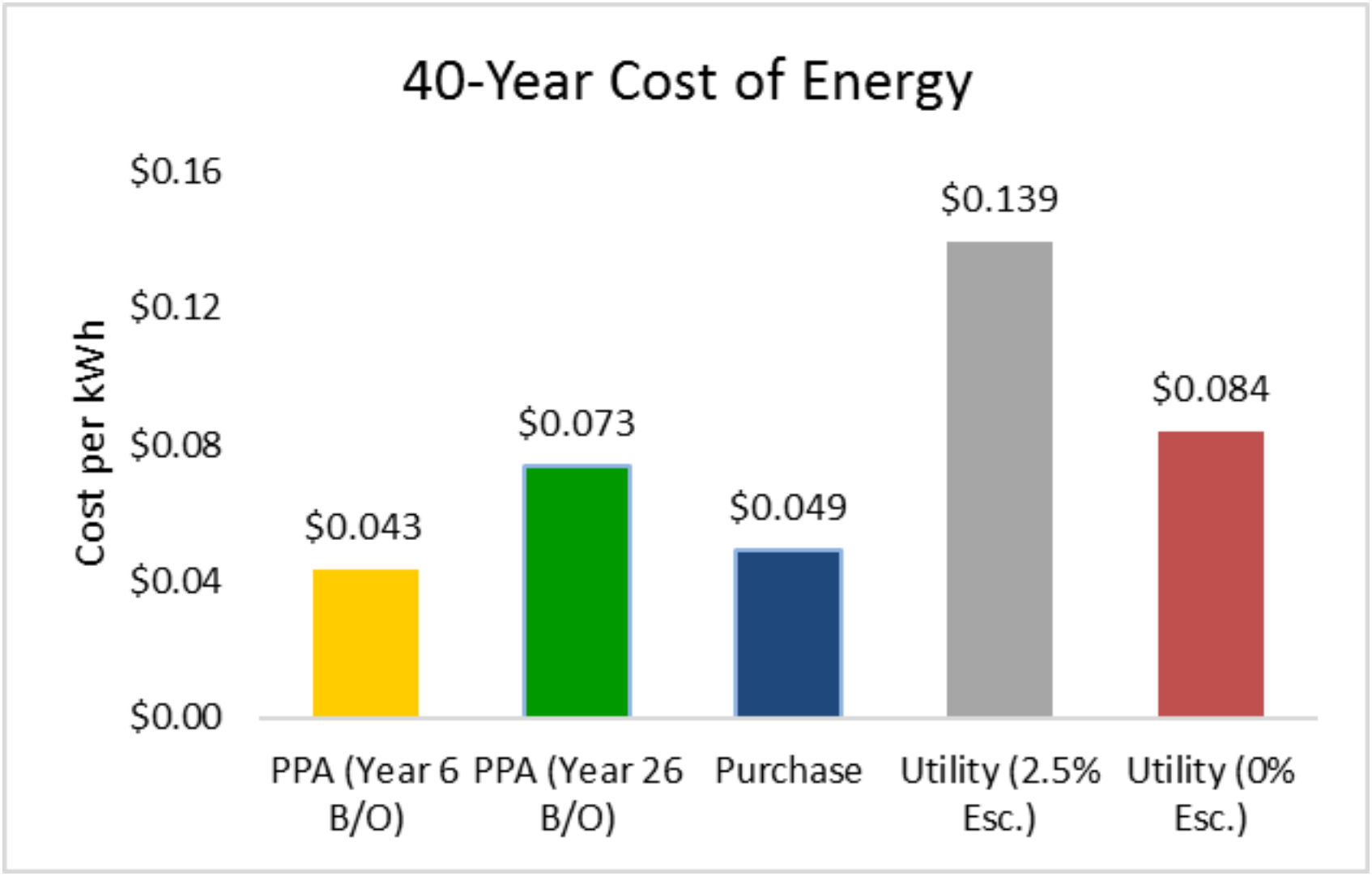

Solar Ownership
$1,000,000
$750,000
$500,000
$250,000
$0
($250,000)
($500,000)
Savings vs. Utility
0
5
10
15
20
25
30
35
40
Years Solar Plant in Operation
Purchase
PPA


40-Year Cost Savings
$1,600,000
$1,400,000
$1,200,000
$1,000,000
$800,000
$600,000
$400,000
$200,000
$0
Utility Cost (2.5% Esc.) $1,403,929
Savings, $967,309
PPA Cost $436,620
Utility (2.5% Esc.)
PPA (Year 6 B/O)


40-Year Cost of Energy
Cost per kWh
$0.16
$0.12
$0.08
$0.04
$0.00
$0.043
$0.073
$0.049
$0.139
$0.084
PPA (Year 6 B/O)
PPA (Year 26 B/O)
Purchase
Utility (2.5% Esc.)
Utility (0% Esc.)

Community Engagement

Showcasing Clean Energy Systems

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Community Engagement
System Monitoring and Education

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Public Relations
Ribbon Cutting and Public Events

MARKETING PARTNERSHIP OPTIONS

We want to help you grow your business by using your solar project to attract new customers and to connect more deeply with existing customers. ReVision Energy has 5 proven techniques to help you make the most of your solar investment:

Say Hello to our 25,000 Friends

Every month we connect with 25,000 members of the ReVision Energy community through our industry-leading newsletter 'Under the Sun.' We want to feature your business and your solar project in our communications as soon as possible after installation!

Good Times & Good People

We love whipping up excitement for solar energy by creating fun, well-attended events that attract folks by offering delicious local free food, great company and conversation about transitioning from fossil fuels to clean energy. We want to bring the people to your business and we'll do most of the work to get them there!

Eye-Popping Solar Displays & Signage

Your solar project is great news and we want to help you shout it from the rooftops. Let us help design beautiful signage that introduces the solar project to everyone who sets foot in your business. We can also include real-time performance monitoring that tells everyone exactly how much clean solar energy you are producing, and you can access that data from anywhere in the world with an internet connection.

Info Cards To Make You Stand Out

We have found that people are intensely curious about solar and sometimes you and your staff may not have time to answer all their questions yourself. Handy info cards can help answer all those questions and inspire your people to consider joining you in the effort to save money and become more energy independent.

Press Releases That Attract Media Attention

We leverage our media connections, in-house copyrighting staff and diligent use of social media to share your solar project with the world. Stories featuring our projects have been featured in the New York Times, Boston Globe, numerous local outlets, blogs, and industry websites. We are also adept at staging events to attract media attention on broadcast outlets like Maine Public, NHPR, and local television affiliates.

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ReVision Installed PPA Systems

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123 KW PPA Project
for Town of Camden, ME

110kw PPA Project for Boothbay, ME

40kW PPA Project on the Windham Fire Station

120 kW PPA Project on Capped Landfill

for City of Belfast, ME

1.02 MW Capped Landfill Project

for City of South Portland, ME

Solar for Northern New England Towns

- 256 kW for Village Dist. Eastman, NH
- 73 kW for Bar Harbor, ME
- 651 & 120 kW for Durham, NH
- 41 kW for Eliot, ME
- 114 & 46 kW for Belfast, ME
- 40 kW for Town of Windham, ME
- 110 kW for Town of Boothbay, ME
- 28 kW for Town of Yarmouth, ME
- 37 kW for Town of Wells, ME
- 42 kW- Scarborough, ME
- 21 kW- South Portland, ME

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