

2

Gouveia, Susan

From: Lashway, Lisa
Sent: Tuesday, July 29, 2014 8:42 AM
To: Canning, Sean; Gouveia, Susan
Subject: FW: It takes a community to keep your money.
Attachments: ho-The CVSG Difference-mae-2472014.pdf

Lisa Lashway
Mt. Olive Twp. Clerk
973-691-0900 Ext. 7291
FAX 973-691-2080
PO Box 450
Budd Lake, NJ 07828

From: mike@communitygreenenergy.com [mailto:mike@Communitygreenenergy.com]
Sent: Monday, July 28, 2014 4:55 PM
To: Lashway, Lisa
Subject: It takes a community to keep your money.

Hi Lisa,

As a township that looks toward a sustainable future, I wanted to share this with you and ask that you share it with the Council and appropriate staff. It will make a difference.

\$12,000,000.00

That's quite a sum of capital. And it's entirely likely that Mount Olive Twp. is either in the process of losing that amount to outsiders, or entirely missing out on acquiring it and putting it to work for you locally. Community Green Energy helps county and municipal communities like yours improve their local economies with a complete, turnkey solution for **Community Solar**, which turns your costly energy expenditures into real, local, community-shared revenue. Lots of it.

Our unique **Community Virtual Solar Garden** ('CVSG') program is not your typical absentee third-party owned solar project. Yes, the host facility is 'going green' and saving some money, too, but the typical outside investor/owner takes from you and your community, and state, all the revenue from electricity and SREC sales... for the life of the project. **Like**

\$12,000,000 or more. Our CVSG program was created and designed to prevent the 'flight' of these millions of dollars, keeping them in your own community's economic base, to be recirculated and re-spent many times over. And our CVSG program doesn't cost you a penny, either.

Consider our CVSG program for your community, not just as a 'green project' for a single site, but also, as a community development project, an economic development project, and of course, an environmentally sustainable one that can involve and benefit your residents too. These are three great reasons... and there's **12 million (\$\$)** others. The information attached will help explain the Community Virtual Solar Garden 'difference' and I'm ready to meet with you and your township to share more. Contact me anytime to set one up.

Thanks and best regards,

Mike E.



Michael A. Erickson

VP Business Development

750 Veteran's Parkway, Suite 104, Lake Geneva, WI 53147

331 Newman Springs Road Bldg. 1, 4th Floor, Suite 143, Red Bank, NJ 07701

(262) 248-0927 ext. 3100

(612) 306-4578 mobile

mike@communitygreenenergy.com

www.communitygreenenergy.com

Connect with me on LinkedIn: www.linkedin.com/pub/michael-erickson/3/4b7/1ba

Follow us on Twitter: twitter.com/CommGreenEnergy

Like us on Facebook: facebook.com/communitygreenenergy

Subscribe to our YouTube channels: youtube.com/CommGreenEnergy



The Community Virtual Solar Garden *Difference*

On-site solar electricity may be of interest to your municipality, or even your goal, for many good reasons: it's clean, renewable energy; it can help cut your energy costs; or perhaps it's just the right thing to do. Working with a third-party developer/owner-operator to create your solar system is your likely route to directly using solar energy; after all, you only want the energy, not the liability for inverters or panels, right? But did you know that third-party ownership models for solar systems aren't created beneficially equal?

Traditional Third-Party Ownership Model

In the traditional third-party ownership arrangement, a developer will build the solar system, and an outside investor will own, operate, and maintain your solar system, all at no cost to you. You will pay the investor, under a Power Purchase Agreement ('PPA') for the electricity that is generated over the life of the system and the investor is free to do whatever he wants with that revenue, which typically means taking it out of the community, the state, and maybe even the country! And the investor will likely own the value of the environmental attributes of your system, too, the renewable energy certificates (RECs), which they'll take with them as well.

The Community Solar Ownership Model

Alternatively though, you can choose a third-party arrangement known as community solar. Like a traditional arrangement, Community Green Energy ('CGE') will build, fund, own, operate, and maintain your solar system at no cost to you. You also still pay CGE for the electricity that is generated. However, as a community solar garden, CGE sells the ownership rights to panel and REC production to residents and businesses in the surrounding community, and that PPA and REC revenue is distributed to them to help pay their own electric bills, as if the community solar panels were on their own roofs. In this way, the solar system electricity and REC revenue remains within the community, where it is more likely to be recirculated (re-spent), promoting local economic growth right where it is needed. Not only does it keep money in the local economy, it also affords an opportunity for the 75% of people, who are unable to place solar on their own roof, enjoy the benefits of renewable energy too.



What the 'Difference' Looks Like

	Traditional Solar Model	Community Solar Model
Size of the Array	700kW	700kW
Annual Electricity Production (kWh)	875,000	875,000
Initial Cost of Electricity (\$/kWh)	\$0.09	\$0.09
PPA Term	20 Years	20 Years
Inflation Rate	2%	2%
Total Cost of Electricity Over Term	\$1,865,000	\$1,865,000
Est. SREC Revenue Over Term	\$410,000	\$410,000
Money Redistributed Back to Community Over PPA Term	\$0.00	\$2,275,000

Choosing to 'go solar' either way will get you the clean, lower cost, renewable energy you desire for your own facility. With the Traditional Solar Model, the long term economic benefits from the project are lost to the local community, taken by the outside investor. Using the Community Solar Model, all the long term economic benefits are distributed to local participants and retained locally. The choice would seem obvious.



...Only from Community Green Energy