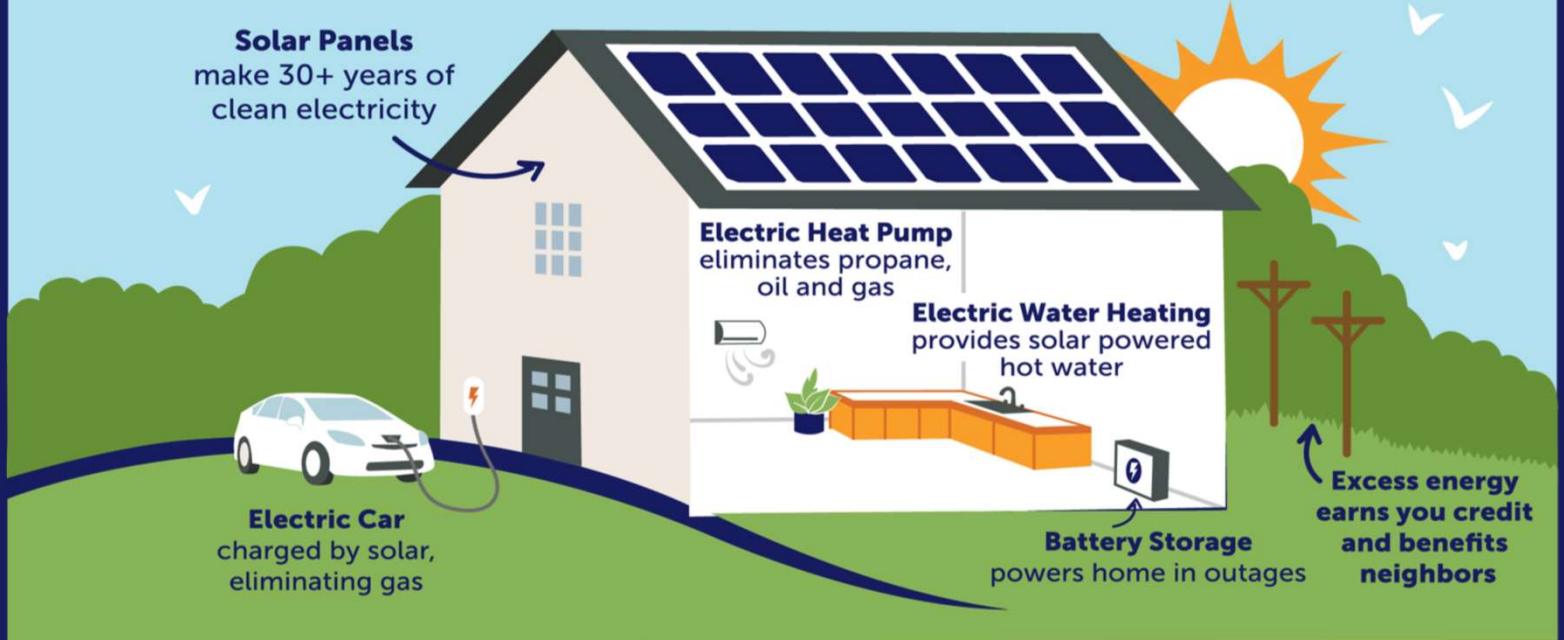


Pricing is valid for 30 days from Proposal Date

# YOUR SOLAR HOUSEHOLD



## Clean Energy Technologies Included in this Proposal



	<b>PRODUCT</b>	Covers any panel defects and promises superior quality for at least 20 years. All panels are eligible for a +5 year product warranty extension, as part of the REC ProTrust Warranty.
	<b>PERFORMANCE</b>	Ensures that REC panels perform exactly as expected to - every year for 25 years. Higher warranted power and higher annual yields, enable greater ROI predictability.
	<b>LABOR</b>	Unique to the REC ProTrust Warranty, this gives added protection in the unlikely event that an REC panel needs to be serviced.

## All clean energy technology installed by co-owners of ReVision Energy





# Your 9 kW Solar Electric System

Estimated to produce 7423 kWh of clean electricity annually

## Finance

Loan Product - UMass Five CU: 15 yr, 5.99%  
 System Cost \$ 32,275  
 26% Federal Tax Credit \$ 8,392 (Paydown)  
 MA State Tax Credit \$ 1,000 (Paydown)

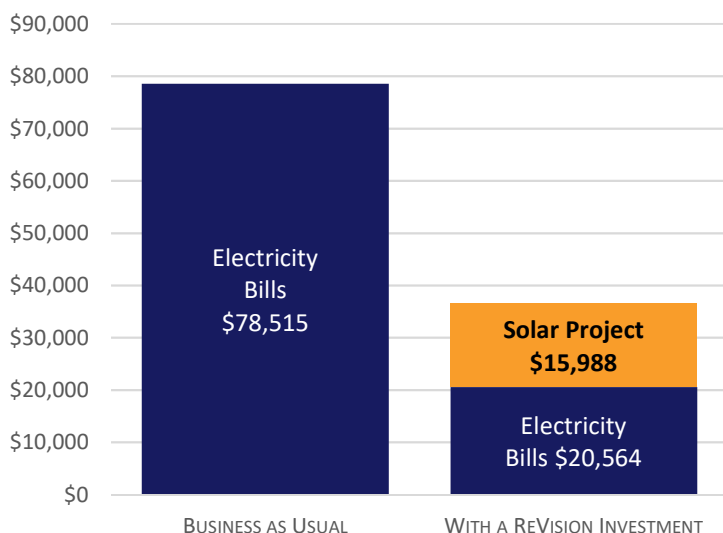
Loan Payment for 12 Months \$ 161  
 Loan Payments after Paydown \$ 202

## Cash

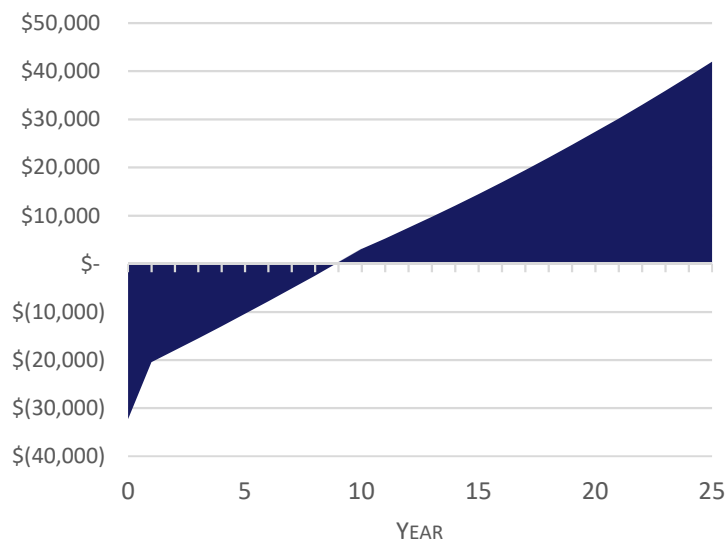
Installed System Cost \$ 32,275  
 26% Federal Tax Credit \$ 8,392  
 MA State Tax Credit \$ 1,000  
 Net Cost after Tax Incentives \$ 22,884

10 Year SMART Income \$ 6,895  
 Your Net Solar Investment \$ 15,988

Grid Electricity vs Solar Project



Cash Flow over Project Term



Graphs and solar electricity rates illustrating **Cash** payment method with all incentives including \$ 0.095 per kWh in SMART Program income for your clean energy contribution!

Electricity Rate from the Grid Today	\$ 0.230	Your 25y Solar Electricity Rate	\$ 0.091
Electricity Rate from the Grid in 25 years	\$ 0.468	Your 30y Solar Electricity Rate	\$ 0.077

The utility charges you for electricity generated by a distant fossil fuel power plant, with annual rate increases expected. Your solar electricity rate is the equivalent price you are paying by investing in your own clean electricity supply for the 30+ year expected life of the system.

## Major System Components

- (25) REC Alpha Series - 360 Watt all black Solar Panels or equivalent
- (25) Enphase IQ 7+ microinverters
- (183) Ironridge Black Anodized Mounting Rail
- (5) EcoFasten Flashed Attachment Kits

## Warranties

REC provides a standard 25-year product warranty and 25-year linear performance warranty.  
 Enphase Energy offers a 25-year warranty on microinverters

In addition to servicing all manufacturer's warranties for you, ReVision Energy provides:  
 10 year warranty for defects in labor and workmanship and a 10 year warranty against damage and water infiltration at each roofing penetration

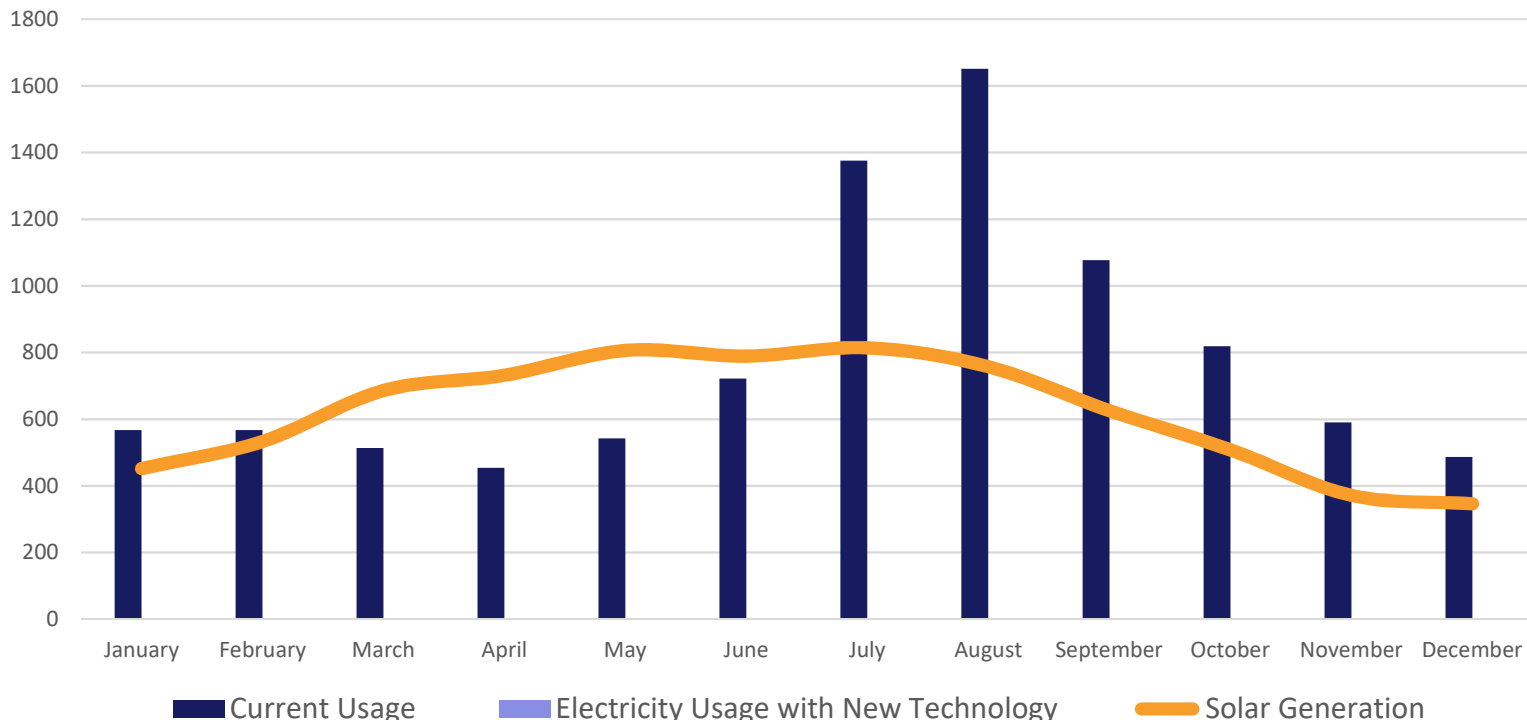




# Your 9 kW Solar Electric System

Estimated to produce **7,423** kWh of clean electricity annually

Monthly Solar Production and Electricity Consumption (kWh)



## Business As Usual (The Cost of Doing Nothing)

Monthly Electricity Bill (average)	<b>\$179</b>	Average Annual Rate Increase	<b>3%</b>
Current Annual Electricity Cost	<b>\$2,153</b>	Total Electricity Cost over 25 Years	<b>\$78,515</b>

## Your Solar Project

Number of Panels	<b>25</b>	Current Annual Electricity Usage from Grid (kWh)	<b>9,363</b>
Watts Per Panel	<b>360</b>	Existing Electricity Usage Covered By Solar	<b>79%</b>
System Size (kW)	<b>9.00</b>		
Estimated Annual Production (kWh)	<b>7,423</b>	<b>Total Electricity Savings Over 25 Years</b>	<b>\$57,951</b>

## Solar Loan Option

### Chosen Loan Product - UMass Five CU: 15 yr, 5.99%

Total Project Cost	<b>\$32,275</b>	Monthly Loan Payment	<b>\$161</b>
		Loan Payment after Paydown	<b>\$202</b>
Federal Income Tax Credit	<b>\$8,392</b>	12 Month Paydown Target	<b>\$9,392</b>
MA State Tax Credit	<b>\$1,000</b>	Monthly Savings Over Loan Term (average)	<b>\$207</b>
Down Payment	<b>\$0</b>	<b>Monthly Net Cost to Go Solar (average)</b>	<b>-\$9</b>

## Your Solar Investment

Upfront Total Project Cost	<b>\$32,275</b>	Chosen Payment Option	<b>Cash</b>
Tax Credit and State Rebate	<b>-\$9,392</b>	Your Solar Array's Payback (Years)	<b>8.9</b>
Cumulative SMART Income	<b>-\$6,895</b>	25 Year Return on Investment (ROI)	<b>262%</b>
		25 Year Average Annual ROI	<b>10.5%</b>
<b>Your Net Solar Investment</b>	<b>\$15,988</b>	<b>Total Net Savings After 25 Years</b>	<b>\$41,963</b>

## Environmental Benefits

Annual CO<sub>2</sub> Offset = **7,816** pounds      Equivalent Miles *Not* Driven = **5,419** annually  
 Making your emissions **35%** less than average New Englanders

## Payment Terms

Cash Option:

- 1/3 due upon agreement of contract
- 1/3 due upon delivery of major equipment to the site
- Balance due upon completed installation

Own Your Power Option:

First loan payment is due 14 days after the utility confirms interconnection of the solar array or about 45 days from the completed installation date, whichever comes sooner.

## Scope of Work

### Solar Installation:

- Professional site review and assessment with shade analysis prior to installation.
- Professional Engineering (PE) structural roof analysis if required by local building code.
- All materials necessary to mount and wire the solar electric system which includes all disconnects, fusing, conduit, wiring and metering complete through interconnection at your main electric panel to meet both the National, State and local electrical code requirements.
- All labor required for installation. ReVision Energy designs and installs solar energy systems using in-house resources. Our systems come with over 15 years of solar energy development experience, 250+ full-time team members and thousands of systems in operation. Our team is comprised of Professional Engineers, Master Electricians, dedicated project managers and installation crew participating in our US Division of Labor Certified Apprenticeship Program. Each Member of our team is OSHA certified insuring that we're in full safety compliance for a safe and professional installation for your home or business.
- Assistance applying for a Net Energy Billing permit with your local utility.
- Interconnection Application Fee for your local Utility.
- Assistance with paperwork for applicable state incentives and grants as applicable through completion.

**Solar Installation does not include:**

- Upgrades to utility service and transformers at the pole. If the utility company requires upgrades to utility equipment the customer will be notified prior to proceeding. An estimate for such additional work will be provided and a change order will be agreed upon prior to proceeding.
- Reinforcement of roof structure if required to support the additional load of the solar array (applies to roof mounted installations only).

## Performance Information

**Solar Installation:**

- System production predictions are based on weather data specific to your location and adjusted based on conditions at your site. Snow accumulation and shading of the array will affect system production. We have done our best to factor these into performance estimates, however production will vary from year to year. Data estimates based on that of NREL PVWatts: <http://pvwatts.nrel.gov/>.
- However, such estimates are for informational purposes only. Due to the large number of variables affecting efficiency and performance that are beyond ReVision Energy's control, ReVision Energy makes no warranty or guarantee that the equipment or system installed in accordance with this proposal shall perform in accordance with such estimates.
- A grid-tied solar array only operates when the utility grid is operating in order to meet code requirements and to keep utility workers safe while making repairs during grid outages. If emergency backup power during an outage is a goal for your solar energy system, ReVision Energy can design and install a battery storage system that can be charged by the solar array to supply power during a grid outage. Battery storage systems can be integrated with a solar array now or in the future.

## Incentives

### Tax Incentives:

- The solar system is eligible for a 26% federal tax credit. This credit (not deduction) is subtracted directly from an existing tax liability.
- The solar system is eligible for a Massachusetts state income tax credit of up to \$1,000 if you have not taken that credit for a prior system.
- Estimates of federal tax credits and state rebates are provided to the best of our knowledge. We will assist with processing of state and local rebates, however, note that some rebate programs are first-come, first-served with limited funding and we cannot guarantee you will receive them. Also, the state rebate may be taxed as income depending on your tax filing. ReVision Energy does not provide tax advice; we recommend you consult with a professional tax advisor to review eligibility for federal solar incentives prior to making a purchasing decision.

### SMART Program:

- In addition to saving money on your utility bill with the energy produced from your solar array, measured in kilowatt hours (kWh), you will also receive Solar Massachusetts Renewable Target (SMART) program income.
- As part of your installation ReVision Energy will install a revenue grade meter to provide verifiable measurement of production from the solar array and set you up with the information you need to register with the State's self-reporting system. This system will enable you to verify and report your solar array's production to the New England Power Pool Generation Information System (NEPOOL-GIS). SMART incentive payments can be deposited into your checking account every month!
- Please note that SMART Program compensation rates are scheduled to reduce about 12% in transitioning from block to block. Your SMART incentive rate is only locked in once your grid connection application is approved by your utility. Once your SMART rate is established it is locked in for 10 years!

## Warranties

We install our systems by exacting standards honed over 15+ years of experience in the Northeast, and only install the highest-quality equipment. With over 6,000 systems built, very few have ever had issues. Rest assured that your solar energy equipment has long-lived warranties from the manufacturer, backed by ReVision Energy as your single point of contact:

- REC provides a standard 25-year product warranty, 25 year Labor warranty, and 25-year linear performance warranty.
- Enphase provides a 25 year warranty for all microinverters
- Revision Energy provides a 10 year warranty on all labor.

ReVision Energy is your single point of contact for service and support for the life of the system. We are a mature company with deep roots in New England and will be here to ensure you get the maximum value from your renewable energy investment. You will never be forced to deal directly with a vendor for a warranty claim.