

January 21, 2014



Mr. Jonathan Lantz-Trissel
Sustainability Coordinator
Eastern Mennonite University
1200 Park Road
Harrisonburg, VA 22802

Dear Jonathan,

This January marks the third year that EMU's solar array has been performing above expectations, both in terms of technical performance as well as the serving as a model for innovation at the local, state and national levels.

When the system was placed in service in November, 2010, as a 104 kW solar PV system, it introduced a number of innovations at the local, state, and national levels, as follows:

Local innovations

- First solar net-metered project in Harrisonburg, VA that led to the municipal electric company to develop a new net-metering policy that benefits all Harrisonburg residents;
- Model ordinance exempting solar equipment from local machinery and tools tax was passed by City Council, to help make the EMU/Secure Futures solar project economically viable, that now serves as state model for other jurisdictions;
- Among the first installations in Virginia using SunPower 318 solar panels, the highest power density panels available on the market at that time;
- Integration of solar array as part of university's curriculum and accreditation plan focused on sustainability in a five year Quality Enhancement Program; and
- Solar array integrated with campus-wide demand-side management system to help shave peak demand, and thereby, effective cost of electricity to the university.

State innovations

- First PPA in the state (and to this day, the only PPA in the state);
- Recipient of state and national solar grants; and
- Largest solar array in Virginia in 2010 that earned national and international press coverage.

National innovations

- First Solar Prepaid Power Purchase Agreement (SPPPA) in the country for solar, that served as a model for replication by other commercial solar companies (see article in Novogradac Journal of Tax Credits, January 2011 http://www.novoco.com/journal/2011/01/news_retc_201101-2.php); and
- Achieving near grid-parity pricing in a state with among the lowest electric rates in the country and no RECs. NREL studies (<http://www.nrel.gov/docs/fy12osti/54527.pdf>) suggest that solar PV projects may not achieve grid parity in Virginia before 2015.

I hope this information is helpful.

Best regards,

A handwritten signature in blue ink, appearing to read "A. Smith", is written over a light blue horizontal line.

Anthony E. Smith, PhD
CEO