



Charlene Nardi
Town of Williamsburg
141 Main St., P.O. Box 447
Haydenville, MA 01039

January 11, 2016

Dear Ms. Nardi,

Thank you for connecting us with Kim Boas and the Energy Committee to discuss the Town of Williamsburg's interest in a Net Metering Credit Agreement (NMCA). I am pleased to offer this for your review, which will save the Town approximately **\$510,100 over the next 20 years**.

Net Metering Credit Purchase Agreement

Nexamp's solar project will generate net metering credits, which Nexamp would sell to Town of Williamsburg at a discount and assign to the Town's existing National Grid account(s). The value of these net metering credits is based on the number of kWh generated by the project multiplied by National Grid's basic service, transmission, transition, and distribution charges, which is currently about 18 cents/kWh.

Based on the Town's annual electricity costs, Nexamp would allocate 433kW of the project to the Town's accounts, generating an estimated 549,000 kWh. This will produce roughly \$100,000 in credits each year that can be used to offset both the electricity and transmission/distribution portions of the Town's electric bills.

Rutland Project

Nexamp's Rutland project is a 6.0 MW, fully permitted SREC II solar farm under DOER's managed growth program. Construction will commence in Q2 of 2016 with a Commercial Operation Date in Q2 of 2016 (subject to the Net Metering Cap raise). The Town of Williamsburg will be using approximately 7% of the total capacity of the project for its net metering credits.

Annual Production and Savings

Assumptions	
Project Size	6000kW
Percentage Contracted by Town	433 kW (~7%)
Net Capacity Factor	14.46%
Annual Panel Degradation	0.50%
Net Metering Credit (NMC) Rate	\$0.182
Estimated Annual Utility Increase	3.0%
NMC Discount	20%

	A	B	C	D	E	F
Year	Annual Solar Production (kWh)	Utility Rate	Net Metering Credit Value (A*B)	Discount	Purchase Price (80%*C)	Savings (C-E)
1	549,058	\$ 0.18	\$ 100,000.00	20%	\$ 80,000.00	\$ 20,000.00
2	546,313	\$ 0.19	\$ 102,485.00	20%	\$ 81,988.00	\$ 20,497.00
3	543,582	\$ 0.19	\$ 105,031.75	20%	\$ 84,025.40	\$ 21,006.35
4	540,864	\$ 0.20	\$ 107,641.79	20%	\$ 86,113.43	\$ 21,528.36
5	538,159	\$ 0.20	\$ 110,316.69	20%	\$ 88,253.35	\$ 22,063.34
6	535,468	\$ 0.21	\$ 113,058.06	20%	\$ 90,446.45	\$ 22,611.61
7	532,791	\$ 0.22	\$ 115,867.55	20%	\$ 92,694.04	\$ 23,173.51
8	530,127	\$ 0.22	\$ 118,746.86	20%	\$ 94,997.49	\$ 23,749.37
9	527,477	\$ 0.23	\$ 121,697.72	20%	\$ 97,358.18	\$ 24,339.54
10	524,839	\$ 0.24	\$ 124,721.91	20%	\$ 99,777.53	\$ 24,944.38
11	522,215	\$ 0.24	\$ 127,821.25	20%	\$ 102,257.00	\$ 25,564.25
12	519,604	\$ 0.25	\$ 130,997.61	20%	\$ 104,798.09	\$ 26,199.52
13	517,006	\$ 0.26	\$ 134,252.90	20%	\$ 107,402.32	\$ 26,850.58
14	514,421	\$ 0.27	\$ 137,589.08	20%	\$ 110,071.27	\$ 27,517.82
15	511,849	\$ 0.28	\$ 141,008.17	20%	\$ 112,806.54	\$ 28,201.63
16	509,290	\$ 0.28	\$ 144,512.22	20%	\$ 115,609.78	\$ 28,902.44



17	506,743	\$ 0.29	\$ 148,103.35	20%	\$ 118,482.68	\$ 29,620.67
18	504,209	\$ 0.30	\$ 151,783.72	20%	\$ 121,426.98	\$ 30,356.74
19	501,688	\$ 0.31	\$ 155,555.55	20%	\$ 124,444.44	\$ 31,111.11
20	499,180	\$ 0.32	\$ 159,421.10	20%	\$ 127,536.88	\$ 31,884.22
					Total Savings:	\$ 510,122.46

Nexamp Experience

Nexamp develops, builds and operates commercial scale solar projects. From project development through financing, construction, and asset management, Nexamp's comprehensive approach makes solar **simple** and **profitable** for our clients and partners.

Founded in 2007 and Ranked #1 solar contractor in MA by Solar Power World in 2015, Nexamp has installed over 50MW of projects in 100 MA towns. Nexamp has extensive experience delivering savings through net metering credits with 40 MW of its portfolio providing savings directly to municipalities including, Town of Westford, Town of Acton, Town of Norwell, Town of Hadley and dozens others across the Commonwealth.

Next Steps

Nexamp looks forward to working with the Town of Williamsburg to help deliver savings and thanks the Town for its interest.

We are happy to answer any further questions in person.

Sincerely,

Joe Fiori
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