



May 10, 2021

Baseline Solar Proposal

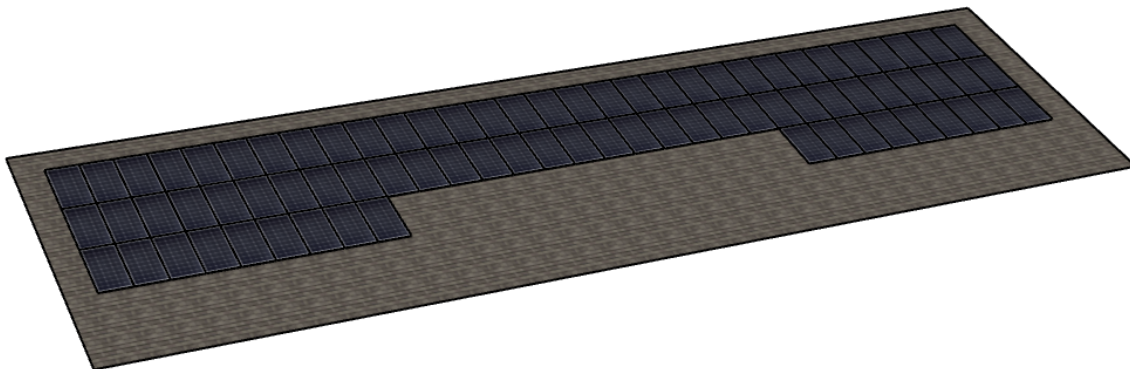
Blacksburg UUC
1301 Gladewood Drive
Blacksburg, VA 24060

Baseline Solar would like to partner with your organization to install and operate a photovoltaic (PV) system on your facility. Baseline will purchase and install all of the necessary equipment if you agree to a long term contract to purchase all of the power produced by the system.

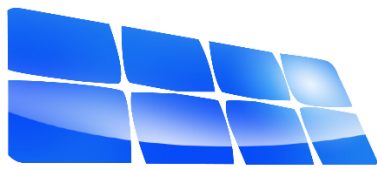
The PV system will be connected to the AEP grid in a net metering arrangement. This means power to the building can come from both the solar array and AEP simultaneously. This guarantees you will always have power when you need it, even if the sun isn't shining. It also means that you will still have an AEP bill, as well as a monthly bill from Baseline.

A power purchase agreement (PPA) is a financing mechanism that allows you to enjoy the benefits of renewable energy without the typically high up front investment.

Details of our proposed PPA and outright purchase options can be found on the following pages.



Proposed 32.0 kW PV array on SE roof



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Solar Power Purchase Agreement

System size: 32.0 kW

Annual production: ~36,000 kWh

Annual usage offset: 80% (based on usage of 45,000 kWh/yr)

UUC	Baseline Solar	Apco
Hosts solar array	Installs and owns solar	Provides net metering for solar
Buys 100% of power from solar*	Maintains solar	
Billed monthly by Baseline and Apco	Insures solar against damage	
No upfront cost besides \$1,000 connection fee		

*25 year contract with buyout option after 10 years

Current ApCo rate	\$0.10 / kWh
Baseline rate	\$0.10 / kWh
Annual Baseline escalation	2.5%

Covered by Baseline Solar:

- Damage to solar equipment
- Damage to UUC property from solar

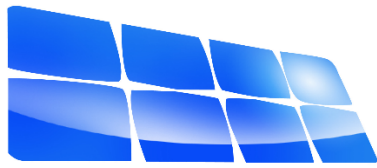
Not covered by Baseline Solar:

- Cost to remove/move solar panels for reroofing, roof maintenance, or any other issue not related to the solar. Note Baseline Solar can remove and reinstall the array for reroofing or maintenance. This work will be priced at the time of the service.



PPA Details Table

PPA Year	Annual energy production, kWh	PPA electric rate	PPA annual electric cost	Buyout cost (end of year)
1	36,173	\$ 0.100	\$3,617	-
2	35,902	\$ 0.103	\$3,708	-
3	35,632	\$ 0.105	\$3,772	-
4	35,365	\$ 0.108	\$3,837	-
5	35,100	\$ 0.110	\$3,904	-
6	34,837	\$ 0.113	\$3,971	-
7	34,575	\$ 0.116	\$4,040	-
8	34,316	\$ 0.119	\$4,110	-
9	34,059	\$ 0.122	\$4,181	-
10	33,803	\$ 0.125	\$4,253	\$ 31,000
11	33,550	\$ 0.128	\$4,327	\$ 30,400
12	33,298	\$ 0.131	\$4,402	\$ 29,700
13	33,048	\$ 0.134	\$4,478	\$ 28,900
14	32,801	\$ 0.138	\$4,556	\$ 27,900
15	32,555	\$ 0.141	\$4,635	\$ 26,700
16	32,310	\$ 0.145	\$4,715	\$ 25,400
17	32,068	\$ 0.148	\$4,796	\$ 23,800
18	31,828	\$ 0.152	\$4,880	\$ 22,000
19	31,589	\$ 0.156	\$4,964	\$ 19,800
20	31,352	\$ 0.160	\$5,050	\$ 17,400
21	31,117	\$ 0.164	\$5,137	\$ 14,500
22	30,883	\$ 0.168	\$5,226	\$ 11,700
23	30,652	\$ 0.172	\$5,317	\$ 8,000
24	30,422	\$ 0.176	\$5,409	\$ 4,200
25	30,194	\$ 0.181	\$5,502	\$ -



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Outright Purchase

System size:	32.0 kW
Annual production:	36,000 kWh
Annual usage offset:	80% (based on usage of 45,000 kWh/yr)
Installed cost:	\$67,200
Annual savings:	~\$3,600

UUC	Baseline Solar	Apco
Hosts solar array	Installs solar	Provides net metering for solar
Owns and maintains solar	Provides 10 year warranty	
Billed monthly ApCo	Services solar after warranty period, billed at service rate	
Pays for install up front		

Covered by Baseline Solar:

- Damage to UUC property from solar, 10 year warranty period
- Full coverage of all solar equipment including materials and labor, 10 year warranty period

Not covered by Baseline Solar:

- Cost to remove/move solar panels for reroofing, roof maintenance, or any other issue not related to the solar. Note Baseline Solar can remove and reinstall the array for reroofing or maintenance. This work will be priced at the time of the service.