

TO: Customer



**RE: Solar Feasibility Study – Value Proposition**

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**Value:**

A solar feasibility study provides the customer with a high-level, customized view of the potential for solar savings through a preliminary technical design of a proposed system, and detailed economic analysis identifying the benefits of solar generation in reducing the customer’s electricity costs.

**Components:**

- 1) Site analysis:  
Secure Futures’ technical team will visit the customer campus to review and identify sites with a potential for solar. Our technical team will measure potential sites, analyze access to electrical rooms, interconnection points and obtain an understanding of the customer’s master plans.
  
- 2) Preliminary technical design:  
The result of the site visit is a preliminary technical design including basic engineering and site layout(s), approximate physical space of the array(s) and proposed equipment/panels (or equivalent).
  
- 3) Electricity bill analysis:  
Secure Futures will review the last 12-months of the customer’s electricity bills to understand the customer’s rate schedule/framework, usage history/behavior and current grid component rates (i.e. demand, fuel, riders, etc.). Understanding the customer’s electricity bills provides Secure Futures an opportunity to customize a system that will meet the needs for our customers through grid electric savings.
  
- 4) Preliminary economic analysis:  
Secure Futures will pull together the technical design of the system, and the electric bill analysis to provide a basic economic proposal and customer value analysis, including a projected solar service fee, net benefit p/kWh of solar generation, and cost/benefit analysis.

If the result of our preliminary economic analysis does not provide our customer with a net benefit p/kWh of solar vs. grid electric rates, **we will reimburse in full the cost** of the feasibility study.

<b><u>Solar Feasibility Study Cost Structure</u></b>	
<b>Tier 1L Customer (≥200,000 kWh annually)</b>	<b>Tier 1S Customer (≤199,999 kWh annually)</b>
<b>\$450</b>	<b>\$350</b>

Thank you for entrusting Secure Futures, LLC to perform a customized solar feasibility study.

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

Anthony E. Smith  
President/CEO