

**Not Just a Solar Project... Economic Development**

**Community Virtual Solar Gardens**

- Home Owner's Panels
- Renter's Panels
- Business Owner's Panels
- Local Business's Panels
- Community Organization's Panels

**Types of Community Solar**

**Utility Developed, Owned, & Operated Community Solar**

Owned by utility allowing customers to choose to purchase the renewable energy under a 'green' program, usually at a higher rate, so it costs a customer more.

**Types of Community Solar**

**Private LLC Community Solar**

Interested individuals become 'Members' to invest in a solar project, usually in their own community, as a way to participate in solar energy in a for-profit activity. Typically requires 'accredited' investors, so most others are left out.

**Types of Community Solar**

**Subscriber Based Community Solar**

Residents and small businesses pay an upfront fee to purchase solar panels, or their production value, in a locally sited, common solar array for the purpose of choosing renewable energy and reducing/eliminating their own monthly electric bill... **CGE's Community Virtual Solar Garden** program.

**Why Choose Subscriber Based Community Solar?**

- **Expands Participation** – Open to all, no 'investor' pre-requisites and more affordable.
- **Local Ownership** - The generation assets and/or all their production value is owned by local area participants. All economic benefits flow to participants, staying local for the life of the project.
- **Real Choice** – The ability to self-direct and choose the type of energy you use and where it comes from.
- **Entire Community Wins** – Money stays local, growing exponentially via the "Local Multiplier Effect".

**How CGE's CVSG Program Works – Option 1**

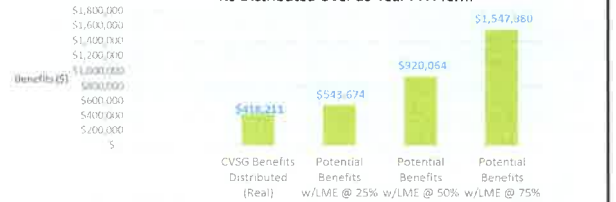
- Cooperative and the Town sponsor the project and provides a host site for the Community Virtual Solar Garden ('CVSG') common array.
- CGE develops, designs, funds, builds, owns, and operates the solar system and creates the CVSG entity, subscribing resident participants and managing the CVSG program for 20 years.
- Revenues the CVSG entity receives from Cooperative under a 20-year Power Purchase Agreement, is re-distributed to all subscribers... **and all the monetary benefits stay in the community!**

### How CGE's CVSG Program Works – Option 2

- Cooperative and the Town sponsor the project and provides a host site for the Community Virtual Solar Garden ('CVSG') common array.
- CGE develops, designs, funds, builds, owns, and operates the solar system and creates the CVSG entity, subscribing resident participants and managing the CVSG program for 20 years
- CVSG production (kWh) is delivered to Cooperative and provides on-bill credit to all subscribers... **and all those monthly bill savings stay in the community!**



Financial Benefits/Effects of 100kW CVSG Re-Distributed Over 20-Year PPA Term



### How a CVSG will make a 'difference' in Holland

- Brings solar participation to the 75% of people who are not able to participate (shaded, rent, cost, etc.)
- Engages community in achieving affordable shared goals from a community project for sustainable, economic development.
- Makes your community an even better place to live.

### Potential Barriers to a CVSG Program

- Cooperative operating practices – such as all-requirements contracts with Dairyland Power, and third-party ownership of generation.
- The Xcel Factor – risk of leaving those community residents out of the local CVSG program.
- Solution: Collaboration.

## Everyone Benefits



Residents



Co-op Utility



Community



## Local Residents

- ✓ Affordable access to Solar Power 'Ownership' (30-40% less)
- ✓ Lower Monthly Electric Bills
- ✓ Long-Term Hedge on Power Prices



## The Co-op Utility

- ✓ Strengthens Member Relations
- ✓ Brings Solar as an Asset to Community – At No Cost
- ✓ Valuable PR – Local and State
- ✓ Long-Term Economic Value Created within Community



## The Community

- ✓ More Local Jobs and Local Revenue
- ✓ Long-Term Capital Retention
- ✓ Dollars grow from Local Multiplier Effect (re-circulated locally)
- ✓ Buy Local Incentives

Community Virtual Solar Gardens  
Go Green... **BETTER!**



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