OFFICE OF THE SUPERINTENDENT OF SCHOOLS
106 Hancock Rd.
Peterborough, New Hampshire

CONTOOCOOK VALLEY SCHOOL DISTRICT

BUDGET & PROPERTY

Tuesday, August 18, 2020

5:00 PM

Physical Location: ConVal High School Library
184 Hancock Rd., Peterborough, NH

Virtual Location:
https://us02web.zoom.us/j/89894983350?pwd=V3R1cDlEZzZxUmxHaGtyZFZpWUdYZz09

Meeting ID: 898 9498 3350
Password: i3GVhx
Phone: +1 312 626 6799 US
Meeting ID: 898 9498 3350
Password: 544836

Agenda

Committee Members:

- Richard Dunning
- Alan Edelkind
- Jim Fredrickson
- Katherine Heck
- Robert Short, Jr.

1. **Call Meeting to Order**
2. **Approval of Minutes – July 28, 2020** (pg. 1-3)
3. **Solar Project** (pg. 4-15)
4. **20-21 Budget Summary**
5. **21-22 Budget Guidance**
6. **Financial Policy Updates** (pg. 16-20)
7. **Grant Opportunity**
8. **Non-Public Session: RSA 91-A:3,II (If Required)**

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Tuesday, July 28, 2020

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Physical Location: ConVal High School Gym
184 Hancock Rd., Peterborough, NH

Virtual Location:

https://us02web.zoom.us/j/89568710019?pwd=dVYvTDJiVzNzNTVpM0V4MGlNb2Nodz09

Meeting ID: 895 6871 0019
Password: iu7MWs
Phone: +1 312 626 6799 US
Meeting ID: 895 6871 0019
Password: 575306

MINUTES

Committee Members:

- Richard Dunning
- Alan Edelkind
- Jim Fredrickson
- Katherine Heck
- Robert Short, Jr.

Present: Jim Fredrickson, Alan Edelkind, Katherine Heck, Robert Short, Jr., Dr. Kimberly Saunders, Dr. Ann Forrest, Lori Schmidt, Tim Grossi, Kevin Pobst, Jerry Wilson

1. Call Meeting to Order

Jim Fredrickson called the meeting to order at 5:08 p.m.

2. Approval of Minutes – July 14, 2020

Katherine Heck moved to approve the minutes of July 14, 2020. Robert Short, Jr. second. Unanimous.

3. 21-22 School Year Budget Development Schedule & Process

Jim Fredrickson said that the purpose of tonight's meeting is to discuss the budget for the upcoming year.
Kimberly Saunders said that a timeline is needed for development. Clear guidance that is very specific was asked. When the budget is being built, there may not be the capacity to do nine versions. Guidance that will allow one or two versions is preferred.
Jim Fredrickson asked what scenario we are planning for; back to normal or multiple scenarios.
Kimberly Saunders said that she would plan for a hybrid potential with the caveat that it is not our first choice. Depending on when a vaccine becomes available and when people will be willing to take the vaccine will play a part. A hybrid, by nature, will have a higher cost potential.
Jim Fredrickson asked what the big variables are that should be considered. What should we assume for attendance? The response was that we should wait until we have a feel for in school numbers in September.

Other variables include the teacher's contract. What assumptions should be made with the Capital Improvement Plan?
Tim Grossi said that replacing roof skins on South Meadow School and the Atrium were big ticket items. Renovations to the buildings have been talked about over the past several years.
Jim Fredrickson said that the Capital Improvement Plan should be reviewed to look at what should be done or not.
Tim Grossi said that what absolutely has to be done will be considered and what the ramifications are if we push back.
Jim Fredrickson asked what that will do to the budget a year from now. Jim cited the Lucy Hurlin Theatre and parking lot as items that could be put off. The contract with the CVEA begins now.
Katherine Heck said that the budget process itself, by State Statute, will not change. She shared her concern that capital projects would be deferred and wondered what is in the budget this year that is pushed out that will affect that budget.
Kimberly Saunders said that discretionary items need consideration. The bulk of those items are supplies, facilities, and capital projects. The costs associated to opening is a lot.
Jim Fredrickson said that school opening will include social distancing. If placing desks six feet apart is still required long-term, do we have enough facility space?
Kimberly Saunders said that we do not have enough space long-term to continue six feet apart. We will utilize outside learning space now. Shifts in student populations might be required.
Kimberly said that if we are looking to makeup a learning gap, time with teachers is a factor, not necessarily more staff.
Katherine Heck shared concerns with what we are going to do to make up the lost learning.
Kimberly said that there is a goal to make up that learning by the end of year 2022. Assessing students to determine who lost and what is needed is part of the plan. We either need more teachers to increase the contact time or we need our teachers to work more hours.
Jim said that we need to decide what scenario we need to budget. Jim said that he thinks that we need to budget for back to normal plus some makeup time. We also need to consider what else might happen. What if we can't bring the students back? Suppose in January, it is determined that it is not working. How quickly can we adapt?
Kimberly said that we keep the SAU Staff count slim. Other districts staff their SAU based on buildings. When you have eleven buildings, we need staff large enough to deal with the buildings.
Jim said that we could plan for the worst case scenario; we have to put a number in front of the voters that is sufficient.
Katherine Heck said that we can't plan for anything and everything. Congress may pass funding. Come November, we will have a more solid idea of our position. We can't know what we don't know in terms of the future. The suggestion is to budget the following year as though it is a normal year and adjust as it comes to finalize. She said that the solution is to allow the Superintendent to present a budget with fewer versions while planning for a normal return. She said that we need to use all of the tools given to running under a State of Emergency.
Kimberly said that guidance for making up lost time, what would be done in terms of facilities, and prioritize the projects, and what should be put on hold in order to do the makeup are the priorities.
Jim asked, given what we know now, if there are any obvious prudent "Plan B's" that should be considered up front. Going back to normal with consideration for lost learning and adding back.
Lori Schmidt said that what is described is what she has been doing since February.
Kevin Pobst said that it sounds like the case was made for developing a normal budget for 21/22 and have a figure built into it to address the lost learning. Remaining items from the Capital Improvement Plan and also the costs to run a remote strand would be built in. Revenue would have to be factored in for a potential increase or decrease in population.
Katherine Heck asked if what Kevin Pobst outlined is the sense of the committee.
Jim Fredrickson said that it sounds like what was captured is the sense of the committee.

Jim Fredrickson asked what new contracts will be negotiated.
The bus contract and the CVEA contract were named.

How about timing? Traditionally, the board has met the first Saturday in November. If we could push it off into later in November that would be better. The first week in December was suggested.
Does the committee agree with allowing more time and to meet in December? The committee confirmed.

Kimberly Saunders said that when we discuss the fund balance, we always say that it is an estimate. Our accountant has brought some past practices that affect our fund balance.
Lori Schmidt said that she really appreciates having an accountant. Lori said that the system is set up so that when payroll is done, it pulls out health and dental. The amount that puts in the employers share did not properly expense correctly. In the past, there has not been the time to do a thorough reconciliation in past months. Our payments were accurate and employee deductions were accurate. This has been corrected for this year going forward. We are setting up a detailed reconciliation process so it can be reconciled routinely so that we can assure things are correct.
Kimberly Saunders said that this has been an ongoing adjustment that has been made over the past five years.
Lori Schmidt said that the best estimate was made on budgetary numbers. We have not yet had the opportunity to reconcile all of the account numbers. She asked for time to scrub the accounts to provide an accurate number.

Kevin Pobst shared his opinion on how tonight's meeting ran both in person and remotely. He said that it did not go well this evening. Kimberly Saunders said that we cannot continue to meet remotely.

Katherine Heck moved to adjourn at 6:16 p.m. Rob Short, Jr. second. Unanimous.

Respectfully submitted,

Brenda Marschok

Proposed Project Design

After completing preliminary assessments of ConVal High School as well as South Meadow School at the prior request of the ConVal School District staff and School Board, ReVision Energy developed the following ballasted rooftop solar array designs and PPA project financials. The project would establish the ConVal School District as a New Hampshire leader in the clean energy transition, alongside educational institutions like Dartmouth College and Dover High School, by offsetting hundreds of thousands of pounds of carbon pollution annually. It would also save the School District and ultimately local taxpayers millions of dollars long-term based on the conservative PPA cashflow projections.

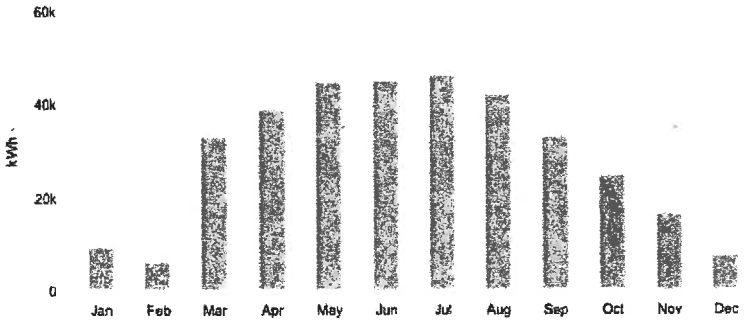
System Specifications

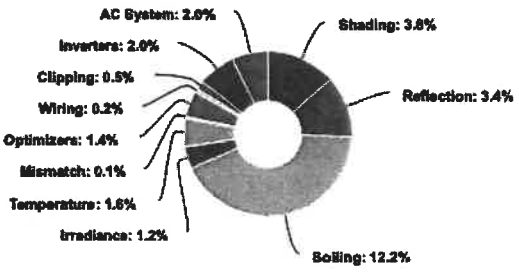
As shown in Figure 3, the proposed ConVal High School solar array has a nameplate capacity of **300 kW (DC)**, an inverter AC nameplate of **233 kW (AC)** and is projected to generate **344500 kWh** of clean solar electricity in year 1 with a 0.5% annual degradation factor thereafter. The system utilizes 800 industry-leading Tier 1 REC Group solar modules (375-watts); three 66.6k and one 33.3k SolarEdge three-phase inverters with P860 power optimizers; Locus L-Gate 360 data monitoring; Ecolibrium EcoFoot or PanelClaw FR ballasted racking system; and associated equipment. Our design is currently limited to the roof sections previously recommended by the District although there is the potential for a 600+ kW array filling other roof sections if desirable and our engineering analysis confirms structural capacity. The warranty periods and lifespan of major equipment are summarized in Figure 5 below.

Our in-house Engineering team uses industry-leading HelioScope software and the latest available satellite and LIDAR imagery to custom design each system and model production on an hourly, daily, monthly, and annual basis. The year 1 production estimates incorporate the specific pitch, azimuth, and other design features of the installation in question, as well as external factors such as solar irradiance, snow/precipitation, local shading conditions, reflection, and temperature at the correct geographic location. Projected annual system degradation is 0.5%, based on US government data and consistent with our own experience. The specific monthly solar production data and sources of system loss are included for the project alongside our Engineer's rendering in Figures 3 and 4 below. After installing thousands of ground- and roof-mounted solar energy systems and monitoring their performance over time, we are confident that the designs and production estimates contained in this proposal are a reliable predictor of future output and sound basis for investment by our finance partners.

Figure 3. ConVal High School 300 kW (DC) Rooftop Solar Array - Engineer's Rendering

Figure 4. Helioscope Monthly Production Production Estimates and Sources of System Loss





Solar Module and InverterSelection

ReVision Energy designs systems with Bloomberg New Energy Finance Tier 1[3] solar modules as a minimum requirement. Tier 1 modules are the highest quality panels available and are made by manufacturers considered to be bankable and reputable. Warranties provided by these manufacturers can be expected to be fully supported through the 25-year warranty period. Tier 1 modules are available in a variety of efficiencies, typically deemed "standard efficiency," "medium efficiency," and "high efficiency." Standard efficiency modules – such as the 375-watt REC N-Peak modules recommended for the ConVal HS project – typically offer the best value, though there are situations where higher efficiency (and higher cost) modules are justified due to space constraints, high racking costs, or aesthetic goals (such as all black modules).

Most solar modules are available in 60-cell and 72-cell versions, measuring approximately 66"x40" and 77"x40" respectively. We use both module types in our system designs, with large roofs like ConVal HS ideal candidates for the 72-cell format. Final module selection depends on the racking system (flush roof, ballasted roof, ground mount), local snow and wind loads, maximum installation efficiency, aesthetic of the client, and related factors.

Figure 5. Major Solar Equipment Warranty Period and Anticipated Commercial Lifespan

Major Equipment	Warranty Period	Commercial Lifespan
REC NPeak 375W Solar Modules	25 years	40+ years
SolarEdge 3-Phase Inverters	12 years	15-20 years
SolarEdge 3-Phase DC Optimizers	25 years	35-40 years
SolarEdge WattNode RGM Meter	5 years	15-20 years
Ecolibrium or PanelClaw FR racking	25 years	40+ years

Proper inverter selection is paramount to ensuring that a solar system will run efficiently and reliably for the life of the solar inverter (approximately 20 years), with minimum downtime and maximum production. The inverter is generally considered as the workhorse of a solar system as it is responsible for converting all of the direct current (DC) electricity generated from the solar modules into grid quality single or three phase alternating current (AC) electricity. Additionally, the solar inverters often provide the foundation for the data acquisition system

[3] Bloomberg New Energy Finance, *BNEF PV Module Maker Tiering System*. http://www.bbhub.io/bnef/sites/4/2012/12/bnef_2012-12-03_PVModuleTiering.pdf

(DAS) used for plant monitoring and operations and maintenance planning. When selecting inverters, ReVision Energy works with manufacturers like industry leader Solar Edge – recommended for the ConVal HS project – that have a proven track record on equipment reliability as well as technical and warranty support (our inverters come with a 10-15 year standard warranty). These criteria generally exclude the lowest cost inverter options.

Structural Analysis and Roof Mounting Systems

ReVision Energy's system design and installation expertise encompasses all types of solar installations, including ballasted flat roof mounts (contained in this ConVal High School proposal), pitched roof flush mounts, carports, awning mounts, dual axis tracking systems, and ground mount systems with driven piles, earth screws, and concrete ballast blocks as foundations. We work with a variety of racking manufacturers in order to meet specific project requirements, including industry leaders Ecolibrium and PanelClaw for fully-adhered flat membrane roofs like those at ConVal which require no roof penetrations or mechanical attachments.

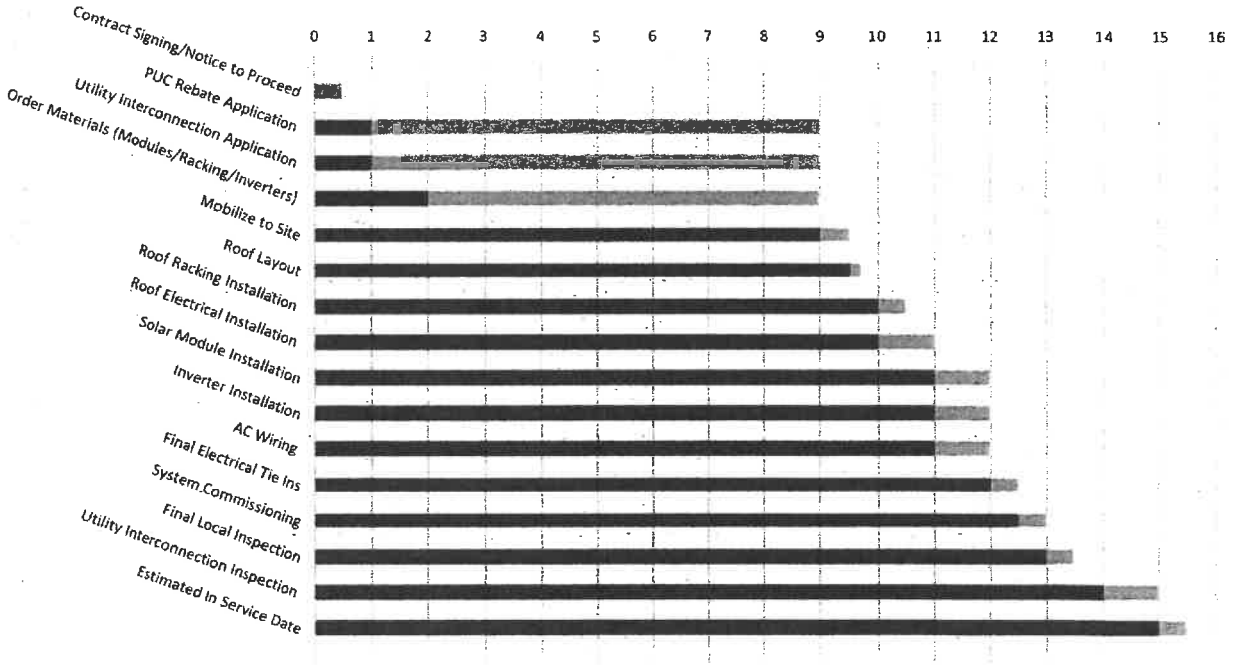
As part of the For Contract engineering process, ReVision retains an independent certified professional engineer (PE) to complete a comprehensive onsite structural assessment and architectural plan review of the facility's structural capacity, including specific PSF loads for each individual roof section in question. If the PE certifies the building loads are sufficient to support the proposed ballasted array (2.5-6 PSF), our Engineering team then finalizes the system and point loads for each array section with the racking manufacturer and submits for local permit approval as part of the full engineering plan set. If the PE determines there is insufficient structural support for solar and structural upgrades are prohibitively expensive, the project does not move forward.

Project Process & Timeline

As a result of consistently high demand for both turnkey and PPA-financed solar arrays from educational, municipal, and commercial clients, ReVision Energy generally recommends schools plan on a 6-12 month timeframe after contract review and signing for projects like the ConVal High School. During that time, ReVision completes full onsite technical analyses and any required environmental assessments; analyzes electricity loads and designs group net metering for participating meters; finalizes For Construction engineering designs; places financing and completes contract negotiations with our PPA investor partners; procures all solar equipment; and manages the local permitting, utility interconnection, and PUC rebate

application processes on our clients' behalf. Once the required approvals have been obtained, we schedule our crews of certified electricians and electrical apprentices to complete each installation in the shortest possible time, typically 2-3 months for projects of this scale in ConVal. Following installation, we manage final inspections, commissioning, and REC aggregation process so that all installed systems are placed into commercial operation without delay. Under ideal circumstances, mid-sized projects like the High School can take as little as 16 weeks from contract signing to completion, as shown in the project timeline below. We currently project a commercial operation date of 9/30/20.

Figure 7. Sample Commercial & Institutional (C&I) Rooftop Project Timeline in Weeks



Blue Line Represents Activity Start Date Timeline
Yellow Line Represents Activity Duration
All Dates and Durations are Subject to Change

Operations & Maintenance Plan

ReVision Energy's commitment to customer service and technical excellence extends well beyond the point of commissioning a solar array. Our experience as a full-service developer, EPC contractor, and O&M contractor provides us with a unique, customer-focused perspective on solar system maintenance and lifecycle management. As the top-rated regional solar provider, ReVision Energy maintains its own dedicated O&M staff and provides O&M services for more than 100 renewable energy systems installed throughout northern New England,

including installations that are owned and operated by ReVision and third-party investors. Our 15+ years of solar experience in Northern New England's harsh environment give us the expertise to ensure the long-term safety, reliability, and performance of each solar system.

As part of the final design and project closeout for the ConVal School District, ReVision Energy will develop a detailed, multi-point, and site-specific O&M plan and provide all accompanying manuals and warranty documentation. ReVision Energy's comprehensive O&M plan, included in the cost proposal but always optional, will minimize life-cycle costs, maximize availability, and ensure that the project meets or exceeds its design, service life, and expected performance. With offices and warehouses in both Maine and New Hampshire, in-house licensed electricians, certified solar technicians, and a locally staffed 24/7 emergency contact number, ReVision Energy will respond swiftly to any routine or urgent O&M needs of the proposed facility.

The O&M plan will consist of both routine, preventative maintenance operations as well as rapid response service plans for urgent and emergency situations. Regularly scheduled service will include preventative inspections, testing, and maintenance; performance verification; and any manufacturer-required actions. The regularly scheduled preventative visit includes, at minimum, general inspection, structural maintenance, electrical inspection, and system testing. It also includes a comprehensive report of system condition and an analysis of system production delivered both to the system owner and off-taker. For all proposed solar arrays, the only major equipment replacement anticipated during the system life is the inverters.

In addition, ReVision Energy will provide the School with ongoing system performance monitoring and will respond swiftly to any performance anomalies identified. In case of performance loss, ReVision will perform all necessary testing, troubleshooting, and repairs—including warranty repair work—to minimize system downtime and provide maximum system production. All activity on the facility will be performed by licensed and trained personnel in accordance with industry standards and OSHA safety requirements. ReVision Energy is completely committed to the long-term success of your solar project and the solar industry in New England, and that commitment translates into unparalleled service of both new and existing solar facilities.

Future Opportunities for ConVal School District

In addition to designing the proposed 300kW solar array for ConVal High School above, our Engineering team analyzed South Meadow School's roof and developed a **600 kW (DC)** minimum design ideally suited to the flat EPDM membrane surface. Like the High School system, this ballasted array utilizes 72-cell modules pitched at 10° off the roof surface without

requiring any mechanical attachments. It is designed to generate in excess of 700,000 kWh of clean solar electricity annually to offset more than 100% of SMS load. As members of the Monadnock community, we are familiar with both of the ConVal School District's middle schools and each of the local elementary schools, and would welcome the opportunity to work with the School Board in identifying promising future opportunities like SMS, as we are currently doing with the Nashua School District for their middle school renovation projects. We would gladly conduct further assessments of the other schools and develop a multi-site solar PPA to maximize economies of scale and taxpayer savings.

Figure 8. South Meadow School 600+ kW (DC) Rooftop Array - Engineer's Rendering

Proposed Project Financials

Under the proposed Solar PPA financial structure, there would be no upfront cost to the ConVal School District for the proposed solar project at ConVal High School. Rather, ReVision's mission-aligned investor partners would finance, own, and operate the solar array for a standard contract term of 25 years, with annual options for early discounted purchase from the investor as soon as the five year IRS tax credit recapture period has elapsed in year six. Rather than incurring a capital cost, the District would simply purchase the solar electricity generated by the arrays at a **PPA rate of 8.8-9.8 cents per kWh** in year 1 – below the District's current competitive supply and delivery rates from Eversource – with a 2% annual escalator. ConVal High School would utilize the discounted electricity to offset some or all of its annual kWh load as well as reduce kW demand charges, with the opportunity to increase its electricity offset and savings through future energy efficiency measures or solar expansion. The final PPA rate will depend on the scale of the ConVal HS solar array, whether it is combined with other school projects like South Meadow School, and the available tax credits and state rebates at the time of contract and project construction (based on School Board timeline)

The PPA rate estimate is based on our careful analysis of the current cost of project development, engineering, procurement, permitting, and installation. It is made possible thanks to low-cost, local impact investor capital through ReVision Solar Impact Partners (RSIP) for projects of up to $1.5 million (on a first come-first served basis). RSIP PPAs also provide a highly-discounted buyout option of 60% of the upfront system cost in year six (using IRS FMV valuation methods), far lower than standard commercial PPA buyout amounts. Buyout options are made available throughout the PPA contract term after year five to ensure the District maximum flexibility and the potential for maximum financial benefit through outright ownership of the generating asset.

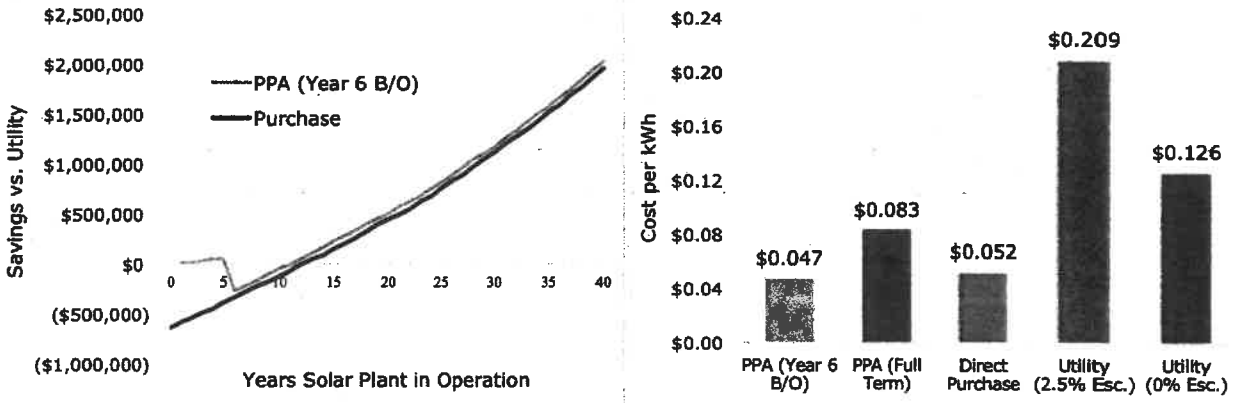
The PPA price schedule is designed to start below current utility rates and rise slower than both historical utility rates (3.2% per year) and projected future rates through 2040 from the US Energy Information Agency (2.5% per year);[4] it is strongly cashflow-positive from day one even when the low competitive supply rate is taken into account. To remain conservative, this analysis considers only "volumetric" (kWh) electricity savings and does not project savings from

[4] Analysis of US Energy Information Administration (EIA) data for 2003-2019 shows an average annual rise of ~3% in the total price for the electric industry across all six New England States (https://www.eia.gov/electricity/data/state/avgprice_annual.xlsx); according to the US EIA Annual Energy Outlook 2018, "Table 8. Electricity Supply, Disposition, Prices & Emissions", nominal end-use prices are projected to rise by an average 2.5% across all sectors from 2017-2040 (https://www.eia.gov/outlooks/aeo/excel/aeotab_8.xlsx)

the considerable kW demand charges currently incurred by ConVal HS. Experience and intuition show that solar can achieve meaningful additional kW demand savings by lowering the High School's coincident peak power consumption whenever the sun is shining, especially considering School peaks occur in the summer; ReVision can project demand savings through the interval analysis after RFQ selection. To achieve guaranteed demand savings and other electricity revenue, the School would need to install onsite battery storage, as ReVision has done for hundreds of residential clients and an increasing number of smaller commercial clients in northern New England.

Figure 11 shows projected revenue/savings from the solar array compared to Eversource utility electricity costs over the 40-plus year commercial lifespan of the solar array, based on our conservative financial model developed at the School District's request in 2019. Including the optional early buyout in year 6, an optional O&M contract throughout the system life, full inverter replacement, 2% annual PPA escalator, and panel degradation of 0.5% per year, the proposed system generates approximately **$825,000** in net savings over the 25-year warranty period of the solar panels and **$2 million** in savings of the 40+ year commercial lifespan.

Figure 11. Projected PPA Cost Savings and Leveled Cost of Energy vs. Utility, Years 1-40



The long-term levelized cost of solar energy over the life of the arrays is just **4.7 cents per kWh** with the early buyouts, as compared to Eversource utility rates which carry an expected average 40-year cost of ~20 cents per kWh, assuming a conservative 2.5% annual escalator based on US Energy Information Agency projections. If the District opts *not* to buy the array (worst-case scenario), the 25-year savings is projected around **$438,000** and the investor partner will decommission the array after 25 years, at no cost to the School District.

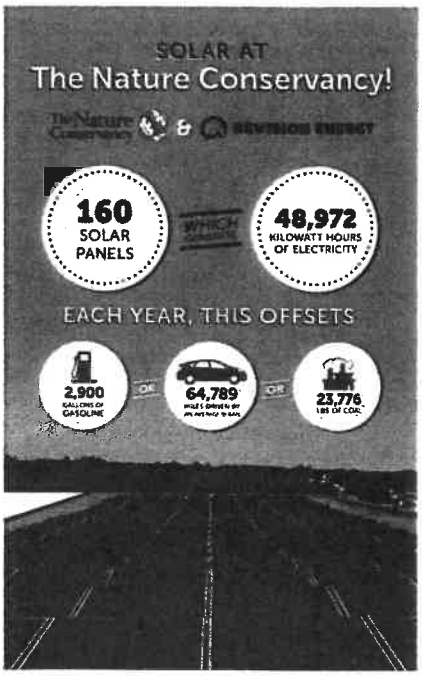
Policy Considerations and Tax Credit/Rebate

As the leading full-service solar developer and installer in New Hampshire, ReVision Energy is actively engaged in policy advocacy that removes barriers to clean energy adoption in state for the benefit ratepayers, taxpayers, and the renewables industry. Specific legislative changes which would have a beneficial impact on the ConVal High School and other School District/ municipal projects, on which we have been actively engaged in the current and past legislative sessions, include SB 168 to increase the Renewable Portfolio Standard (RPS) from 0.7% to 5.4% solar electricity in 2025; SB 72 to discontinue the harmful practice of utilities "sweeping" unclaimed Renewable Energy Credits (RECs) to meet their RPS requirements (thereby depressing REC markets in NH); augmenting the Renewable Energy Fund; raising the small customer-generator threshold from 100 kW to 500 kW (AC); and for future megawatt-scale offsite solar projects, raising the net metering cap from 1 MW to 5 MW under HB 365.

Regardless of the final legislative outcomes when the NH House and Senate reconvene to consider overriding gubernatorial vetoes, ReVision will continue our longstanding engagement with state lawmakers and the Public Utilities Commission (PUC) so as to remove as many artificial barriers to clean energy deployment in state as possible in the next 2-3 years before the federal investment tax credit (ITC) loses two-thirds of its value in 2023. We are confident that regulatory changes as well as continued improvements in solar technology will not harm and gradually favor additional solar projects for the ConVal School District, such as the South Meadow School and other lower schools in the coming years, including potential 5 MW solar projects once the net metering cap is raised.

The PPA proposal assumes a 26% investment tax credit for the impact investor partner via by meeting the IRS 'safe harbor' guidelines, which require a contract and 5% procurement of generating equipment by the investor's special purpose entity by November 2019 for completion in 2020. The PPA also assumes that a $10,000 rebate is awarded by the NH Public Utilities Commission based on the current capacity of the NH Renewable Energy Fund. ReVision has a near perfect track record of obtaining state rebates for municipal, commercial, and nonprofit projects and we manage the complete application process on behalf of clients.

Educational Partnership Opportunities



In keeping with ReVision Energy's longstanding belief that education is critical to accelerating the clean energy transition, we have invested substantial company resources in directly engaging schools and communities since our founding in 2003. On a weekly basis, members of our team, from the Managing Partners to engineers to electricians, provide presentations and hands-on experiences for students and community groups regarding climate change and clean energy. Many of the institutions we partner with in this way do not have solar and may never become our clients.

Our investments in educating the next generation include paid internships in each of our company offices, providing low-cost solar PPAs to schools and other nonprofits with direct participation in design and implementation, sponsoring local nonprofits and student environmental activities, distributing free solar activity books to children, conducting high-level seminars in clean technology and business at universities, and delivering public presentations in the community. As noted in the Executive Summary, we have been privileged to partner with numerous public and private schools across NH as well as UNH, Dartmouth College, Colby-Sawyer College, NH community colleges, etc, and would welcome the opportunity to establish an educational partnership with ConVal School as part of this RFQ.

One community engagement tool we are pleased to offer as part of this RFQ response is a comprehensive data monitoring system and eye-catching signage for ConVal High School (sample sign for the Nature Conservancy above). Our Locus L-Gate 360 data acquisition system with revenue-grade meter provides real-time solar performance monitoring for all solar arrays (available on any internet-connected device) and has various educational applications for students or community groups, which we will review with interested faculty and staff. In addition to signage, we can offer a prominent monitor/display board in a central location showing current and historic solar production and resulting environmental benefits in terms of trees planted, tons of coal conserved, number of homes powered, etc., to increase overall awareness of the School's progress toward environmental sustainability. We are also pleased to offer a free wall-mounted electric vehicle charger; up to four educational presentations per year; PV system tours and curriculum support.

Solar Project Team

ReVision Energy's project team for the ConVal School District brings over a century of combined experience in the relevant areas outlined in the RFQ and takes pride in navigating the many technical and financial hurdles that arise to see complex projects like the ConVal High School array to completion. ReVision consciously eschews organizational hierarchies by practicing a unique model of distributed leadership and team-based collaboration on key projects like ConVal HS. The following employee-owners will have direct involvement in performing the requisite project development and management services, along with our highly-qualified solar electricians and apprentices (in-house and contracted NABCEP-certified installers) during the final construction phase. Brief resumes of the key project team members are provided below highlighting relevant experience.

ReVision's authorized project lead for the ConVal School District is Dan Weeks, Director of Market Development, who lives nearby in Nashua with his family. Dan has led the development of numerous school and municipal solar projects similar to ConVal High School across southern NH. He can be reached directly at (603) 264-2877 or dweeks@revisionenergy.com.

William Behrens, PhD, *Co-Founder and Managing Partner*

As a managing partner at ReVision Energy, Bill provides oversight to both the Engineering and Finance divisions with which the District would have extensive dealings on the proposed solar projects. Bill earned a PhD in Environmental Economics and a BS in Electrical Engineering from Massachusetts Institute of Technology (MIT), where he co-authored the seminal book *Limits to Growth* (1972), a systematic examination of the emerging challenge of global resource constraints. He taught Resource Economics at Dartmouth College before moving to Maine and entering the solar industry.

- Cofounded the Green Store in Belfast, ME, from which developed Energyworks and then ReVision Energy
- Oversaw the design and installation of tens of megawatts of solar PV in northern New England's relatively harsh climate over the last 20 years
- Spearheaded ReVision's initiatives in providing solar to more than 100 municipalities and other tax-exempt institutions throughout New England via solar PPAs

Fiscal Management Policy Index

Developed for Conval Policy Committee

☑ DA - FISCAL MANAGEMENT PLAN/GOALS
Category: Optional

☐ DAF - ADMINISTRATION OF FEDERAL GRANT FUNDS
Category: Priority/Required by Law
Related Policies: DI, DID, DJ, DJC, DJE, DJF & DK
See also: ADB, EFAA, EHB, JICI & JRA

Requirements of Title 2 CFR Part 200, commonly known as the Uniform Grant Guidance. Sub-recipient monitoring, and modified to include reference to "buy American" requirements. w/p-update/2019 Spring/DAF Grant Mgt - 2019-7 (d)

DAF-1 Determination of Allowable Costs
DAF-2 Cash Management and Fund Control
DAF-3 Procurement
DAF-4 Procurement - Provisions Pertinent to Food Service Program
DAF-5 Conflict of Interest and Mandatory Disclosures
DAF-6 Inventory Management - Equipment and Supplies with Federal Funds
DAF-7 Travel Reimbursement - Federal Funds
DAF-8 Accountability and Certifications
DAF-9 Time-Effort Reporting Oversight
DAF-10 Grant Budget Accountability and Reconciliation
DAF-11 Sub-recipient Monitoring and Management

☑ DB - ANNUAL BUDGET
Category: Optional
Legal References:
RSA 32:4, Preparation of Budgets: Estimate of Expenditures and Revenues
RSA 32:5, Budget Preparation
RSA 197:5-a, School meetings and Officers: Budget

☑ DBC - BUDGET PREPARATION
Category: Optional
Legal References
RSA 195:12, Cooperative School District: Budget
RSA 197:5-a, School Meetings & Officers: Budget
RSA 32:4, Preparation of Budgets: Estimate of Expenditures and Revenues
RSA 32:5, Budget Preparation
NH Code of Administrative Rules- Section Ed 302:02 (a), Substantive Duties of the Superintendent.

☐ DBD- DETERMINATION OF BUDGET PRIORITIES
Category: Optional

☐ DBI - BUDGET IMPLEMENTATION
Category: Optional
Legal References
RSA 32:10, Transfer of Appropriations
NH Code of Administrative Rules Section Ed. 302:02 (e) (j) (o,) Substantive Duties of the Superintendent

☑ DBJ - TRANSFER OF APPROPRIATION
Category: Optional
Legal References:
RSA 32:10, Transfer of Appropriations
RSA 282-A:71, III, Unemployment Compensation

☐ DC - TAXING AND BORROWING AUTHORITY/LIMITATIONS
Category: Optional
Legal Reference:
RSA 33:8, Town or District Bonds or Notes

☑ DC or DEAA- POST-ISSUANCE TAX COMPLIANCE POLICY AND PROCEDURES FOR TAX-EXEMPT OBLIGATIONS
Category: Optional

☐ DBCA -DEBT MANAGEMENT
Category: Optional

☐ DD - FUNDING PROPOSALS AND APPLICATIONS
Category: Optional

☑ DEA - REVENUES FROM LOCAL, STATE AND FEDERAL TAX SOURCES
Category: Optional
Legal Reference:
RSA 198:20-b, Appropriation for Unanticipated Funds Made Available During Year

☑ DFA – INVESTMENT
Category: Priority
Legal References:
RSA 197:23-a, Treasurer's Duties
RSA 383:22, Public Deposit Investment Pool

☐ DFC -RENTALS AND SERVICE CHARGES
Category: Priority

☑ DG - DEPOSITORY OF FUNDS

Category: Optional

-DFE Gate Receipts, Fees and Admissions

☑ DFEA Free Admissions

-DFH Student Activities Fund Management

☑ DGA - AUTHORIZED SIGNATURES / CHECK WRITING SERVICES

Category: Required by Law

Legal Reference:

RSA 197:23-a, Treasurer's Duties

☐ DGD - SCHOOL DISTRICT CREDIT CARDS

Category: Optional

☑ DH - BONDED EMPLOYEES

Category: Required by Law

Legal Reference:

RSA 197:22, Treasurer's Bond

☐ DHA-CONTRACTS/SIGNING AUTHORITY

Category: Optional

☑ DI - FISCAL ACCOUNTING AND REPORTING

Category: Required by Law

Legal Reference:

NH Code of Administrative Rules Section Ed. 302:02 (e) (j), Substantive Duties of the Superintendent

☑ DIA - FUND BALANCES

Category: Recommended

Legal References:

RSA 32, Municipal Budget Law
RSA 33, Municipal Finance Act
RSA 35, Capital Reserve Funds
RSA 198:4-b Contingency Fund
Governmental Standards Board Statement 54 (GASB 54)

☑ DIB – TRUST FUNDS

Category: Optional

Legal Reference:

NH Statute 198:20-c, Trust Funds Created for Specific Purposes; Expenditures; Administration
RSA35:1-c, Establishment of Reserves Authorized

☑ DID - FIXED / CAPITAL ASSETS

Category: Recommended

☑ DIE – AUDITS

Category: Required by Law

Legal References:

RSA 197:25, Auditors

RSA 671:5, School District Elections: Auditors

☐ DIH - FRAUD PREVENTION AND FISCAL MANAGEMENT

Category: Recommended

☑ DJ – PURCHASING

Category: Required by Law

Legal Reference:

RSA 194-C:4 II (a), Superintendent Services

NH Code of Administrative Rules Section 303.01 (b), Substantive Duties of School Boards

☐ DJB - PURCHASING PROCEDURES

Category: Optional

Legal References:

RSA 194-C:4 II (a), Superintendent Services

NH Code of Administrative Rules Section 303.01 (b), Substantive Duties of School Boards

☑ DJC - PETTY CASH ACCOUNTS

Category: Recommended

☐ DJD - COOPERATIVE PURCHASING

Category: Optional

☑ DJE - BIDDING REQUIREMENTS

Category: Required by Law

Legal References:

RSA 194-C:4 II (a), Superintendent Services

NH Code of Administrative Rules, Section Ed. 303.01 (b), Substantive Duties of School Boards

☑ DJF - LOCAL PURCHASING

Category: Optional

☐ DJG - VENDOR RELATIONS

Category: Optional

☑ DK - PAYMENT PROCEDURES

Category: Required by Law

Legal Reference:

RSA 197:23-a, Treasurer's Duties

☑ DKA - PAYROLL PROCEDURES

Category: Recommended

☐ DKC - EXPENSE REIMBURSEMENTS

Category: Optional

-DKCA District Travel Reimbursements

☑ DM - CASH IN SCHOOL BUILDINGS

Category: Required by Law

☑ DN - EQUIPMENT AND SUPPLIES DISPOSAL PROCEDURE AND SALES

Category: Required by Law

Legal Reference:

CFR 34, Sec. 80.32