

# Community Solar Proposal



First Parish

Next Step Living is proposing a straightforward way for your church to save money and be you can expect a 5% reduction in your utility bill. How are we doing this? We are building local solar farms in Massachusetts and passing the savings to you. The program has been popular in a handful of states and now has been developed throughout Massachusetts.

## General Overview

We are taking the energy production, measured in dollars, from locally installed solar panels and applying the credit to your utility bill. These credits are technically called Net Metering Credits. Net Metering Credits become another way to pay your bill.

One analogy that we use is, we have a NSTAR gift card and Next Step Living can pay your bill. In return, you pay us 5% less for each credit (dollar) by participating in this program. Conveniently, there is no need to change your energy supplier.

## Why Community Solar?

Community Solar offers the benefits of a rooftop solar array for people with the following challenges:

- Do not own building (renter)
- Cannot build on building (historic or structural limitations)
- Cannot totally offset consumption with available rooftop solar space
- Trees or surrounding buildings are shading rooftop
- Plans to move in the future

## Fast Facts

- No cost to participate
- 5% discount on each Net Metering Credit
- 20 Year Contract with early termination clause
- Minimum credit score of a Fico 700

### What we do

Next Step Living® offers a holistic approach that makes energy efficiency and solar power accessible and affordable. This is a unique way to help homeowners live more comfortably and sustainably while saving money. Next Step Living:

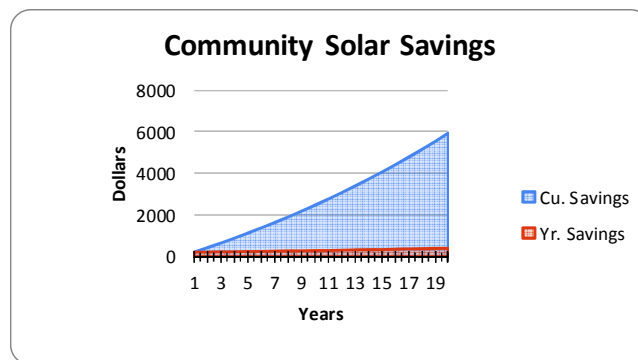
**Offers simplicity.** We're a one-stop resource. Starting with an [on-site consultation](#), we deliver ongoing service – from informed recommendations to guidance about incentives and rebates to expert installation.

**Generates peace of mind.** More than [90,000 homeowners](#) consider us a partner. We customize solutions with products and services carefully selected for maximum impact and offer lifetime customer support.

**Is built on trust.** More than 400 [utilities](#), [community groups](#), [nonprofits](#) and [leading companies](#) that share our passion for reducing energy bills and

## Value

Let's take a look at what this savings means to you and your church



We have calculated your annual electrical cost of \$ 4,200.00 . We can offer the following savings by going with Community Solar:

**Year One Savings With Community Solar:** \$ 199.50 \*

**Cumulative 20 Year Savings with Community Solar:** \$ 5,641.80 \*!

(\* Estimates only, 20 year projections based on EIA data and 3.5% yearly market utility price increase, savings based on 95% bill off-set)



## Environmental Impact

The Net Metering Credits applied to cover your consumption are being generated from 71 locally installed solar panels. The annual production of these solar panels have the positive environmental impact of:

4 cars removed from the road  
7 tons of waste not sent to the landfill

OR the carbon sequestration of...

491 Tree seedlings grown for 10 years  
16 acres of U.S. Forest

(Source: <http://www.epa.gov/cleanenergy/energy-resources/calculator.html>)



## Early Exit Terms

If you, for any reason, choose to exit from the 20 year contract you will be subject to a \$300 dollar new customer acquisition fee, which can be waived if you find us an applicable replacement.

You will also owe Next Step Living for the sum of Net Metering Credits allocated to your account until NSTAR can update their system from our notification. Due to utility regulations, it may take up to six months for Net Metering Credits to update on your account. Participants may have a surplus of credits after ending the contract depending on what time of year they choose to exit.

If you can find a replacement customer and use the credits applied to your account, then you will have no negative financial implications to leaving early.

### Our Impact

Since 2008, Next Step Living has helped New England homeowners achieve almost \$20 million in energy savings, which is expected to grow to almost \$100 million over the next five years.

The estimated impact of the tens of thousands of homes we've served is an annual carbon emissions reduction of more than 75,000 metric tons. That's the equivalent of removing more than 17,000 fossil fuel-burning cars from New England roadways.

## Let's get started!

If you are interested in securing your spot in line for Community Solar, please sign and return the following form. Capacity is limited and going fast.

By signing this form you are not committing to any terms, agreement or a contract. This form allows us to note your interest in the program and allow you the option of participation when there is availability in the upcoming months. A contract and site details will be available at that time.



For more information, please contact an Institutional Community Solar Advisor:

Celis Brisbin  
781-800-4008  
Celis.Brisbin@nextsteplivinginc.com

Dorothea Von Herder  
781-467-9476  
Dorothea.VonHerder@nextsteplivinginc.com

## Community Solar Customer Reservation form

- By signing below and making a \$300 deposit, I am making a reservation with Next Step Living for the opportunity to sign up for community solar capacity as it becomes available to contract at the address(es) I provide below, with my "place in line" based on the date this reservation form is signed.
- Next Step Living's goal, without commitment, is to provide an offering to qualifying customers with:
- Not less than a 5% discount on bill credits generated by a community solar project; and,
  - The reservation deposit below will be applied as a bill credit, and there will be no further up-front payment.
- My deposit is fully refundable upon my request, up to the point I sign a contract for community solar participation. If I have my deposit refunded, I will lose my spot in the order of people who have submitted a reservation form and deposit to participate in community solar.
- Refund requests can be made to [communitysolar@nextstepliving.com](mailto:communitysolar@nextstepliving.com) or 866-867-8729, and will be processed within 15 business days.
- If no community solar projects are available for the address(es) below within six months of the reservation date below, Next Step Living will refund the deposit to me at the primary address below unless I request Next Step living to keep me in line for future projects beyond that six months.

Customer name:

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Signature:

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Primary address:

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Additional addresses:

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