

Wappinger Falls Solar Proposal

By Tom Lopolito

Why Viridian and Sungevity?

Viridian Energy is a leading supplier of electricity and natural gas in the United States. Viridian has the industry expertise and resources to provide you with exceptional service, customized quotes and flexible pricing options. Part of the Cirus Energy family of brands, Viridian boasts one of the most robust, flexible and competitive retail energy platforms in the United States.

It's not always easy for your business to find ways to do your part for the environment and make economically prudent business decisions. Fortunately, choosing affordable green energy from Viridian is one of the easiest ways to make an impact and demonstrate your commitment to corporate responsibility to your customers, employees and other stakeholders. As more and more consumers demand responsible decisions from the businesses they support, companies like yours have the opportunity to select a green energy supplier for their businesses.

WHAT MAKES OUR VIRIDIAN SOLAR OFFERING DIFFERENT FROM OTHER COMPANIES?

Lots of things. But one we are particularly proud of is our new Sun Plus One™ pay it forward program. For every 15 customers who receive solar installations, Viridian will donate one solar power system to a household in need. Donations from Sun Plus One™ will also enable women in developing nations to train as solar engineers and install solar panels in their own off-grid villages

WHAT MAKES SUNGEVITY A GOOD PARTNER?

Many solar companies talk about their customer commitment but Sungevity truly puts the customer first. One of the top three solar providers in the U.S., Sungevity leads the industry in customer satisfaction and installation success, with cancellation rates that are well below the industry average. As a mission-driven B-Corp, Sungevity is also a natural fit for Viridian's "power with purpose" and actively working to expand the use of responsible energy. Last but certainly not least, Sungevity brings to the table a host of market-leading customer prospecting, quoting and monitoring tools, as well as custom design services that promise to take your Viridian solar business to the next level

What is a B Corp?

The B Corp movement is one of the most important of our lifetime, built on the simple fact that business impacts and serves more than just shareholders—it has an equal responsibility to the community and to the planet. *Rose Marcario, CEO of Patagonia*

Certified B Corporations™ redefine success in business.

Individually, B Corps meet the highest standards of verified social and environmental performance, public transparency, and legal accountability, and aspire to use the power of markets to solve social and environmental problems.

B Corp is to business what Fair Trade certification is to coffee or USDA Organic certification is to milk.

B Corps are for-profit companies certified by the nonprofit B Lab to meet rigorous standards of social and environmental performance, accountability, and transparency.

Today, there is a growing community of more than 1,400 Certified B Corps from 42 countries and over 120 industries working together toward 1 unifying goal: to redefine success in business.

Some other recognized names that are also B Corps:

Patagonia, Ben and Jerrys, Cabot Cheese

About Sungevity

Sungevity is a technology-driven solar energy company focused on making it easy and affordable for homeowners and business owners in the US and Europe to benefit from solar power. Leveraging proprietary remote solar design technology, Sungevity can deliver a quote without a site visit and provide prospective customers with visibility to potential savings on their electricity bills. The company continues to grow its customer base and now services 12 US states, the District of Columbia, the Netherlands, the UK and Germany. Sungevity is also the residential solar partner to Lowe's, and was recognized in 2015 by B Corp as one of the "Best for the World 2014" companies for environmental impact. For more information, visit www.sungevity.com.

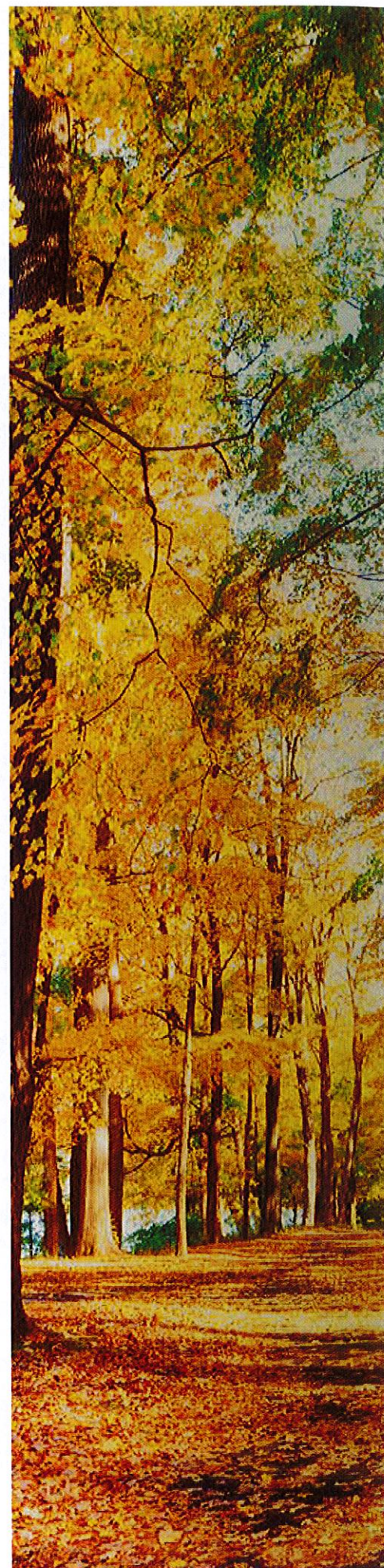
Who else works with Sungivity?

With this latest partnership focused on holistic energy solutions, Viridian Energy joins the broad range of companies and organizations currently working with Sungevity to scale solar adoption internationally, including: The Sierra Club, the nation's largest and most influential grassroots environmental organization; the University of California, Berkeley, the world's premier public university; E.ON, a major investor-owned energy supplier; and Lowe's, a FORTUNE® 50 home improvement company, among many others.

PRODUCTS & PRACTICES: SUSTAINING VALUE

Viridian is a responsible energy company, which the way we interpret it, means a lot. Our responsibility begins with the high-quality products we're able to offer our customers—green electricity, responsible natural gas, affordable, worry-free solar power—and carries through to the actions we take as a company. Whether we are purchasing RECs to support our customers' electricity usage, carbon offsets to offset our natural gas customers' usage and corporate event travel, helping non-profit organizations achieve steady, stable income; or pitching in to clean up a local park or hiking trail, we embrace and embody our core value of sustainability.

OUR PRODUCTS AND PRACTICES ARE THE BEDROCK OF OUR BUSINESS: the most profound and consistent way we help our customers create significant, positive and lasting change.



2009-2014

INDIVIDUAL CHOICE. COLLECTIVE IMPACT.



TOTAL CO2 EMISSIONS AVOIDED **THROUGH 5 YEARS** OF RESPONSIBLE PURCHASING:

5,006,811,017

LBS

YEP. MORE THAN **FIVE BILLION** POUNDS.

If you could make one easy, affordable choice that would help stop or even reverse climate change, would you do it? For the past five years, increasing numbers of energy customers have chosen Viridian and answered "Yes!"

Today, our affordable Everyday Green® offers a powerful RPS + 50% renewable energy mix—a decision that has given our customers more value, more clout, and even more reason to be proud of the difference they are making for the world.

Our total avoided carbon of more than 5,006,811,017 pounds represents the responsible actions we've taken across our business over the last five years. It's even more impressive because it's comprised of voluntary actions only: the voluntary REC purchasing we have made since 2009 for our Everyday Green and Pure Green products, the carbon offsets we've purchased on behalf of our Simply Right and Simply Right 100 natural gas customers, and the carbon offsets we've purchased to mitigate corporate travel. To find out more about how we calculate the pounds of CO₂ avoided, see the Methodology section on page ii.



THAT'S LIKE
COMPLETELY
OFFSETTING THE ENTIRE
CARBON FOOTPRINT
OF ALMOST

113,553
AMERICANS
for one year.¹

After closely surveying the energy usage of 18 segments of the American population, from lowest income to highest, a class at MIT concluded that the average American's carbon footprint is 20 tons a year.

OR THE EQUIVALENT OF:

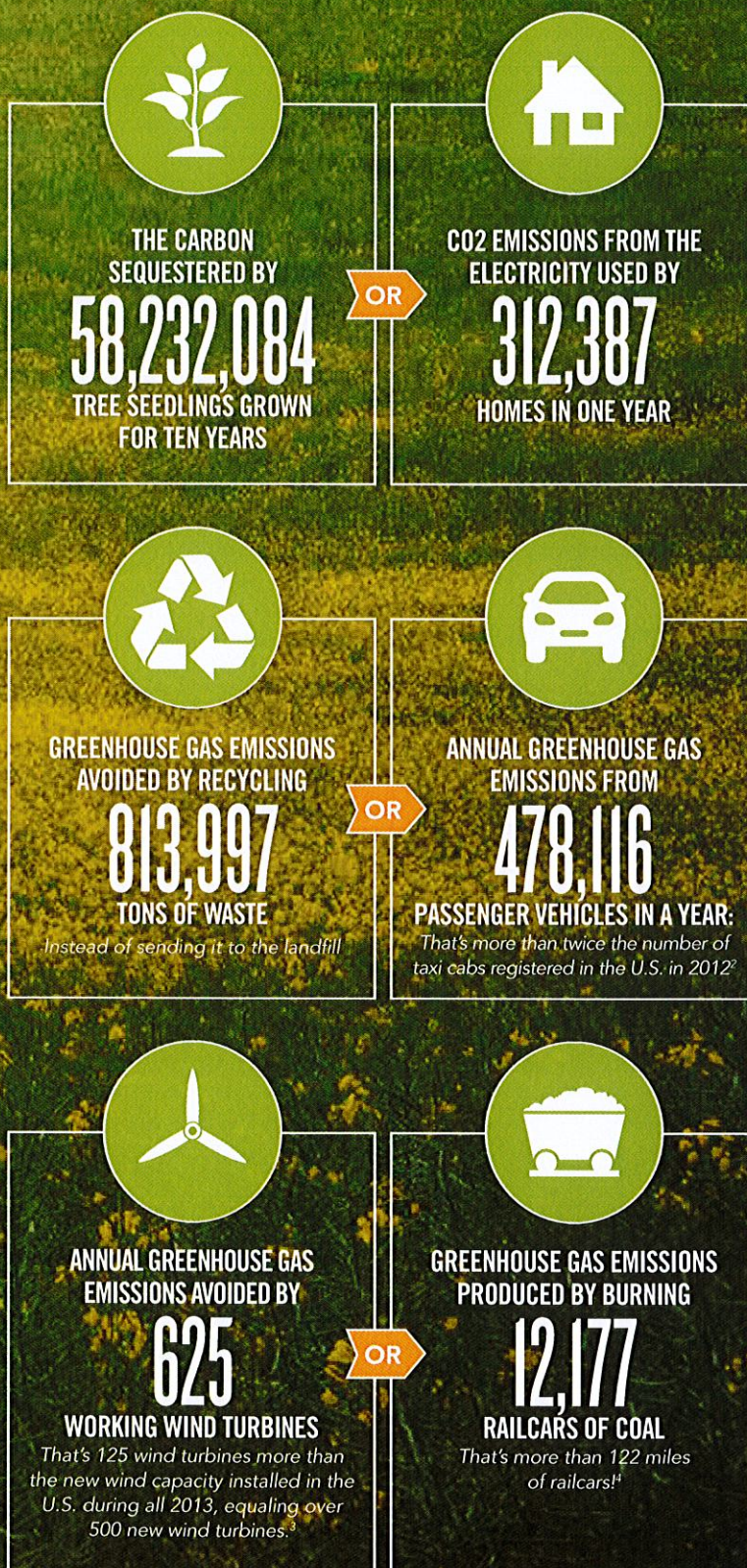
WHY DOES VIRIDIAN FOCUS ON AVOIDING CARBON EMISSIONS?

Because we can and because we must.

The world's increasing use of fossil fuels has caused the amount of carbon dioxide (CO₂) in the atmosphere to rise dramatically.

CO₂ is a greenhouse gas that absorbs light and traps heat. So the more CO₂ we can prevent from being released, the better off we all will be.

1. 113,552.69, to be exact.



2. 233,000 taxi cabs in the U.S. in 2012

3. Source: American Wind Energy Association

4. 53'1" per car/ 12,177 = 646,395.75 ft = 122.42 miles of railcars

5,006,811,017 pounds?

More than 5 billion pounds of CO₂ emissions avoided is almost too large a number to conceive.

This year, in order to convey the full impact of 5 years of our customers' avoided CO₂ emissions, we chose the *Statue of Liberty*: our nation's symbol of welcome and freedom that in many ways could represent Viridian as well. (And thanks to the lovely verdigris on her copper, Lady Liberty is going green, too.)

THAT'S THE SAME
AMOUNT OF WEIGHT AS

11,126

STATUES OF LIBERTY

2014 LOCAL CHANGE

COLLECTIVE IMPACT

The extraordinary range and scope of our sustainability initiatives are all due to the vision and dedication of our Associates and corporate event coordinators. Our deep appreciation and thanks goes out to each person named here.

CT

- 1 Aspetuck Land Trust Habitat Improvement Project, Weston, Dean Haines
- 2 Bike Trail Cleanup and Meditation Labyrinth Walk, Simsbury, Lisa Venn
- 3 Farmington River Cleanup, Simsbury, Jeff Fitting
- 4 GenVCares: Bridgeport Rescue Mission Food Drive, Bridgeport, Johnny Ray Moore
- 5 Granby Public Works Composting Initiative, Granby, Lisa Venn
- 6 Hackney's Hope Therapeutic Riding Farm Cleanup, Middletown, Marie Langill
- 7 Hallock Street Playground Cleanup, New Haven, Leanne Pazzi
- 8 Mill River Park Cleanup, Stamford, Viridian Corporate Team
- 9 Northwest Corner Cleanup, Winsted, Joanne Marzullo
- 10 Ridge Avenue Garden Project, Bridgeport, Mary C. Green
- 11 Seaside Park Cleanup, Bridgeport, Joann Trelli
- 12 Southington Town Cleanup, Southington, Matt Noyes
- 13 Swendsen Family Farm Trail Cleanup, Bethlehem, Robin Kenna

DC

- 14 Anacostia Watershed Society Cleanup, Washington, DC, Ellen Struber

DE

- 15 Delaware Beach Grass Planting, Rehoboth Beach, Angela Flannagan
- 16 Delaware Wild Lands Invasive Species Removal, Middletown, Angela Flannagan

IL

- 17 Burnham Harbor Cleanup and Sustainability Education, Chicago, Virginia McGeathy
- 18 Dan Ryan Woods Invasive Species Removal, Chicago, Kathy Tonner

- 19 JAC Community Garden, Chicago, Marcell Jackson
- 20 McCormick Ravine and Beach Cleanup, Lake Forest, Alan DeBoom
- 21 Miami Woods Forest Restoration Project, Morton Grove, Gillian Schultz
- 22 St. Paul Woods Cleanup, Morton Grove, Gillian Schultz
- 23 Xochiquetzal Peace Garden, Chicago, Irene Vitullo

MD

- 24 Stansbury Park Cleanup, Dundal, Denise Mantenga
- 25 Tree Planting at Cherry Hill Park, Baltimore, Joan Magill

MA

- 26 Annual Earth Day Cleanup, Worcester, Amy Mosher
- 27 Burgundy Brook Farm Cleanup, Palmer, Matt McDonough
- 28 Curly K-8 School Cleanup, Jamaica Plain, Dianne McLaughlin
- 29 Harwich Beach Cleanup, Harwich, John Bangert
- 30 John F. Kennedy Memorial Park Cleanup, Hyannis, Brian Giblin
- 31 Mystic River Earth Day Cleanup, Somerville, Doug Turner
- 32 New England All Breed Rescue Beautification Project, Leicester, Linda Moore

NJ

- 33 Annual Pequannock Riverbank Cleanup, Pompton Plains, Viridian Corporate Team
- 34 Cattus Island Cleanup, Tom's River, Rich & Sue Spakowski
- 35 Cranford Rain Garden Project, Cranford, Donald Jones
- 36 Fairmount Playground Revitalization, Newark, Sheryl M. Lewis
- 37 Newark Tree Planting, Newark, Susan Levinson
- 38 Point Pleasant Clean Ocean Action Cleanup, Point Pleasant, Claudia Hinz
- 39 Ronald McDonald House Cleanup, Long Branch, Phyllis Albruzzese-Smith

NY

- 40 First Day NY Volunteer Project, New York, Bonnie Koch
- 41 GenVCares: Winter Food & Coat Drive, Kingston, John Mocarski
- 42 Grace Go Green—Village of Grace Restoration Day, Mt. Vernon, Enid Hay
- 43 Hudson River Cleanup, Newburgh, Eric Stewart
- 44 Keep Rockland Beautiful Cleanup, Spring Valley, Rose Aleandre
- 45 Kingston Clean Sweep, Kingston, John Mocarski
- 46 Middle Main Poughkeepsie Cleanup, Poughkeepsie, Liz Paulo
- 47 New Paltz Clean Sweep, New Paltz, Barbara Strnadova
- 48 People's Climate March, Manhattan, Jeffrey Berger & Dianne McLaughlin
- 49 Tiff Nature Preserve Earth Month Cleanup, Buffalo, Jeffrey Berger
- 50 Tree Toga Festival, Saratoga, George Urciuli

PA

- 51 Awbury Arboretum Seedling Transplant Project, Philadelphia, Jeff Harris
- 52 Carrie Furnace Tireless Cleanup, Pittsburgh, Gary Urbatis

RI

- 53 GenVCares: Rhode Island Food Drive, Warwick, John Bangert & Matt McDonough

CHANGE BY THE NUMBERS



853

VOLUNTEERS



2,542

VOLUNTEER HOURS



20,112

POUNDS OF TRASH COLLECTED



128

LARGE URBAN
TREES PLANTED



HUDSON RIVER CLEANUP | APRIL 5, NEWBURGH, NY

Working with the Newburgh Rowing Club, a Viridian Residual Fundraising Program* participant, that has hosted this event for the past 20 years, 34 Viridian volunteers carted away 1,520 pounds of garbage from the Hudson River, and collected and recycled 1,436 glass and plastic bottles plus 56 tires from the water and riverbanks.

* Read more about our Residual Fundraising Program on page 27.



NEWARK TREE PLANTING | APRIL 12, NEWARK, NJ

Generation V joined volunteers from the New Jersey Tree Foundation and other organizations to plant 40 trees in urban Newark. The Foundation has planted 200,114 trees to date.

DELAWARE BEACH GRASS PLANTING MARCH 22, REHOBOTH BEACH, DE

Sand dunes provide essential protection against damaging coastal storms and beach grass helps stabilize the dunes. Together with approximately 1,200 other volunteers our Viridian team planted 150,000 units of grass at three crucial sites north of the Indian River Inlet.



ST. PAUL WOODS FOREST RESTORATION OCTOBER 25, MORTON GROVE, IL

Since 2012, Viridian has teamed up with North Branch Restoration to remove invasive buckthorn from the woods around Morton Grove. Now the natural habitat is thriving. As a result, an area in St. Paul Woods is now known as the "Viridian Clearing."



ANACOSTIA WATERSHED SOCIETY CLEANUP APRIL 5, WASHINGTON, DC

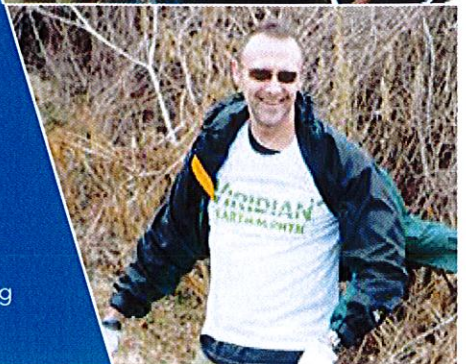
Thanks to the efforts of the Anacostia Watershed Society (AWS), this once-polluted river is healthy and beautiful once more. To help it stay that way, Viridian volunteers partnered with others from the AWS and the Seafarers Yacht Club to fish out roughly half a ton of trash.



“VIRIDIAN'S CULTURE OF SUSTAINABILITY INSPIRES EVERYONE WHO PARTICIPATES IN ONE OF OUR LOCAL CHANGE EVENTS.

Every project puts the work we do into perspective, and creates a stronger community and connection to who we are and what we stand for.”

– Chris Schultenover, Vice President of Marketing



YEAR 1



BRAZIL SOUTH AMERICA

When you step into an old-growth rainforest, daylight dims, the temperature drops slightly and there's a fragrant moisture in the air. Look up at the towering canopy: more plant and animal species live there than anywhere else in the forest.¹ The canopy blocks the sun's rays during the day and holds in heat at night, protecting its delicate inhabitants from harmful temperature extremes. And as you walk you can almost feel the trees around you breathing in and out, removing CO₂ from the air, storing carbon in the soil and in their trunks and branches, and releasing oxygen and water vapor into the atmosphere.

Approximately 20% of the world's oxygen is produced in the rainforest, and as much as 140 billion metric tons of CO₂ is sequestered. Each canopy tree can release about 200 gallons of water each year. But man-made deforestation is clearing our planet's forests on a massive scale. More than half of Earth's rainforests have already been lost. At current rates, 55% of the Amazon's forests could be gone by 2030, and along with them the plants and animals—many still undiscovered—that call it home.

The Amazon rainforest was the natural place for us to begin our 7 Continents in 7 Years journey. And since that first journey, we've established our Amazon Preservation Project, a commitment to travel back to the Amazon rainforest annually to plant a total of 5,000 trees in deforested regions.

In the jungle with our dedicated guides, we plant young native trees each year, and reconnect not only with nature, but with the part of ourselves that's easy to lose touch with amid the hum and hurry of everyday life.

The Amazon Preservation Project began as a pledge to preserving an essential place in the world, but it has also turned into a beautiful part of our culture as an organization, as we discover that we can personally contribute to a worthwhile, sustainable and global goal.

THE AMAZON REPRESENTS OVER HALF OF THE PLANET'S REMAINING RAINFORESTS,

and comprises the largest and most biodiverse tract of tropical rainforest in the world, with an estimated **390 billion individual trees** divided into **16,000 species**.²

1. Smithsonian. 2. Science, October 12, 2013. All other facts in this section are sourced from the World Wildlife Fund and National Geographic



FIRST VIRIDIAN TREE
PLANTED MARCH 2011,
PHOTOGRAPHED
MARCH 2014

AMAZON PRESERVATION PROGRESS

2011 **555** trees planted
in two trips
2012 **868** trees planted
2013 **1,269** trees
planted
2014 **1,729**
trees planted
to date!



GHANA AFRICA

Around the world, 1.4 billion people live without reliable access to electricity. In February 2012, 36 of our top Associates and senior executives traveled to three remote villages who were a small part of that 1.4 billion—Asunafo, Abrenya and Wekpeti—where we partnered with World Joy, Goal Zero and Empower Playgrounds to:

- Install solar energy on schools and a health clinic
- Provide the clinic with a solar-powered refrigerator to preserve life-saving medication
- Build electricity-producing merry-go-rounds for the young students, which help power the school by day and charge solar lanterns they take home with them at night
- Renovate and stock a library with books for young and old

2012 IMPACT



2 total solar systems installed

24 solar lanterns distributed



2 electricity-generating merry-go-rounds built



1 library renovated

5,000 books donated to the African Library Project

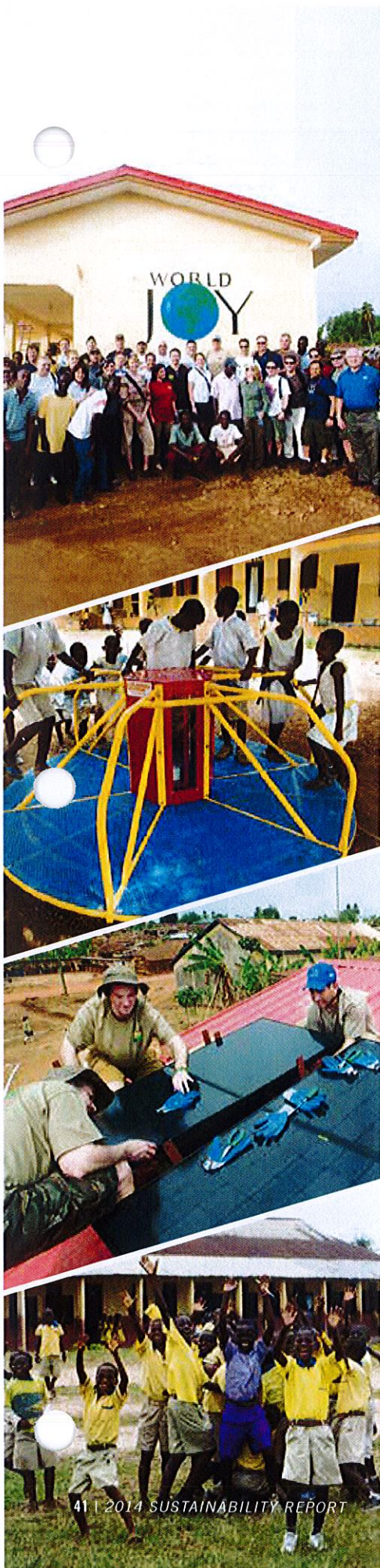


2014 UPDATE

"Both the parents and the staff nurses who live here are enjoying the light and refrigeration from the installed solar power when the regular power grid is not working. This is unfortunately a common problem here.

Viridian has introduced an important resource to people that have yet to receive community power lines."

— Stephen Abu, World Joy





INDONESIA ASIA

One of the most biodiverse regions on earth is also one of the most imperiled: at its current rate of deforestation, Indonesia's natural resources will be depleted in just 50 years. Not far from the teeming metropolis of Jakarta, small villages without power will pay the price. Working in West Java with project partners Conservation International and Goal Zero, we set and achieved four ambitious goals:

- Install solar panels on local homes in Genteng village, plus on a gibbon rehabilitation facility and an educational conservation center
- Restore access to fresh water for Bodogol, a village that had been relying on a single, broken pipe
- Plant trees in Gedepahala National Park, a forest that is a vital watershed
- Help educate West Javan schoolchildren about conservation and sustainability

2013 IMPACT



1,001 trees planted



2 total solar systems installed



53 LED lights connected

4 portable lanterns provided



2 large storage batteries and 4 battery packs donated



4 kilometers of PVC piping hooked up to water source



2014 UPDATE

"We all want to say a very big thanks to Viridian. The panels here are still working, as well as the pipe in Bodogol. The people can get water more easily. The plantation is growing and good. Everything is fine here, everything is a success, as we thought."

– Elan Juanada, [Conservation International](#)





Sungevity for Your Business

2015 Statement of Qualifications

About Sungevity

Ken Wells, Project Manager



DIAMOND CERTIFIED AND DEDICATED TO THE COMMUNITY

Sungevity started as a small business in 2007. We've grown to over 1000 solar professionals and are known for our superb customer service. We are the largest privately-held solar company in the U.S. and have financial backing from Lowe's, GE Ventures, and E.ON, one of the world's largest utilities.



We have been awarded the prestigious "Diamond Certified" award by the American Ratings Corporation for "Highest Quality" and "Highest Customer Satisfaction". We're a Certified B Corporation, recognized for our environmental and social responsibility, and for being a great place to work.



We care about people, communities, and the planet and partner with dozens of non-profits to help them raise funds to support their work. Visit us.sungevity.org to learn more.



Sungevity for Business

Ian Petrich, Director of Project Operations



Beautifully engineered

FAST AND
BUILT
TO LAST



HIGH QUALITY: We use only top-quality solar panels and components from tier-one manufacturers. Our systems include a 20-year warranty on all components so you can rest assured your investment is protected.

UNPARALLELED VELOCITY: Our talented network of preferred installers work efficiently to get your system installed and interconnected fast.

QUALITY: You don't have time to deal with mistakes, which is why we get it right the first time. Fast, Easy, Trustworthy.

It's not just sunshine

IT'S SOLAR
POWERED
SAVINGS



CUSTOM: Using remote imaging, we custom design your solar system to optimize your financial return.

LOCAL: We partner with licensed local installers in our preferred network, keeping jobs in your area.

FINANCING: Products include industry leading Loans, PPAs, Leases and PACE options.

No hassles

SOLAR
STRAIGHT
FORWARD



EASY: We take care of everything — design, engineering, permits, installation, and interconnection.

EXECUTION EXCELLENCE: Dedicated and experienced commercial team who together have developed and installed over 500 MWs of solar power.

24/7 MONITORING: Online or from your mobile device, you can monitor your solar production where you want, when you want.

Commercial Team

PAST PROJECT HIGHLIGHTS

LARGE SYSTEMS

26.5 MW

SAN DIEGO AREA SOLAR FIELD
San Diego, CA
Single Axis Tracker

25 MW

SOLAR FARM
Queen Creek, CA
Single Axis Tracker

5.7 MW

SAN DIEGO AREA COMMUNITY
SOLAR PROJECT
Brawley, CA
Fixed Tilt Ground Mount

6.4 MW

LAS VEGAS HOTEL COMPLEX
Las Vegas, NV
Rooftop Ballast

13.8 MW

NAVAL STATION
China Lake, CA
Single Axis Tracker

10.8 MW

LOCAL UTILITY
Lea, NM
Single Axis Tracker

MEDIUM & SMALL SYSTEMS

5 MW

YOLO COUNTY SOLAR PROJECT
Davis, CA
Single Axis Tracker

2 MW

MUSEUM
San Francisco, CA
Rooftop

2.5 MW

COMMUNITY COLLEGE
East Bay, CA
Ground & Carport Single
Axis Tracker

1.9 MW

SCHOOL DISTRICT
South Bay Area, CA
Rooftop & Ground Mount

1.2 MW

FARMING PRODUCT COMPANY
Brawley, CA
Fixed Tilt Ground Mount

1.2 MW

COMMUNICATION &
CONDUCTOR COMPANY
Santa Clara, CA
Carport

750 kW

COLD STORAGE/PRODUCE
Newman, CA
Ground Mount Tracker

375 kW

PROFESSIONAL SPORTS STADIUM
Bay Area, CA
Custom Structure

487 kW

CENTRAL VALLEY MUNICIPAL
SOLAR PROJECT
Fresno Area, CA
Ground Mount Tracker

350 kW

MUNICIPAL WATER DISTRICT
East Bay, CA
Ground Mount Tracker

127 kW

HOSPITAL MICRO GRID
Port-au-Prince, Haiti
Rooftop

Jacobs Hall Case Study

UC BERKELEY

SCOPE OF PROJECT

The Sungevity Commercial team was commissioned to develop the first campus solar project on Jacobs Hall, part of the School of Engineering and the university's new home for design innovation.

The system which is just over 80 kW is expected to produce approximately 2.3 million kWh of energy, which will reduce the building's carbon emissions by about 597 tons.

This installation is particularly unique, using a new type of panel made by Sunpreme. These panels are bi-facial and translucent, which allows for absorption from both direct and refracted light. Additionally, they are frameless which presents the illusion of floating, adding to the building's modern design.

Jacobs Hall contains dedicated space for everything from student exhibits to design studios to workshops. Each semester, as many as 800 students will take classes or participate in other activities in the building. Seeing solar in action is just one of the ways UC Berkeley and Sungevity are working together to build a brighter future.

BENEFITS

114,000 kWh

produced in the first year, equivalent to powering 7.5 homes.

\$408,000

approximately how much Jacob's Hall will save over the next 20 years.

2.3 million kWh

how much Jacob's Hall is expected to produce which is equivalent to powering 237 homes for one year.

1,871,638

less auto carbon emission which is equivalent to 20,156 tree seedlings grown for 10 years.



PROJECT OVERVIEW

Location: Berkeley, CA
 Completed: September 2015
 Installation Type: Roof mount with trellis
 System size: 81 kW
 Number of Panels: 286 modules
 Products: Trina, Sunpreme bi-facial
 Inverter: SMA Tri-Power
 Finance Product: Cash