

## Robert Barbian

---

**From:** Kurt Seestrom <Kurt@geronimoenergy.com>  
**Sent:** Tuesday, April 26, 2016 2:24 PM  
**To:** rbarbian@ci.foley.mn.us  
**Subject:** Community Solar Garden Project.....Geronimo Energy  
**Attachments:** Commumity Solar Garden Overview.pdf; CSG FAQ for Subscribers.pdf

Hey Bob and thanks for taking my call today. Here is a bit more information on our program and I hope we can meet with the City Council on May 3.

Also, the cities of Paynesville and Sauk Rapids are moving forward with this program.

As mentioned, I work for Geronimo Energy as your Community Solar Garden Representative. We are the developer in this Minnesota State Legislature approved program (MN Statute 216.b.1641) overseen by the Public Utilities Commission (PUC) and worked in conjunction with Xcel Energy.

We would like to offer you (City of Foley) and selected other Xcel Energy customers in your area the opportunity to participate in this new program with no risk or cost to you. You would be able to save approximately 10% (\$.01/kWh) off your Xcel Energy bill each month and you would be supporting the on-going initiative of renewable energy in the state.

Geronimo Energy's Community Solar Garden (CSG) portfolio is comprised of 72 megawatts (MW) throughout 22 locations in 18 counties across the state of Minnesota. Geronimo's current subscribers cross both industry and geographic locations and include non-profits, colleges and universities, high schools, corporations and government agencies. Geronimo's CSG Portfolio Benefits include:

- No investment or maintenance costs....no risk
- Support renewable energy
- Keeps your energy dollars local....Geronimo Energy is a Minnesota company
- Community Solar Garden facility is professionally maintained by Geronimo Energy
- Monthly saving of approximately 10% (\$.01/kWh) of your Xcel Energy bill
- Geronimo's Solar Energy Gardens are located in your area

I hope you can share with others within the city that may want to take advantage of this opportunity and learn more about this new program. I also hope we can meet in the near future so I can be more specific on what your monthly savings would be based on your electric usage.

Some of our new subscribers/customers are St. John's University, Andersen Windows, St. Olaf College and St. Paul Public Housing Authority.

Also, our financing partner is Berkshire Hathaway Energy.

I have attached a few documents that may help explain our program:

- \* Community Solar Overview
- \* Community Solar PowerPoint
- \* FAQ Sheet
- \* Link to our website ([www.geronimoenergy.com](http://www.geronimoenergy.com)<<http://www.geronimoenergy.com>>)

Also, with your approval, I would like to send you a data release form so Xcel can provide us with your electric usage and perhaps other associated locations/premises. This will allow us to prepare a proposal for you to see how much money you can save with the program.

Thanks again for your consideration.

Thanks.

Kurt Seestrom  
Solar Garden Representative  
7650 Edinborough Way, Suite 725  
Edina, MN 55435  
Main: 952.988.9000  
Direct: 612.961.1578  
Geronimo Energy<<http://www.geronimoenergy.com/>>

[GeronimoEnergy - Copy]

# Community Solar Gardens

## MINNESOTA COMMUNITY SOLAR GARDEN PROGRAM OVERVIEW

In 2013, Minnesota legislation directed Minneapolis-based utility, Xcel Energy, to create a program for community solar gardens. A community solar garden is a centralized, shared solar project connected to the energy grid that has multiple subscribers. Each subscriber receives a credit on their Xcel Energy electric bill based upon the production of the solar facility and their ownership share of that facility. The program is available to Xcel Energy customers, and each subscriber may own up to 40% of a single community solar garden. Under the program rules, a subscriber must be located within one county of the subscribed garden location.

## PROGRAM OFFERING

| OFFERING                     | SUBSCRIBERS  | REQUIREMENTS  | DETAILS   | STATUS        |
|------------------------------|--|---|---|---------------|
| <b>25 Year Subscriptions</b> | Available to commercial, industrial, non-government organizations (NGO), and government agencies | Must be an Xcel energy customer located within the same or an adjacent county of the selected solar garden. | Please contact us for information, as offering details vary based on organization type. | Now Enrolling |

## GERONIMO ENERGY'S COMMUNITY SOLAR GARDENS

Geronimo Energy is currently actively working with and seeking potential subscribers. The energy produced by Geronimo's solar gardens will be delivered to Xcel's local distribution system under Xcel Solar Rewards Community program.

## ABOUT GERONIMO ENERGY

Geronimo Energy is a utility-scale wind and solar development company based in Minneapolis, Minnesota. Geronimo has developed over 1,500 megawatts of operating and contracted wind farms and solar projects throughout the United States and has a pipeline of projects that boast an aggregate nameplate capacity exceeding 3,000 megawatts of clean energy – roughly enough to power one million American homes. Geronimo solar projects provide clean electricity to utilities and other large energy consumers. Recent Geronimo Energy solar developments include the multi-store Slumberland Furniture installation and the internationally recognized Aurora Utility-Scale Distributed Solar Generation Project.

Geronimo provides a complete set of services to ensure smooth implementation and operation of community solar garden projects. As a solar energy developer, Geronimo will secure a credit-worthy off-take partner for all of its community solar garden facilities. Geronimo will work to ensure that this partner has superior subscription management capabilities, real-time solar production monitoring, and a strategy for delivering lifetime maintenance and facility upkeep in order to guarantee a superior level of service and reliability for subscribers.

7650 EDINBOROUGH WAY, SUITE 725 | EDINA, MN 55435 | PHONE: 952.988.9000



## PROGRAM BENEFITS FOR SUBSCRIBERS

- Monthly energy savings
- No upfront investment
- Support renewable energy
- Keep your energy dollars local
- No maintenance or overhead - each solar facility is professionally maintained

## MORE INFORMATION

Email:  
[solargardens@geronimoenergy.com](mailto:solargardens@geronimoenergy.com)

Phone:  
952-988-9000



[www.geronimoenergy.com](http://www.geronimoenergy.com)

# Community Solar Gardens

## FREQUENTLY ASKED QUESTIONS

### HOW MUCH LAND DOES A 1 MW SOLAR GARDEN USE?

Typically, a 1 MW solar facility utilizes 5 acres of contiguous flat land.

### HOW MANY HOMES DOES A 1 MW SOLAR GARDEN POWER?

A 1 MW solar facility will power approximately 180 homes each year.

### HOW MUCH CARBON DIOXIDE EMISSIONS DOES A 1 MW GARDEN OFF-SET?

On average, a 1 MW solar facility will off-set an estimated 1,100 metric tons of CO<sub>2</sub> emissions annually. Across Geronimo's 102 MW solar garden portfolio, an estimated 112,200 metric tons of CO<sub>2</sub> will be reduced every year during operation. That's equivalent to removing the emissions of over 28,000 cars - or, replacing the carbon sequestered from 111,105 acres of U.S. forests in just one year.

### WHAT IS THE CAPITAL INVESTMENT FOR A 1 MW SOLAR GARDEN?

It is estimated that the capital investment for a typical 1 MW solar garden is \$2 million.

### HOW DO SOLAR GARDENS ECONOMICALLY BENEFIT MINNESOTA?

In addition to the environmental benefits, Geronimo's solar gardens will benefit the local and state governments by boosting tax revenue, creating jobs and increasing local spending (in the form of landowner payments and spending by contractors and partners in the projects' host communities).

### IS SOLAR ECONOMICALLY COMPETITIVE WITH OTHER ENERGY SOURCES?

Solar energy has been proven to be economically advantageous over other energy sources. In fact, recently, the Minnesota Public Utilities Commission agreed with an Administrative Law Judge that solar was less expensive than natural gas when it awarded Geronimo with a PPA with Xcel Energy for the historic Aurora Solar Project, which is a distributed solar project across 17 Minnesota counties.

### DOES SOLAR ENERGY WORK IN MINNESOTA YEAR ROUND?

Solar panels operate in all weather conditions, including severe winter climates. The solar resource in Minnesota varies throughout the year, and typically, panels deliver peak power in the summer. However, panels also produce excellent power during clear, sunny days in the winter, as well.

### ABOUT GERONIMO ENERGY

Geronimo Energy is a North American utility-scale wind and solar development company based in Minneapolis, Minnesota. Geronimo has developed over 1,500 megawatts of operating and contracted wind farms and solar projects throughout the United States and has a pipeline of projects that boast an aggregate nameplate capacity exceeding 3,000 megawatts of clean energy – roughly enough to power one million American homes. Geronimo solar projects provide clean electricity to utilities and other large energy consumers. Recent Geronimo Energy solar developments include the multi-store Slumberland Furniture installation and the internationally recognized Aurora Utility-Scale Distributed Solar Generation Project.

Together with its finance partner, Berkshire Hathaway, Geronimo provides a complete set of services to guarantee a superior level of service and reliability for subscribers and ensure smooth implementation and operation of community solar garden projects, including subscription management, real-time solar production monitoring, and lifetime maintenance and facility upkeep.



### PROGRAM BENEFITS FOR SUBSCRIBERS

- No upfront investment
- Monthly energy savings
- Market organization as "green"
- Support renewable energy
- Keep your energy dollars local
- No maintenance or overhead - each solar facility is professionally maintained

### MORE INFORMATION

Email:  
[solargardens@geronimoenergy.com](mailto:solargardens@geronimoenergy.com)

Phone:  
952-988-9000

