

**From:** Rob Corradi <rob.corradi@suntribesolar.com>  
**Sent:** Monday, September 30, 2019 7:15 PM  
**To:** Alex Gregory  
**Cc:** Devin Welch; Seth Herman; Danny Van Clief; Taylor Brown  
**Subject:** RE: Questions being asked...

Hey Alex,

So I think it's important to communicate to Dr. White that these questions he's seeing/being asked are hinting at – and sometimes explicitly stating – much larger concerns about solar, particularly utility-scale solar, that have very little to do with the partnership we've developed with their school system (and as I mentioned earlier, are a bit disingenuous a good amount of the time). So we've written up some answers to his questions which really focus on his school system and their project. These questions are basically “gotcha” questions, so it'll be most helpful for him if he sticks to a narrow series of answers that avoids him having to wade into MUCH larger policy issues here w/r/t solar in Virginia. These are meant to be used as responses from him, and not as quoted answers from Sun Tribe.

But here are his questions (with answers). Let me know if there's anything else we can help him with:

#### **What are the Tax Credits and the impact on State & Local Revenue.**

The only applicable tax credit involved when it comes to King William County Schools is the Federal solar Investment Tax Credit (often called the ITC), which is currently is at 30 percent in 2019. It's important to recognize that this credit is available only against the tax liability of investors in a solar energy property, and as a result, public entities like school systems are not able to take advantage of the savings this tax credit helps afford. That's why King William Public Schools worked through a General Assembly-established program called the Power Purchase Agreement (PPA) Pilot program, which allows us to work with a private sector partner (in our case, Virginia-based Sun Tribe Solar) in order to see the benefit of the savings from that tax credit – savings we can then invest in our school system and help save money for taxpayers. Our project has no impact on state and local revenues.

#### **Is their negative environmental issues being down played?**

No – solar has an entirely positive environmental impact, and it is a safe and highly-proven technology. It's worth noting that safety was an important issue for the school system, which is why we worked with Virginia's leading PPA solar provider for schools, who have a leading safety program and one of the best reputations in the business for ensuring safety remains a top priority. And throughout, we have worked in broader partnership with Virginia's Department of Environmental Quality to ensure a positive environmental outcome.

#### **Is the energy these Solar Farms producing cost effective?**

Yes. Over the course of our system agreement, we're going to save over \$4 million thanks to our embrace of solar – a significant discount over what we have been paying (we're going from \$0.010/kWh to \$0.083/kWh) for energy that

came from traditional generation. When it comes to cost for the school district, on-site solar was a great decision from a cost perspective.

### How will rate payers be impacted with future energy bills?

Rate payers won't be impacted on their future energy bills, as the energy produced at the school district will be consumed on site. In the broader sense: Virginia's PPA Pilot program was specifically designed with the goal of protecting the Commonwealth's rate payers in mind.

### Do these fall under "regulated" or "unregulated" utilities ?

Our solar system falls under "regulated" utilities here in Virginia.

#### Rob Corradi

Public Affairs and Development Manager



#### Sun Tribe Solar

300 E Main St, Suite 200, Charlottesville, VA 22902

M 410.212.5483 T 800.214.4579 F 434.245.4904

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

---

**From:** Rob Corradi <[rob.corradi@suntribesolar.com](mailto:rob.corradi@suntribesolar.com)>

**Sent:** Monday, September 30, 2019 2:53 PM

**To:** Alex Gregory <[alex.gregory@suntribesolar.com](mailto:alex.gregory@suntribesolar.com)>

**Cc:** Devin Welch <[devin.welch@suntribesolar.com](mailto:devin.welch@suntribesolar.com)>; Seth Herman <[seth.herman@suntribesolar.com](mailto:seth.herman@suntribesolar.com)>; Danny Vanclief <[Danny.Vanclief@suntribedevelopment.com](mailto:Danny.Vanclief@suntribedevelopment.com)>; Taylor Brown <[taylor.brown@suntribesolar.com](mailto:taylor.brown@suntribesolar.com)>

**Subject:** Re: Questions being asked....

I'll put together some facts/talking points that you can send to Dr. White, but I know I haven't reached out directly. Might be best if that continued contact comes from you.

I'd also say that we'd be happy to help him answer any specific questions that pop up in the future -- that he knows he can use us as a resource if he's getting inquiries he's not sure how to respond to from stakeholders.

And while I wouldn't put this part in writing, I'd maybe let him know that we've seen pockets of opposition to solar pop up in other communities throughout Virginia, and the opposition isn't grounded in any kind of real facts or genuine questions, but usually by people who are just looking for ways to object because they're anti-renewable energy on broad political grounds (which is likely what he's seeing here), have heard/seen stuff on the internet that isn't true but people aren't particularly knowledgeable about the science, or are generally a bit NIMBY-ish.

-Rob

----- Original message -----

From: Alex Gregory <[alex.gregory@suntribesolar.com](mailto:alex.gregory@suntribesolar.com)>

Date: 9/30/19 2:44 PM (GMT-05:00)

To: Alex Gregory <[alex.gregory@suntribesolar.com](mailto:alex.gregory@suntribesolar.com)>, Rob Corradi <[rob.corradi@suntribesolar.com](mailto:rob.corradi@suntribesolar.com)>

Cc: Devin Welch <[devin.welch@suntribesolar.com](mailto:devin.welch@suntribesolar.com)>, Seth Herman <[seth.herman@suntribesolar.com](mailto:seth.herman@suntribesolar.com)>, Danny Vanclief <[Danny.Vanclief@suntribedevelopment.com](mailto:Danny.Vanclief@suntribedevelopment.com)>, Taylor Brown <[taylor.brown@suntribesolar.com](mailto:taylor.brown@suntribesolar.com)>  
Subject: RE: Questions being asked....

Hey Team,

Wanted to see if anybody had some feedback on this.

Also wanted to see if anyone from STS had replied before I reach back out to Dr. White.

Thanks,

**Alexander Gregory**  
Project Manager



**Sun Tribe Solar**  
300 E Main St, Suite 200, Charlottesville, VA 22902  
M 919.824.7741 T 800.214.4579 F 434.245.4904  
[alex.gregory@suntribesolar.com](mailto:alex.gregory@suntribesolar.com) | [www.suntribesolar.com](http://www.suntribesolar.com)

This e-mail message, including any attachments, is for the sole use of the person to whom it has been sent, and may contain information that is confidential or legally protected. If you are not the intended recipient or have received this message in error, you are not authorized to copy, distribute, or otherwise use this message or its attachments. Please notify the sender immediately by return e-mail and permanently delete this message and any attachments. Sun Tribe Solar makes no warranty that this e-mail is error or virus free.

---

**From:** Alex Gregory <[alex.gregory@suntribesolar.com](mailto:alex.gregory@suntribesolar.com)>  
**Sent:** Wednesday, September 25, 2019 4:28 PM  
**To:** Rob Corradi <[rob.corradi@suntribesolar.com](mailto:rob.corradi@suntribesolar.com)>  
**Cc:** Devin Welch <[devin.welch@suntribesolar.com](mailto:devin.welch@suntribesolar.com)>; Seth Herman <[seth.herman@suntribesolar.com](mailto:seth.herman@suntribesolar.com)>; Danny Vanclief <[Danny.Vanclief@suntribedevelopment.com](mailto:Danny.Vanclief@suntribedevelopment.com)>; Taylor Brown <[taylor.brown@suntribesolar.com](mailto:taylor.brown@suntribesolar.com)>  
**Subject:** Re: Questions being asked....

Thanks Rob.

Team-

Please advise. I just want Dr. White to know we have his back. Feel free to bypass me and reach out directly if needed.

Sent from my iPhone

On Sep 25, 2019, at 2:17 PM, Rob Corradi <[rob.corradi@suntribesolar.com](mailto:rob.corradi@suntribesolar.com)> wrote:

I'm happy to write some stuff up for them to use/have in their back pocket for knowledge.

But for broader visibility (and considering some of what they're saying here impacts the UDev side as well) – looping in Devin, Taylor, Seth, and Danny for awareness.

**Rob Corradi**  
Public Affairs and Development Manager

<image001.png>

**Sun Tribe Solar**  
300 E Main St, Suite 200, Charlottesville, VA 22902  
M 410.212.5483 T 800.214.4579 F 434.245.4904

**From:** Alex Gregory <[alex.gregory@suntribesolar.com](mailto:alex.gregory@suntribesolar.com)>  
**Sent:** Wednesday, September 25, 2019 3:19 PM  
**To:** Rob Corradi <[rob.corradi@suntribesolar.com](mailto:rob.corradi@suntribesolar.com)>  
**Subject:** Fwd: Questions being asked....

Rob-

Dr. White gave me a call earlier and asked if I could assist.

Please read below and forward to who you think is best.

Keep me in the loop.

Sent from my iPhone

Begin forwarded message:

**From:** David White <[dwhite@kwcps.k12.va.us](mailto:dwhite@kwcps.k12.va.us)>  
**Date:** September 25, 2019 at 12:05:13 PM MDT  
**To:** Alex Gregory <[alex.gregory@suntribesolar.com](mailto:alex.gregory@suntribesolar.com)>  
**Subject:** Questions being asked....

Alex,

We have a local T.E.A. Party that is extremely active as it is an election year. That being the case, would SunTribe provide some answers or talking points to questions they are asking on their website?

Here they are:

Local: Hear some interesting facts on Solar Energy Farms--Pros & Cons. What are the Tax Credits and the impact on State & Local Revenue. Is their negative environmental issues being down played ? Is the energy these Solar Farms producing cost effective ? How will rate payers be impacted with future energy bills ? Do these fall under "regulated" or " unregulated" utilities ?

Thanks,

David

--

*David O. White, Ed.D.*

Division Superintendent  
King William County Public Schools  
18548 King William Road  
King William, VA 23086  
Phone: (804) 769-3434  
Fax: (804) 769-3312  
[dwhite@kwcps.k12.va.us](mailto:dwhite@kwcps.k12.va.us)

CONFIDENTIALITY NOTICE:

The contents of this email message and any attachments are intended solely for the addressee(s) and may contain confidential and/or privileged information and may be legally protected from disclosure. If you are not the intended recipient of this message or their agent, or if this message has been addressed to you in error, please immediately alert the sender by reply email and then delete this message and any attachments. If you are not the intended recipient, you are hereby notified that any use, dissemination, copying, or storage of this message or its attachments is strictly prohibited.