**Timeline of Harrisonburg City Public Schools Solar Project Negotiations**

The proposal from Secure Futures to provide on-campus solar power, approved unanimously by Harrisonburg City School Board in December 2018, is estimated to provide the school division anywhere from approximately $750,000 to three million dollars in net benefits over the next 25 years, depending on assumptions about utility electricity escalation rates. This solar project would also help teachers integrate clean energy into classroom lessons, all at no upfront capital cost to Harrisonburg Schools. Below is a timeline of key milestones of the proposed Harrisonburg project.

1. **September 28, 2017:** Harrisonburg School Board releases Request for Qualifications for Solar Power Services. Secure Futures is one of five respondents.
2. **July 9, 2018:** Harrisonburg School Board releases Request for Proposals for Solar Power Services.
3. **December 4, 2018**: In a public meeting, School Board votes unanimously to award solar project to Secure Futures, in partnership with Sun Tribe Solar and Standard Solar. At a projected 3.8 megawatts, the project represents the largest solar energy system installed at a school division in Virginia to date. Solar arrays at five schools are projected to offset 65% of those campuses' power usage and yield net savings to the schools of $4.5 million over 25 years (assuming the Harrisonburg Electric Commission's historical annual rate of escalation and a one-megawatt net metering cap). At the same public meeting, the School board directs the company to begin discussions with HEC to develop the parameters of any proposed contractual terms and protocols that may be necessary for the Board to begin meaningful negotiations with Secure Futures.
4. **January 2019:** Discussions between HEC and Secure Futures begin. HEC requests that the company plan the solar project based on a lower net-metering cap of 500 kilowatts. This results in a smaller total project scale of 2.76 megawatts. Using the HEC historical escalation rate of 2.56% per year, that yields net projected savings to the schools of $2.8 million over 25 years.
5. **February 2019**: HEC requests that Secure Futures reduce the utility annual price escalator to 1.5%, and exclude any fuel adjustment escalator for the 500 kW net-metered cap in making its projections of solar energy savings for the schools.
6. **February 26, 2019:** At the suggestion of Secure Futures, representatives from the City, the Schools and HEC meet to discuss a collaborative approach for the school solar project in a public meeting. At that time, HEC General Manager Brian O'Dell cites an estimated loss to HEC of $157,000 per year from lost electricity sales to the schools.
7. **March 26, 2019:** HEC's board votes to support the school board in approving a 2.7-megawatt solar project that would be grandfathered into the terms of their existing net-metering program though HEC is planning to change the program in the near future. Secure Futures representatives as well as the chair and vice chair of the School Board attend the public meeting.

8. **April 10, 2019:** In an email message to Secure Futures, HEC's Brian O'Dell responds to projections that Secure Futures had submitted in detailed cashflow projections in response HEC's request. In particular, HEC had asked the company to use a lower projection of future utility rate increases (1.5%) and to assume no increase in fuel cost over the 25-year period. The new calculations, using HEC's more conservative assumptions, project that the schools would realize net savings of $734,000 over 25 years. In an email to Secure Futures, O'Dell comments: "The inputs to the cost analysis are as accurate as you can get them as far as a starting point. I think it is a fair representation." This calculation excluded the Curriculum Enhancement value that Secure Futures was including to the project. The total Net Benefit to the schools with the Curriculum Enhancement funding that includes a half time solar coordinator totals $1.05 million over 25 Yrs.
9. **Early April 2019**: HEC raises the issue of lost revenues to HEC from the solar project. In response, company offers to offset lost electricity sales to HEC by installing battery storage at one of the school sites, to help offset HEC's periods of peak-power demand. During these discussions, Secure Futures learns that HEC and other municipal utilities had previously issued an RFP for battery storage, and were actively exploring that option in consultation with their wholesale energy supplier, Dominion.
10. **Late April 2019:** Secure Futures submits a draft proposal to provide battery storage to HEC at no upfront capital cost, with 100% of financing provided by Secure Futures. Passing along benefits from the federal investment tax credit, the proposal offers net savings of $1.23 million to HEC over 20 years, after accounting for lost revenues from the solar project. O'Dell expresses interest in exploring the idea of storage further but requests that the company postpone further discussion on the storage proposal until after his municipal utility group is able to conclude their current negotiations with Dominion.
11. **May – June 2019**: refer to Harrisonburg City Public Schools FOIA correspondence.