

Solar Power Purchase Agreement Proposal



March 8, 2024

Albemarle County Public Schools
401 McIntire Road
Charlottesville, Virginia 22902

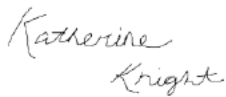
Dear Ms. Snoddy and Mr. Coles,

We are excited to deliver this updated solar proposal for Albemarle County Public Schools. With Albemarle High School included, these 10 arrays represent **4.9MW of renewable energy capacity**. They will **offset carbon dioxide emissions equivalent to more than 12 million gallons of gas** while also **saving over \$10 million in energy costs over the 25-year PPA term**.

As a Charlottesville-based team, these projects are particularly meaningful to us. We have two Western Albemarle High School alumni and a Mountain View Elementary School parent on our team, and we had the privilege of developing and overseeing installation of the solar array on the new Boys & Girls Club next to Albemarle, Journey and Greer. But even more importantly, our full-time Curriculum and Instruction Lead, Meghan Milo, is a former Journey Middle School math teacher. Meghan leads our curriculum integration program, [Solar Empowered Schools](#). She helps bring renewable energy into the classroom for every grade level with curated, standards-aligned lessons and activities.

As the leading provider of solar for schools in Virginia, Sun Tribe supports districts all over the state achieve their financial and sustainability goals through on-site solar. We would love the opportunity to partner with ACPs to meet your specific goals and bring solar to the school district that has been so significant for us.

Sincerely,



Katherine Knight
Director of Strategy & Business Development
(434) 906-2227
katherine.knight@suntribesolar.com

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Confidential Information

All information and technical data contained in this proposal is confidential and proprietary (intellectual property/business strategy) and shall not be used or disclosed, except for evaluation purposes. A digital redacted copy of this proposal is provided for convenience.

YOUR SOLAR PORTFOLIO

Sun Tribe proudly offers this proposal for the solar systems in your solar portfolio. Details and layouts for each site can be found in the following pages.



4.9MW

of solar capacity

\$10M

of dollars in energy savings

25 years

of predictable electricity rates

74,000⁺

tons of CO₂ offset with clean renewable energy, equivalent to avoiding the use of 12.3 million gallons of gas.

Site Name	Lifetime Savings Potential (Max)*	System Size	Energy Offset
Western Albemarle High School	\$1,777,500	██████████	68%
Henley Middle School	\$1,459,300	██████████	90%
Journey Middle School	\$1,298,300	██████████	100%
Walton Middle School	\$1,209,300	██████████	71%
Albemarle High School	\$1,306,000	██████████	15%
Ivy Elementary School	\$779,700	██████████	100%
Brownsville Elementary School	\$715,500	██████████	58%
Burley Middle School	\$712,500	██████████	70%
Greer Elementary School	\$784,700	██████████	51%
Stone-Robinson Elementary School	\$498,600	██████████	65%

*See "Proposed PPA Rates" section for site-specific rates and assumptions.

Project Details

Western Albemarle High School

Size ██████████	Yr1 Production ██████████	Electricity Offset 68%	CO₂ Avoided 11,817 Tons
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SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5	██████████	█	██████████
Year 15	██████████	█	██████████
Year 25/Total	\$1,454,100	–	\$1,777,500

*Assumed average utility growth rate:
Dominion IRP: 3.3%*

Project Details

Henley Middle School

Size



Yr1 Production



Electricity Offset

90%

CO₂ Avoided

10,148 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5		
Year 15		
Year 25/Total	\$1,181,500	– \$1,459,300

Assumed average utility growth rate:
Dominion IRP: 3.3%

Project Details

Journey Middle School

Size



Yr1 Production



Electricity Offset

100%

CO₂ Avoided

9,107 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5	
Year 15	
Year 25/Total	\$1,042,800 – \$1,298,300

Assumed average utility growth rate:
Dominion IRP: 3.3%

Project Details

Walton Middle School

Size



Yr1 Production



Electricity Offset

71%

CO₂ Avoided

8,263 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5	
Year 15	
Year 25/Total	\$977,400 – \$1,209,300

Assumed average utility growth rate:
Dominion IRP: 3.3%

Project Details

Albemarle High School

Size



Yr1 Production



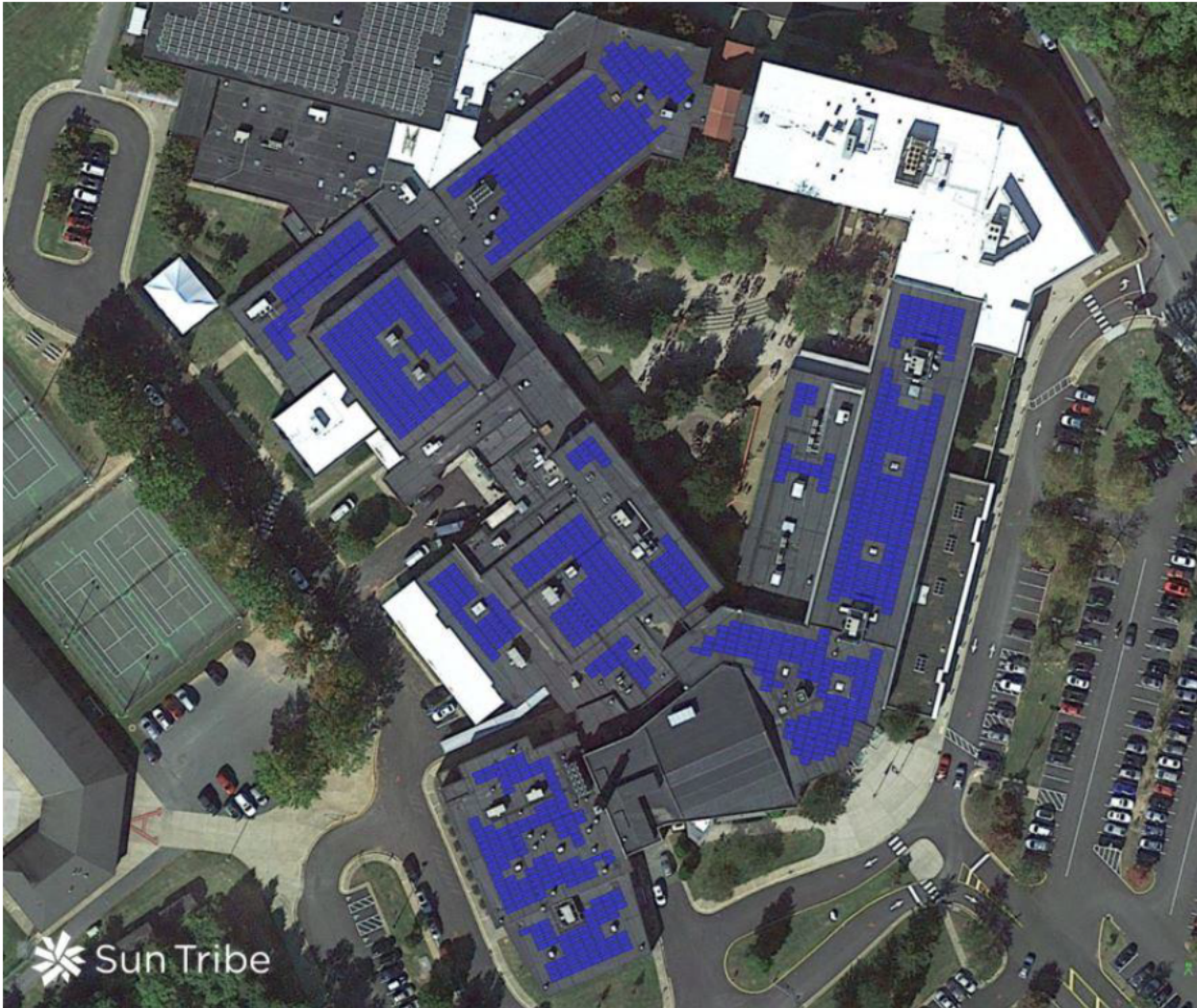
Electricity Offset*

15%

CO₂ Avoided

8,317 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5	
Year 15	
Year 25/Total	\$1,073,000 – \$1,306,000

Assumed average utility growth rate:

Dominion IRP: 3.3%

*Offset of total electricity usage (2 meters)

Project Details

Ivy Elementary School

Size



Yr1 Production



Electricity Offset

100%

CO₂ Avoided

5,904 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5	
Year 15	
Year 25/Total	\$612,000 – \$779,700

Assumed average utility growth rate:
Dominion IRP: 3.3%

Project Details

Brownsville Elementary School

Size



Yr1 Production



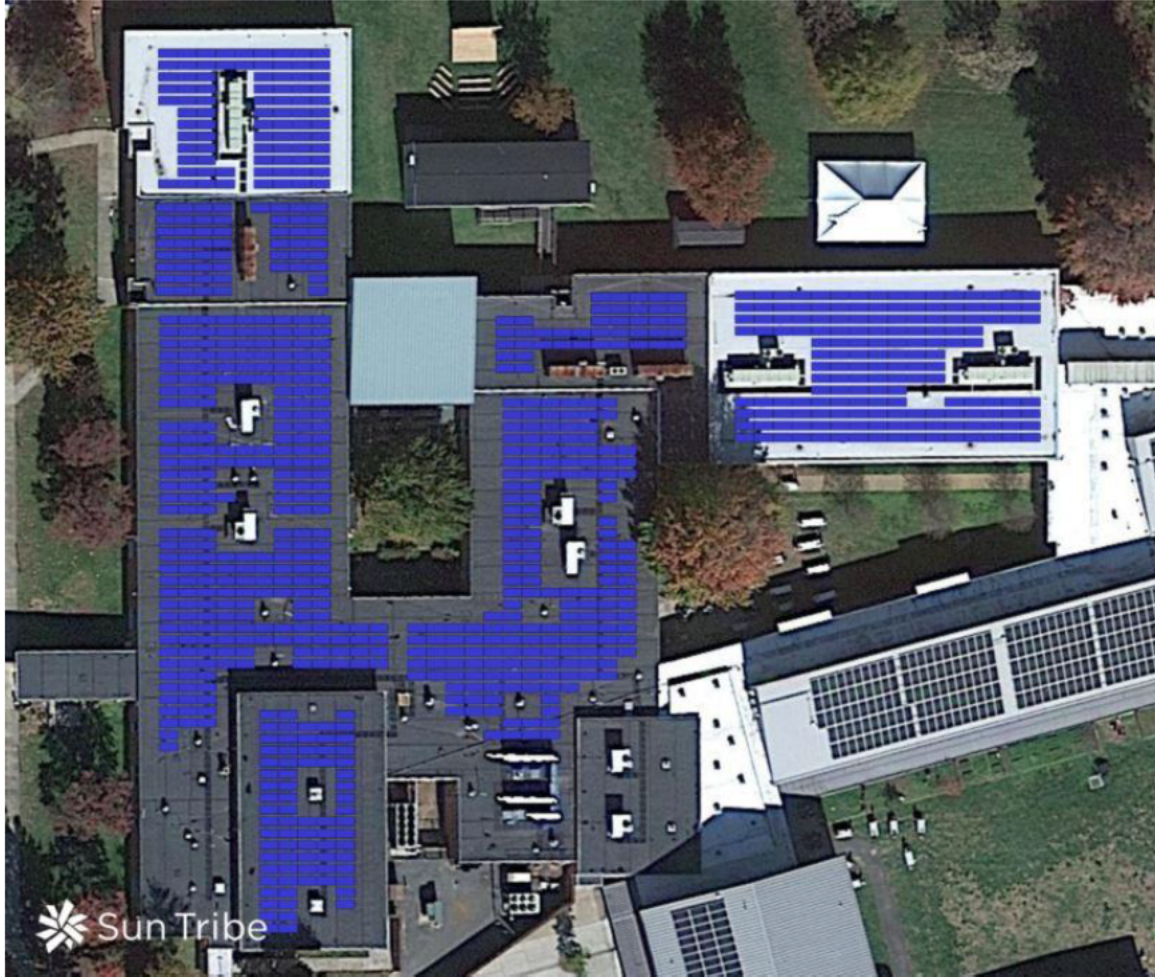
Electricity Offset

58%

CO₂ Avoided

5,806 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5	
Year 15	
Year 25/Total	\$546,700 – \$715,500

Assumed average utility growth rate:
Dominion IRP: 3.3%

Project Details

Burley Middle School

Size



Yr1 Production



Electricity Offset

70%

CO₂ Avoided

5,257 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5		–	
Year 15		–	
Year 25/Total	\$559,600	–	\$712,500

Assumed average utility growth rate:
Dominion IRP: 3.3%

Project Details

Greer Elementary School

Size



Yr1 Production



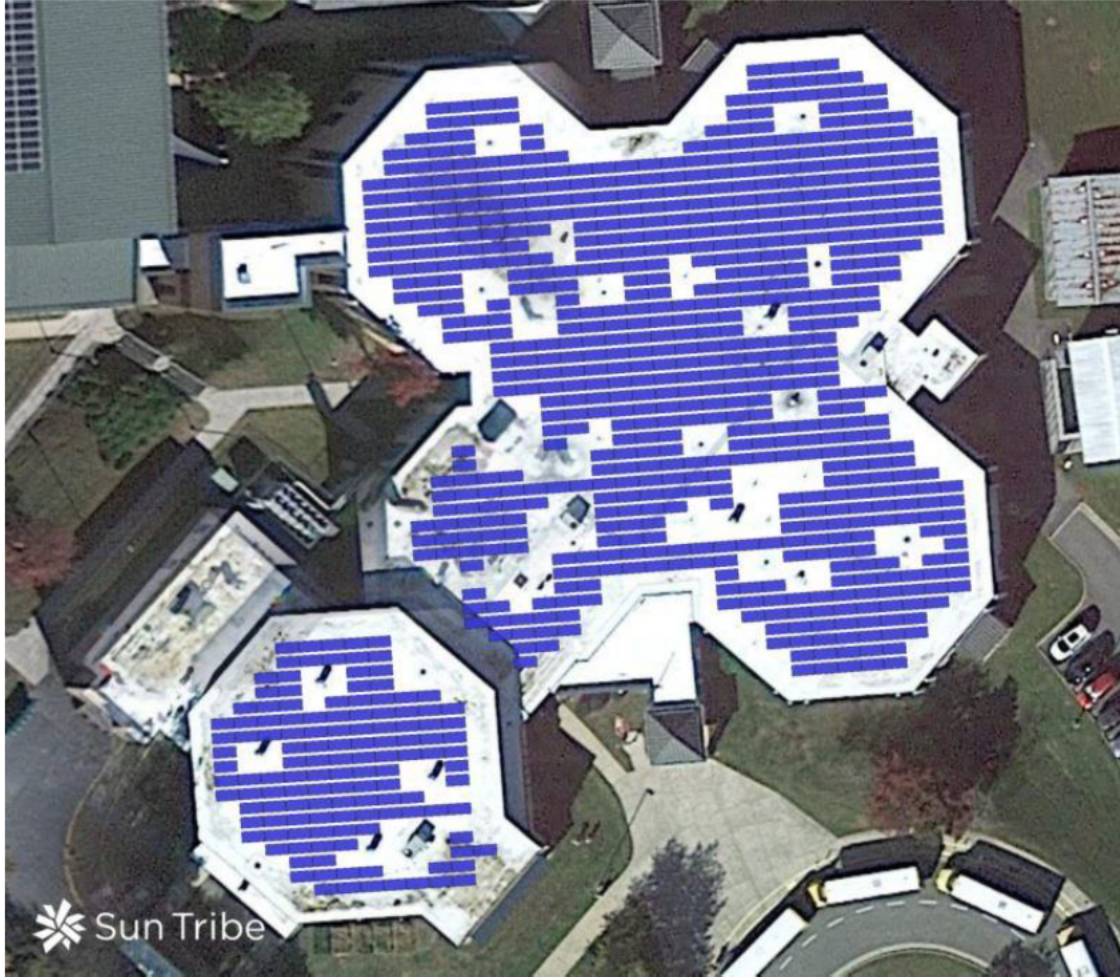
Electricity Offset

51%

CO₂ Avoided

5,557 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5	
Year 15	
Year 25/Total	\$623,100 – \$784,700

Assumed average utility growth rate:
Dominion IRP: 3.3%

Project Details

Stone-Robinson Elementary School

Size



Yr1 Production



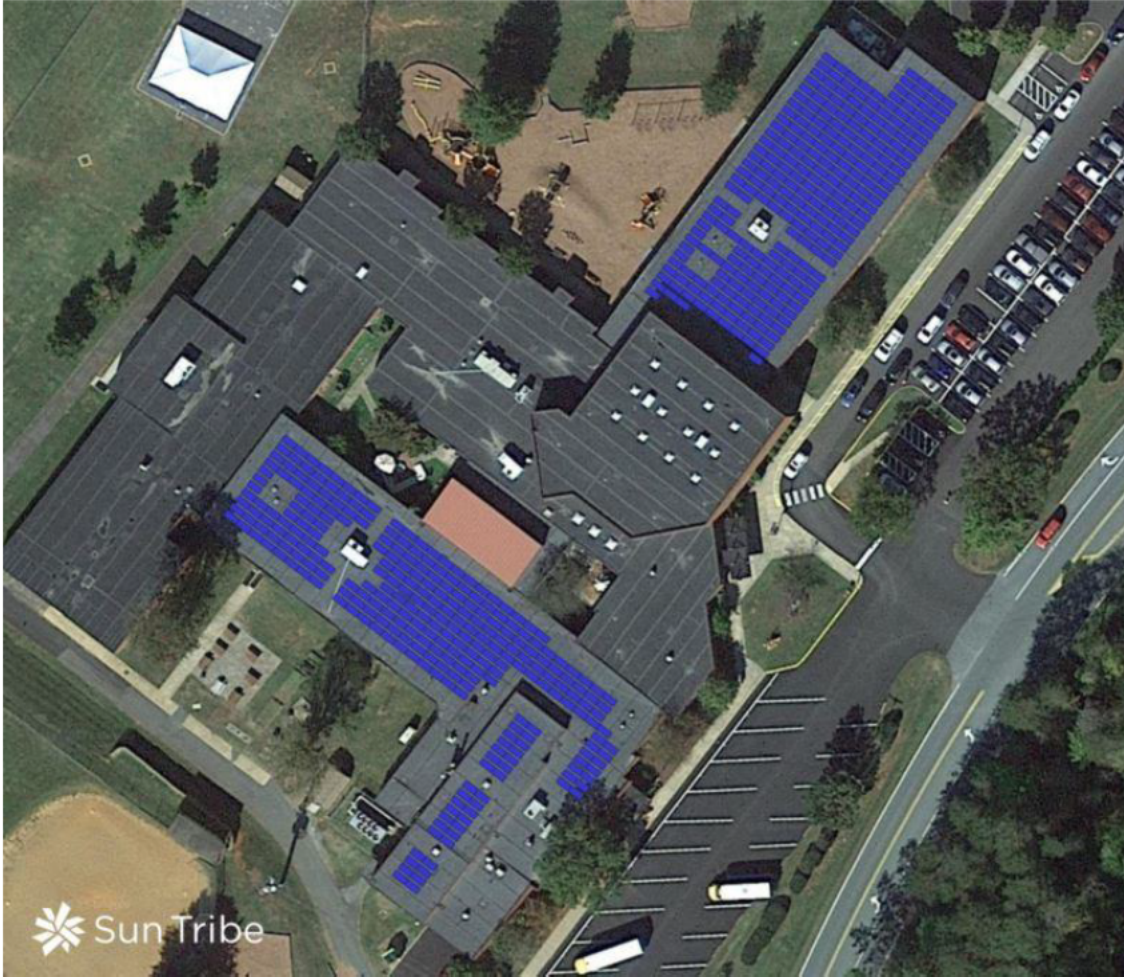
Electricity Offset

65%

CO₂ Avoided

3,767 Tons

SITE LAYOUT



ESTIMATED CUMULATIVE PPA SAVINGS

Year 5		–	
Year 15		–	
Year 25/Total	\$389,100	–	\$498,600

Assumed average utility growth rate:
Dominion IRP: 3.3%

Proposed PPA Rates

A Power Purchase Agreement (PPA) allows you to fully benefit from onsite solar with no capital expenditure and no additional ongoing maintenance costs.

Sun Tribe is dedicated to offering a PPA rate structure that best suits your goals. In the tables below, we offer PPA rate options, annual escalation options, and solar renewable energy credit (REC) scenarios.

PPA RATE OPTIONS:

WESTERN ALBEMARLE HIGH SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$1,777,500	25 Years
1%	██████	██████	\$1,674,400	25 Years
3%	██████	\$37,800	\$1,454,100	25 Years

HENLEY MIDDLE SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$1,459,300	25 Years
1%	██████	██████	\$1,370,800	25 Years
3%	██████	██████	\$1,181,500	25 Years

JOURNEY MIDDLE SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$1,298,300	25 Years
1%	██████	██████	\$1,218,000	25 Years
3%	██████	██████	\$1,042,800	25 Years

WALTON MIDDLE SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$1,209,300	25 Years
1%	██████	██████	\$1,316,400	25 Years
3%	██████	██████	\$977,400	25 Years

ALBEMARLE HIGH SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$1,306,000	25 Years
1%	██████	██████	\$1,232,900	25 Years
3%	██████	██████	\$1,073,000	25 Years

IVY ELEMENTARY SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$779,700	25 Years
1%	██████	██████	\$725,900	25 Years
3%	██████	██████	\$612,000	25 Years

BROWNSVILLE ELEMENTARY SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$715,500	25 Years
1%	██████	██████	\$662,200	25 Years
3%	██████	██████	\$546,700	25 Years

BURLEY MIDDLE SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$712,500	25 Years
1%	██████	██████	\$664,200	25 Years
3%	██████	██████	\$559,600	25 Years

GREER ELEMENTARY SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$784,700	25 Years
1%	██████	██████	\$733,600	25 Years
3%	██████	██████	\$623,100	25 Years

STONE-ROBINSON ELEMENTARY SCHOOL

Annual Escalator	PPA Rate – Year 1 (S/kWh)	Savings – Year 1	Savings – PPA Term	PPA Term
0%	██████	██████	\$498,600	25 Years
1%	██████	██████	\$464,000	25 Years
3%	██████	██████	\$389,100	25 Years

Clarifications and Assumptions

- The capital cost to you is \$0.
- PPA price includes standard utility-required interconnection upgrade (Power Quality Meter), but does not include additional upgrades that may be required by utility.
- Per the terms of the PPA, the rooftop will be leased for \$1.00 (one dollar) per year for the PPA term.
- Includes operations and maintenance for the length of the PPA term.
- Sun Tribe retains all Renewable Energy Credit (RECs). REC ownership affects PPA price, and this option offers you the most economically advantageous option.
- For perspective, consider that the expected escalation rate from your current utility provider (Dominion) is higher than 3%.
 - Dominion Energy’s 15-year historical average cost growth rate: 3.5%.
 - Dominion Energy’s average Integrated Resource Plan (IRP) growth rate: 3.3%

HOW A PPA WORKS

A Power Purchase Agreement (PPA) is a financial arrangement that allows you to purchase solar energy with no upfront capital, no investment requirements, no out-of-pocket expenses, no maintenance costs, and no staff time. As your partner, Sun Tribe is responsible for the design, installation, financing, and operation of the on-site solar system. You simply agree to purchase the energy produced by the system for the duration of the agreement.

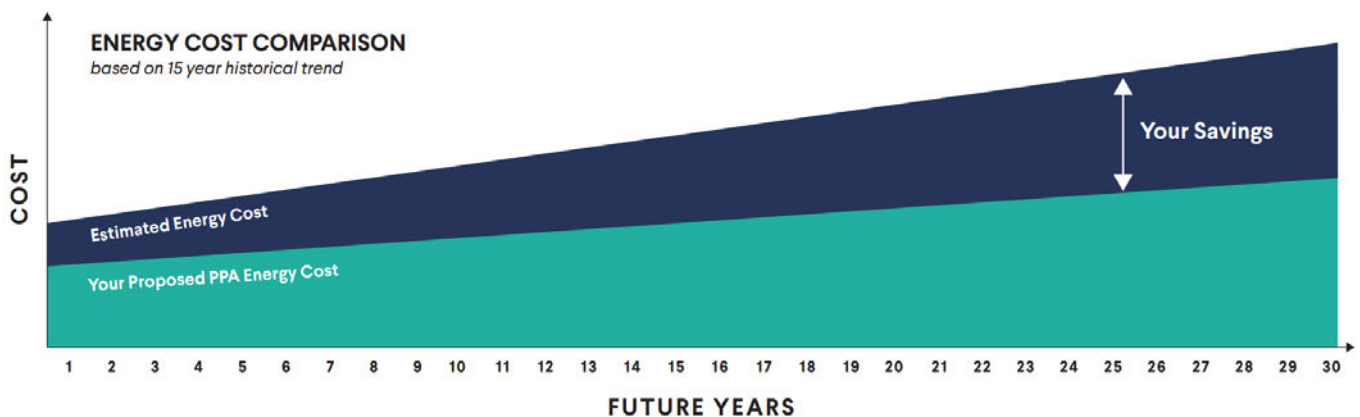
ENERGY PRICE VOLATILITY

The price of energy has historically risen at irregular rates, sometimes with dramatic increases, which creates significant budgeting challenges. The effects of energy fluctuations have never been more obvious—and avoiding this radical volatility is a fundamental benefit of embracing solar.

With solar, your organization can protect itself against this volatility, mitigate risk, and allow you to save money and guarantee your energy rates for the next 25-30 years.

Consider this: Dominion Energy's Integrated Resource Plan projects its energy rates to grow at an average of 3.3 percent each year for the next 15 years. Additionally, over the last 15 years, Dominion's rates have risen 3.5 percent annually.

**Total
upfront
cost to you:
\$0**



MAXIMIZING VALUE WITH RENEWABLE ENERGY CREDITS (RECS)

Sun Tribe is uniquely positioned to manage and optimize the value of your Solar Renewable Energy Credits (SRECS) with our in-house brokerage, Sun Tribe Trading. After we work to understand your financial goals and sustainability commitments, we can offer tailored, trusted REC options that we will efficiently manage without any additional service costs.

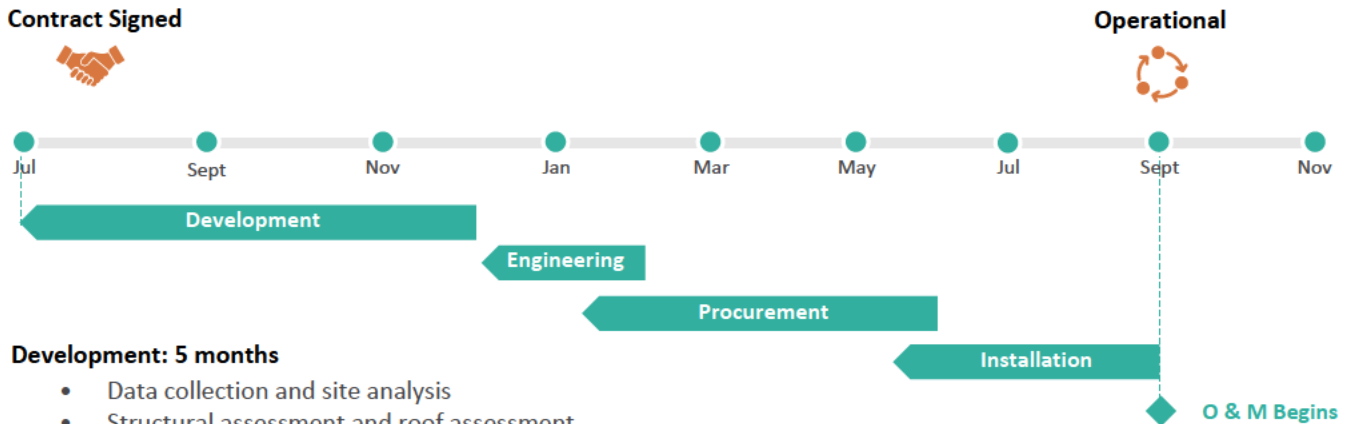
ROOF REPAIRS

Section 6.10 of the Fairfax County PPA (Contract No. 4400009516) details the Generator's responsibilities in the event a project site requires repair not caused by the generator. Sun Tribe is happy to discuss specific scenarios in greater detail as is helpful for ACPS.

Project Services

Sun Tribe has an extensive track record of delivering projects on schedule and will work closely with you to ensure the portfolio is executed on time.

SAMPLE ROOFTOP PROJECT TIMELINE



Development: 5 months

- Data collection and site analysis
- Structural assessment and roof assessment
- Zoning and discretionary permitting
- Detailed system design
- Project financing

Engineering: 3 months

- Structural engineering design
- Electrical engineering design
- Final permits

Procurement: 6 months*

- Photovoltaic modules (Tier 1)
- Foundations and racking
- Electrical equipment and wire management

Installation: 4 months

- Mobilization and safety
- Installation and quality assurance
- Commissioning and testing
- System start-up

Operation: Duration of O&M contract

- Ongoing performance optimization
- 24-hour system monitoring
- Preventative maintenance
- Education and curriculum integration

**Reflects the current backlog in AC equipment availability. Does not reflect potential delays in domestically-sourced materials.*



PERMITTING

Successful permitting requires building consensus, engaging stakeholders, and establishing a standard of quality that allows the process to flow smoothly from application to approval. Sun Tribe handles all permitting from start to finish for its customers. We have successfully secured permits for projects ranging from rural towns to metropolitan cities.

INTERCONNECTION

Sun Tribe has nearly 100 solar arrays in operation. Our success is predicated on a deep understanding of your host utility and the knowledge to attain the required approvals. A smooth interconnection depends on experience, understanding challenges, building strong relationships with your host utility, and having a hands-on project management team. We know how to lead an effective interconnection process from start to finish, ensuring each project is de-risked while keeping safety at the forefront.

DELIVERING YOUR PROJECT

Taking a solar project beyond blueprints is where the fun starts. Our team has decades of collective experience bringing projects online while providing an outstanding experience for the customer and the community. With multiple NABCEP-certified staffers, our team oversees the engineering, procurement, and installation process to ensure projects are delivered safely, on time, and to the highest quality standards.

OPERATIONS AND MAINTENANCE

Sun Tribe will operate and maintain your solar array throughout the term of the agreement. With over 51-million module days of experience, we understand exactly how fundamental the availability of your system is to success. Your team will not need to dedicate any funding or staff resources to the operation of your solar system. Monitored online 24-7/365, the system will be completely overseen by Sun Tribe, which will ensure it performs as planned, seamlessly generating clean energy for decades. Additionally, our annual site inspections ensure we identify any potential challenges before they arise and allow our team to be proactive about taking necessary preventative measures. You are not responsible for the replacement of faulty equipment (whether under original manufacturer warranty or not) during the PPA term.

ABOUT SUNTRIBE

With more than 100 projects completed or under development, and an award-winning track record of innovation and implementation, Sun Tribe has grown into one of the largest commercial-scale clean energy companies in the Mid-Atlantic United States. Thanks to a team of 70+ experienced development, engineering, financial, regulatory, procurement, and installation experts, our projects are saving customers millions of dollars, avoiding tens of millions of tons of fossil-fueled CO₂ and air pollution, and benefiting thousands of people in the communities where we operate.

OUR INDUSTRY-LEADING ACHIEVEMENTS INCLUDE:

- First solar array to sit on an abandoned coal mine in Virginia's history
- Powering the first 100 percent onsite solar school district in the U.S.
- Installing solar on flagship state government buildings
- Working with Fortune 200 companies to help meet their sustainability goals

Years of Combined
Team Experience

300⁺

Team Lifetime
Development

50⁺
GW

Business + Leadership
Industry Positions

15⁺

Clients

60⁺

Projects Constructed or
in Development

100⁺



How Sun Tribe Shines

Sun Tribes works with school districts, municipalities, and private companies to deliver tailored solar solutions to meet their financial, educational and sustainability goals.

A SEASONED SOLAR PROVIDER FOR SCHOOLS

Since our inception, Sun Tribe has focused on providing solar solutions for public, private and higher education facilities. *We know schools* — from offering financing solutions with no capital costs, to working around bus schedules during installation, to leveraging curriculum connections. We are proud to have worked with 17 school districts (and counting!). Sun Tribe emphasizes partnerships over projects, and our greatest honor has been continued work with our partners over multiple waves and installation phases.

EXPERTS IN SOLAR FINANCING

Sun Tribe is uniquely experienced in financing solar projects. We have supported *almost 100 schools and municipal buildings* in taking advantage of the benefits of solar energy *at no upfront cost* through third-party ownership agreements. It's a win-win-win for schools. You get clean, renewable, and reliable energy with no upfront cost and no maintenance responsibilities, all while protecting the school against energy price volatility.

DEDICATED TO SAFETY

At Sun Tribe, safety isn't just a metric -- it's one of our core values and our top priority. Sun Tribe's safety efforts are led by our Director of Safety, Jason Kelts, a BCSP Certified Safety Professional with a safety and health background in construction, maritime, aviation, and manufacturing environments.

ROOF MOUNTS



Flat



Pitched

GROUND MOUNTS



Fixed



Tracking

CARPORTS



Garage Top



Surface Lot

STORAGE



Utility-Scale



On-Site Storage

Meet Some of Our Team

Sun Tribe's team of experts, with its extensive energy experience, is the best in the business. Hailing from across the country, with expertise in engineering, development, finance, project management, and procurement, our team members work to make clean energy a reality every day. You can meet our entire team at www.suntribesolar.com/about/meet-our-team



DEVIN WELCH
Chief Executive Officer

- Co-Founder, Sun Tribe
- Oversaw over \$128 Million in solar development
- Built award-winning teams with over 23GW of experience
- Previous Experience: World Wildlife Fund; Barefoot Atlas
- VA Advisory Board Member, Chesapeake Bay Foundation
- B.S., Business, Virginia Tech



TAYLOR BROWN
Chief Technical Officer

- Co-Founder, Sun Tribe Solar
- Former Technical Manager, Entergy & Exelon Alliance (Siemens)
- Oversaw sale of Dominion's first behind the meter solar portfolio in VA (\$40M)
- Member, Siemens Field EIT Class of 2010
- B.S., Mechanical Engineering (Alternative Power Systems), Virginia Tech



RICH ALLEVI
Vice President of Development

- Co-Founder, Sun Tribe Solar
- Co-Founder, SHINE Workforce Development Initiative
- Member, Virginia Board of Workforce Development
- Board Chair, Charlottesville Renewable Energy Alliance
- M.S., Biological Systems Engineering, Virginia Tech
- B.S., Mechanical Engineering, Virginia Tech



KATHERINE KNIGHT
Director of C&I Strategy and Business Development

- Originated 5MW in behind the meter public sector solar projects
- Co-founder, Commonhealth Botanicals
- Former Director of Business Development, Apostherapy
- Former Senior Associate, Investor Relations, IRC Inc.
- M.S., Commerce (Marketing and Management), University of Virginia
- B.A., Classics with minor in Mathematics, Davidson College



MEGHAN MILO
Curriculum and Instruction Lead

- Appointed to VA DOE Career and Technical Education Advisory Committee
- Course contributor for Sustainability and Renewable Technologies, Virginia DOE
- Former Math Department Lead Teacher, Albemarle County Public Schools
- Former SOL Test Review Committee member, Virginia DOE
- M.A., Teaching with licensure in Elementary Education, Mary Baldwin College
- B.A., Economics with concentration in Environmental Economics, UVA



BRYSON RUPNIK
Director of Project Development

- 200MW solar design and operations experience
- Former Associate Research Analyst and Energy Industry Expert, S&P Global
- Former Operations Center Specialist for solar facilities, juwi Solar, Inc.
- Former Associate Energy Engineer, Enviro-Management and Research, Inc.
- B.S., Integrated Science & Technology with a Concentration in Energy, James Madison University



NOAH CARTER
Senior Project Developer

- Leads Sun Tribe Solar's local permitting process
- Former Construction Manager, Stanley Martin Homes
- Quality Control and Safety Assistant (commercial construction), Edens Stonefield Project
- Local subcontractor quality control expert
- Certified, Occupational Safety and Health Association (OSHA10)
- B.S., Building Construction, Virginia Tech



ROBERT CHAPMAN
Director of Engineering, Procurement, and Construction

- Former Project Manager & Project Engineer, ExxonMobil
- Managed teams of EPC contractors, vendors, and fabricators to execute \$30-\$50M projects.
- Infantry Officer, United States Marine Corps
- B.S., Mechanical Engineering, University of Virginia

OUR CLIENTS

From the largest companies in the world to the smallest local businesses, we are honored to have successfully delivered custom energy solutions in wide-ranging environments. Below are just a few of the organizations with which we are proud to partner.



“I was also excited to see the career and technical education opportunities that will be extended to our students through this project. **Self-sufficiency, protecting the environment, and saving taxpayers millions of dollars is a win on all fronts.**”

—Andrew Pullen, Member, Fluvanna County School Board



Fluvanna County Public Schools

A Comprehensive, Community-Focused Process

Fluvanna County, VA

FEATURES

- 3 MWdc
- Flat roof mount + fixed ground mount

HIGHLIGHTS

- \$10 Million saved on energy bills
- 100% energy needs met at four schools
- CTE expanded thanks to solar

SUPERINTENDENT CHUCK WINKLER was no stranger to big energy projects—the school system had already engaged in extensive energy efficiency work—but he faced a school board asking tough questions and demanding answers about the value of solar. After seeing Sun Tribe’s successful work for another local school system, the board unanimously approved the effort and FCPS embarked on a comprehensive, community-focused approach to clean energy at five sites in the district.

“The Virginia Department of Forestry project is truly an **innovative model** that will enable our state agencies to **produce clean energy on-site while reducing their utility bills.**”

—Ralph Northam, Governor



Commonwealth of Virginia

Leading the Way with Clean Energy

Virginia

FEATURES

- 1.3 MWdc
- Pitched roof mount + fixed ground mount

VA CLEAN ENERGY COMMITMENTS

- 100% renewable energy by 2050
- 75% Virginia-sourced energy

THROUGH BOTH POLICY AND ACTION, the Commonwealth of Virginia has been a leader in making renewable energy a reality. While it made national news for the passage of the Virginia Clean Economy Act (VCEA), state government had already shown a commitment to building a brighter future for its citizens. That’s why it worked with Sun Tribe to build on-site solar at the Virginia Department of Forestry headquarters in Charlottesville, the Virginia Public Safety Training Center in Hanover, and the Haynesville Correctional Center on Virginia’s Northern Neck.

“SOLAR SYSTEMS INSTALLED AT ITS SCHOOLS, were also forecast to save the Louisa district up to \$8 million over three decades. Douglas Straley, the district’s superintendent, said the plan was to put the savings into classrooms by adding new programs and enhancing existing ones.”

—as featured in The New York Times, September 22, 2022



Louisa County Public Schools

A National Leader in CTE Training

Louisa, VA

FEATURES

- 7.2 MWdc
- 6 fixed ground mount solar projects

HIGHLIGHTS

- Funded innovative CTE solar training facility
- \$8 Million saved on energy bills

EVERY SCHOOL IN LOUISA COUNTY is powered by on-site solar energy. The district used its solar projects as a catalyst to build a first-of-its-kind solar training facility to prepare students for careers in the rapidly-growing renewable energy industry. Sun Tribe worked with Louisa to provide funding for the CTE training facility, contribute to curriculum development, and form connections with solar industry partners, creating a pathway of professional opportunities for students.

SOLAR IN THE CLASSROOM

Enriching learning through hands-on STEM activities and energy career training.

Your solar project will spur authentic, renewable energy education opportunities, opening paths to STEM learning and preparing today's youth for high-demand careers. Sun Tribe has a strong history of working closely with school administrators, CTE programs, teachers, industry organizations, and local employers.



MEGHAN MILO
Curriculum & Instruction Lead

As a former Virginia educator and curriculum developer, Meghan serves on the VDOE CTE Advisory Committee and is a founding member of the Energy Education Task Force.

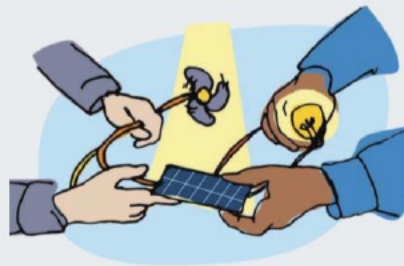


Helping Students Shine Through Renewable Energy Education



CTE Technical Instruction

Prepare students to stand out in the renewable energy job market.



Science of Energy

Explore the sun as an electricity source with videos, lessons, and experiments.



Careers in Solar

Introduce students to the exciting career opportunities in this rapidly growing field.

SOLAR EMPOWERED SCHOOLS

In 2022 Sun Tribe launched [Solar Empowered Schools](#) to connect educators and students with the most effective relevant renewable energy curriculum and information available to students in every part of the country. Our educational offering includes an energy dashboard, curated curriculum resources, and teacher coaching and training.

- Solar energy dashboards
- Curated curriculum library
- Teacher workshops and coaching
- Hands-on experiments
- CTE resources for solar career training
- Scholarship grants

IMPACT TO DATE

Teachers Trained

200+

School Districts

17+

Students with Curriculum Access

15,000+

Winner

Youth Empowerment Award



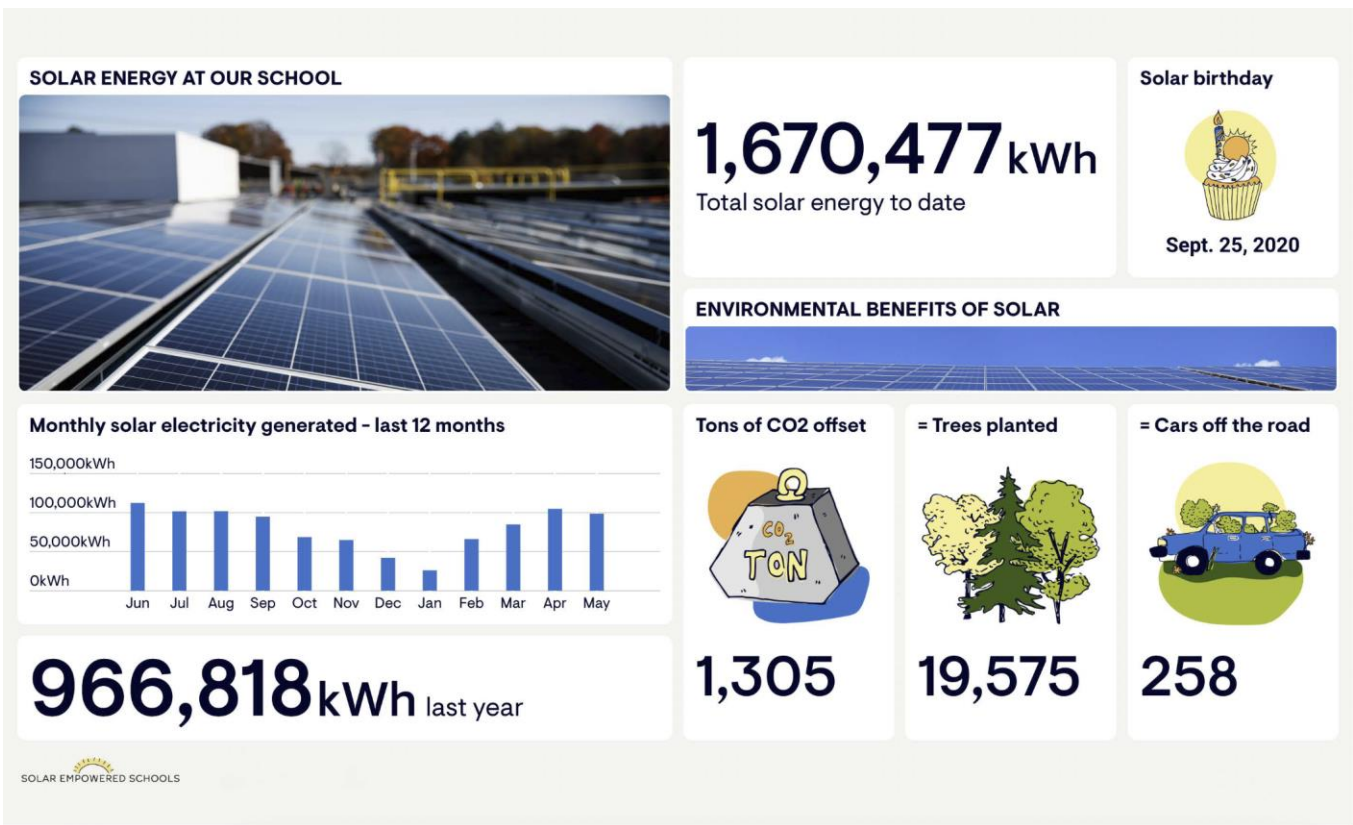
Sun Tribe is ready to work with your school district to create a custom educational experience. Here are two tried-and-true frameworks that are currently deployed:

STUDENT-FRIENDLY ENERGY DASHBOARD

Our web-based energy dashboard has practical applications— from first-graders learning about weather and seasonality, to high schoolers observing energy generation patterns, to superintendents sharing progress toward sustainability goals — real-time energy data from your array tells an unforgettable story.

“The most-loved part was the link to the dashboard. The students continue to revisit the site and make predictions on the daily production of energy.”

—Middle School Teacher at HCPS



CTE CAREER TRAINING

Sun Tribe supports CTE programs with innovative training courses that prepare students for careers as certified solar installers, technicians, and electricians. Representatives from your school will be invited to join our CTE Energy Education Network of CTE administrators, teachers, and renewable energy professionals to collaborate on training programs that will give your students a competitive advantage in some of the fastest-growing career paths in America.

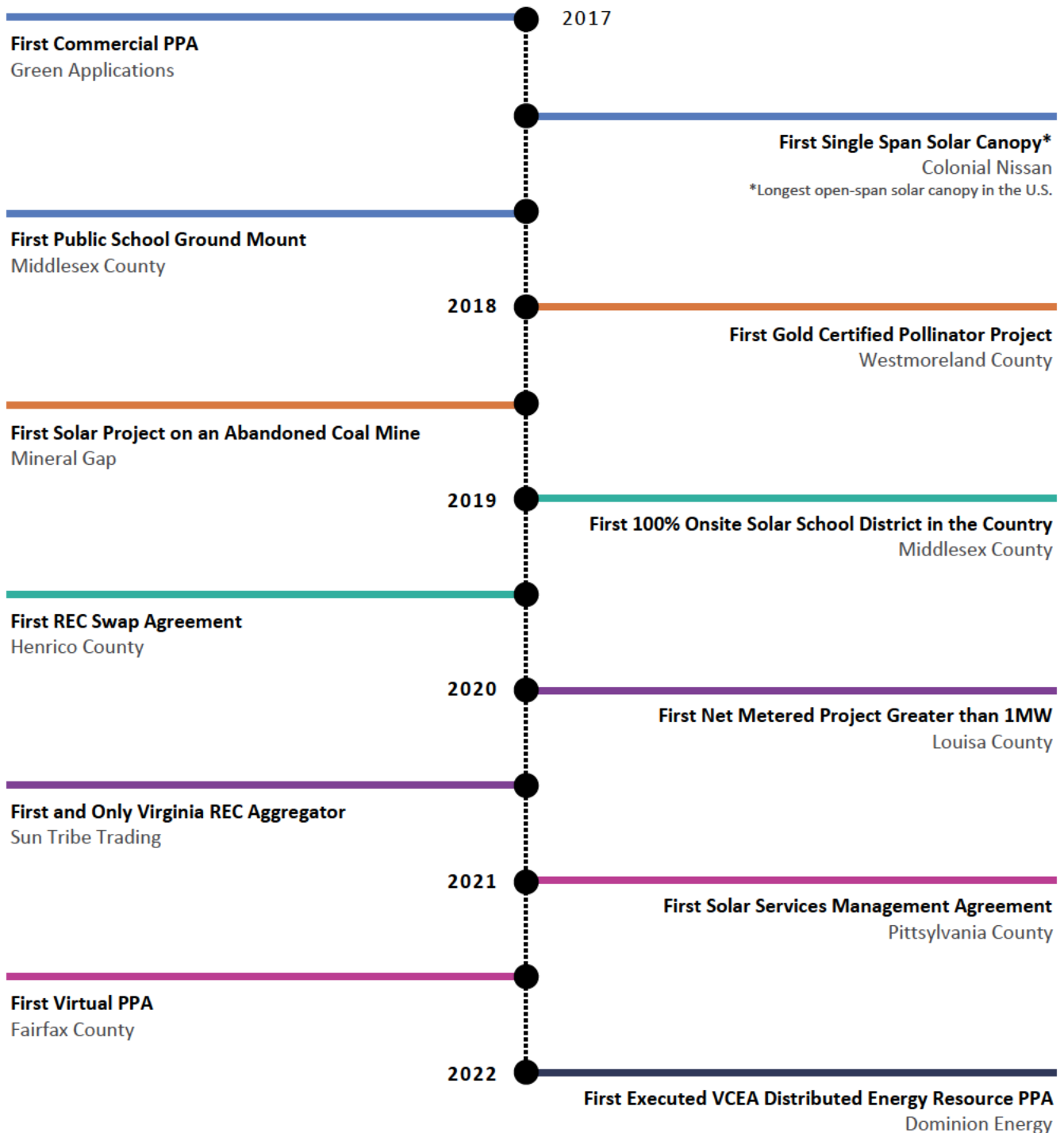


INNOVATION AND COMMUNITY

Proving The Possible

Since our founding in 2016, Sun Tribe has been at the forefront of Virginia’s most innovative solar projects, setting the standard for what is possible. As your partner, we are committed to developing innovative solutions so you can realize your clean energy future.

VIRGINIA’S FIRST:



Enriching Your Community and the Environment

Solar delivers the environmental benefit of reducing your carbon footprint, but it also serves as a rallying point to bring people together. We are proud of our leadership in pioneering creative ways to enrich our clients' environment and communities. Here are some of the ideas we could explore:

WORKFORCE DEVELOPMENT

Sun Tribe has a strong record of building relationships with local suppliers, contractors, and employers to create jobs in the communities where we work. We are a founding member of the Solar Hands-on Instructional Network of Excellence (SHINE), which provides training for solar careers. SHINE graduates receive the field training they need to successfully compete for jobs in the rapidly expanding clean-energy marketplace. A remarkable 100 percent of students who graduated from SHINE have been placed in an industry job. Learn more: <https://www.shine.energy>

POLLINATOR FRIENDLY HABITAT

Pollinator-friendly solar sites leverage native vegetation to support birds, butterflies, and other wildlife that call Virginia home. Sun Tribe is proud to have built the first Gold Certified solar site under Virginia's Pollinator-Smart Scorecard program—a program developed in consultation with national experts that will serve as a model for other states looking for ways to promote pollinator-friendly solar. Learn more at: <https://suntribesolar.com/learn/pollinators>

TREE STEWARDSHIP PROGRAM

Sun Tribe has been focused on building stronger, more sustainable communities from Day One. We recognize that sometimes the removal of trees is necessary for the development of solar. Through our tree stewardship program, we commit to planting one new tree per kilowatt in the project region for all ground-mounted systems we build.





Commitment to Diversity

Sun Tribe—a SWAM certified small business—is committed to diversity in all of our internal and external actions, including efforts to identify minority-owned, women-owned, and small businesses that can contribute to these projects.

We're committed to measuring and demonstrating the impacts of a more diverse workforce in a safe and thoughtful way. Our company has an active and engaged Inclusion & Diversity Taskforce which is focused on supporting Sun Tribe's internal efforts, while also approaching our work with outside partners in a way that allows us to consider the needs of historically underrepresented communities. Sun Tribe is a proud member of Renewables Forward, a national collection of clean energy leaders focused on opening opportunities for all in solar.

As part of these efforts – and as a key part of our company culture – we celebrate that in areas which have often been dominated by men, Sun Tribers who openly identify as female are working and leading in positions of authority. This is an important step forward for equity and equality in clean energy, but our work is far from finished. That's why we're excited to continue investing in inclusion and diversity in a thoughtful, individual-focused way.

Sun Tribe Ideas to Action

We walk the walk. We believe in sustainability, we believe in community, we believe in making a difference. Here are some highlights from a few of our volunteer efforts. How could we help you coordinate something similar in your community?

TRAIL WORK

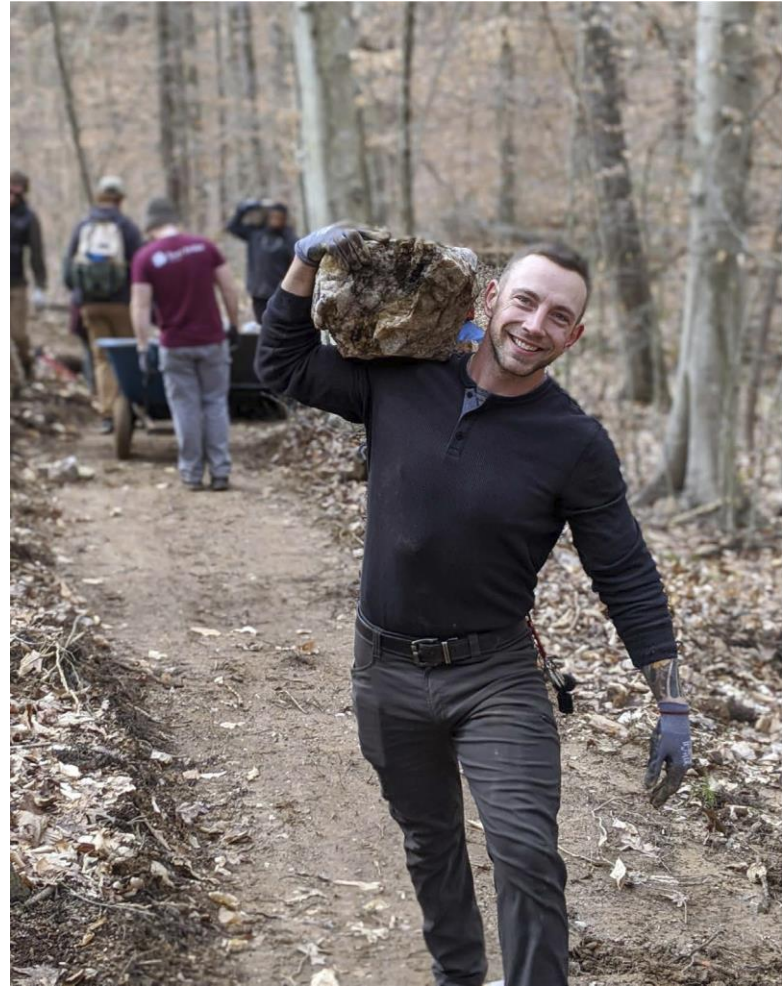
Nature is a Sun Tribe core value, and it is at the heart of what we do. Trails are an indelible renewable resource and making sure everyone has access to them is something we take seriously.

TRASH PICKUP

A sight less common in our backyards is litter, thanks to the efforts of members of our staff, who have spent 150 hours making our trail network more inviting.

MUSIC EDUCATION IN SCHOOLS

Through our strategic partnership with The Front Porch, we have helped more than 600 public school students experience music enrichment programs this year.



THANK YOU

At Sun Tribe, our focus is cultivating long-term partnerships in creating a future of clean and affordable energy. We are dedicated to delivering the optimal energy solutions for you.

Please reach out directly with any questions about this proposal - or about how we can help meet your energy needs.



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