



# SOLAR FOR COMMUNITIES

Virginia Municipal League  
2021 Annual Conference





TONY DEYERLE







**GARRETT DAVIDSON**

**Schools + Local  
Government Solar**





# Benefits of Solar for Schools and Local Governments





# SOLAR SOLUTIONS

## Ground Mount



FIXED TILT

*Middlesex County Public Schools*



TRACKING

*Borough of Chambersburg*



# SOLAR SOLUTIONS

## Roof Mounts



**BALLASTED**

*University of Virginia*



**STANDING SEAM**

*St. Anne's-Belfield School*



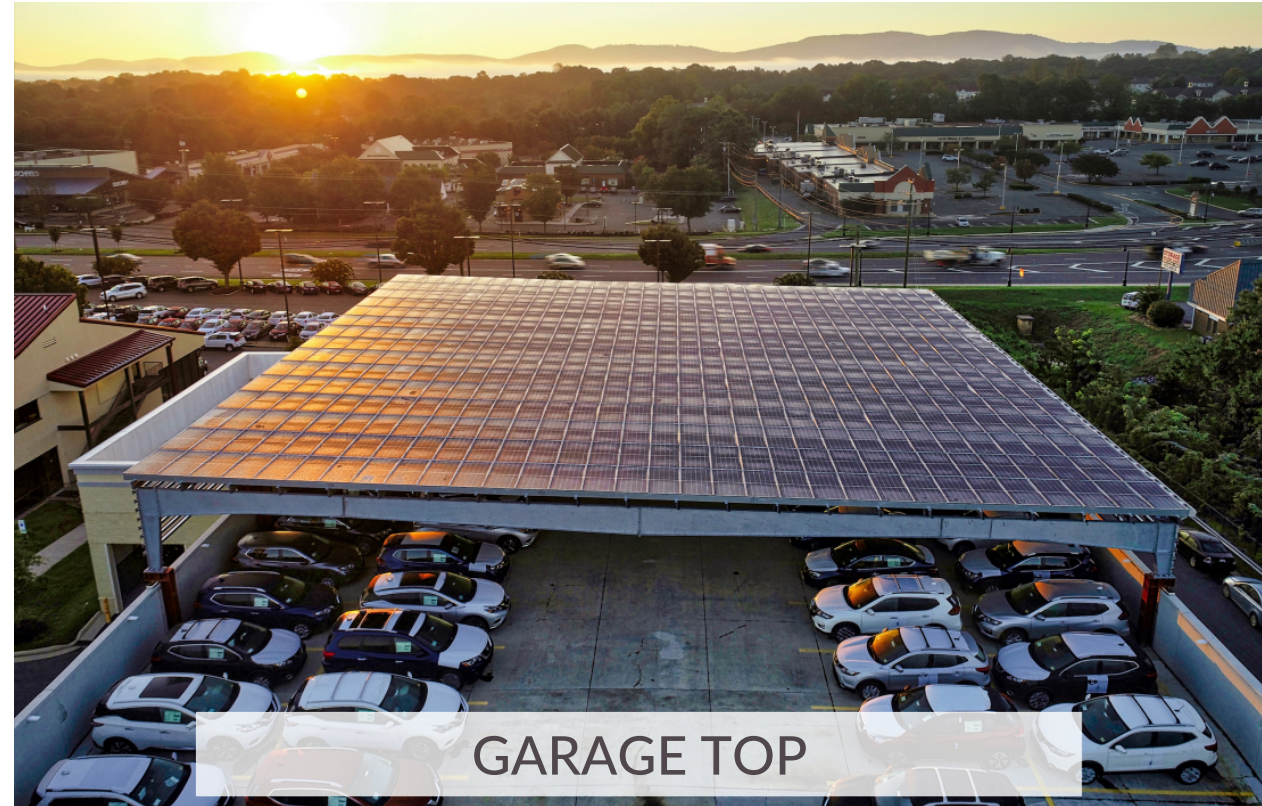
# SOLAR SOLUTIONS

## Carport



**SURFACE LOT**

*Association of Social Work Boards*

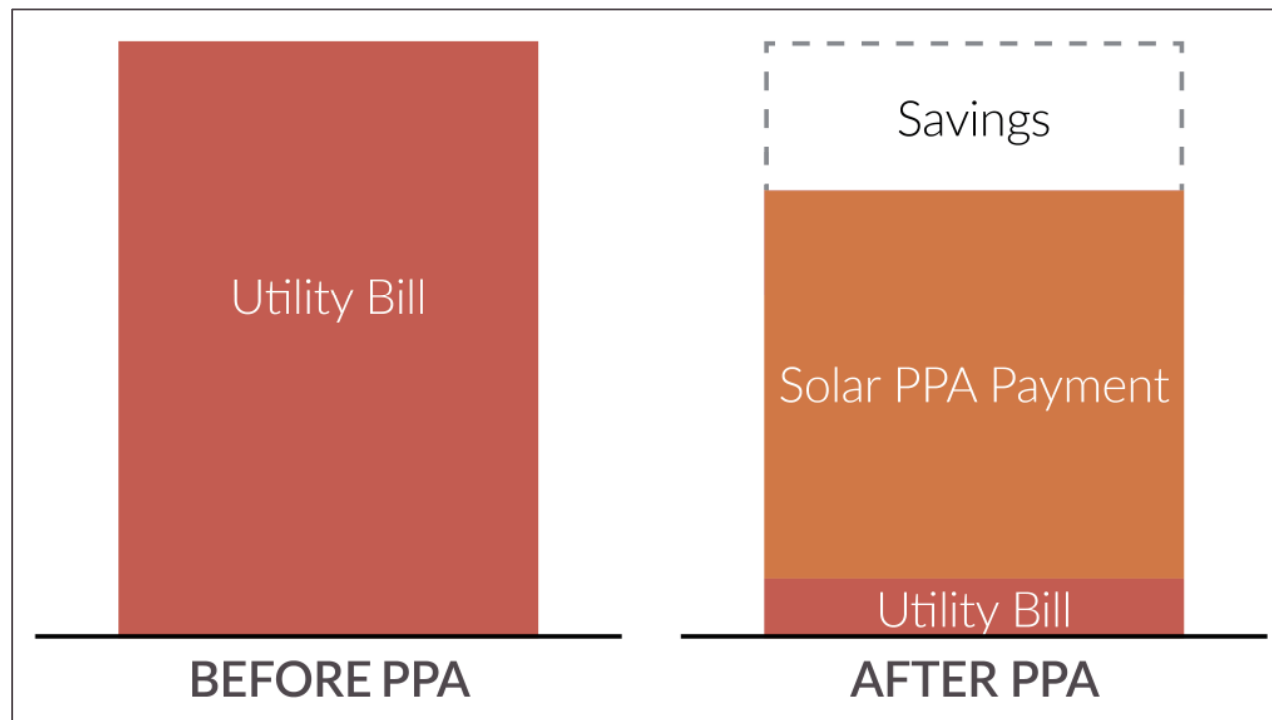


**GARAGE TOP**

*Colonial Nissan*

# POWER PURCHASE AGREEMENTS

- Service agreement
- No upfront expenses
- No maintenance costs
- Pay only for electricity produced
- Typical Term: 25 – 30 years





# HENRICO COUNTY GOVERNMENT

498kW DC | Flat Roof Mount | Henrico County, VA

## Comprehensive Planning, Sustainable Results

When it comes to planning for the future, Henrico County, Virginia is doing more than setting goals – it's recognizing that sustainability has real economic and environmental benefits for its community. Henrico County has built a forward-looking plan which is already making an impact today. And since powering its buildings with sustainable energy has always been a central part of that plan, Henrico County turned to Sun Tribe as its full-service solar partner.

### TESTIMONIAL

*"Working with Sun Tribe on Henrico County's first solar projects, we're making our operations more sustainable, saving taxpayer dollars by spending less on electricity, and working to educate our community about renewable energy."*

- Carrie Webster  
Energy Manager, Henrico County Government

<b>11,000 TONS</b>	<b>3 (&amp; COUNTING)</b>	<b>17</b>
Lifetime CO2 Reduction	Solar Systems Powering Buildings	LEED Building Certifications







AUSTIN DEBUTTS

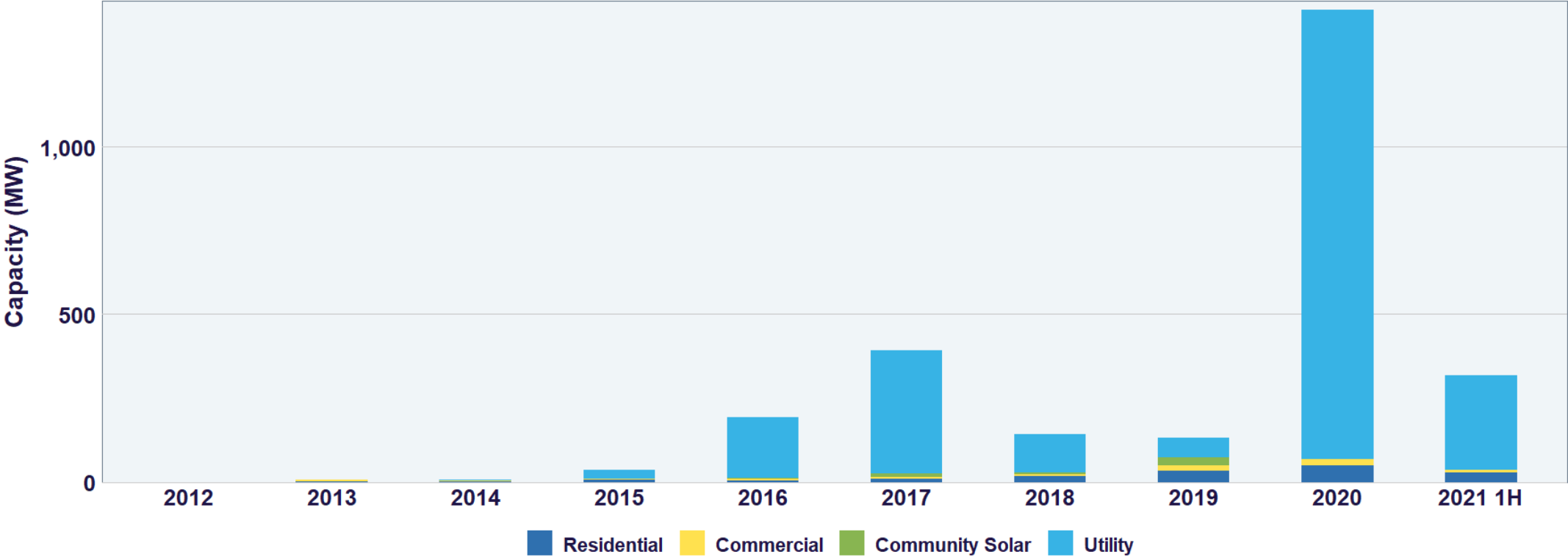
Public + Private  
Sector Large Scale  
Solar





# SOLAR IN VIRGINIA

Virginia Annual Solar Installations



(Solar Energy Industry Association 2021)



# SOLAR FOR MUNICIPALITIES

## Options:

“as a landowner...”

- Passive income from a long-term lease

“as an offtaker...”

- Direct partnership through a Virtual PPA

“as a supporter...”

- Promoting job creation and local clean energy





# AS A LANDOWNER

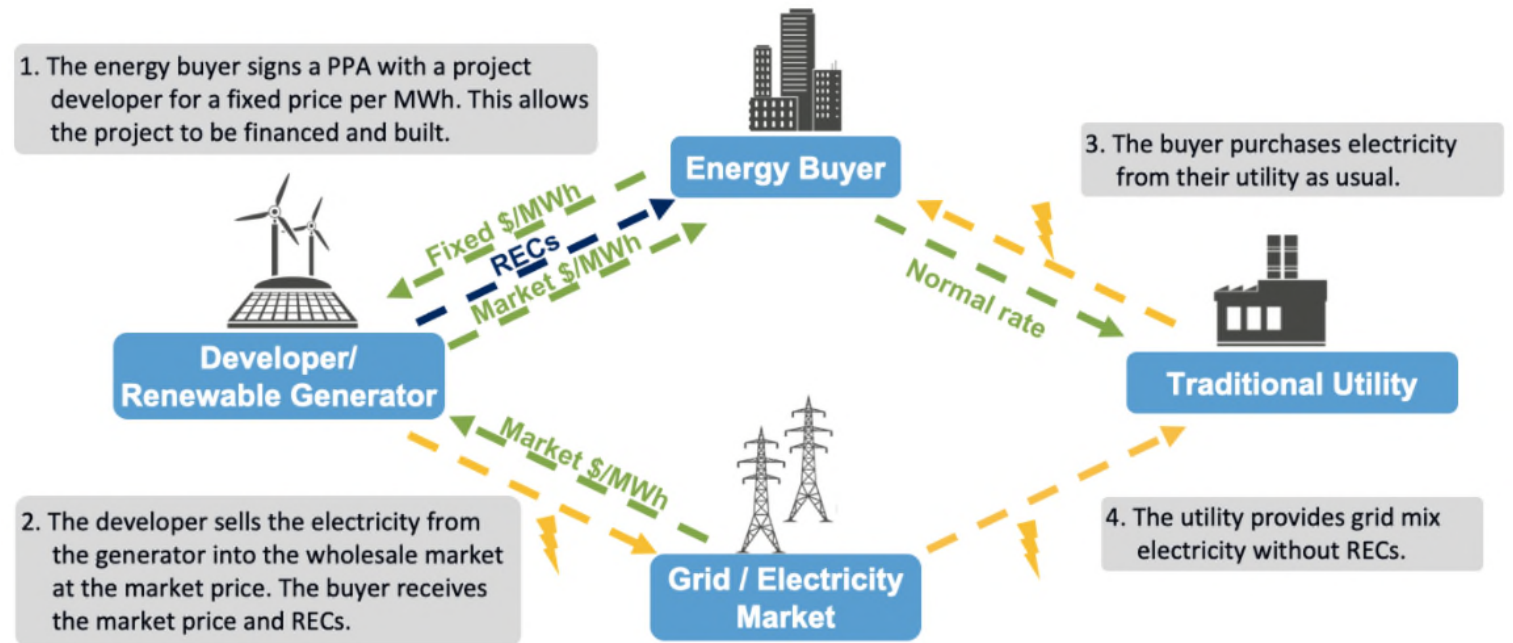
1. Productive use of otherwise unproductive municipal real estate (landfills, airports, etc.)
2. Ideal sites are 30+ open acres, non-forested, low topography, utility infrastructure nearby
3. Typical Lease Terms are 30-40 years with annual rate escalation
4. Full decommissioning carried out to return land to its previous condition





# AS AN OFFTAKER

1. Contract to “purchase” Energy + Renewable Credits
2. Maintain existing relationship and contract with Utility
3. Hedge against future increases in energy costs
4. Claim “additionality” and achieve sustainability goals



(American Cities Climate Challenge 2021)



# AS A SUPPORTER

1. Enable the growth of solar through smart solar ordinances and permitting requirements
2. Attract new businesses interested in locating factories or data centers near clean energy projects
3. Promote economic and workforce development from additional tax revenue and local job creation
4. Demonstrate a commitment to building better communities powered by solar





# BOROUGH OF CHAMBERSBURG

15MW AC | Tracking Ground Mount | Chambersburg, PA

## Solar for Pennsylvania's Largest Public Power System

When Chambersburg – home to Pennsylvania's largest municipal public power system and the County Seat of Franklin County – decided to embrace solar, they did a nationwide search for a team who could help them create jobs and drive economic development while protecting ratepayers. Thanks to a partnership with Sun Tribe, Chambersburg will be able to protect ratepayers against rising wholesale power prices while supplying 10 percent of the Borough's electricity.

### TESTIMONIAL

*"After conversations with some of the nation's leading renewable energy companies, we thought Sun Tribe was the best partner to meet our vision and deliver affordable energy for the Borough's ratepayers."*

- Jeffrey Stonehill  
Borough Manager, Chambersburg, Pennsylvania

**10%**  
Amount of  
Community's  
Needs Met

**2450  
HOMES**  
Powered by  
Solar System  
Each Year

**425,000 TONS**  
Carbon  
Emissions  
Avoided





# WATLINGTON SOLAR

20MW AC | Tracking Ground Mount | South Boston, VA

## Preserving Rural Character

When Glenn Ratliff – a native Virginian whose family has deep roots in the area going back generations, and who lives and works in Halifax County – decided to lease his land for solar, he wanted to find a company that took a community-focused approach to projects. He knew that once the panels were installed, he'd have to see his neighbors at the local community college or at the supermarket. So a project that protected the rural character of the area, and had local support, was key.

### TESTIMONIAL

*"As a landowner, it all comes back to trust. At every step in the process, this team was as good as their word, and ensured that our project moved forward smoothly. I know my family and I made the right choice to go solar with Sun Tribe Development."*

- Glenn Ratliff  
Landowner, Watlington Solar

**25 JOBS**

Created  
During  
Construction

**\$5.6 MILLION**

Total Positive  
Economic  
Impact

**3500 HOMES**

Powered by  
System Each  
Year





# QUESTIONS?



Thank you!







# Sun Tribe

Building Solar. Reimagining Tomorrow.

[SunTribeSolar.com](http://SunTribeSolar.com)  
[SunTribeDevelopment.com](http://SunTribeDevelopment.com)

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