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The City of Savannah  
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To Whom It May Concern:

I am writing to inform you of an upcoming opportunity for the City of Savannah to take part in a RFP for Community Solar. "Community Solar" is defined as a solar-electric system that provides power and/or financial benefit to multiple community members. This model allows residents and businesses to buy sections of a solar array from one central solar energy plant. The largest benefit being, Community Solar makes it possible for community member with too much shade or not enough roof space to take advantage of solar energy. This model has been used in numerous communities across the country and most recently has been implemented by Coastal Electric Cooperative in Midway, GA and Palmetto Electric in Beaufort, GA.

The Georgia Public Service Commission has worked with Georgia Power Company to make 3 Megawatts of Community Solar available to their customers. Three cities were selected to participate in this program: Atlanta, Athens and Savannah. These cities have shown positive growth in solar installations and are excellent candidates for this Community Solar Program.

Our company, Hannah Solar LLC, was selected by Georgia Power to participate in a closed bid for applying to develop and install these Community Solar power plants. The solar plants installed under this program will be purchased, owned, and maintained by Georgia Power Company. The bidder's installation price, site selection, and existing infrastructure will all be factored into the selection process.

The City of Savannah could benefit from this program financially in two possible ways. The first being a land lease. In this scenario, the City would lease the land to Georgia Power for 35 years. Georgia Power would pay an annual lease rate of \$350 to \$500 per acre. The other possible scenario is a gifted solar array in exchange for use of City property. The combined total lease amount over 35 years could be to install a solar array of equal value at the City's site of choice. This solar array would be installed to offset the City's energy usage and reduce energy spend.

We would like the opportunity to present this Community Solar Program to the City of Savannah at the soonest available time. The due date for proposals is March 3, 2017. Projects will be awarded by Georgia Power between March 24 and April 7, 2017.

Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to be 'GT', written over a horizontal line.

Grant Tallon  
*Savannah Business Development Manager*  
*Hannah Solar, LLC*