

COMMERCIAL PROPOSAL

April 3rd, 2024

harvest solar

Prepared For

Elyshia Hoekstra
Coopersville Public Library
333 Ottawa St Coopersville MI
49404



YOUR JOURNEY TO GO SOLAR BEGINS HERE



AGRICULTURAL



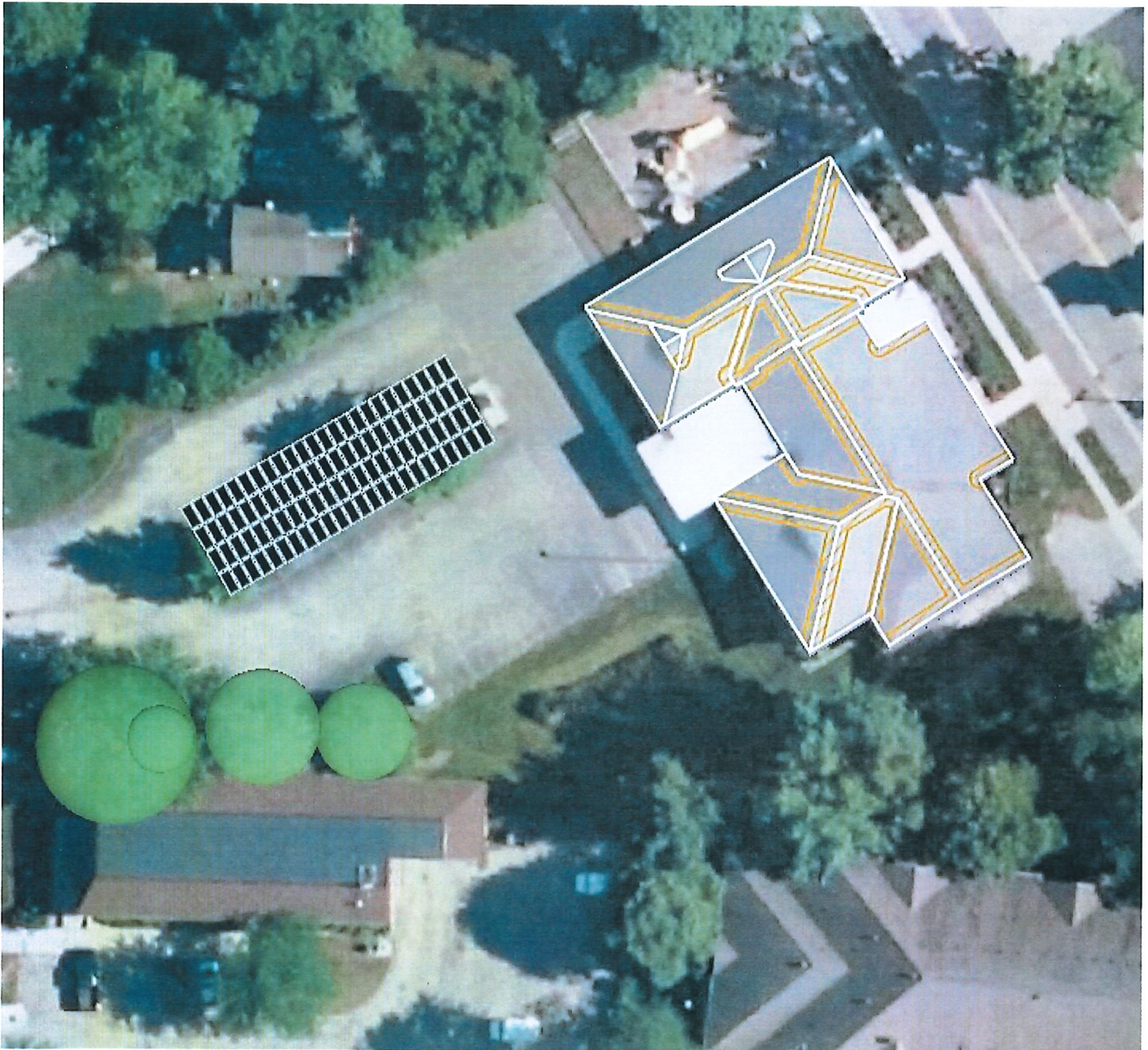
RESIDENTIAL



COMMERCIAL

YOUR SYSTEM

SYSTEM SIZE (DC)	52.32 kW	PROJECT NAME	Coopersville Public Library
NUMBER OF PANELS	96	PROJECT ADDRESS	333 Ottawa St Coopersville, MI
CURRENT ANNUAL USAGE	69,358 kWh	SYSTEM COST	\$230,448
EST. YEAR 1 PRODUCTION	61,978 kWh		
EST. YEAR 1 BILL SAVINGS	\$7,931		

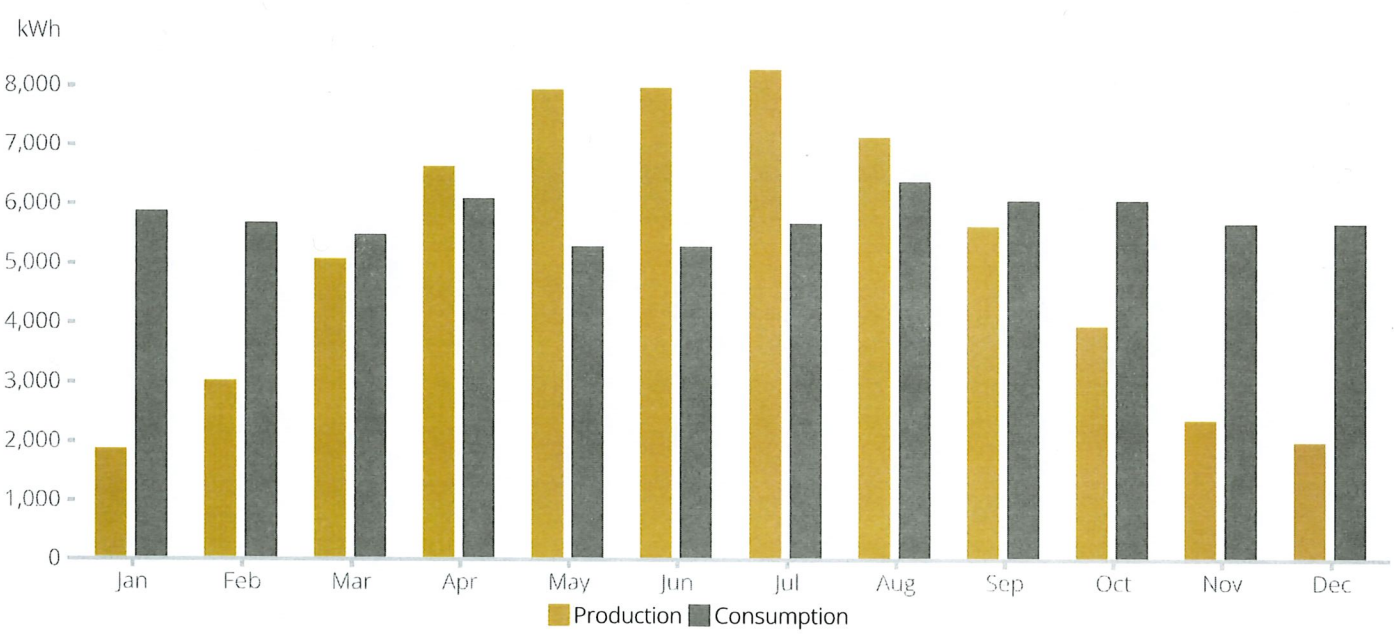
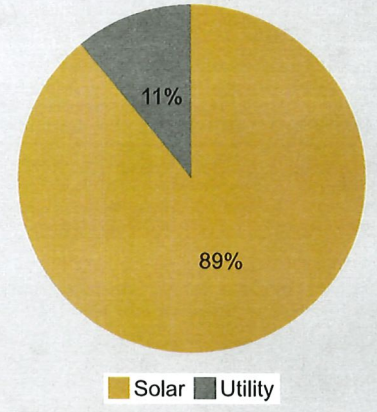


Solar Panel Layout & Approximate Wire Path

HOW MUCH WILL YOU SAVE WITH SOLAR?



	Before Solar	After Solar
Year 1 Utility Bill	\$10,399	\$2,469
Year 1 Savings	\$0	\$7,931
30 Year Utility Bill Cost	\$681,431	\$192,299
30 Year Utility Bill Savings	\$0	\$489,132



CURRENT ELECTRIC CONSUMPTION VS. ESTIMATED SOLAR ELECTRICITY PRODUCTION

System Price	\$230,448
Federal Tax Credit	\$69,134
Rebates	\$0
Performance Incentives	\$0
REAP Grant	\$0

Net System Cost **\$ 161,314**

Additional Depreciation Value \$0

Proposal Acknowledgement:

I approve this solar power design, scope of work, and pricing. I understand panel placement may vary based on electrical and structural design factors.

Signature _____ **Date** _____
 Elyshia Hoekstra

Harvest Rep Signature _____ **Date** _____
 Allen Bonthuis

THE VALUE OF YOUR GREEN ENERGY INVESTMENT

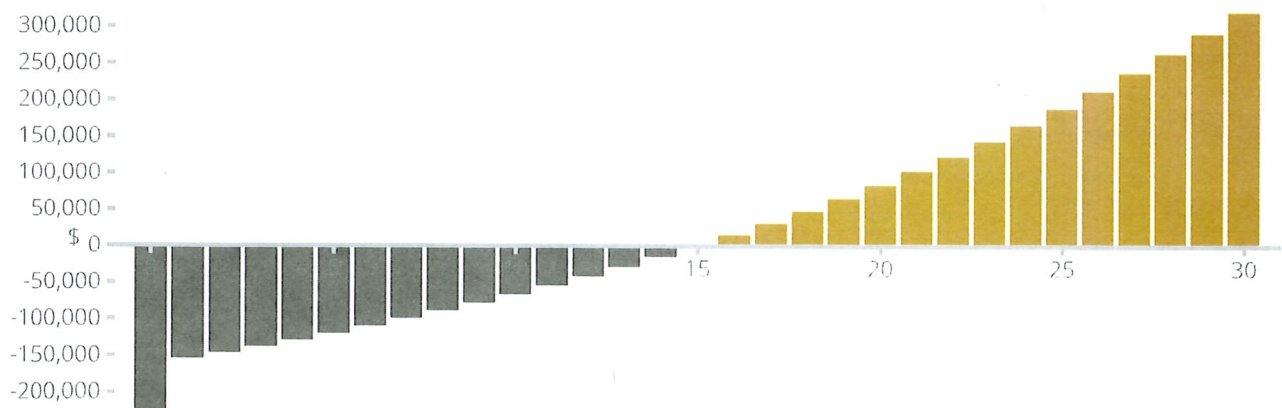
Financial Investment - Cash

IRR	NPV	Lifetime Savings	Levelized Cost of Energy	Payback Period
6.69%	\$319,970.65	\$489,132	\$0.10/kWh	15.0 Years

Cash Flow

Year	Annual Bill Pre Solar	National Depreciation Benefit	Annual Bill Post Solar	Annual Cashflows	Cumulative Cashflows
0	0	0	0	(230.4k)	(230.4k)
1	10.4k	0	2,469	76.8k	(153.6k)
2	10.9k	0	2,614	8,031	(145.6k)
3	11.4k	0	2,768	8,409	(137.2k)
4	12k	0	2,931	8,805	(128.4k)
5	12.6k	0	3,104	9,219	(119.2k)
6	13.2k	0	3,287	9,651	(109.5k)
7	13.8k	0	3,482	10.1k	(99.4k)
8	14.5k	0	3,688	10.6k	(88.8k)
9	15.2k	0	3,907	11.1k	(77.8k)
10	16k	0	4,139	11.6k	(66.2k)
11	16.8k	0	4,384	12.1k	(54.1k)
12	17.6k	0	4,644	12.7k	(41.4k)
13	18.5k	0	4,920	13.3k	(28.1k)
14	19.4k	0	5,212	13.9k	(14.2k)
15	20.3k	0	5,521	14.6k	381
16	21.3k	0	5,849	15.2k	15.6k
17	22.4k	0	6,196	15.9k	31.5k
18	23.5k	0	6,563	16.7k	48.2k
19	24.7k	0	6,952	17.4k	65.7k
20	25.9k	0	7,363	18.3k	83.9k
21	27.2k	0	7,799	19.1k	103k
22	28.5k	0	8,260	20k	123k
23	29.9k	0	8,748	20.9k	143.9k

Cumulative Cash Flow



PROJECT DETAILS & CUSTOMER REQUIREMENTS

Project Specs & Details:

- Solar Modules & Inverters:

Type	Manufacturer	Model	Quantity
Module	Canadian Solar Inc.	CS6W-545MB-AG	96

- Mounting System (Standard Ground Mount, Elevated Ground Mount, Flush Roof Mount, Ballast Roof Mount, or Carport):

Carport

- Monitoring Type (Direct Ethernet, Cellular Kit, or Revenue Grade Metering):

Production and consumption monitoring by way of customer supplied ethernet connection.

- Voltage & Phasing (240V 1p, 208V 3p, 240V 3p, or 480V 3p): 240V 1p

- Max Distance of Wire Path: 150 Feet

- Distance of Bore (if Applicable): N/A Feet

- Low Eave Height (Roof Mount Only): N/A Feet

- Other Project-Specific Notes:

This is a preliminary proposal and requires site inspection and engineering review prior to execution. Permits, utility upgrades, and fencing may be required but they are not included in this proposal.

Customer Requirements & Acknowledgments:

- Customer acknowledges that any changes or additions requested by Customer requires an authorized change order and may result in additional costs.
- Customer acknowledges that interconnection fee from utility, electrical permit, building permit, special use permits, and zoning fees are not included in this proposal and are the financial responsibility of the customer.
- Customer is responsible for identifying any Customer-owned underground objects in the location of the solar array and the trenching path. Any object not identified or identified incorrectly that is damaged during the install will be at Customer's cost. These objects include but are not limited to water lines, gas lines, electrical lines and concrete footings. Customer acknowledges the Underground Obstructions & Installation Process Policy in this document.
- Once system components have been delivered to site, Customer is responsible for protection of the components including prevention of theft, vandalism, wind, falling trees, other damage caused by natural causes, and other miscellaneous accidents.
- Costs of required special township, city, and/or county studies and reports (including geo-technical reports and Professional Engineering stamps) are not included in Harvest Solar's Scope of Work as described in this agreement and are the financial responsibility of Customer.
- Harvest Solar is not financially or physically responsible for any upgrades to existing electrical service that may be required. Customer is responsible for all costs associated with Harvest hitting bedrock and or rocks that result in excessive excavation during construction.
- Unless otherwise stated, cellular kits have 5 year data plans and expenses thereafter are customer responsibility.

By initialing, Customer hereby acknowledges and agrees to above Project Details as outlined as well as items 1 - 7 in above Customer Requirements & Acknowledgments: _____

Customer Initials

PROJECT ASSUMPTIONS & TERMS

Key Proposal Assumptions:

- Utility Company — Consumers Energy Co
- Current Utility Rate — GS General - Secondary
- Estimated Annual Utility Price Increase Rate — 5.0%
- Annual System Degradation Factor due to soiling and general wear — 0.5%

Terms of Agreement:

As full compensation for installation of the proposed PV system, Customer agrees to pay Harvest Solar the fixed price listed above as "System Price" according to the payment following payments schedule. Customer use of a credit card for any of the progress payments will be charged an additional fee of 3%. This price is valid for a period of 60 days from the date on the cover of this proposal. 1st Progress Payment of **35%** is due from the customer to kick off design and procurement of materials. **55%** is then due on or before the construction crew shows up. The final **10%** is due when the project is completed. This solar product is subject to State-enforced state & use tax. Customers pursuing financing will work with Harvest to execute finance paperwork and detail finance terms. Once agreement is signed by Customer and Harvest is given 1st Progress Payment (and also in the case of a signed agreement and formal loan approval from lender), project cannot be cancelled and refunds will not be given in the case of a project cancellation.

System Performance Estimates:

The estimated amount of electrical energy produced by the PV system is based on data from the National Renewable Energy Lab (NREL). Based on several site and system specific factors, your proposed PV system is estimated to generate the amount of electricity listed above. This is only an estimate. Harvest Solar does not warrant the energy production of any PV system as weather and other environmental conditions are beyond our control.

Financial Projections:

Depreciation schedules and other financial items impacted by Customer's tax bracket and other variables may vary from what is shown in this proposal. Individual tax situations vary on a case-by-case basis. Harvest is not an accounting firm and does not take responsibility for tax advice, nor does Harvest have insight into each individual's situation. Harvest highly recommends consulting your CPA with additional questions.

REAP Grant amount is based on 50% of contract price. Actual REAP award amount will be determined by the USDA. Fees and taxes related to the grant to be addressed between the customer and the grant writer.

Harvest Scope of Work:

Harvest will provide all labor, materials, equipment and services necessary to install the photovoltaic (PV) system described herein. System components are subject to selection, price and availability at time of order. The PV system installation includes Balance-of-System (BOS) components made up of mounting hardware, wiring, conduit, fittings, junction boxes, switches, disconnects, enclosures and signage necessary for a complete operating grid-tied PV system as required by the local electricity distributor and applicable codes and regulations.

Publicity Waiver:

Customer consents to Harvest using photos, audio recordings, and/or videos of Customer regarding solar installation and/or at Harvest-sanctioned events, for any reasonable purpose related to Harvest, including without limitation promotion of Harvest through websites, newsletters, and other promotional materials throughout the construction/installation process and indefinitely thereafter.

Disputes:

If any term or provision of this Agreement should be determined to be invalid or unenforceable by a court or other body, the remaining terms and provisions shall not be affected and shall remain valid and enforceable. Any dispute not resolved within thirty days of notice shall be submitted to arbitration pursuant to the Rules of the American Arbitration Association for Commercial Arbitration. The site of the arbitration shall be Jackson, Michigan and the arbitrators shall decide the dispute in accordance with the laws of the State of Michigan.

UNDERGROUND OBSTRUCTIONS & INSTALLATION PROCESS POLICY

At Harvest, our priority is to provide exceptional service while ensuring the safety of our installation crew and the integrity of your property. To achieve this, we have established a comprehensive policy regarding underground obstructions. Please carefully review this policy, as it outlines our shared responsibilities and expectations to facilitate a smooth and secure installation process.

1. Installation Schedule and Preparation

a) Harvest is committed to promptly communicating the installation schedule and will provide an estimated installation date. However, please understand that factors such as weather conditions, travel logistics, and the completion of prior projects can influence our arrival time.

b) We strongly encourage your availability on the day of installation to collaborate with our crew and familiarize yourself with the installation process. One of the crucial steps involves walking the trench path to reaffirm awareness of any underground obstructions. This procedure should replicate the process undertaken with your sales representative. Repetition of this process **significantly reduces potential risks** and related costs associated with inadvertent damage to underground services.

c) Kindly note that Harvest has no pre-existing knowledge of private underground services on your property. Consequently, we cannot assume responsibility for any damages, repairs, or associated costs pertaining to such private lines. Depending on the situation, if underground services are hit, Harvest will implement its Safety Response Plan.

2. Utility Line Marking and Location

a) Harvest takes on the responsibility of notifying Miss Dig/Julie to mark the locations of public utility member underground lines. To ensure accurate location, our teams will conduct manual digging within a 4-foot area on each side of the marked utility indicators.

b) In cases involving sub-contractors or horizontal boring contractors, they are individually accountable for contacting Miss Dig/Julie to mark their specific underground lines. It's vital to acknowledge that such contractors relinquish responsibility for any harm to private lines, as well as any repair or associated costs thereof.

c) Property owners are **required** to identify and communicate the locations of all private underground lines to Harvest. This information must be clearly indicated during the initial site visit by our sales team.

d) The comprehensive site plan, inclusive of all pertinent details regarding private lines, will be integrated into the customer's DocuSign agreement at the point of engineering design review. This is the customer's opportunity to review and make comments regarding important details in the construction set of drawings.

e) Harvest possesses the capacity to aid in locating underground lines equipped with tracer wires. In these instances, we will manually dig a 4-foot perimeter around the designated marker. Please be aware that any supplementary hand digging beyond this scope will entail billable charges. Also note that the tracer method will not find non-metallic items such as PVC or tile. **Please notify your assigned Project Coordinator** if you would like this free-of-charge service.

f) If Customer is simply unsure whether important private lines are located below the array/trench location(s), Customer can opt, at their cost, to conduct a ground penetrating radar (GPR) survey. Harvest will facilitate this survey.

3. Trench Path and Compaction

a) Our installation procedure entails thorough compaction and raking of the trench path. While this initial phase establishes a rough grade, the settlement of the final grade necessitates time and appropriate moisture levels.

We greatly value your cooperation in adhering to these policies, as they are formulated to ensure the well-being of both parties and the secure completion of the installation process. Through collaborative efforts and adherence to these guidelines, we can obtain a more seamless and successful installation

By initialing, Customer hereby acknowledges and agrees to above Underground Obstructions and Installation Process Policy:

Customer Initials

WARRANTY & INSURANCE INFORMATION

Harvest Solar warrants that the installation services performed under this agreement will be performed with accuracy, care and skill and shall be free from defects in design, engineering, and workmanship. Harvest Solar further warrants that all equipment and materials will be new, safe, and suitable for the proposed installation.

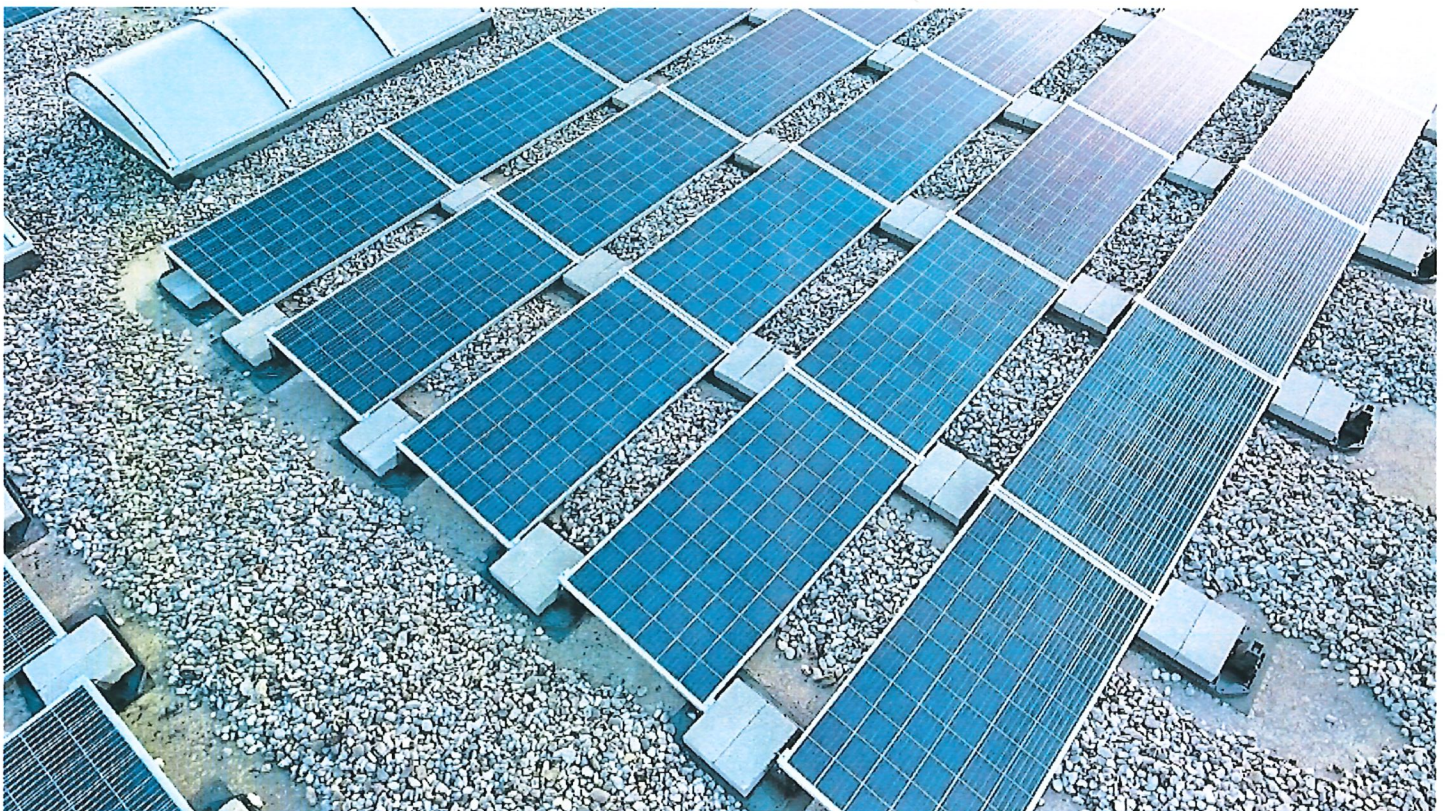
The workmanship of the array installation is warranted to be free from design, engineering, and quality defects for five years from the completion date. If a workmanship issue arises during this period, all parts and labor are included. Harvest workmanship warranty does not cover damages caused by deterioration or failure of Customer's preexisting facilities.

Harvest hereby assigns to Customer, without recourse, all manufacturer's warranties on equipment and components. If any of the solar array components are defective, and Customer gives Harvest notice within the manufacturer warranty period, then Harvest will pursue manufacturer replacement or repair on Customer's behalf. Harvest will provide a detailed outline of timing and costs associated with the equipment and component replacement or repair. Customer must accept labor and travel costs before replacing or repairing the failed equipment/component. Costs associated with labor and travel will be in compliance with the current standard of the industry. As an additional service, Harvest will remedy any manufacturer defects and other issues on the customer's side of the meter relating to the solar array at no cost for the first 12 months after installation.

Harvest will keep the installation site free from accumulations of waste materials, rubbish and other debris during the progress of the installation and on the completion date will leave the installation site in a neat, clean and orderly condition. If Harvest created a trench to bury underground lines, it will be backfilled to grade and left to be naturally settled.

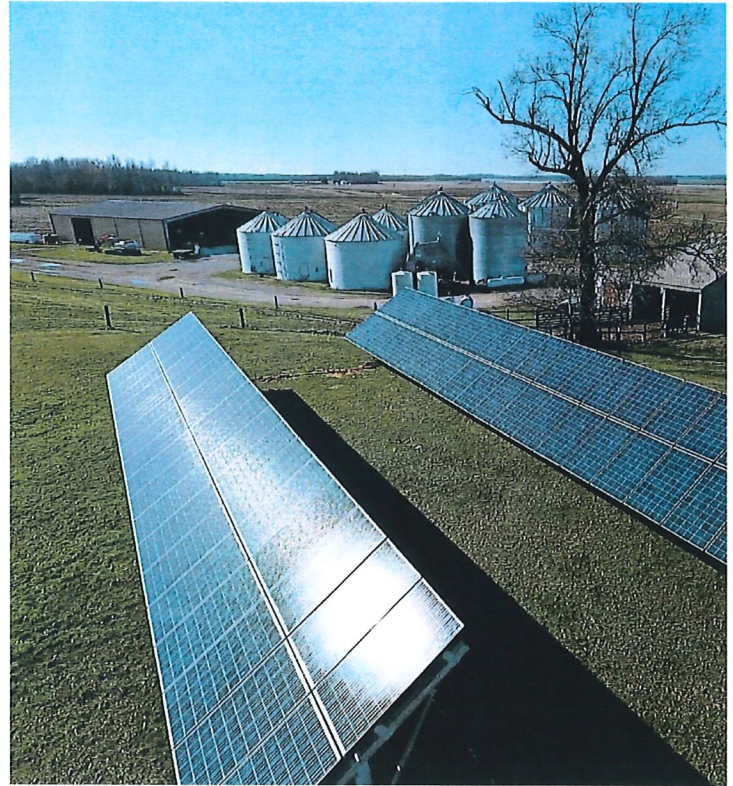
Harvest will maintain Workers Compensation Insurance required by the jurisdiction in which the solar PV system is being installed. Harvest will also maintain Commercial General Liability insurance to a limit of not less than \$1,000,000 per occurrence.

Customer's sole warranty rights and remedies are expressed in this section. Except for the limited warranty provided herein, Harvest makes no warranty regarding its goods or services, including without limitation warranty of merchantability, of fitness for a particular purpose, or of noninfringement. Once products have been installed, manufacturer warranties are between customer and manufacturer directly.



WHY SOLAR?

- Clean, safe, quiet, and affordable renewable energy
- Utility cost savings
- No scheduled maintenance
- Cost of solar has decreased 50% in 5 years
- 30% solar federal tax credit
- Grants and rebates available in select areas
- Advances in solar tech have increased efficiency and reliability
- Product warranty of 25 years with expected 40 year lifespan
- Real-time and historical performance monitoring
- Offset your carbon footprint (see below EPA data)
- One more step towards energy independence



INVEST IN THE ENVIRONMENT

The amount of clean energy you generate in each year compared to conventional utilities would be equivalent to:



9

Vehicles taken off the road.



31,823

Number of trees planted



102,400

Miles per year saved



1,017.29

Acres of US Forests planted



16

Tanker Tanks of Gas Saved



7

Railcars of coal saved



2,886

Barrels of Oil saved



1,333,071

Pounds of Coal saved

WHY HARVEST SOLAR?

- Develop, engineer, install, and service ALL IN HOUSE
- Specialize in systems designed for home and business
- Six sales offices throughout the Midwest
- Over 500 solar installations to date
- Bonded, licensed, and insured in 10 Midwest states
- NABCEP certified personnel designing and installing
- MIEIBC "Employer of the Year" award winner
- MIEIBC "Business of the Year" award winner
- 275,000 square foot industrial facility as corporate HQ
- Manufacture our own solar racking components
- Work closely with grant writers and local utility companies
- Family owned and operated since 2006

WE BELIEVE IN OUR CUSTOMERS

"This is a very professional company, from my salesperson to the installation crew. The initial analysis was the most thorough and quick of any company I contacted, and they did the installation and permitting in a timely manner."

-Paul

"The firm was very professional and efficient over the course of the project: on-time, on-budget and very responsive to questions and issues as they arose."

-Alan

"The excessive demand charges for our seasonal electricity were a growing concern for our farming operation - neighbors and fellow farmers recommend Harvest."

-Tripp

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OUR WORK

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