

THE SUNNA PROJECT

Load Management Through Community Storage

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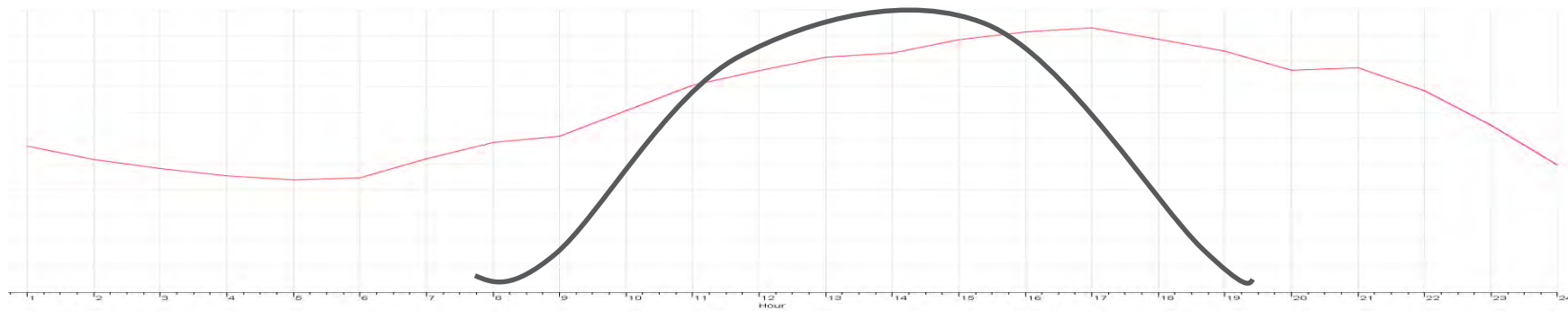
GOALS OF COMMUNITY SOLAR TO MEMBER

- Renewable Option from Trusted Source
- Low Upfront Investment
- Storage = Efficiency
- Collaborative Use of Multiple Resources
- Simple Program to Join ... And to Leave

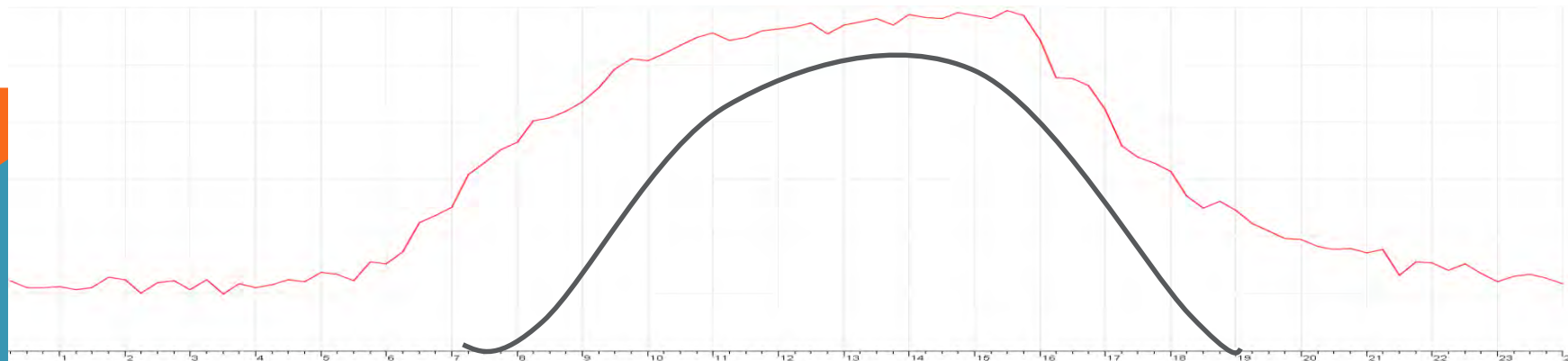
GOALS OF COMMUNITY SOLAR TO SWCE

- Solar Options for SWCE's Membership
- No Subsidization by Non-Participants
- Green Goodwill
- Easy to Administer & Informative
- Efficient Use of Generation Sources
- Collaboration with Customer Resources

Solar on a Residential Substation



Solar on a Commercial Substation



SWCE CURRENT WATER HEATING PROGRAM



- Free Electric Water Heater
- Energy is at Residential Rate
- Controlled Between 7 AM – 11 PM Daily
- 105 Gallon Water Heater Uses 400 kWh per Month (4,800 kWh/year)
- 1/3 of Membership Currently Participates

THE SUNNA PROGRAM



- Free Electric Water Heater
- \$170 Panel Subscription
- Solar Credits Applied Monthly
- 410 W Solar Panel Produces 510kWh/year



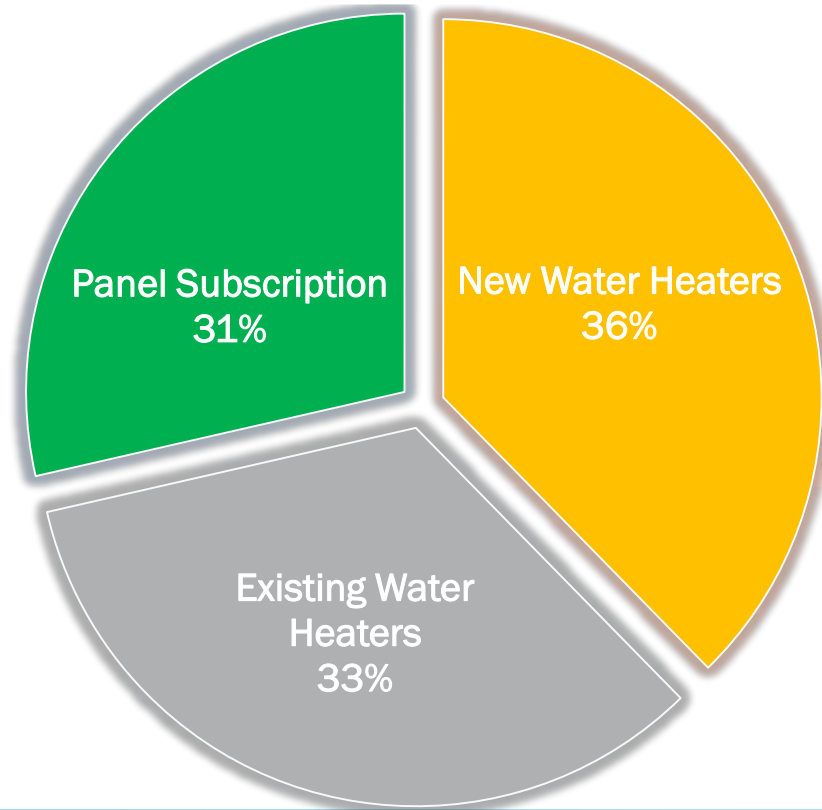


- Any member on the storage water heating program - first solar panel for \$170
- Additional panels @ \$1,225
- Program open to all SWCE members
- Amount of panels capped at yearly average

usage



ALL PANELS - CURRENT STATUS



YTD Margins Increase 1%
Net Energy Cost = 4.6 cents/kWh
Program Cost Reduction = 70%

