

Stephane Cyr

From: CAO <cao-bounces@municipal-website-venture.com> on behalf of Andrea Jeffs <ajeffs@amans.ca>
Sent: December-06-16 11:18 AM
To: cao@municipal-website-venture.com
Subject: [CAO] Partnership Opportunities Dept of Energy Solar PV program

Dear municipal colleagues,

The Alternative Resource Energy Authority (AREA) was formed in 2013 by Antigonish, Mahone Bay and Berwick, who came together to develop and own the Ellershouse Wind Farm, a 16.45MW operational facility located in Hants County. Through this significant collaboration, the three towns have proven that municipalities can develop new, much needed sources of revenue without affecting our debt ratios by participating in select, well-managed opportunities associated with the transition to clean energy systems.

The Department of Energy recently announced a program where they will procure energy from solar PV systems bid by eligible ownership groups, including municipalities. AREA would like to collaborate with each of you for this solar PV program, as our joint efforts would lead to cost savings associated with group project development and procurement, but most importantly, extends to using our recipe for success, developed while securing ~\$40 million in municipal financing for our Ellershouse Wind Farm.

Thank you for considering our request, and please contact Aaron Long, AREA's Director of Business Services, at aaron.long@municipalenergy.ca or 1-902-497-1447 to arrange a time to discuss how municipalities can extract benefit from this program by collaborating with AREA.

Kind regards
Jim Wentzell
CAO Town of Mahone Bay
902-624-8327

on behalf of Aaron Long and AREA