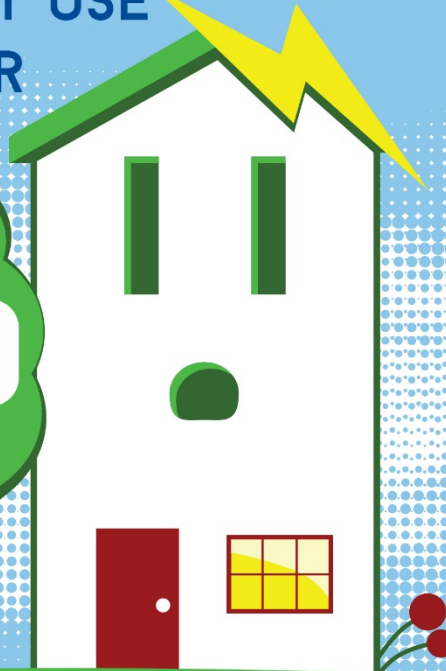


"Our future demands **bold new thinking about our sources of energy**, and there is nothing more natural to a farmer than harnessing the power of the sun and the wind, so our cooperative is committed to achieving 100 percent renewable power, and doing it **in partnership** with the rural **communities where we live and work.**"

*George Siemon – Organic Valley CEO*

# NUMBER OF HOMES' ELECTRICITY USE FOR A YEAR

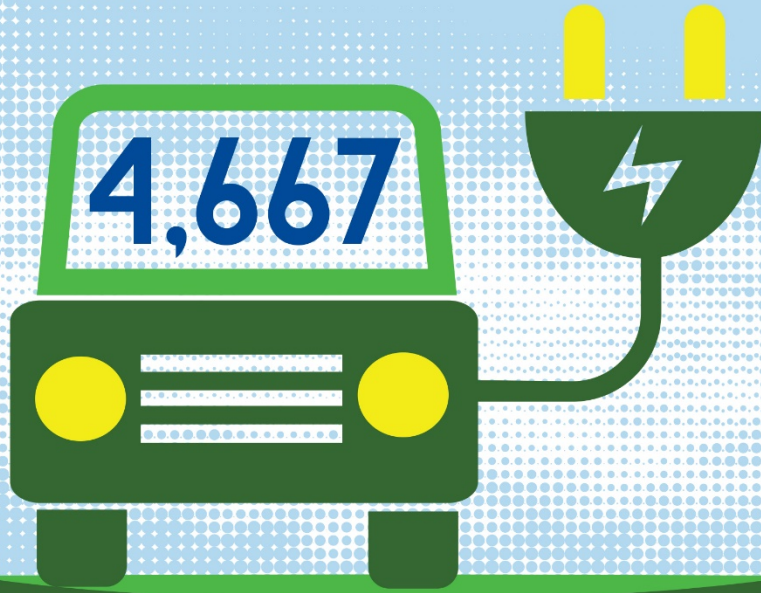
1,870



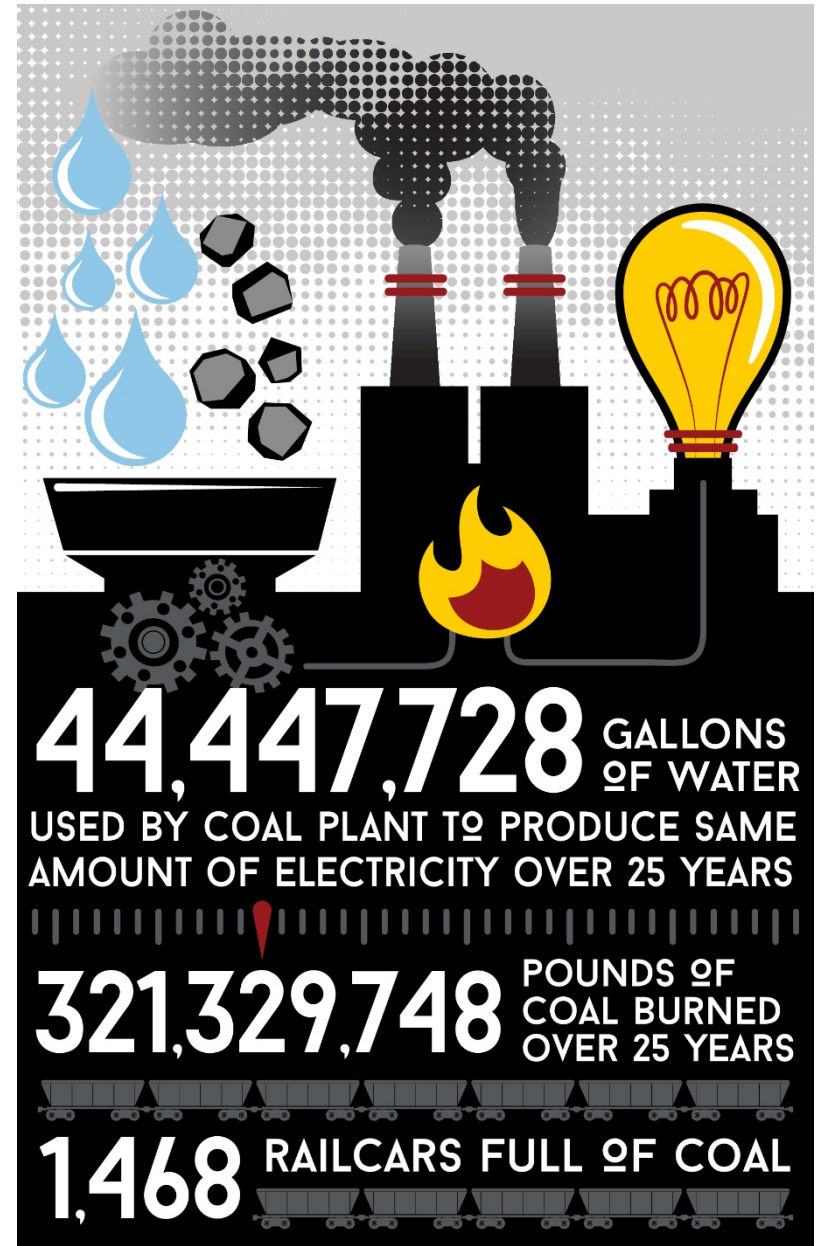
*(Annually)*

# ELECTRIC VEHICLES DRIVEN FOR A YEAR

4,667



*(Annually)*



*(25 years)*

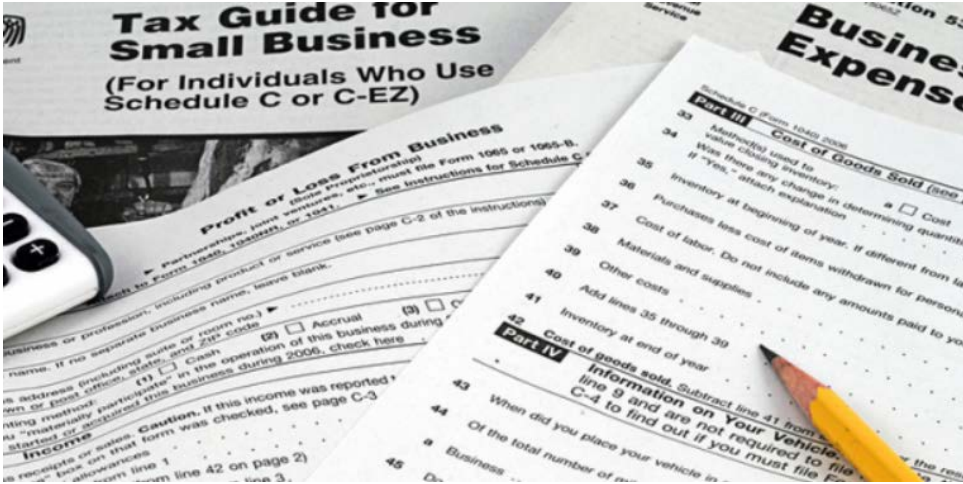
# Past investment in renewables



# Why this approach?



# Why this approach?



# Why this approach?



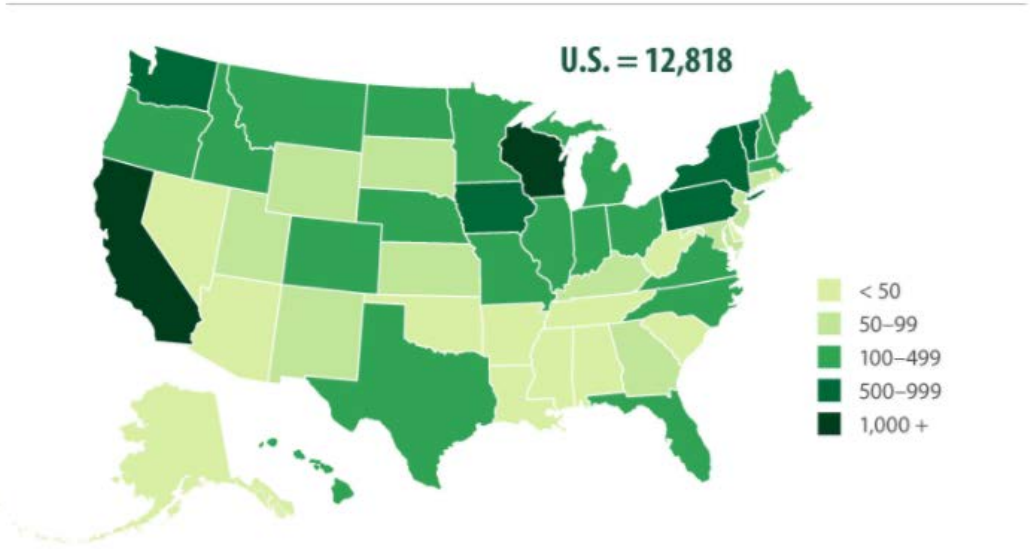
- Rapid deployment of more solar than we could implement alone
- Going from 300kW- 12,000kW+ *required* new approach
- **Not just a target/goal, but a path to get there**



# Why this approach?

## Number of Certified Organic Farms, by State, 2015

California and Wisconsin had more than 1,000; South had few



Source: USDA NASS 2015 Certified Organic Survey

USDA United States Department of Agriculture  
National Agricultural Statistics Service

Find out more at [www.nass.usda.gov](http://www.nass.usda.gov)



*I'm going solar with*  
**MadiSUN**  
**SOLAR GROUP BUY**

# Opportunity for City of Madison to participate

- We have retained flexibility in our final portfolio to allow other partners to select projects they are interested in.
- Eliminating Risk, Capital Expenditure ,& Operations & Maintenance
  - Earned support of our board/executives for a 25 year commitment
    - Includes signage & direct project connection/naming rights
    - Potential to prepay at a discounted rate.





# Why this approach?

- This structure allows us to deploy much **more rapidly** and less expensively than behind the meter or previous projects.
- *Limitations to what is possible due to **PSC regulations** in WI (direct PPA not seen as viable)*
- Inability to **capture tax benefits** as a cooperative (same for city)
- Ability to **partner with Rural communities**
- Locating projects where they make sense for the regional and distribution grid(s).
  - Our individual utility couldn't feasibly take all 12-13MW

