

**From:** [Kalynn Tennerson](#)  
**To:** [FORA Board](#)  
**Subject:** SolarCity - Solar Solution for Non-Profits  
**Date:** Tuesday, July 19, 2016 10:49:45 AM  
**Attachments:** [SolarCity Company Overview.pdf](#)  
[SolarCity Non-Profit Program.pdf](#)

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Good afternoon FORA Board of Directors,

I hope this email finds you well.

SolarCity recently finalized a solar solution for non-profit organization, and I am hoping to connect with you to discuss the details of this program.

Program overview:

- These programs require \$0 up-front investment
- Path to ownership
- 20 years of Operations & Maintenance included
- 20 year production/ performance guarantee
- No lien on the property

I look forward to helping you,  
Kalynn

**Kalynn Tennerson**

Sr. Inside Account Executive, SMB | [SolarCity](#)

t: 916.797.5493

CA CSLB 888104, MA HIC 168572/EL-1136MR. [Click here](#) to view our complete list of license numbers by state.



## COMPANY OVERVIEW



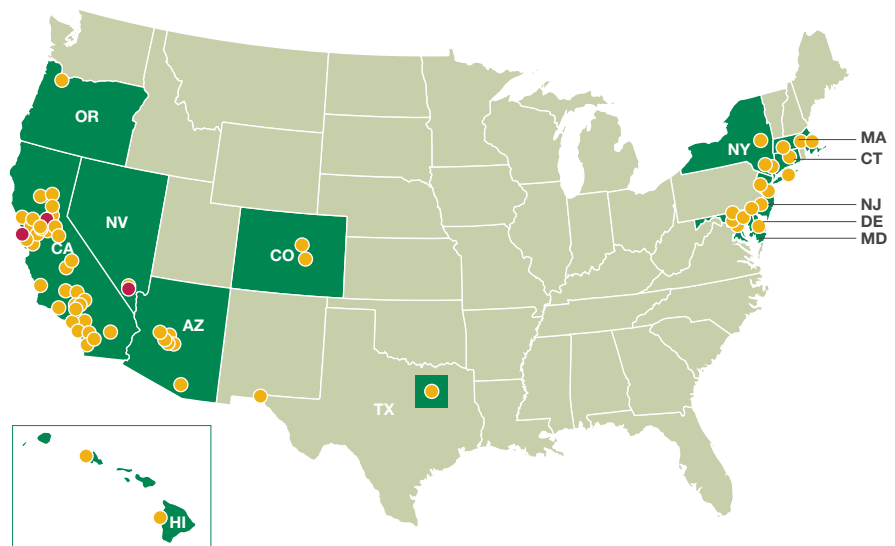
### Select Customers



### SolarCity— a renewable success story

SolarCity (NASDAQ: SCTY) is a national leader in clean energy services and America’s #1 full service solar provider. SolarCity’s experience delivering energy solutions around the U.S. make SolarCity the clean energy company of choice for homeowners, Fortune 500 companies, cities, schools and other organizations.

The company has over 110,000 customers across the country and has completed over 1,700 commercial and government solar projects. SolarCity employs local teams of installers and service crews around the country at more than 65 operation centers, boosting local economies and green jobs.



- Headquarters
- Regional Operations Centers

## SolarCity's vision—clean power management on a national scale

SolarCity has disrupted the century-old energy industry by providing renewable electricity directly to homeowners, businesses and government organizations for less than they spend on utility bills. Through operational efficiency, cost reducing technologies and innovative consumer financing mechanisms, SolarCity has proven it can deliver clean energy services and help customers reduce their energy costs.

Our national reach and local operation centers give our customers the power of a national company with the assurance and convenience of a local resource.

## SolarCity innovations

SolarCity has introduced a series of innovations that can make clean power more accessible and affordable on a national scale.

### **STRUCTURED FINANCING: ELIMINATING SOLAR'S UPFRONT COST**

SolarCity's project financing capabilities make solar power less expensive than electricity from the local power company. SolarLease and Solar PPA eliminate solar's high upfront cost, and the "pay as you go model" makes solar power a viable option for many homes and businesses around the country.

### **PROACTIVE ENERGY MONITORING SYSTEMS**

PowerGuide gives SolarCity customers a real-time view of their net energy consumption and carbon footprint. Through easy-to-read graphical displays, SolarCity's monitoring systems collect, monitor and display critical performance data, including production levels, local weather, electricity usage and environmental benefits.

### **INTELLIGENT COMMERCIAL ENERGY STORAGE**

Utilizing groundbreaking technology from Tesla Motors, SolarCity now offers DemandLogic, a commercial battery storage solution using intelligent algorithms in conjunction with your solar power system to automatically reduce your demand during peak periods.

## Senior management team



### **LYNDON RIVE**

#### **Chief Executive Officer**

Prior to SolarCity, Lyndon founded Everdream, an industry leader in computer management software. Lyndon managed Everdream for ten years preceding its acquisition by Dell Computer in 2007.



### **PETER RIVE**

#### **Chief Operations Officer**

Peter has held a number of senior technology positions focused on streamlining operational activities. Prior to SolarCity, he served as chief technology officer at Everdream, where he designed a software platform for large-scale management of computer operations.



### **HAYES BARNARD**

#### **Chief Revenue Officer**

Hayes Barnard brings over 15 years of sales and marketing experience to the role. Prior to joining SolarCity Hayes founded Paramount Equity, which he grew to three divisions focused on saving customers money: home mortgage, insurance, and home solar. Hayes began his career in Silicon Valley where he worked in a number of sales and marketing positions at Hitachi Data Systems and Oracle.



### **ELON MUSK**

#### **Chairman**

Elon Musk is the founder and CEO of SpaceX, a space launch vehicle company. He is also CEO and chairman of Tesla Motors, a new all-electric American car company. Prior to SpaceX and Tesla, Musk co-founded PayPal which was sold to eBay in 2002 for \$1.5 billion.



SolarCity

# Let there be lower energy bills.

## **Go solar and get the power to do more for your community.**

Want to spend less money on bills and more on the good work you do? SolarCity can help. Go solar and lower your energy bills from day one. It's clean, reliable energy that costs you less.

## **No upfront costs. No hassles. No worries.**

- Your system is financed through the California Solar Fund. You don't pay anything upfront—just a lower energy bill every month.
- We handle every aspect of your project from start to finish.
- Our coverage is the best in the industry. We include 24/7 monitoring, plus a full warranty with repairs for the life of your contract—at no additional cost.

## **Say goodbye to skyrocketing rates.**

While traditional energy rates rise unpredictably, we give you low, predictable rates for 20 years. We also offer you the option to own your system down the line—so you can save even more on electricity in the years to come.

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**CALL FOR YOUR FREE CONSULTATION. 888.768.2489.**

# A company you can believe in.

## Make the switch to America's #1 solar provider.

Going solar is easy, affordable and worry-free with SolarCity. Our in-house teams are dedicated to delivering the best technology and customer experience possible—while taking care of you every step of the way.

### How it works:

#### 1. Free solar consultation.

We'll discuss your energy use and take a look at your roof using satellite imaging. If everything looks good, we'll create a free custom quote for you.

#### 2. Sign your agreement.

Take control of your energy costs with predictable, low solar rates for the next 20 years. And have no fear—there are no hidden fees.

#### 3. Solar panel system design.

One of our site surveyors will take a closer look at your roof and take measurements. We'll use this info to design a beautiful, efficient system to meet your needs.

#### 4. Installation.

We take care of all the permits and inspections for you. Then one of our expert crews installs your system at no upfront cost to you.

#### 5. Turn on the power.

Woohoo! You get to flip the switch and start generating your own clean energy that saves you money while saving the planet.

#### 6. Monitoring and maintenance.

Our proprietary 24/7 monitoring ensures your system is running smoothly. Plus, we guarantee the performance of your system and take care of any necessary repairs for the life of the system.

**CALL 888.765.2489 TODAY TO GET YOUR FREE QUOTE.**

FINANCING OPTIONS AVAILABLE THROUGH CALIFORNIA SOLAR FUND WHICH WAS CREATED EXCLUSIVELY FOR SOLARCITY IN ORDER TO PROVIDE FINANCING TO COMMUNITY BASED NON-PROFIT ORGANIZATIONS. A SOLAR POWER SYSTEM IS CUSTOMIZED FOR YOUR LOCATION, SO PRICING AND SAVINGS VARY BASED ON LOCATION, SYSTEM SIZE, GOVERNMENT REBATES AND LOCAL UTILITY RATES. SAVINGS ON YOUR TOTAL ELECTRICITY COSTS IS NOT GUARANTEED. FINANCING TERMS VARY BY LOCATION AND ARE NOT AVAILABLE IN ALL AREAS. \$0 DUE UPON CONTRACT SIGNING. NO SECURITY DEPOSIT REQUIRED. A 22 KW SYSTEM STARTS AS LOW AS \$497 PER MONTH WITH AN ANNUAL INCREASE OF AS LOW AS 0% EACH YEAR FOR 20-30 YEARS, ON APPROVED CREDIT. SOLARCITY CORPORATION WILL REPAIR OR REPLACE BROKEN WARRANTED COMPONENTS. AL 05500, AR M-8937, AZ ROC 243771/ROC 245450, CA CSLB 888104, CO EC8041, CT HIC 0632778/ELC 0125305, DC 410514000080/ECC902585, DE 2011120386/T1-6032, FL EC13006226, HI CT-29770, IL 15-0052, MA HIC 168572/EL-1136MR, MD HIC 128948/11805, NC 30801-U, NH 0347C/12523M, NJ NJHIC#13VH06160600/34EB01732700, NM EE98-379590, NV NV20121135172/C2-00786448/B2-0079719, OH EL.47707, OR CB180498/C562, PA HICPA077343, RI AC004714/REG 38313, TX TECL27006, SC M113431, UT 8726950-5501, VA ELE2705153278, VT EM-05829, WA SOLARC\*91901/SOLARC\*905P7, ALBANY 439, GREENE A-486, NASSAU H2409710000, PUTNAM PC6041, ROCKLAND H-11864-40-00-00, SUFFOLK 52057-H, WESTCHESTER WC-26088-H13, N.Y.C. #2001384-DCA. SCENYC: N.Y.C. LICENSED ELECTRICIAN, #12610, #004485, 155 WATER ST, 6TH FL., UNIT 10, BROOKLYN, NY 11201, #2013966-DCA. SAVINGS CALCULATED BY MULTIPLYING ACTUAL KWH SUPPLIED BY SOLARCITY IN CUSTOMERS' FIRST YEAR TIMES SAVINGS RATE. EXCLUDES FULLY OR PARTIALLY PREPAID CONTRACTS. THE CALIFORNIA SOLAR FUND IS NOT ASSOCIATED OR AFFILIATED WITH THE STATE OF CALIFORNIA NOR ANY OF ITS AGENCIES. NOTHING CONTAINED HEREIN IS AN EXPRESS OR IMPLIED ENDORSEMENT BY THE STATE OF CALIFORNIA OF SOLARCITY OR ITS PROGRAMS, SERVICES, OR PRODUCTS.

**From:** [Roberto Carroccia](#)  
**To:** [Maria Buell](#); [FORA Board](#)  
**Subject:** RE: T-Mobile Wireless Facility at Laguna Seca Raceway, Laguna Seca CA  
**Date:** Tuesday, July 12, 2016 9:00:26 AM  
**Attachments:** [image004.png](#)  
[image006.png](#)  
[image008.png](#)  
**Importance:** High

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Hello Ms. Buell,

Thank you for clarifying.

We will discuss the leasing proposal with the County.

Thank you.

**Roberto Carroccia** | Leasing Specialist  
**Cortel, Inc.,**  
M (415) 936 4904 | E [roberto.carroccia@cortel-llc.com](mailto:roberto.carroccia@cortel-llc.com) | [www.cortel-llc.com](http://www.cortel-llc.com)

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**From:** Maria Buell [<mailto:Maria@fora.org>]  
**Sent:** Tuesday, July 12, 2016 8:47 AM  
**To:** Roberto Carroccia <[roberto.carroccia@cortel-llc.com](mailto:roberto.carroccia@cortel-llc.com)>; FORA Board <[board@fora.org](mailto:board@fora.org)>  
**Subject:** RE: T-Mobile Wireless Facility at Laguna Seca Raceway, Laguna Seca CA

Dear Mr. Carroccia.

Please follow up with Ms. Lavonne Chin or Nick Nichols of Monterey County Resource Management Agency at (831) 755-5103, email: [HolmCP@countymonterey.ca.us](mailto:HolmCP@countymonterey.ca.us) on T-mobile leasing proposal. This strip of property is managed by County of Monterey.

Thank you.

María Buell  
Deputy Clerk/Executive Assistant  
Fort Ord Reuse Authority (FORA)  
920 2<sup>nd</sup> Ave. Suite A | Marina, CA 93933  
[fora.org](http://fora.org) | 831-883-3672 | (fax) 883-3675



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**From:** Roberto Carroccia [<mailto:roberto.carroccia@cortel-llc.com>]  
**Sent:** Tuesday, July 12, 2016 8:15 AM

**To:** FORA Board <[board@fora.org](mailto:board@fora.org)>

**Subject:** T-Mobile Wireless Facility at Laguna Seca Raceway, Laguna Seca CA

**Importance:** High

To Whom It May Concern,

I am a contractor working with T-Mobile on a new wireless facility at the Laguna Seca Raceway in Laguna Seca, CA.

T-Mobile is looking to increase their coverage in the raceway area and we would be interested in discussing the possibility of leasing out some space on your property located between the Trail 47 and Skyline Road (APN: 031-131-011-000).

We would really appreciate if you could take the time to discuss this opportunity with us at your earliest convenience.

Please feel free to contact me with any questions or concerns.

Thank you,  
Roberto

**Roberto Carroccia** | Leasing Specialist

**Cortel, Inc.,**

M (415) 936 4904 | E [roberto.carroccia@cortel-llc.com](mailto:roberto.carroccia@cortel-llc.com) | [www.cortel-llc.com](http://www.cortel-llc.com)

**From:** [Roberto Carroccia](#)  
**To:** [FORA Board](#)  
**Subject:** T-Mobile Wireless Facility at Laguna Seca Raceway, Laguna Seca CA  
**Date:** Tuesday, July 12, 2016 8:17:10 AM  
**Importance:** High

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To Whom It May Concern,

I am a contractor working with T-Mobile on a new wireless facility at the Laguna Seca Raceway in Laguna Seca, CA.

T-Mobile is looking to increase their coverage in the raceway area and we would be interested in discussing the possibility of leasing out some space on your property located between the Trail 47 and Skyline Road (APN: 031-131-011-000).

We would really appreciate if you could take the time to discuss this opportunity with us at your earliest convenience.

Please feel free to contact me with any questions or concerns.

Thank you,  
Roberto

**Roberto Carroccia** | Leasing Specialist  
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