



June 12, 2019

Mr. Craig D. MacKail, M.Ed.
Assistant Superintendent of Operations & School Safety
Harrisonburg City Public Schools
One Court Square
Harrisonburg, VA 22801

Dear Mr. MacKail,

We received your letter of June 7 yesterday, notifying us of the School Board's decision directing Kevin Rose, School Board Attorney, to discontinue his work on the project, and that this directive concludes any negotiations and discussion regarding solar installations for HCPS at this time.

On behalf of Secure Futures, Standard Solar, and SunTribe Solar, we sincerely regret that despite heroic good faith efforts by HCPS staff, the School Board and our team to make this project work, that we were unable to arrive at bankable contract terms.

We remain hopeful that at some future stage we could revisit the value proposition with the School Board. We fully support the felt urgency by the School Board and the Harrisonburg community to save millions of dollars in avoided energy costs by implementing renewable energy solutions at no capital or maintenance cost to the schools.

Best regards,

A handwritten signature in black ink, appearing to read "A. Smith", is written over a horizontal line.

Anthony E. Smith, PhD
CEO

cc: Dr. Michael G. Richards, Superintendent of Schools
Mr. Andy Kohen, Harrisonburg City School Board
Ms. Deb Fitzgerald, Harrisonburg City School Board
Mr. Kevin Rose, BotkinRose PLC