

June 11, 2020

Attention: Chairman Jeff Crist.
Town of Montgomery IDA
110 Bracken Rd.
Montgomery, NY 12549

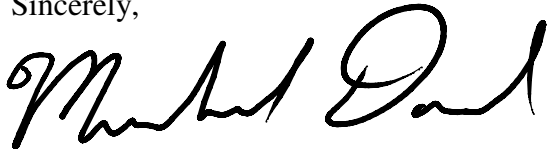
RE: Maple Matrix Solar Development application clarifications & proposed deviations

Dear Chairman Crist,

Matrix Maple Development, LLC. submitted an application for assistance to the Town of Montgomery IDA requesting a 25yr PILOT for the Maple Community Solar Project. Since the date of our application in October 2019 and at the direction of the IDA, we have discussed and consequently agreed to, several changes to the original application over the last 8 months. For the mutual benefit of both parties and general clarity, we are provided this letter to memorialize certain clarifications and proposed deviations from the initial application which are outlined on page #2.

Please note that on this day, Matrix has updated certain clarifications and proposed deviations. As a result, we are withdrawing the letter dated June 10, 2020 and replacing with a similar letter containing the proposed updates dated June 11, 2020.

Sincerely,



Michael Doud
Director of Development
(518) 727-6219
mdoud@matrixdevllc.com

Deviations from Initial Applications:

Property Tax Revenue: The property tax revenue which included a 25year PILOT for the underlying parcel and solar asset, special district taxes and applicable IDA fees has increased. The total tax revenue has changed to reflect an increase from the proposed annual PILOT amount of \$15,000. At the direction of the IDA, Matrix has agreed to increase the base annual PILOT amount to \$33,041 inclusive of parcel and solar asset property taxes but excludes Special District taxes and the corresponding land assessment value. The applicant agrees to engage the Town of Montgomery Assessor to determine a fair assessment which will be used to calculate Special District taxes for the parcel and solar array post construction. At no point shall the base PILOT exceed \$33,041. Matrix reserves the right to cancel the PILOT for any reason.

Upfront Payments: At the election of the IDA, no upfront payments will be made.

Employment: Matrix has agreed to make good faith efforts to hire qualified local subcontractors in accordance with the “Local Labor Policy, Town of Montgomery IDA”. However, due to the unique nature of the solar project and the skills required, the applicant is seeking an exemption from this policy.

Furthermore, we have revised our employment statement from the initial application as follows:

During the development of the Maple Solar Project, Matrix Maple Development employed, local land use attorneys, civil engineers, biologists, electrical engineers, glare engineers, land surveyors and real estate agents. Post development phase, approximately 20 to 40 people will be employed onsite to construct the system which will be overseen by an onsite Project Manager, Quality Control Manager, Civil Engineer and Health and Safety Manager. Construction should take roughly 6 months from start to finish depending on weather, material supply and labor availability. Qualified local (as defined in labor policy) electrical contractors, civil engineers and labors will be given preferential treatment to participate in the construction and maintenance of the projects.

Post construction operation employment will be largely supported by remote employees who will monitor the operation of the system. A combination of owner’s employees and local contractors will be hired to physically maintain the project site including performance engineers, electricians, technicians, safety personnel, insurance inspectors, bank independent engineers, property management, labors and other similar personnel. As it relates to the Maple Solar project, these jobs will be part time but full time when aggregated with other facilities within the region. The aggregation of all part time employees are estimated to create 3 to 6 full time positions, many of which will be located outside of the local labor policy definition. The owner



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MATRIX SOLAR DEVELOPMENT, LLC

of the system will hire local Landscape and Snowplowing contractors to maintain the site. This project will create many jobs directly and indirectly but may not have reporting visibility due to the lack of direct contractual requirements with the Matrix Maple, LLC entity. Good faith efforts will be made to support job reporting requirements directly or indirectly with our investment partners.

Community Solar Savings: The initial application represented \$3,267,109 in utility savings. An error was discovered in the formula and need to reduce the utility savings projection. Additionally, the aggregated utility savings will range due to a host of market factors should be articulated as a range. As a result we are restating utility savings to range between \$2.5 million and \$2.8 million.