

Natural and Recreational Areas Committee Agenda
Tuesday July 27 6:30 PM

Town of Verona Hall, 7669 County Highway PD

1. Call to Order/Approve Agenda
2. Approve Minutes from June 22, 2021
3. Public Comments
4. Updates from Chair and/or Members
5. Updates from Board member
6. Discuss how to investigate and incorporate the four priorities for NRAC
7. Solar proposals
8. Discuss PDRs and Wisconsin Farmland Project
9. Schedule next meeting and Set Agenda
10. Adjourn

Town of Verona
Natural and Recreational Areas Committee Minutes
Town of Verona meeting
6/22/21

DRAFT

Present: Bill Keen, Dave Lonsdorf, Jo Tucker, Rosemary Bodolay
GUEST: Tom Mathies

Chair Keen called the meeting to order at 6:30 PM

Approval of Agenda- Agenda Motion by Lonsdorf, Second Tucker, passed 4-0

Minutes: Minutes from May 25, 2021 Motion Lonsdorf, Second Tucker, passed 4-0

Public Comments-None

Update from Members: Keen announced that Hoffman had resigned from the committee due to health reasons. It was suggested that he be honored for serving many years on the committee (15-17 years??) Keen will ask Sarah Gaskell to put something in weekly newsletter.

Update from Board Member: Lonsdorf talked about the prairie and its good diversity, how he brush cut many weeds in prairie, wants NRAC to be in charge of prairie. There are spots of weeds and we need to over seed some areas. Suggested we burn the prairie earlier next year.

Energy Audit results and Solar Panels: Lonsdorf reported that the energy audit did not show any waste of electricity. Lonsdorf presented a concept proposal of the savings from using solar panels. Motion by Tucker: Concept seems feasible and significant cost savings seems available, so move that Lonsdorf ask Town Board to proceed with detailed investigation, budgeting and procuring a solar panel system for the town. Second by Lonsdorf passed 4-0

Discussion of how to get more members: Put up application on web page, have Gaskell ask for volunteers in weekly newsletter. Lonsdorf will write up request to give to Gaskell

Discussion of top 4 priorities for NRAC: Each member presented their top 4 priorities- the top four were (in no particular order):

1. Trails- Includes water, bike, hiking, Ice Age. Creating, connecting and ways to accomplish
2. PDR-TDR, Conservation easements. How town can use to accomplish the other priorities of conserving and featuring natural areas and ag land. (This is also the task Chair Geller charged NRAC with doing.)
3. Identify Natural features – need to map and help landowners recognize them and how to protect these features.
4. Watershed management- Specifically Badger Mill Creek watershed with emphasis on Goose Lake. How to clean up and protect watershed from flooding.

These four will be brought to the board by Lonsdorf at July Board meeting, to update Board and seek support for working on these as top committee priorities.

Tom Mathies shared information about Conservation Easements:

an example of a conservation easement from the Town of Bloomer:

<http://townofbloomer.com/uploads/documents/Conservation%20Easement.pdf>

And the information from the Wisconsin Statutes, 700.40, Uniform conservation easement act

<https://docs.legis.wisconsin.gov/statutes/statutes/700/40>

Scheduled next meeting- July 27, 2021 at 6:30 at the town hall

Motion to adjourn by Bodolay, 2nd by Tucker Passed 4-0 at 8:22

Thanks Teresa.

A solar electric system installation designed to offset about 95% of the Town Hall usage would look as follows:

System size = ~36KW DC

Number of 72-cell solar electric panels = ~98

Array square footage = ~2,300

Estimated installed cost (before any incentives) = \$70,000

This estimate assumes that neither the building structure nor the electrical service requires enhancement in order to accommodate the solar electric system installation.

If the Town Hall is not a tax-paying entity then an installation there could not directly qualify for the 22% federal tax credit for 2021. Other incentives may apply, including those from WI Focus On Energy or the Office of Energy Innovation. The Focus On Energy incentives have not yet been released for 2021 while the OEI grant can cover up to 22% of the installed cost. The application deadline is January 22, 2021.

Incentive information can be found here:

<https://focusonenergy.com/residential#program-renewable-energy>

<https://psc.wi.gov/Pages/Programs/OEI/EnergyInnovationGrantProgram.aspx>

Let me know if you have questions or require additional information at this time.

Regards,
Mike Joyce
Project Engineer
Full Spectrum Solar
608-284-9495 x-202



Proposal for: Town of Verona
7669 County Hwy PD, Verona, WI 53593
608-212-6756; Bkeen1954@gmail.com

Prepared by: Justin Arneson
608-400-2949; Justin.arneson@allenergysolar.com
Proposal pricing valid until 4/1/21

Welcome to All Energy Solar



All Energy Solar's team of industry professionals have been focused on providing long term, trusted relationships since 2009. Our experience allows us to confidently handle every aspect of the solar process. Initial energy analysis, financing, engineering, design, construction, monitoring – our team prides itself on being experts in all aspects in our field.

We are one of the few full service solar energy companies that is licensed as a building contractor as well as an electrical contractor. In addition we are certified by the North American Board of Certified Electrical Practitioners (NABCEP), one of the highest technical certifications for solar photovoltaic installers and engineers. The experience that comes with these licenses allows us to deliver full turnkey solar energy solutions with known and proven results.

Take comfort in knowing that your solar project will be designed and built to the highest industry engineering standards.

Our Mission.

- Design and build energy systems specialized for each individual customer
- Provide the highest quality customer service for an unparalleled customer experience
- Ensure a healthy, exciting, and innovative environment for our working professionals

Why We're Different

Full Service. All Energy Solar takes care of every step of the process including consultation, design, financing, permit & incentive filing, system installation, monitoring, and ongoing customer support.

Customer Service. We strive to provide the highest quality customer experience. Great communication, proper expectation setting, and ongoing follow up sets All Energy Solar apart from others.

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The Cost of Doing Nothing



There is a **cost** if you do not go solar.

Cost of your electricity over the next 25 years

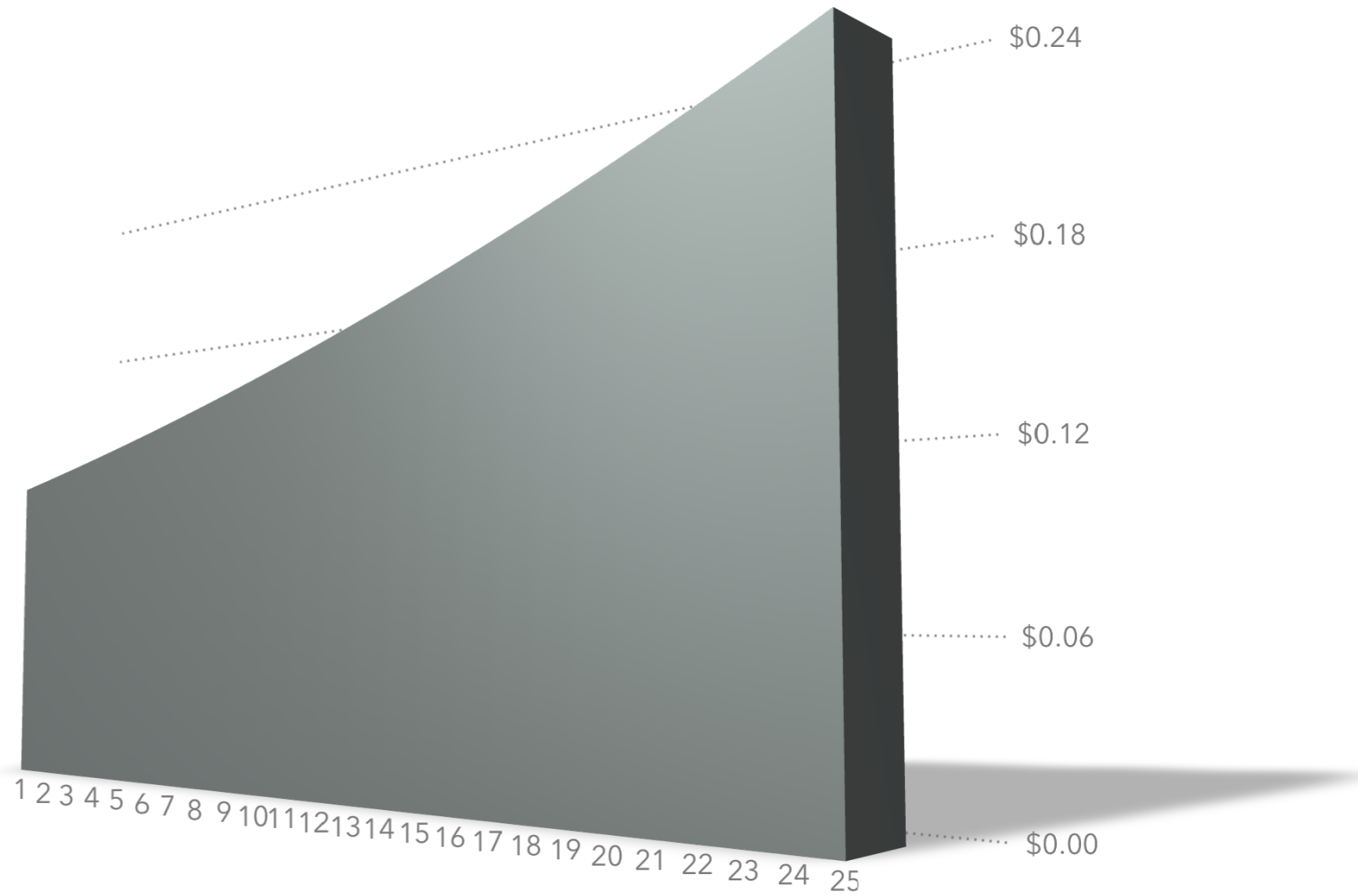
\$255,347

Average electric rate over next 25 years (\$/kWh)

\$0.171

There are problems with the way you currently buy electricity.

- Unpredictable rate increases
- Not building equity
- Pollution



Your System Description



System Type	# of Panels	Panels	Inverter(s)	System Size (W DC)
Ground Mount	60	Longi 440	SolarEdge	26,400

System Features

<input checked="" type="checkbox"/>	25 Year Panel Warranty	Included
<input checked="" type="checkbox"/>	25 Year Inverter Warranty	Included
<input checked="" type="checkbox"/>	5 Year Installation Warranty	Included
<input checked="" type="checkbox"/>	Online Monitoring	Included
<input checked="" type="checkbox"/>	Grid-tied	Included

System Assumptions

Federal Tax Credit	0%
Focus On Energy	\$1.00 / W
Current Electric Rate	\$0.12 / kWh
Annual Electric Rate Increase	3.0%
Monthly Solar Fee	\$0.00
Annual Access to Sun	95%
System Degradation rate	0.33%
Orientation (degrees)	190
Tilt (degrees)	35

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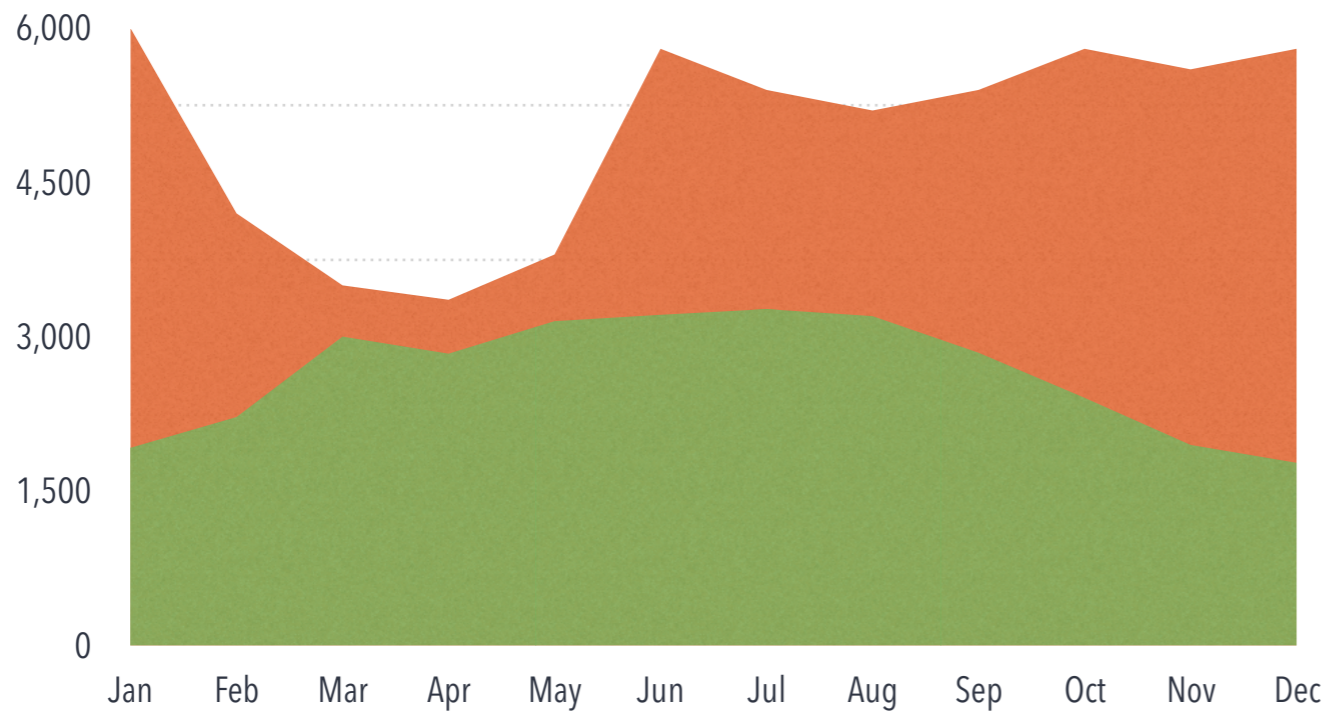
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Your Electric Usage vs. Expected Solar Production

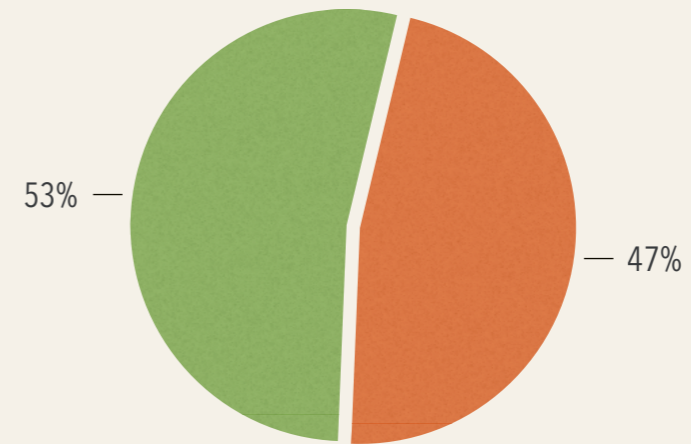


Historic Annual Usage vs Expected Solar Production

Electric Usage	59,860 kWh
Solar Electric Production	31,791 kWh



Utility Energy Savings



- Free Solar Energy
- Utility Energy Bill

Historic Annual Electric Bill	\$7,004
Avoided Cost of Year 1 Solar Production	\$3,720
Remaining Annual Utility Electric Bill	\$3,284
Total Electric Usage Offset	53%

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Your Environmental Benefits of Going Solar



Solar energy avoids pollution that is created by traditional energy sources such as coal and nuclear plants. While in use, your solar energy will create absolutely no harmful emissions or waste.

Using average emissions factors, over the next 25 years your solar energy will help to avoid **540.3** Metric tons of CO₂

This is equivalent to



8,934

Tree seedlings grown for 10 years



590,695

Pounds of coal burned



114.6

Passenger vehicles taken off the road for a year



20,116

Incandescent light bulbs changed to LEDs



60,916

Gallons of gas consumed



26.9

Garbage trucks of waste recycled instead of sent to the landfill

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Lock In Your Electricity Rate



Cost of Doing Nothing

Cost of electricity offset by solar over the next 25 years **\$129,719**

Average electric rate over next 25 years (\$/kWh)

\$0.171

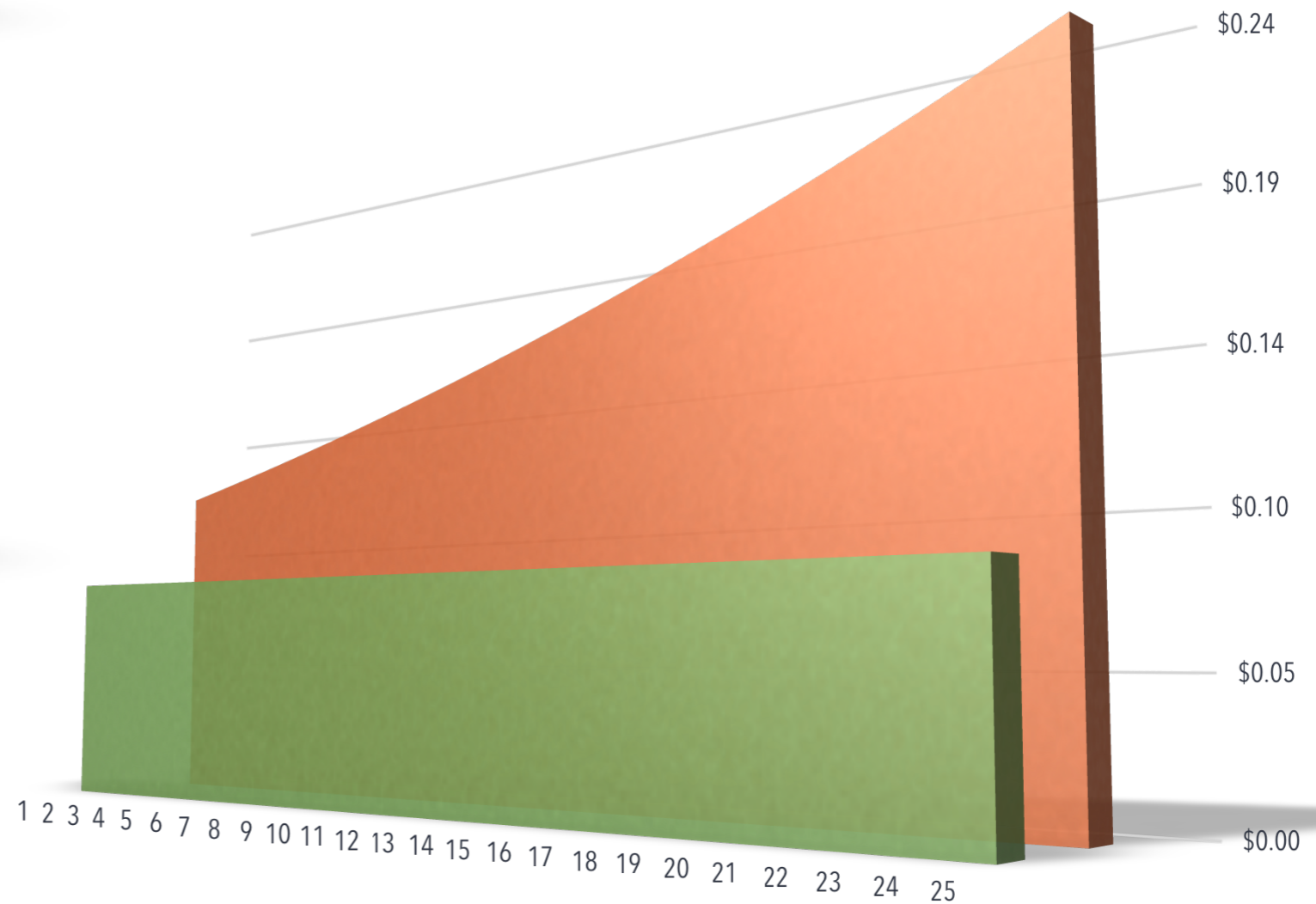
Your Solar Electric Rate!

Cost of solar after incentives

\$61,118

Levelized cost of solar electricity (\$/kWh)

\$0.080



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Your Solar for Purchase Option



Price Breakdown

Turnkey Price		\$64,918
Federal Tax Credit		\$0
Focus On Energy Rebate	—	\$3,800
Final Price		
after Tax Credits & Rebates		\$61,118

System Type	# of Panels	Panels	Inverter	System Size (W DC)
Ground Mount	60	Longi 440	SolarEdge	26,400

System Features

<input checked="" type="checkbox"/>	25 Year Panel Warranty	Included
<input checked="" type="checkbox"/>	25 Year Inverter Warranty	Included
<input checked="" type="checkbox"/>	5 Year Installation Warranty	Included
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The Next Steps



As a full service building and electrical contractor, All Energy Solar takes your project from start to finish, entirely in house. We take care of it all, every step of the way.

1. Initial Site Assessment. One of our energy consultants will visit you at your home and take measurements and gather important technical information. They will carefully evaluate your home or business to ensure the end product meets your requirements.

2. Incentive & Rebate Filing. Solar is affordable and with the help of certain incentives, it can be a no-brainer. We handle all rebate and incentive paperwork, ensuring your project is properly funded and getting you every possible dollar we can.

3. Direct Financing. Through strategic partners and long term relationships with industry professionals, All Energy Solar has built up a number of direct financing options to help you cover some or all of the cost of your system.

4. Custom Design & Installation. Our in-house engineering team custom designs the system, following all applicable codes, and applies for permits so that we can professionally install your system. Our team of installers has extensive experience and apply best practices throughout the entire process, ensuring your system is installed to last a lifetime.

5. System Monitoring. We install a solar production & energy monitoring system designed to track your energy profile. We ensure your system's performance to increase your payback and keep you generating clean affordable energy for years to come.

6. Ongoing Support & Warranty. Our best in class warranty keeps your system safe from defects. Once your system is installed, we continue to provide ongoing support. Your system is designed to be operational for years, and All Energy Solar will be there through the life of it.

Referral Bonus Program. For every referral who receives a proposal, you will receive \$25! If they follow through on going solar, you will receive \$500! Sign up or log in at AllEnergySolar.com/Refer to get started!

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FAQs



What type of maintenance is required?

There are typically no moving parts to a solar system, so regular maintenance is kept to a minimum. Keeping your panels clear of debris and dirt is important to ensure optimum production.

How much electricity can it really produce?

A solar system can run anything that uses electricity. From shopping malls to your own home, a solar system can power as much or as little as you want.

What is the life expectancy of my solar system?

Using well built and reliable equipment matters. Solar panels typically come with a 25 year production warranty. Inverters typically have a 25 year warranty. Overall life expectancy of a well designed and built solar system should be 30-40 years.

What is the payback?

Unlike your old energy plan, solar has a payback! The total payback depends on system complexity and types of panels that are used.

What about the snow?

If your panels are covered in snow they will most likely not produce much power. Considering solar panels have a strong glass face, snow usually wicks away once the sun comes out.

Why is monitoring important?

We treat your solar system like any type of investment that you would make. Having the ability to see how your solar system is working online empowers you to not only track your savings but allows All Energy Solar the ability to diagnose potential issues at the click of a mouse.

What if something happens to my system?

Your solar system is covered under your homeowner's insurance. If there is ever any damage you are covered.

What about my roof?

Many people get nervous about this, but there is no need to. All Energy Solar uses special flashings that go under your shingles to ensure long term protection.

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ATTACHMENT C

PAYMENT SCHEDULE

Contract Price. Customer will pay Contractor the sum of \$ \$64,918 for the work to be performed under this Contract, subject to additions and deductions pursuant to any Change Order agreed upon in writing by the Parties.

Down Payment. \$ \$0 is due at signing of this Contract.

Schedule of Progress Payments. Following execution of the Contract and payment of the Down Payment, Customer shall pay Contractor according to the schedule below:

	Payment Schedule	
Deposit	\$	0 Upon signing of contract
1st Payment (material)	\$	45,442 Prior to ordering equipment
2nd Payment (material)	\$	0 Prior to scheduling (20 kW or larger)
Final Payment	\$	19,475 Upon approved electrical and building inspections



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We are one of the few full service solar energy companies that is licensed as a building contractor as well as an electrical contractor. In addition we are certified by the North American Board of Certified Electrical Practitioners (NABCEP), one of the highest technical certifications for solar photovoltaic installers and engineers. The experience that comes with these licenses allows us to deliver full turnkey solar energy solutions with known and proven results.

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The Cost of Doing Nothing



There is a **cost** if you do not go solar.

Cost of your electricity over the next 25 years

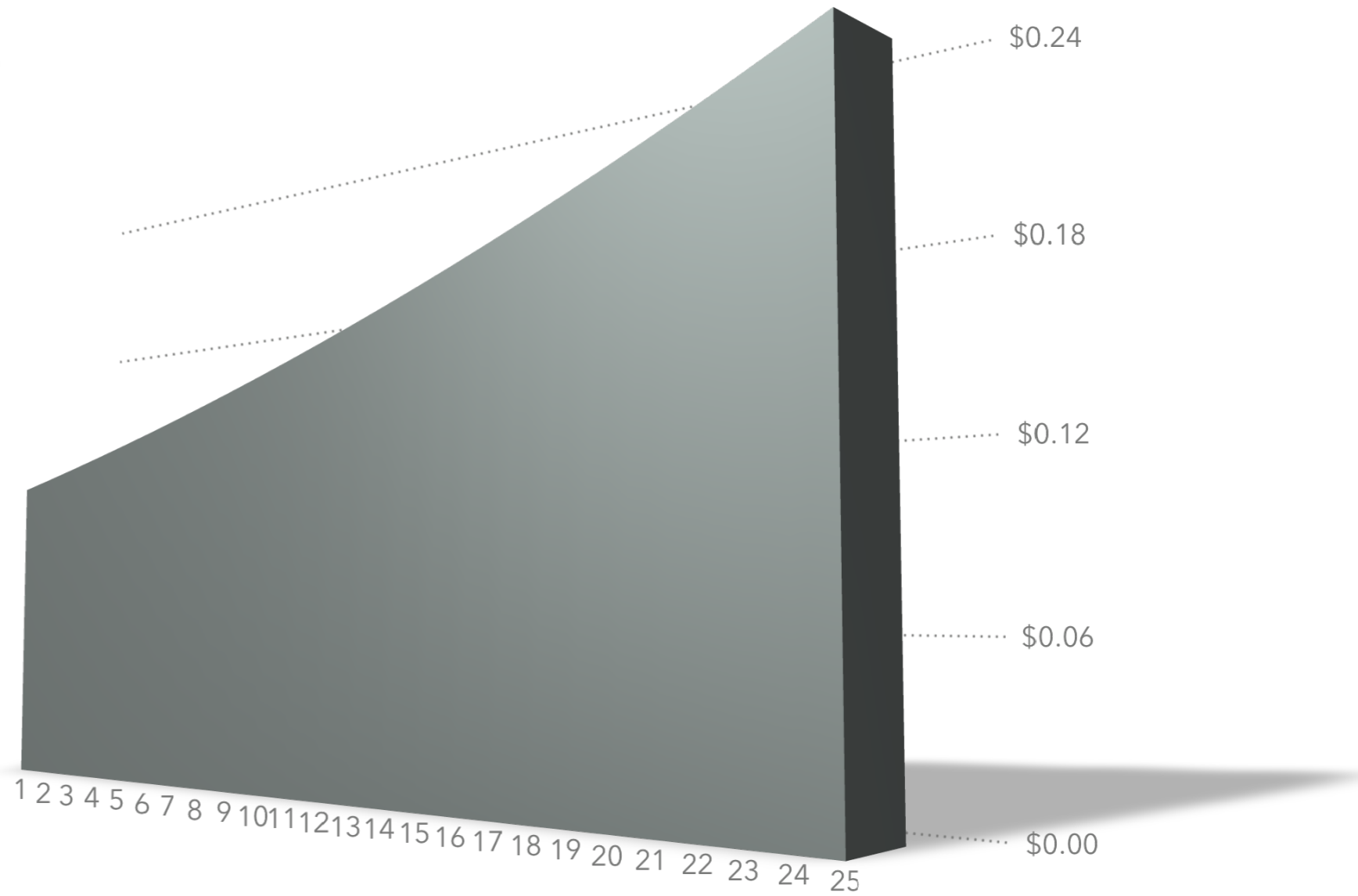
\$255,347

Average electric rate over next 25 years (\$/kWh)

\$0.171

There are problems with the way you currently buy electricity.

- Unpredictable rate increases
- Not building equity
- Pollution



Your System Description



System Type	# of Panels	Panels	Inverter(s)	System Size (W DC)
Roof Mount	62	Longi 440	SolarEdge	27,280

System Features

<input checked="" type="checkbox"/>	25 Year Panel Warranty	Included
<input checked="" type="checkbox"/>	25 Year Inverter Warranty	Included
<input checked="" type="checkbox"/>	5 Year Installation Warranty	Included
<input checked="" type="checkbox"/>	Online Monitoring	Included
<input checked="" type="checkbox"/>	Grid-tied	Included

System Assumptions

Federal Tax Credit	0%
Focus On Energy	\$1.00 / W
Current Electric Rate	\$0.12 / kWh
Annual Electric Rate Increase	3.0%
Monthly Solar Fee	\$0.00
Annual Access to Sun	95%
System Degradation rate	0.33%
Orientation (degrees)	100
Tilt (degrees)	21

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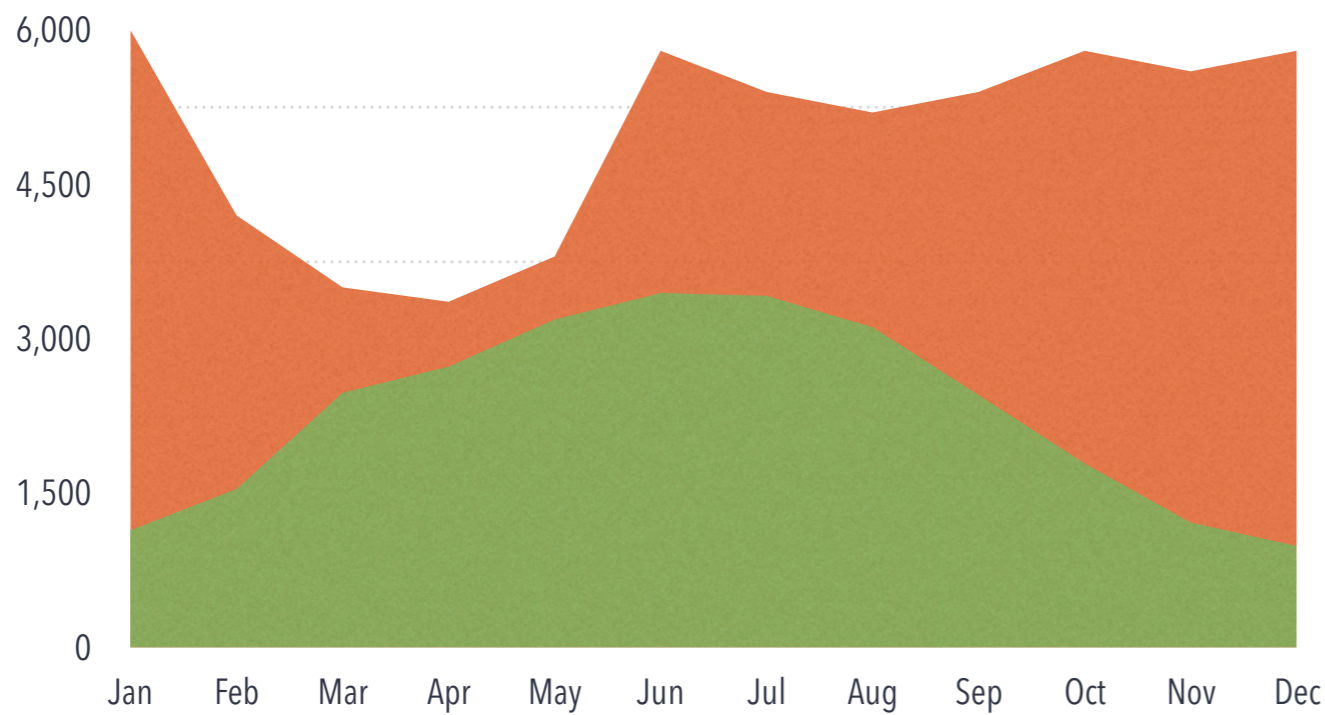
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Your Electric Usage vs. Expected Solar Production

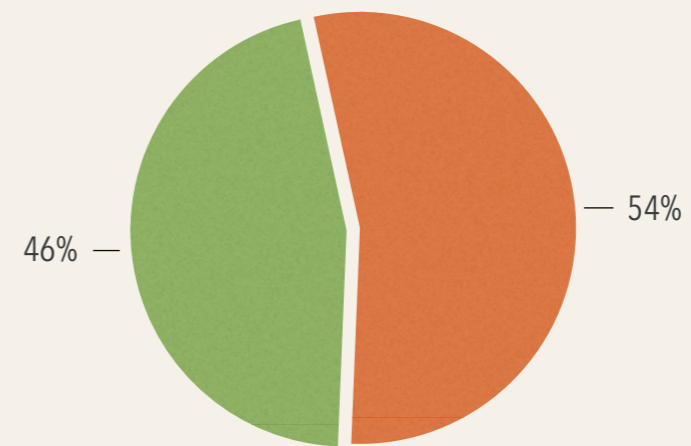


Historic Annual Usage vs Expected Solar Production

Electric Usage	59,860 kWh
Solar Electric Production	27,491 kWh



Utility Energy Savings



Historic Annual Electric Bill	\$7,004
Avoided Cost of Year 1 Solar Production	\$3,216
Remaining Annual Utility Electric Bill	\$3,787
Total Electric Usage Offset	46%

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Your Environmental Benefits of Going Solar



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Using average emissions factors, over the next 25 years your solar energy will help to avoid **467.2** Metric tons of CO2

This is equivalent to



7,726

Tree seedlings grown for 10 years



510,798

Pounds of coal burned



99.1

Passenger vehicles taken off the road for a year



17,395

Incandescent light bulbs changed to LEDs



52,676

Gallons of gas consumed



23.3

Garbage trucks of waste recycled instead of sent to the landfill

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Lock In Your Electricity Rate



Cost of Doing Nothing

Cost of electricity offset by solar over the next 25 years **\$112,174**

Average electric rate over next 25 years (\$/kWh)

\$0.171

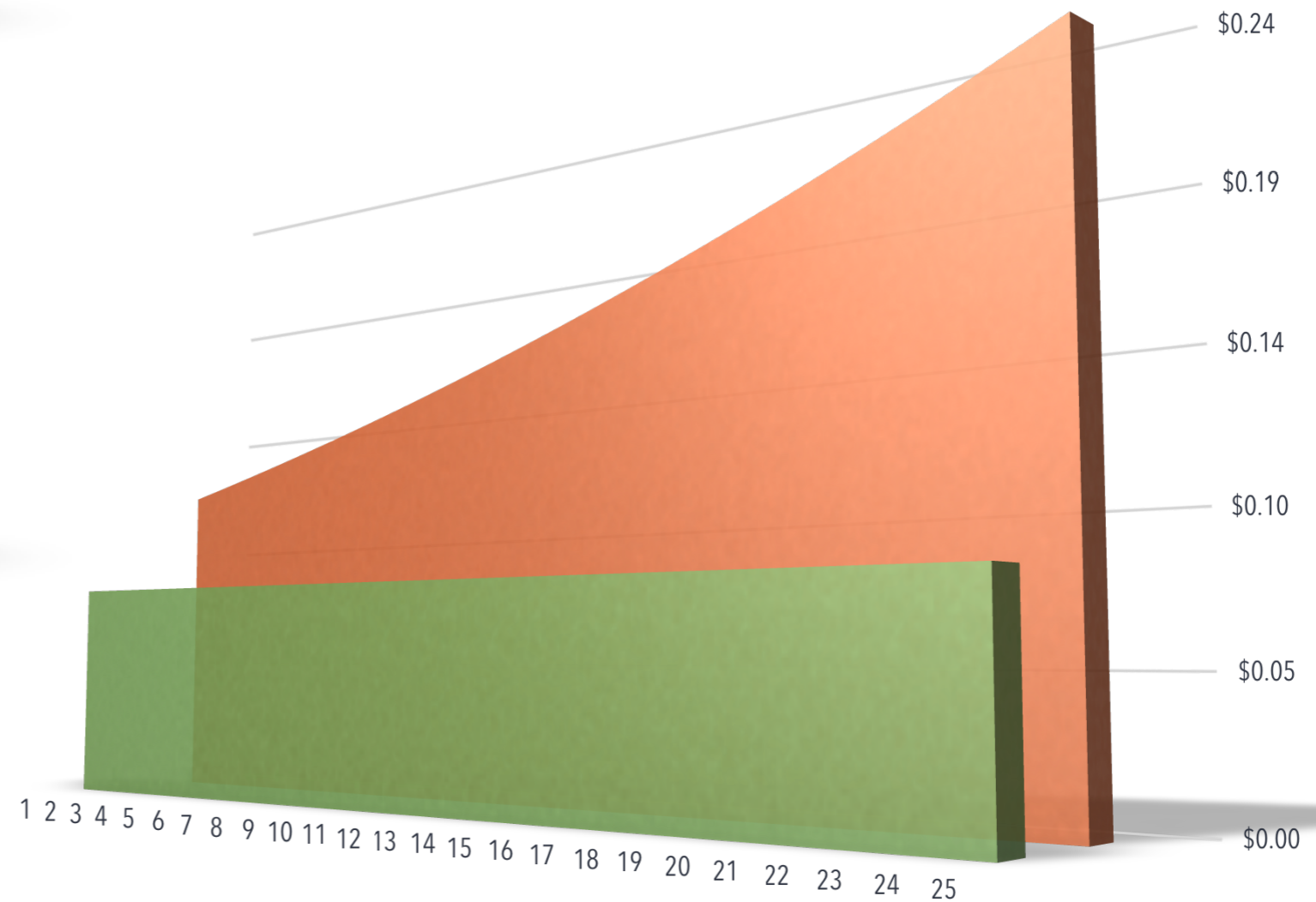
Your Solar Electric Rate!

Cost of solar after incentives

\$51,059

Levelized cost of solar electricity (\$/kWh)

\$0.077



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Your Solar for Purchase Option



Price Breakdown

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Focus On Energy Rebate	-	\$3,910
Final Price		
after Tax Credits & Rebates		\$51,059

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ATTACHMENT C

PAYMENT SCHEDULE

Contract Price. Customer will pay Contractor the sum of \$ 54,969 for the work to be performed under this Contract, subject to additions and deductions pursuant to any Change Order agreed upon in writing by the Parties.

Down Payment. \$ 0 is due at signing of this Contract.

Schedule of Progress Payments. Following execution of the Contract and payment of the Down Payment, Customer shall pay Contractor according to the schedule below:

	Payment Schedule	
Deposit	\$ 0	Upon signing of contract
1st Payment (material)	\$ 38,478	Prior to ordering equipment
2nd Payment (material)	\$ 0	Prior to scheduling (20 kW or larger)
Final Payment	\$ 16,491	Upon approved electrical and building inspections



ALL SKY ENERGY

Solar PV & EV Charging
Station Installer

www.allskyenergy.com
608-356-0830



Prepared For:

Sarah Gaskell
7669 County Rd PD
Verona, WI 53593

Prepared By:

Lisa Kahlow
608-356-0830
lisa@allskyenergy.com

Solar Proposal

About All Sky Energy, LLC.	2
Proven Track Record	2
Your Utility Today, Without Solar	3
Solar PV System Details	4
Your Future Utility, With Solar	5
Financing Summary	6
Cash Purchase - Cash Flow Analysis	7

About All Sky Energy, LLC.

Proven Track Record

We're Wisconsin's leading, full-service solar energy provider, having installed over 200 solar systems over the last 10 years, throughout Wisconsin. Our customers have said they were "extremely satisfied" with our work. We have an A+ rating with the Better Business Bureau. Feel free to ask us for references from past clients.



Custom Approach

We believe that when it comes to designing and installing an integrated solar PV system, one size does not fit all. We custom tailor every system to best fit our customers' homes, businesses, lifestyles and savings goals. We will work with you to determine the best fit technology, system size, and financing offerings for your needs.

Highest Quality

We hire and train the best installers in the business, many of which have been with us for over a decade. We do everything in-house, allowing us to design and install high-performance integrated solar energy systems, and then guarantee the performance and production. We have a rigorous 100-point quality assurance process.

Customer Testimonials

"I wanted solar for several years and considered DIY. However, after some research, I realized I had too many questions and decided to have All Sky Energy do the installation for me. They were prompt and professional and I have no regrets using them. The system works great and there is the added benefit of monitoring the system in real time via the internet. I would not hesitate recommending All Sky Energy to a friend."

Carl M

"I could not believe how fast everything went. We contacted All Sky Energy. They answered all our questions. Within 2 weeks after signing the contract our system was up and generating power! These guys are great and they took care of all the paperwork for us with Focus On Energy, the Utility company and had our paperwork ready for when we did our taxes."

Mary P

"Thanks All Sky Energy, It has been a great experience working with you and the rest of your crew. We have and will continue to refer people to your business."

Symons Recreational Center

Your Utility Today, Without Solar

Utility Details			Cost Details		
Utility Company	Current Rate Schedule	Utility Escalation Rate	Total Utility Bill	Total Usage (kWh)	Avg blended cost
WPL	GS-1	3.0%	\$6,988	59,860 kWh	\$0.117/kWh

Your Information

Town of Verona
7669 County Rd PD
Verona, WI 53593

Monthly usage & billing data:

Time Periods	Energy Use (kWh)	Charges		
		Other	Energy	Total
Bill Ranges & Seasons	Total			
1/1/2020 - 2/1/2020 S1	6,000	\$26	\$670	\$696
2/1/2020 - 3/1/2020 S1	4,200	\$24	\$469	\$493
3/1/2020 - 4/1/2020 S1	3,500	\$26	\$391	\$417
4/1/2020 - 5/1/2020 S1	3,360	\$25	\$375	\$400
5/1/2020 - 6/1/2020 S1	3,800	\$26	\$424	\$450
6/1/2020 - 7/1/2020 S1	5,800	\$25	\$647	\$672
7/1/2020 - 8/1/2020 S1	5,400	\$26	\$603	\$629
8/1/2019 - 9/1/2019 S1	5,200	\$26	\$580	\$606
9/1/2019 - 10/1/2019 S1	5,400	\$25	\$603	\$628
10/1/2019 - 11/1/2019 S1	5,800	\$26	\$647	\$673
11/1/2019 - 12/1/2019 S1	5,600	\$25	\$625	\$650
12/1/2019 - 1/1/2020 S1	5,800	\$26	\$647	\$673
Totals:	59,860	\$307	\$6,681	\$6,988

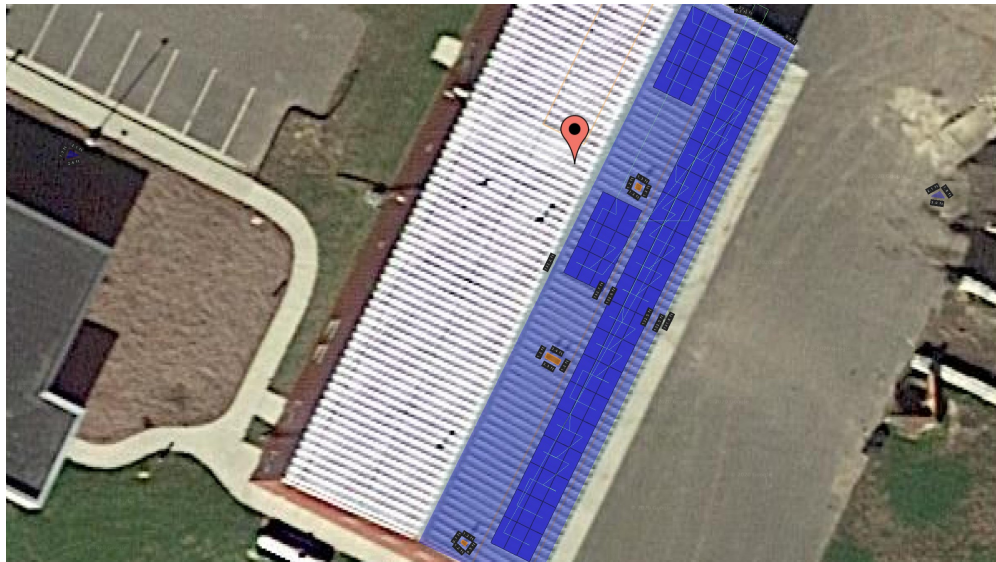
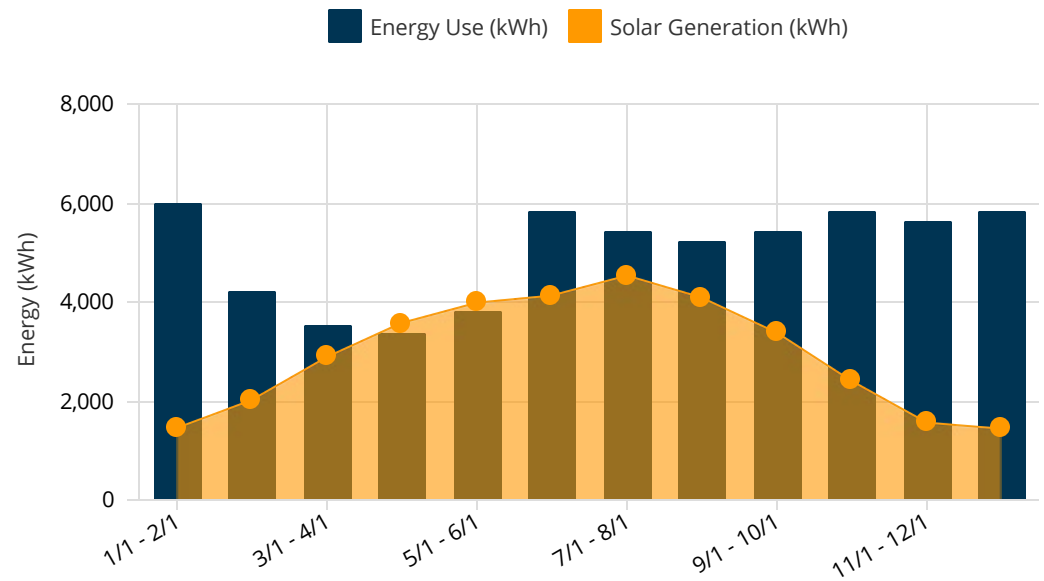
Solar PV System Details

System Size & Generation:

27,750 W-DC System Size (DC)

29,100 W-AC System Size (AC)

35,467 kWh 1st Year Generation



Equipment:

(75) Philadelphia Solar PS-M72(BF) 370 Solar panels

(2) Fronius Primo 10.0-1 (2019) Inverter(s)

System Pricing & Incentives:

Solar PV System Cost \$49,980

Net Solar PV System Cost: \$49,980

Your Future Utility, With Solar

Utility Details			Savings Details		
Utility Company	Post-solar Rate Schedule	Annual usage	Total Savings	Total Solar Production	Avg blended savings
WPL	GS-1	59,860 kWh	\$3,958	35,467 kWh	\$0.112/kWh

Monthly Utility Bills, Post-Solar

Time Periods	Energy Use (kWh)	Charges	Charges	
			Other	Total
Bill Ranges & Seasons	Total	Other	Energy	Total
1/1/2020 - 2/1/2020 S1	4,544	\$26	\$507	\$533
2/1/2020 - 3/1/2020 S1	2,187	\$24	\$244	\$268
3/1/2020 - 4/1/2020 S1	610	\$26	\$68	\$94
4/1/2020 - 5/1/2020 S1	-214	\$25	-\$24	\$1
5/1/2020 - 6/1/2020 S1	-187	\$26	-\$21	\$5
6/1/2020 - 7/1/2020 S1	1,672	\$25	\$187	\$212
7/1/2020 - 8/1/2020 S1	867	\$26	\$97	\$123
8/1/2019 - 9/1/2019 S1	1,106	\$26	\$123	\$149
9/1/2019 - 10/1/2019 S1	2,022	\$25	\$226	\$251
10/1/2019 - 11/1/2019 S1	3,388	\$26	\$378	\$404
11/1/2019 - 12/1/2019 S1	4,038	\$25	\$451	\$476
12/1/2019 - 1/1/2020 S1	4,360	\$26	\$487	\$513
Totals:	24,393	\$307	\$2,722	\$3,029

Solar Production Offset %:



Utility	24,393 kWh (40.75%)
Solar PV	35,467 kWh (59.25%)

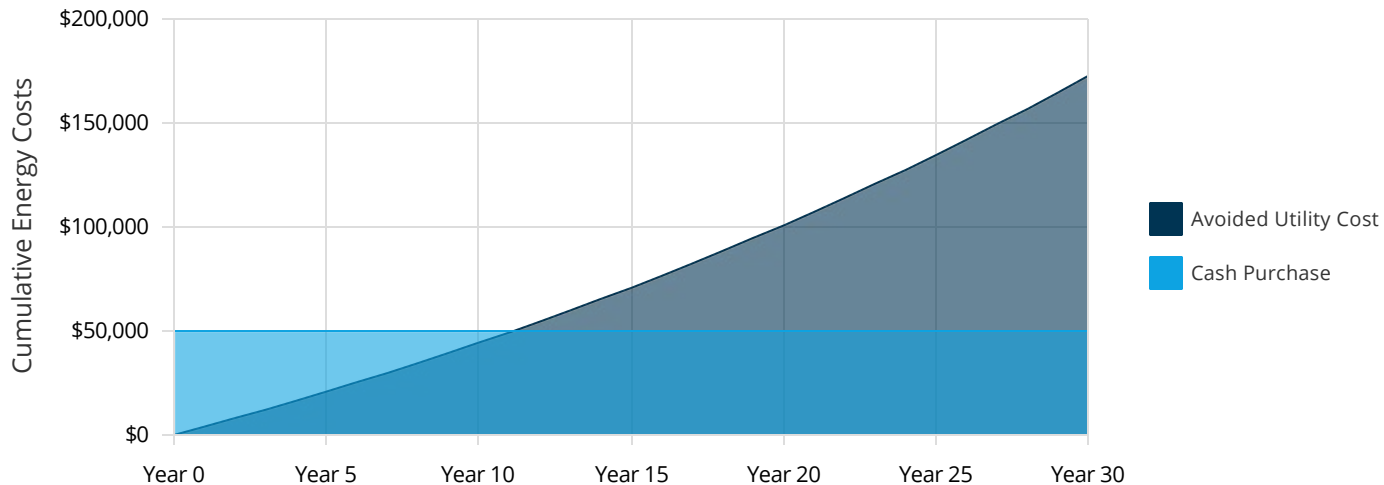
Avoided Cost calculation:

Pre-solar utility bill:	\$6,988
Post-solar utility bill:	\$3,029
Savings:	\$3,958

Financing Summary

Payment Options	Cash Purchase
Upfront Payment	\$49,980
Total Payments	\$49,980
Rebates and Incentives	-
Net Payments	\$49,980
30-Year Electric Bill Savings	\$172,609
30-Year IRR	9.22%
30-Year LCOE PV	\$0.051
30-Year NPV	\$95,872
Payback Period	11.1 Years

Cummulative Energy Costs By Payment Option



Benefits of Payment Options:

Cash Purchase:

- Maximize your savings by owning a secure long-term investment.
- Use federal investment tax credit to reduce your tax liability.
- Increase the market value of your home.

Loan:

- Numerous low-cost, low interest rate loan programs are available.
- 'Own' an asset that generates significant financial value, unlike other home improvement loans.
- Achieve immediate savings, as you repay the loan over time.

Cash Purchase - Cash Flow Analysis

Years	Project Costs	Electric Bill Savings	PV Generation (kWh)	Total Cash Flow	Cumulative Cash Flow
Upfront	-\$49,980	-	-	-\$49,980	-\$49,980
1	-	\$3,958	35,467	\$3,958	-\$46,022
2	-	\$4,057	35,290	\$4,057	-\$41,965
3	-	\$4,157	35,112	\$4,157	-\$37,807
4	-	\$4,261	34,935	\$4,261	-\$33,547
5	-	\$4,366	34,758	\$4,366	-\$29,181
6	-	\$4,474	34,580	\$4,474	-\$24,707
7	-	\$4,585	34,403	\$4,585	-\$20,122
8	-	\$4,698	34,226	\$4,698	-\$15,424
9	-	\$4,814	34,048	\$4,814	-\$10,610
10	-	\$4,932	33,871	\$4,932	-\$5,678
11	-	\$5,054	33,694	\$5,054	-\$624
12	-	\$5,178	33,516	\$5,178	\$4,554
13	-	\$5,305	33,339	\$5,305	\$9,859
14	-	\$5,435	33,162	\$5,435	\$15,294
15	-	\$5,568	32,984	\$5,568	\$20,862
16	-	\$5,704	32,807	\$5,704	\$26,567
17	-	\$5,844	32,630	\$5,844	\$32,410
18	-	\$5,986	32,452	\$5,986	\$38,397
19	-	\$6,132	32,275	\$6,132	\$44,529
20	-	\$6,282	32,098	\$6,282	\$50,811
21	-	\$6,434	31,920	\$6,434	\$57,245
22	-	\$6,591	31,743	\$6,591	\$63,836
23	-	\$6,750	31,566	\$6,750	\$70,586
24	-	\$6,914	31,388	\$6,914	\$77,500
25	-	\$7,081	31,211	\$7,081	\$84,581
26	-	\$7,252	31,034	\$7,252	\$91,833
27	-	\$7,427	30,856	\$7,427	\$99,260
28	-	\$7,606	30,679	\$7,606	\$106,865
29	-	\$7,789	30,502	\$7,789	\$114,654
30	-	\$7,976	30,324	\$7,976	\$122,629
Totals:	-\$49,980	\$172,609	986,869	\$122,629	-

Financial Metrics

Payback: 11.1 Years

ROI: 245.4%

10 Year IRR: (2.1%)

20 Year IRR: 7.1%

Assumptions

Utility Escalator: 3.0%

Federal tax rate: 0.0%

State tax rate: 0

Modeling: Before Tax

Prepared By: Lisa Kahlow

P: 608-356-0830, E: lisa@allskyenergy.com



1. Request for Action from Town Board

Proposed by Jo Tucker (Shady Oak lane) at May 4, 2021 Town Board Meeting

Town residents, when surveyed, responded with strong encouragement to using tax dollars or zoning regulations to preserve agricultural land use and open space in perpetuity (Comp Plan Survey, Natural and Recreational Areas Plan 2018-2023). In view of continued threats of annexation and urban-sprawl development, it is critical the Town begins the process of identifying and creating funding mechanisms to help preserve land. We need a fair way to proceed for the Town and its property owners; there is no way to restore the land to its original condition once development occurs.

I request the Town establish a committee of appropriately-qualified Town residents and begin to study ways the Town and willing landowners can:

- Purchase or transfer development rights or conservation easements
- Deliver and fund the services necessary to accept parks and open space from new planned subdivisions
- Participate in agricultural land preservation programs
- Request a moratorium on annexation from surrounding municipalities
- Take other feasible steps to preserve open space and agricultural land

2. Response from Town Board

In the June Town Board meeting, Chair Geller tasked NRAC with completing this work.

3. Potential NRAC Discussion Items for TOV PDR/Easement Item on July Agenda

- a. Ask various entities how they do it.
 - i. TODunn Parks staff member (Ben Kollenbroich, Planning & Land Conservation Director, (608) 838-1081 ext. 205 or BKollenbroich@Town.Dunn.Wi.Us);
 - ii. Groundswell;
 - iii. Renee Lauber (land use consultant with the Dane County Towns Association, used to run Dunn's land use program, formerly on Groundswell board) (608) 577-9997 lauberconsulting@gmail.com
 - iv. Alison Volk, American Farmland Trust avolk@farmland.org
 - v. IAT
 - vi. Other
- b. Preliminary discussion of funding methods for open space acquisition and maintenance
 - i. Impact fees
 - ii. Tax/levy
 - iii. Municipal bonds
 - iv. Grants/donations – County, state, corporate, private, land trusts
- c. Identify and understand existing ag land preservation programs (USDA, FSA, other)
- d. Identify who can request a moratorium on annexation from TOV (and other towns?)
- e. Discuss AFT comment about TOV as a Partner.
- f. Discuss Town resident involvement

**Notes from telephone call to Allison Volk, Easement Project Manager at American Farmland Trust
June 24, 2021**

JCT Question: I have seen the announcement of \$7 million funding from NRCS for the Wisconsin Farmland Project. Can you provide some background on how this came about?

AV Answer: In 2019 American Farmland Trust (AFT) was talking to NRCS about the existing NRCS easement program and how it might be expanded to under-served areas. A conundrum of the existing programs was the limited funding and the fact that people knew not many projects would win, so they didn't apply. That led to the perception at NRCS and USDA that there wasn't much need for funding. This program grew out of those talks, as a joint effort between NRCS and AFT to increase the number of farms that are protected with easements.

JCT Question: When will the program start and how long is it funded for?

AV Answer: AFT needs to sign paperwork/contract and expects to do that by fall 2021. That will be the official kick-off. The funding is for 5 years from that date.

JCT Question: How is the funding structured?

AV Answer: NRCS is providing 50% of funds for any given project. There will be multiple projects. The remaining 50% funding must come from partners (existing farmland protection entities), who typically bring either cash or landowner donation (of the easement). Partners can be towns, individuals, corporations, land trusts, etc. (for example, the list includes both Groundswell and Town of Dunn, as well as others). At this point, the funding is somewhat committed, based on the knowledge from current partners about where the needs are. The dollar amounts are not locked in, though.

AV Question: What is the Town of Verona seeking to do?

JCT Answer: The Town is investigating whether and how it could implement a PDR/easement program. We are faced with both imminent and long-term threats of development to prime farmland.

AV Question: Does the Town have funding sources?

JCT Answer: This is to be investigated. We understand other towns have done this through a tax, sometimes supplemented by other sources who want to help.

JCT Question: What type of assistance/resources can AFT provide to the Town?

AV Answer: At this early stage, we can certainly help with education of the Town officials and residents, regarding how such programs (PDR/conservation easements) work. We can share information about how programs are structure and function. Happy to come talk to interested parties (NRAC, Board, residents).

AV Comment: The Town could consider becoming a Partner with AFT for purposes of the new program. This could benefit both parties, in that the Town would have lots of access to other partner organizations and information sharing, and AFT would be able to demonstrate that the new program is producing new partners that have a need for easements. The Town would NOT need to commit any funding to become a Partner. The contribution NRCS asks for can be met at this early stage by counting the time spent by the Town working on setting up a program.

JCT Question: AFT has done a really good job with the mapping and research in the Farms Under Threat report. Has AFT worked with CARPC at all, which has as one of its missions protecting ag land?

AV Answer: I'm not aware of it. At least, I have not personally done so.