



## The Power to Make a Difference!

### Newsletter

Fourth Quarter  
December 2015



### Happy Winter Solstice and Season's Greetings!

Season's Greetings and Happy Solstice from RREAL!

It's official! The days are getting longer! Thank you for your continued support of RREAL and REAL Solar and the work we do. Please share this newsletter with your friends, family, and colleagues. We look forward to hearing from you.

### We've Moved! Come visit us at our new digs!

RREAL has grown and is moving from a wonderful, gracious and generous leasehold at the Hunt Utilities Group campus to its own property on Highway 371 just six miles north of Pine River. In fact, today is our big moving day!

You will still see the same familiar faces of our crew members, as we continue RREAL's mission-driven work of making solar energy accessible to people of all income levels, and REAL Solar's solar design-build services.

After today, you can find us at:

3963 8th St. SW  
Backus, MN 56435  
218.947.3779  
[www.rreal.org](http://www.rreal.org)

We will be moving on the 21st-23rd, and closed for a few days for the holidays, but please stop by and check out our new digs after the New Year!

### Farewell HUG! Thank You for your support!



With this newsletter, we send a big warm, thankful hug to our gracious landlords, the Hunt Utilities Group (HUG). It is no exaggeration that had it not been for the support and generosity of the Hunt Utilities Group, RREAL would not be what it is today. Over the past 10 years, RREAL has based its operations at the campus where a fun and synergistic partnership led to tons of great work. Since we arrived on the HUG campus in 2006, we have served almost 500 low-income families with solar energy and conducted hundreds of market rate solar installations for homeowners, business-owners, cities, farms and utilities. We have developed a patented solar thermal technology. We have launched a for profit subsidiary. We have forged scores of partnerships with entities from across the country in our effort to ensure that low-income communities have access to solar energy. In short, we have accomplished our mission in part due to the kindness of Paul and Lynn Hunt. We will be forever grateful! Here's a big hug to HUG!

### The Solstis™ Solar Powered Furnace

For many years, RREAL has been fortunate to work with a committed and capable community of dealers and partners. Together, we have provided hundreds of solar heating systems to households, farms, municipalities and

### Staff News



This month we bid a fond farewell to our Conservation Corps MN volunteers, Tyler Bublitz and Nick Chmura. Tyler and Nick have both contributed an immense amount to RREAL. In the 10 months they have served with us, they have reached over 2,000 students about the value of solar energy. Each has also gained valuable skills which they will take with them into their next adventures. We wish them all the best and we thank the Conservation Corps of Minnesota for a wonderful partnership!



With SPF manufacturing in hibernation, we also must say a tearful goodbye to Heather Butcher, our Production Manager. Heather has been an integral part of RREAL's team since 2006, and will be greatly missed! Heather's efforts will never be forgotten!

businesses from Portland, Maine to Portland, Oregon. Thanks for helping build our clean energy future!

It is with great sadness that I report that the Solstis™ Solar Powered Furnace is going into hibernation. Due to a tepid solar thermal market, a lack of economies of scale and the low-cost of fossil energy, our patented and powerful technology will be awaiting the re-emergence of a robust solar thermal market.

We are seeking to license our technology to a partner in 2016 who has the competencies and capacity to bring the product manufacturing and distribution to its next level. Please let us know if you have any interest or opportunity to discuss the licensing opportunity. For more information visit our website: <http://www.rreal.org/#!manufacturing-partnership/c4u8>

We apologize for the gap in product availability, but we currently have almost no inventory.

Every sunny day across the United States, Solar Powered Furnaces like mine kick out clean, useful and practical heat. Thank you for your partnership and solidarity with RREAL!

## Power to the People! Community Solar for Community Action!

### Community Solar for Community Action (CS4CA)



2016 is going to be a watershed year for RREAL's Solar Assistance program. We are preparing to roll out our first *Community Solar for Community Action* system in the summer of 2016 in collaboration with the Leech Lake Band of Ojibwe. This will be the first installation of its kind in the nation, serving 100 low-income tribal households! Centrally located community solar arrays overcome some of the common issues with residential solar, such as poor solar resource or a lack of home ownership. Subscription benefits will be delivered to low income people through agencies already identifying people in poverty, Community Action agencies.

Community Solar for Community Action has the opportunity to impact a much greater number of low income people than we have historically been able to impact with rooftop solar. Working with Community Action agencies affords an exciting opportunity to bring the effort to the national scale, as these agencies work in 96% of the counties in the entire country. This is a new and transformative national model of low-income energy assistance!

RREAL is a partner in the Presidential initiative, the National Community Solar Partnership, and we are so proud to have been leaders in bringing solar energy to low income families and communities for the past 15 years! We could not have come this far without your support - thank you!

## Education & Community Outreach (ECO) Program Concordia High Tunnel



On one of the coldest campuses in the United States, Concordia College is demonstrating that solar thermal can make local foods available for a longer period of time. That's resilience. That's leadership.

Energy security fostered food security too! RREAL just finished an innovative, cutting edge solar heated high tunnel "season-extension" project for



RREAL's Media Intern, Jordan Morgan, will be ending his term with us in December as a media intern. A senior at Bemidji State University, Jordan is another example of the long and productive partnership with BSU. Jordan has been a superstar, helping rocket our social media expertise to new levels. He has also helped design and spread the news about our crowdfunding campaign to deliver solar power to Phebe Hospital! Thanks for all of your hard work, Jordan!



### Related Product Sales



Not everyone is ready for a full residential solar energy system. But, everyone can take "Small steps with Solar." RREAL is pleased to announce retail partnerships with Voltaic Systems, and Solavore. Voltaic Systems offers solar charging devices, including backpacks, brief cases, and smaller packs and chargers. Solavore offers solar ovens that cook with the sun instead of electricity or fuel.

You can support RREAL by purchasing merchandise through us. Visit our [website](#), or

Concordia College which includes both solar air heat and PV components. This solar heated high tunnel will provide food for the school cafeteria and curricular opportunities for the students.

## Solar Assistance on the TedX Stage!



RREAL's Director, Jason Edens, was invited to participate in the *TEDxGullLake The Art of Resilience* event on October 17, at Madden's on Gull Lake. Hear the Solar Assistance story at TEDx Gull Lake [here](#). Share it with friends and family, so our Solar Assistance message can become a national movement!

## Skip the Grid: PV for Phebe



You take electricity for granted and so do we. Yet, more than a billion people on Earth live without it.

Phebe Hospital in Liberia spends \$35,000 every month on diesel fuel to run its generators and provide essential electricity for its operations. For the first hospital in Liberia that faced a patient with Ebola, this is expensive, unsustainable, and unreliable. Our crowdfunding goal is to raise the equivalent of one months' diesel fuel bill, which will pay for about 100 PV modules!

Our DO IT IN THE DARK campaign is inspired by an OB/GYN doctor who has done considerable training work at Phebe Hospital, Dr. Lise Rehwaldt. Dr. Lise told us that she goes into surgery wearing a camping headlamp for backup, because the power at Phebe fails so frequently. Can you imagine being on the table - going into surgery and worrying about the room turning dark? We have the power to make a lasting difference for Phebe!

RREAL tackles social, economic, and environmental justice issues with solar power. We believe that solar energy can be used as a vehicle to address poverty at home and on the rest of the planet. With our local Liberian partners looking forward to working with us during the installation, RREAL's award-winning, proven solution to reducing energy poverty will work in Liberia too. We need your help to buy, ship and assemble the PV system at Phebe Hospital. We have the design, the technology, the people, the experience, and we know it works! Now, we just need your support.

Share our campaign and help us reach our goal! We only have until December 31st! Your contribution is tax-deductible. <http://igg.me/at/doitinthedark>

## REAL Solar

From Albert Lea to Finland, MN, the design-build team is working towards a clean energy future one system at a time. Enjoy a sampling of the high quality work brought to you by the builders and electricians at REAL Solar!



call us to find out more, or place an order for one of these great products!



## 2016 Made in MN Incentives Announced!

The MN Department of Commerce has announced its Made in Minnesota incentives for solar photovoltaic (PV) systems for 2016. A total of \$15,000,000 is allocated for the program statewide. Residential systems under 10kW can receive between \$0.23 - \$0.30/kWh. Nonprofit or Government systems under 40kWh can receive between \$0.15 - \$0.25/kWh. And commercial systems under 40kW can receive between \$0.13 - \$0.23/kWh. This is a HUGE opportunity that should not be missed! Take advantage of this historic solar incentive program! Find out more about the MiM Rebate Program [here](#).



RREAL's subsidiary, REAL Solar, is a full-service solar design-build firm that can deliver residential, commercial, municipal or utility scale solar solutions. Call us today to schedule a site assessment, and help you develop your project!

## Quick Links

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## Give to the Max Day: Thanks For Your Support!



programs!

WOW! Thank you so much! With your help, RREAL raised over \$7,000 on Give to the Max Day. We hope you had a chance to support RREAL, but remember, you can make a tax deductible donation at any time through [GiveMN.org](http://GiveMN.org), or by sending your gift by mail.

Not only do we need your continued support, we need the support of your friends and fellow citizens. Tell someone about RREAL's innovative and transformative efforts to address poverty with solar energy. Help us help others with an end of year donation to our innovative and impactful

Sunny regards from all of us at RREAL!

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