

September 16, 2014

Off Grid by Design
c/o Charles Bush
11010 Midlothian Turnpike
Richmond, VA 23235

Dear Charles,

I wanted to take a moment to thank you, and all those at Off Grid by Design, for getting our off grid battery system set up. We have had a grid tied system for a few years and had I known you at the time I would have gone with the off grid system. I appreciate your willingness to explain how all of this stuff works to a novice like myself.

The concept is actually quite easy but the design and installation is difficult. I most appreciate the amount of detail Chris put into the ground mount system to line it up with our existing system. At this point I can't tell which system was put in first as they look identical and are lined up perfectly. Aesthetics is very important so the attention to detail was noticed.

Since installing the new system we have lost power twice and did not know it. Everything worked great and the only reason we knew the power was off was the stove light was blinking. Living out in the country can be a challenge without power as we would have no water. Not only is water crucial for my family but it is equally crucial for our animals. We never have to fear being without power again. We have a whole house generator and have used it in the past but I found myself turning it off because it costs so much to operate. I don't even think twice about the off grid system because I am pretty sure the sun will come up tomorrow and therefore I have my own "fuel" to power my house. That is the beauty of getting power from the sun.

Our electric bill is only \$8 a month for most of the year. The amount we pay is literally just taxes. During the summer we may have had a bill in the \$100 range but that is with running a 20' x 40' in ground pool and also along with air conditioning. The benefit of saving money is only secondary to the fact that I never have to be concerned about losing power. Of course I love to save money on my electric bill.

I certainly would recommend you all to anyone that may be looking into a system. I had originally used an outfit out of the Virginia Beach area for my first system and that was just because I did not know you all. I appreciate the fact you are local and if I need anything you are just a phone call away and will get it taken care of.

It has now been a year since we first met Lori at the exhibit you all had at the State Fair and we are so glad that we stopped by. Please extend my appreciation to her for taking the time to talk with us and share with us how we can go "off grid".

Feel free to use me as a recommendation at any time. I certainly do not mind telling others about folks that treat me right and take care of me. I hope you all have a blessed and prosperous remainder of the year.

Sincerely,

A handwritten signature in black ink, appearing to read "Howard DiSavino Jr.", with a stylized flourish at the end.

Howard DiSavino Jr.