

BLUE OAK ENERGY HELPS REI ACHIEVE ITS FIRST NET ZERO FACILITY WITH 2.2 MW ROOFTOP SOLAR INSTALLATION

Phoenix, AZ (June 14, 2016) – REI, a national specialty outdoor retailer and the nation's largest consumer co-op, has announced the completion of a 2.2 MW rooftop solar installation atop its new distribution center in Goodyear, Ariz. This is REI's third distribution center, and will improve customer service and delivery response across the Southwest region.

As a company with a deep-rooted history in sustainability, REI's latest solar system will offset 100 percent of the facility's annual electricity consumption, helping the company reach its goal of achieving a net zero operation.

"We've built a tremendous relationship with REI, installing more than 25 systems at REI locations across the nation," says Tobin Booth, CEO of Blue Oak Energy. "For this latest installation, we once again joined forces with REI, staying by their side every step of the way to offer expertise and provide guidance on the building's energy production, costs and financial returns to ultimately help them reach their ambitious environmental goals."

To get this expansive project off the ground and help REI fulfill its commitment to environmental stewardship, collaboration was vital. Capitalizing on the strength of an eight-year history with Blue Oak Energy, the companies leveraged their longstanding relationship to create this project that brought REI's solar portfolio to 5.4 MW – more than double what it had previously been.

Working hand-in-hand with REI, the Blue Oak team was there at the very beginning to help conceptualize the building and construction plans. The group was intimately involved in every aspect of the project, selecting the materials and components that fit the company's vision and values. Each item was carefully chosen to maximize return for REI's co-op members – an area of critical importance for the company. Working with the comprehensive, end-to-end solar team at Blue Oak Energy, the solar facility was designed to generate high performance and return on investment.

"REI's ambitious net-zero energy distribution center is a landmark project and houses one of the largest rooftop solar arrays in Arizona," says Kirk Myers, Sustainability Manager at REI. "We are thrilled to continue our relationship with the Blue Oak Energy team. Their ongoing partnership is representative of what it takes to complete complex energy projects like this."

"Each customer is unique and brings their own set of requirements and key considerations to the table," added Booth. "There is no one-size-fits-all solar system. We respect those distinctive needs and collaborate deeply with our clients from day one to develop unique solutions. I can think of no better example of that integrated approach than this net zero distribution center with REI."

About Blue Oak Energy

Blue Oak Energy's mission is to provide world class renewable energy solutions and empower its customers to minimize their environmental impact, for this and future generations. The company's technical leadership in over 1 GW of solar facilities has helped establish the solar energy industry as the world's fastest growing energy source. Blue Oak Energy's comprehensive solar services are well acknowledged across 1000 sites and more than 200 customers. Blue Oak Energy was founded in 2003 in Davis, California. In 2015, Panasonic Enterprise Solutions Company and Coronal Group LLC made a strategic investment in Blue Oak Energy. Additional information can be found at <http://www.blueoakenergy.com>.

About REI

REI is a specialty outdoor retailer, headquartered near Seattle. The nation's largest consumer co-op, REI is a growing community of more than 6 million active members who expect and love the best quality gear, inspiring expert classes and trips, and outstanding customer service. REI has 144 stores in 35 states. If you can't visit a store, you can shop at REI.com, REI.com/outlet or the free REI shopping app. REI isn't just about gear. You can take the trip of a lifetime with REI Adventures, a global leader in active adventure travel that runs 150 custom-designed itineraries on every continent. REI's Outdoor School is run by professionally-trained, expert-instructors who teach beginner- to advanced-level courses about a wide range of activities. To build on the infrastructure that makes life outside possible, REI invests millions annually in hundreds of local and national nonprofits that create access to—and steward—the outdoor places that inspire us.

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