



**Division of Business and Operations
Facilities /New Construction**

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To whom it may concern:

I was approached recently by a representative from Solatube, and had to tell him the following story:

We had demolished an old, outdated elementary school wing and were replacing it with a nice, new facility that would house 7 classrooms – one entire grade level. As this was at one of our oldest campuses, there was a lot of excitement among the staff as to who was going to populate the new classrooms.

Due to the number of kids in two different grade levels, it was determined that one of them would move to the new building once it was completed. As I was touring the prospective new tenants through there after the framing and walls were up, everybody loved what they were seeing – until they got to the two classrooms that had not exterior exposure, and thus no windows. Suddenly, it wasn't who GETS to go to the new building, but who HAS to wind up there.

I'd been reading things about Solatube technology, so approached our architect with the idea of placing one per classroom. Long story shortened, we incorporated the product into our project, and it then became a contest again between the two grades as to who would be making the move to the new building. I don't remember who won, but I was told that our use of the Solatubes was the "agent of change".

We all know that there's something magical about natural light entering a learning space. This was a fast, economical way to accomplish that, and it worked out well.

When I build my new house, I've got a spot for one there, too.

I'm a believer.

Rod Walls – Director
Hays CISD