



## CONTACT & CONSULT

### *Site Feasibility Evaluation and Financial Analysis*

To help you determine if solar power is the right investment for you, we perform a comprehensive evaluation of your utility bills and energy usage, and then conduct an on-site evaluation to assess climate, sun exposure and your property's physical characteristics. We will evaluate the best location for your solar panels, whether mounted on your building's roof, a parking lot canopy, a ground mounted structure or a combination of these locations. If together we determine that a solar power system makes sense for you, we will prepare a detailed proposal to identify the cost, payback, savings and return on investment.



## INSTALL & CONNECT

### *World-Class Installations and Seamless Utility Interconnection*

Our on-site project managers and solar installation crews have extensive experience in commercial building, construction, electricity, and solar power. This means your high performance solar electric system will be completed on schedule to our exacting standards, enabling a simple and safe connection to your electric utility service.



## MONITOR & MAINTAIN

### *Checking Performance and Caring for Your Solar Electric System*

We offer complete care options for monitoring and maintenance of your solar system after installation. Our monitoring service provides near real-time data views, in addition to event notifications and operational reporting. Our maintenance services provide extended system warranties, in addition to periodic maintenance checks.



## DESIGN & ENGINEER

### *Leading-Edge Solar Technology, Tailored to your property*

Our certified and licensed engineers will design a solar system tailored to your business needs. We will review your property, take precise measurements, and conduct a thorough site visit to determine the optimal system location and installation details. We will prepare design drawings to be reviewed with property owners for any structural or environmental concerns.



## FINANCE & ADMINISTER

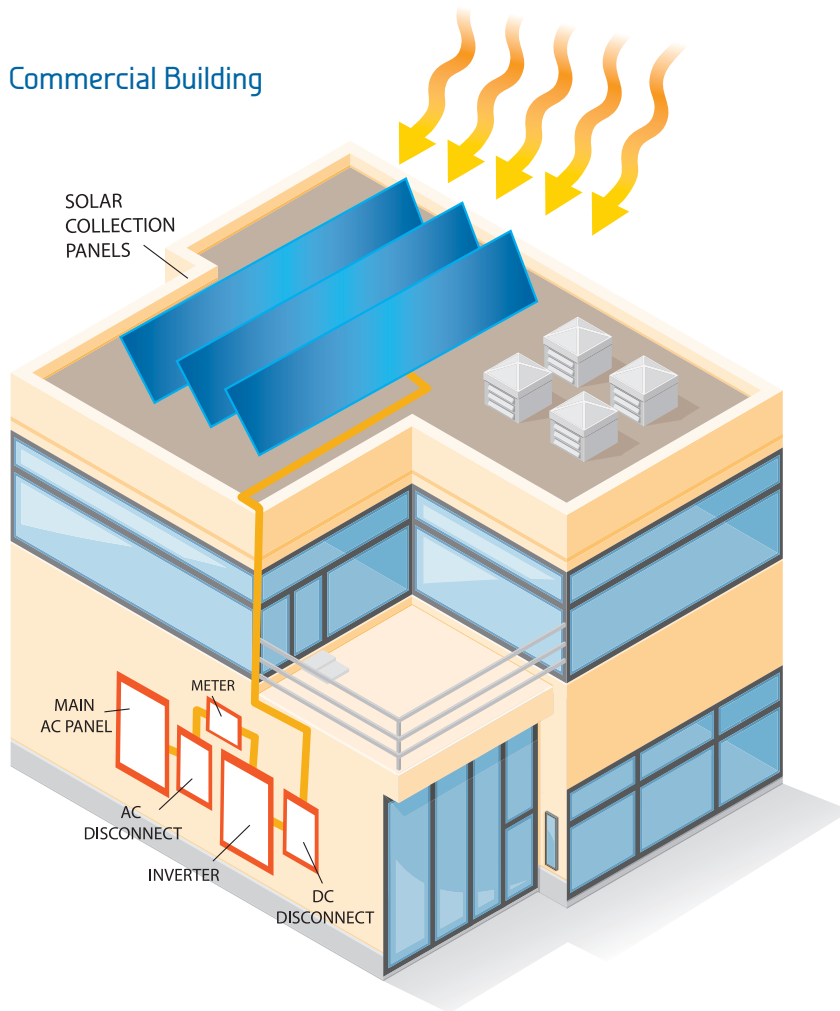
### *Making your Purchase Smooth, Easy and Affordable*

Financing a commercial solar electric system can be an attractive alternative for many companies. In some cases customers can even realize a positive cash flow from day one, as the money they save on their electricity bill is greater than the monthly payment for their solar power system. We will ensure that you get the maximum possible rebate and tax incentives, without any of the hassles. Through commercial loans, leasing or Power Purchase Agreements (PPA), we can maximize your financial investment.

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For more information or a free consultation give us a call  
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## Commercial Building



## How sunlight is converted into usable power.

- A solar panel array on your roof, parking lot canopy or ground system collects sunlight.
- Sunlight reacts with the minerals and chemicals in the solar panels and frees electrons.
- Electrons flow from the panel as DC power to an inverter.
- An inverter transforms the DC power to AC power and supplies it to your building's electrical system.
- This AC power enters your system at a slightly higher voltage than grid power, so your building uses the solar produced power first.
- While you use the solar power you have generated, your grid meter slows, stops or even turns backward.
- Your separate solar meter measures what your solar system generates providing Solar Renewable Energy Credits (SRECs).
- The SRECs are sold back to utility companies operating in your grid territory.

## FAST FACTS

- Northern states receive 75 to 80 percent or more usable solar energy as compared to Miami Florida.
- Visible light exists in the spectrum of 400 to 800 nm, where usable solar energy exists in the spectrum of 300 to 1175 nm (much of it unseen).
- Germany, the largest solar-power producing nation in the world, lies at 51 degrees north latitude.
- All states are capable of solar power generation, even during overcast, rainy and snowy days.

### Rule of Thumb

If you can grow crops there, you can produce power there.

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GIVING YOU THE POWER

## How Photovoltaic Cells Work

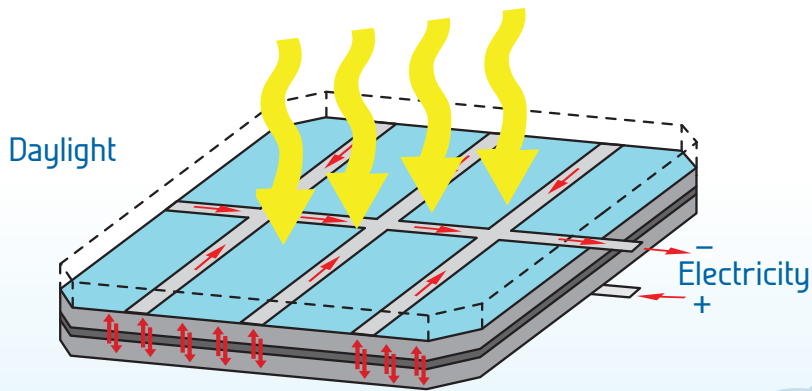
1. Photons in daylight pass through the protective layer, hit the solar cell and are absorbed by semiconducting materials, such as silicon.
2. Electrons (negatively charged) are knocked loose from their atoms by the photons allowing them to flow through the material to produce electricity.
3. An array of cells connected together forms a panel, converting solar energy into a usable direct current (DC) electricity.

As there are no moving parts, this whole process happens silently.

### Rule of Thumb

Solar photovoltaics work using daylight, not just direct sunlight, so they even produce energy on cloudy, overcast days.

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## CONSTRUCTION PAYMENT SCHEDULE

### *Milestone Payments Throughout Construction*

Solar-Tec offers a schedule of milestone payments during the construction of your solar system. Typically an initial deposit is required; a second payment is due when the primary materials (solar panels, racking components, inverters) are delivered to your site; a third payment is due upon commissioning of the system; and a final retention payment after the system is in operation for 30 days.



## LONG TERM LOAN

### *Construction Loan and Long Term Financing*

Solar-Tec offers a construction loan and long term payment plan for financing your solar system. This option provides the maximum benefits through federal/state/local rebates, federal/state/local tax incentives and depreciation. Loan interest rates are dependent upon the amount borrowed, loan term length, regional availability and owner credit score. Long term loans may be processed by partner financial institutions. Financial application fees may be required.



## CAPITAL EQUIPMENT LEASE

### *Long Term Financing as a Capital Equipment Lease*

Solar-Tec offers a capital equipment lease program for financing your solar system. This option provides a solar system without expending capital dollars, while allowing some benefits of tax incentives and depreciation based upon small business classification. With a capital equipment lease, the system may be purchased at the end of the lease term for a fair market value. Lease rates are dependent upon the system cost to be leased, lease term length, regional availability and owner credit score. Capital equipment leases may be processed by partner financial institutions. Financial application fees may be required.



## OPERATING LEASE

### *Long Term Financing as an Operating Lease*

Solar-Tec offers an operating lease program for financing your solar system. This option typically provides a solar system for the monthly cost of the electric utility charges offset by the solar system. During the operating lease term, the solar system is owned by Solar-Tec (or a partner financial institution) and all associated financial incentives are held by Solar-Tec (or a partner financial institution). With an operating lease, the system may be purchased at the end of the lease term for a fair market value. Lease rates are dependent upon the system cost to be leased, lease term length, regional availability and owner credit score. Operating leases may be processed by partner financial institutions. Financial application fees may be required.



## PPA

### *Long Term Power Purchase Agreement*

Solar-Tec offers a Power Purchase Agreement (PPA) as an alternative to owning the solar system. Under a PPA, the customer pays an electricity rate (cents per kilowatt-hour) for a number of years specified in the PPA contract. During the PPA term, the solar system is owned by Solar-Tec (or a partner financial institution) and all associated financial incentives are held by Solar-Tec (or a partner financial institution). Solar-Tec typically offers a 10, 15 or 20 year PPA with all maintenance performed by Solar-Tec during the PPA term. With a PPA, the system may be purchased based upon the predefined buyout specified in the PPA contract. PPA rates are dependent upon the system cost, PPA term length, regional availability and owner credit score. PPAs may be processed by partner financial institutions.



## ELECTRICITY COST

### *Lower Your Overall Electric Bill*

Installing a solar system will reduce your overall electric utility cost. Because solar systems provide power during daytime peak utility generation hours, demand charges can be reduced or eliminated based upon the output of your system. Although a solar system will degrade over its lifecycle, a portion of your electricity costs will be fixed.



## LOCAL INCENTIVES

### *Grant or Rebate Programs*

Some municipalities offer a grant or rebate program to assist in offsetting the installation cost of a solar system. Typically these local programs offer a grant or rebate based upon the size of the solar system in kilowatts and a maximum benefit in kilowatts or dollars. Solar-Tec will review the applicable local programs to maximize the grant or rebate for your system.



## FEDERAL INCENTIVES

### *Investment Tax Credits*

A 30 percent federal tax credit incentive of the overall solar system cost is available to companies with a taxable income. The tax credit is applied against income taxes for the company's annual income tax statements. If the entire tax credit cannot be applied within the first year, the remaining portion of the tax credit may be applied over the company's annual income tax statements for up to an additional four years. Please consult your tax professional for advice on the tax credits.



## UTILITY INCENTIVES

### *Rebate Programs*

Many electric utilities offer a rebate program to assist in offsetting the installation cost of a solar system. Typically these utility programs offer a grant or rebate based upon the size of the solar system in kilowatts and a maximum benefit in kilowatts or dollars. Most utility rebate programs require the solar system owner to assign the Solar Renewable Energy Credits (SRECs) to the electric utility. Solar-Tec will review the applicable utility programs to maximize the rebate for your system.



## STATE INCENTIVES

### *Grant or Rebate Programs*

Many states offer a state grant or rebate program to assist in offsetting the installation cost of a solar system. Typically these state programs offer a grant or rebate based upon the size of the solar system in kilowatts and a maximum benefit in kilowatts or dollars. Solar-Tec will review the applicable state programs to maximize the grant or rebate for your system.



## SRECs

### *Solar Renewable Energy Credits*

Some states require electric utilities to meet a renewable portfolio standard (RPS), which defines a percentage of all electricity generated to come from renewable energy generation sources. Some states have a specific RPS for solar electricity generation. Electric utilities can meet the RPS requirements by building renewable energy generation facilities or purchasing renewable energy credits. Renewable energy credits for solar electricity are known as solar renewable energy credits (SRECs). An SREC is based upon 1000 kilowatt-hours of electricity produced by a solar system, whether the owner consumes the electricity produced or the excess energy is put back out on the electricity grid. SRECs can be sold to any electric utility within the owner's operating grid that supports renewable energy credits.