

Financial Models for Solar Ownership



Options for Solar Ownership in NC

- Outright Purchase
- Third Party Owned Systems
- Combination

Outright Purchase

Advantages:

- Owner receives all tax incentives
- Owner retains power and SRECs
- Highest possible rate of return
- Strong PR value

Disadvantages

- Up front cost
- Need appetite for tax credits and MACRS
- O&M cost

Third Party Owned 100-500KW

Advantages:

- No out of pocket expense
- Building owner receives lease payment
- O&M provided by system owner
- Option to purchase in Year 7 at FMV
- Strong PR value

Disadvantages

- No tax incentives
- SREC sales go to owner of system
- Limited to Progress SunSense (rooftop only)

Combination

Advantages:

- Less money out of pocket
- Building owner receives lease payment
- Option to purchase system in year 7
- Building owner gets pro rata share of the tax incentives

Disadvantages

- Complicates the deal structure
- Building owner gets a smaller percentage of the tax incentives

Roof Mounted Solar



- Ballasted Roof Mount
- Zero Penetrations
- Mono or Poly Crystalline

Roof Mounted Solar



- Standing Seam clamps
- Zero Penetrations
- Mono or Poly Crystalline

Roof Mounted Solar



- Solyndra System
- Non-penetrating
- White roofs only

Erik Lensch

Erik.Lensch@ArgandEnergy.com

www.argandenergy.com



Power and Peace of Mind