

Customer Spotlight: Making Dough with Solar Energy at Moddersville Pizzeria

Solar Powering Michigan Conference

Allan O'Shea, Contractors Building Supply

Mary Templeton, Michigan Saves

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MODDERSVILLE PIZZA



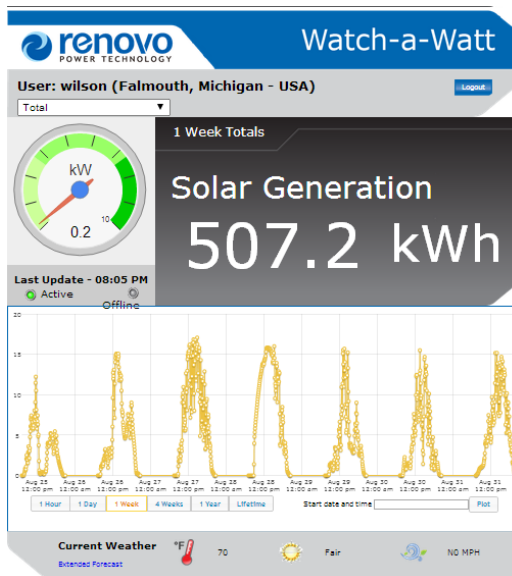
25KW SYSTEM IN
FALMOUTH, MICHIGAN



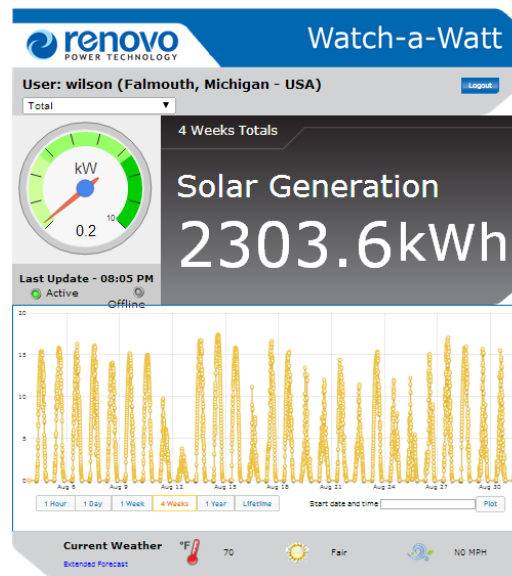
“The only regret I have about my solar system purchase is that I didn’t go bigger! The system is doing much better than I expected. The Michigan Saves Financing was too easy. It took place with a one page application and 24 hours” Jerry Wilson, Owner



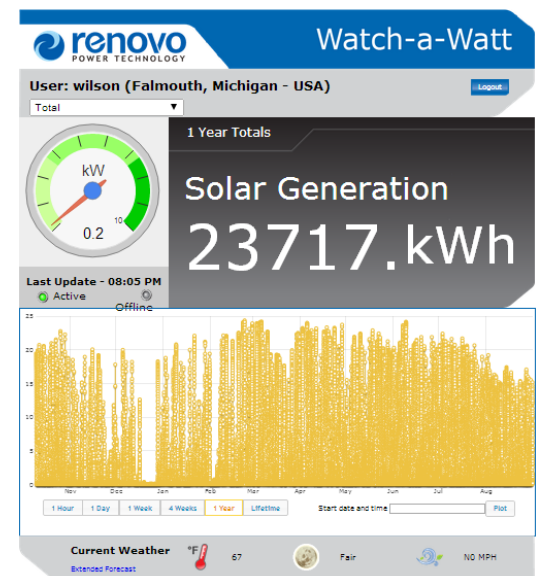
Production Graph: Moddersville Project



1 Week Totals



4 Week Totals



1 Year Totals

Some of Our More Than 121 Michigan Made Solar Partners Helped in this Project



SOLAR TILT, LLC



Newest Michigan Saves Commercial Application

Dark Horse Brewing Company



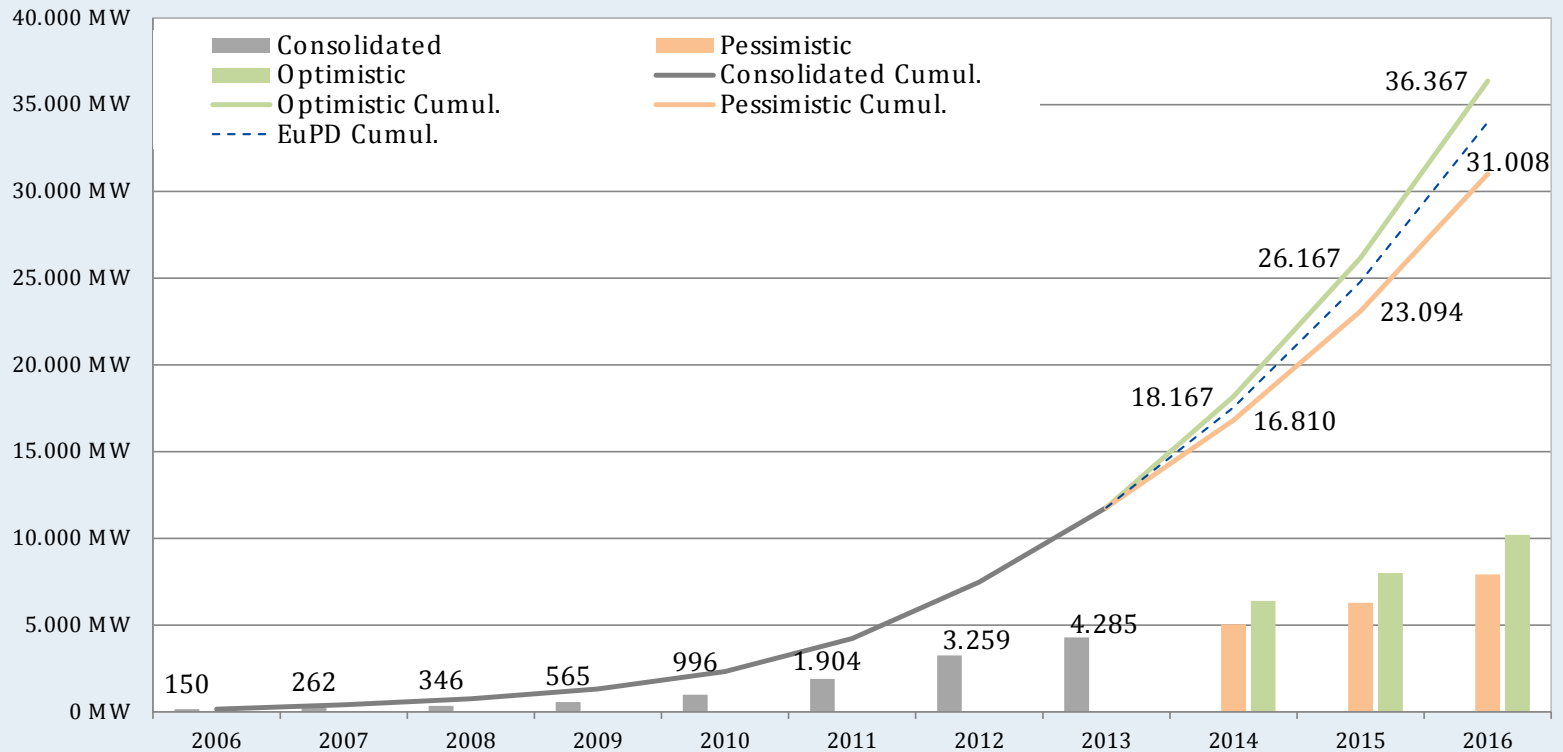
The largest solar electric farm of any brewery in the United States east of the Mississippi River



US PV Market Growth Until 2016

Source: EuPD Research 2013

US PV Market Growth until 2016



The Solar Tipping Point





**It's all about
energy efficiency
and renewable
energy education!**

And...easy access to capital



Michigan Saves

- Easy, affordable financing
- Provide loss reserve for lenders
- Oversee authorized contractors
- Drive demand for energy efficiency and renewable energy through outreach and incentives
- Set program guidelines and provide quality control



Turnkey Process: **Easy. Affordable. Smart.**

1. Find an authorized contractor; identify upgrades

2. Apply for financing

3. Contractor installs upgrades and gets paid directly by lender



Home Energy Loan Program (HELP)

of Loans

3,176

Value of Loans

\$26,495,224

As of January 21, 2014.

Energy efficiency, solar, and geothermal

Affordable, hassle-free loans

- Easier than home equity
- Loans from \$1,000 to \$30,000
- Affordable rates, starting at 4.25%
- Terms up to ten years
- Easy, quick approval over the phone or online

Number of authorized contractors: **294**



“It just doesn’t make sense to keep letting our money and our energy go out the window.”

— Ruth Lumpkins



Business Energy Financing

of Leases

95

Value of Leases

\$2,099,326

Financing for energy efficiency and renewable energy improvements

Equipment leases from \$2,000 to \$250,000

Available to all types of businesses

Fast, easy process

Below-market rates, starting at 6% with flexible terms up to 60 months

Solar thermal and PV eligible

Number of authorized contractors: 168



“In the end, we were convinced by the numbers. We did this project to save money, and we’ve been really happy with the project.”

— Sam Bahoura
Liberty Food Center



Sample Commercial Customers

- Dearborn Country Club
- YMCA of Saginaw
- McDonald's
- Michigan Greenhouse Company
- Darkhorse Brewery
- The Detroit Tennis and Squash Club
- Dozens of gas stations and convenience stores



“It just made sense. When we factored in the rebates from the utility companies and how much energy we would save, the board knew it was a good decision.”

— John Matway
Dearborn Country Club



Public Sector Financing

- Energy efficiency and renewable energy upgrades
- Local and state governments and public schools eligible
- Building/property must be government-owned
- No new construction or remodeling
- **Maximum per-project installment purchase agreement value: \$10 million**
- **Rates:** Typically between 3% and 4%
- **Term:** Up to five years



Multifamily Energy Financing Program

- **Maximum per project lease value:** \$250,000
- **Rates:** As low as 6%; tiered based on project size & term
- **Term:** Up to seven years
- **Alternative underwriting** specific to multifamily property owners



Commercial Financing: Equipment Lease Agreements

Benefits:

- No down payment
- Leases are an operating expense – do not appear on the balance sheet
- Leases do not restrict lessee's ability to borrow future funds
- Customer owns equipment at the end of the lease



Customer Benefits

- Turnkey
 - Speed of process
 - Simple, easy, and convenient
 - Funding available
- Great deal
 - Below-market rates & terms
 - Low monthly payments
 - Low or no money down
- New source of capital
 - No need to disrupt current bank lines



Contacts

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