



# Solar Leasing

September 12, 2014



# Agenda



- Solar Installation Types
- Financing Options
- Leasing Options
- Q&A



# Solar Installation Types







# Solar Walkway & Carport Systems







# Sunports

## Carports with EV charging Stations



# Financing Options

- Lease
- Property Assessed Clean Energy (PACE)
- Power Purchase Agreements (PPA)
- U.S. Exim Financing



# Leasing Options

- Capital Lease
- Operating Lease
- Municipal Lease







# Solar Lease Details

## *Detroit Elevator Building Project (2011)*

- ✓ Lease Type – Capital Lease
- ✓ Solar System Size – 20 kW
- ✓ Customer Down Payment - \$0.00
- ✓ Yearly Energy Generation Value - \$5,700.00
  - With Utility Incentives





# Solar Lease Details

## *Detroit Elevator Building Project 2011*

- ✓ Total Project Costs - \$110,000.00
- ✓ Utility Incentive - \$48,000.00
- ✓ Federal Incentive - \$33,000.00
- ✓ Simple Payback – 5 years





# Solar Leasing Options

## Capital vs. Operating Leases

Lease Details	Capital	Operating
Asset Ownership	Yes	No
Federal Incentives	Yes	No
Monthly Payments	High	Low
Pay from Savings	Yes	No
Debt in Books	Yes	No
Expense in Books	No	Yes
Asset Transfer	\$1.00	FMV





# Questions?

## Thank You for your Attention!

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