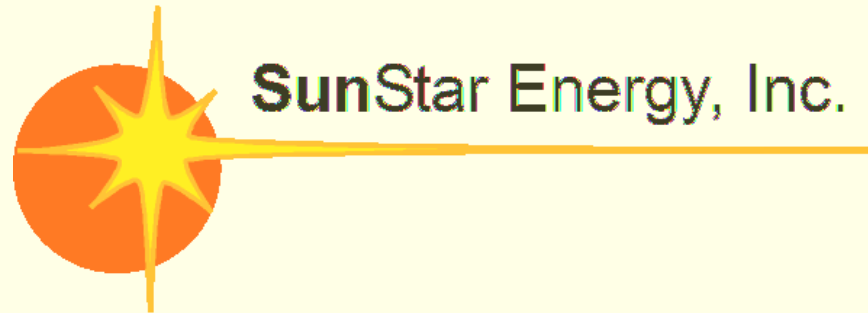


The time is right for Solar!



Why Solar

- ★ Locks in electricity costs for the life of the system, typically 25+ years
- ★ Usually cash positive from day one when rolled into a refinance or home equity loan
- ★ Federal tax credits & California rebates make systems very affordable
- ★ No pollution, reduces country's need for oil, silent
- ★ Warranted for 25 years, very little maintenance
- ★ Adds to property values without increasing taxes

Who Can Use Solar

- ★ Residences –Best with electric bills over \$80/month
- ★ Small to large business owners
 - ★ Wineries
 - ★ Warehouses
 - ★ Light industry
 - ★ Office buildings

- ★ Roofs
- ★ Hillsides
- ★ Parking structures
- ★ Patios

- ★ Southeast to West orientation
- ★ Some direct sun exposure needed

Tax Credit & Rebate

- US Federal Tax Credit
 - Residential
 - 30% of system cost full **CREDIT**
 - Businesses
 - 30% of system cost full **CREDIT**
 - Accelerated depreciation

- CA Solar Initiative (CSI)
 - 1Million installations: 2017 goal, achieved next year
 - Pays \$200/kw rebate now
 - Will be used up in a few months

What is the Cost of Solar

★ Cost of PV panels has dropped to 25% of 5 years ago

★ A typical 5 kw AC residential system will cost under \$22,000, or \$14,700 net after rebate and tax credit

★ CA rebates \$200/kW

★ Federal tax credit of 30% for residences

★ Businesses receive 30% tax credit and accelerated depreciation

Best Time to Install Solar

- During new home financing or refi
 - Usually a buyer can save much more on electric bills than the added cost of the mortgage for PV system
 - Cash positive from day one

- Home equity line or separate financing
 - Savings begin from day one of the loan

- Home equity financing has low rates & tax advantages

More Reasons to Go Solar Now

- ❑ CA rebates will be gone in a few months
- ❑ PV prices at historic lows
- ❑ Lock in energy costs for 30 years
- ❑ Reduce US oil imports
- ❑ Reduce Greenhouse gases

Start saving \$ and energy now!

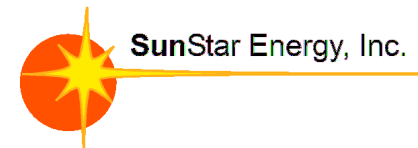
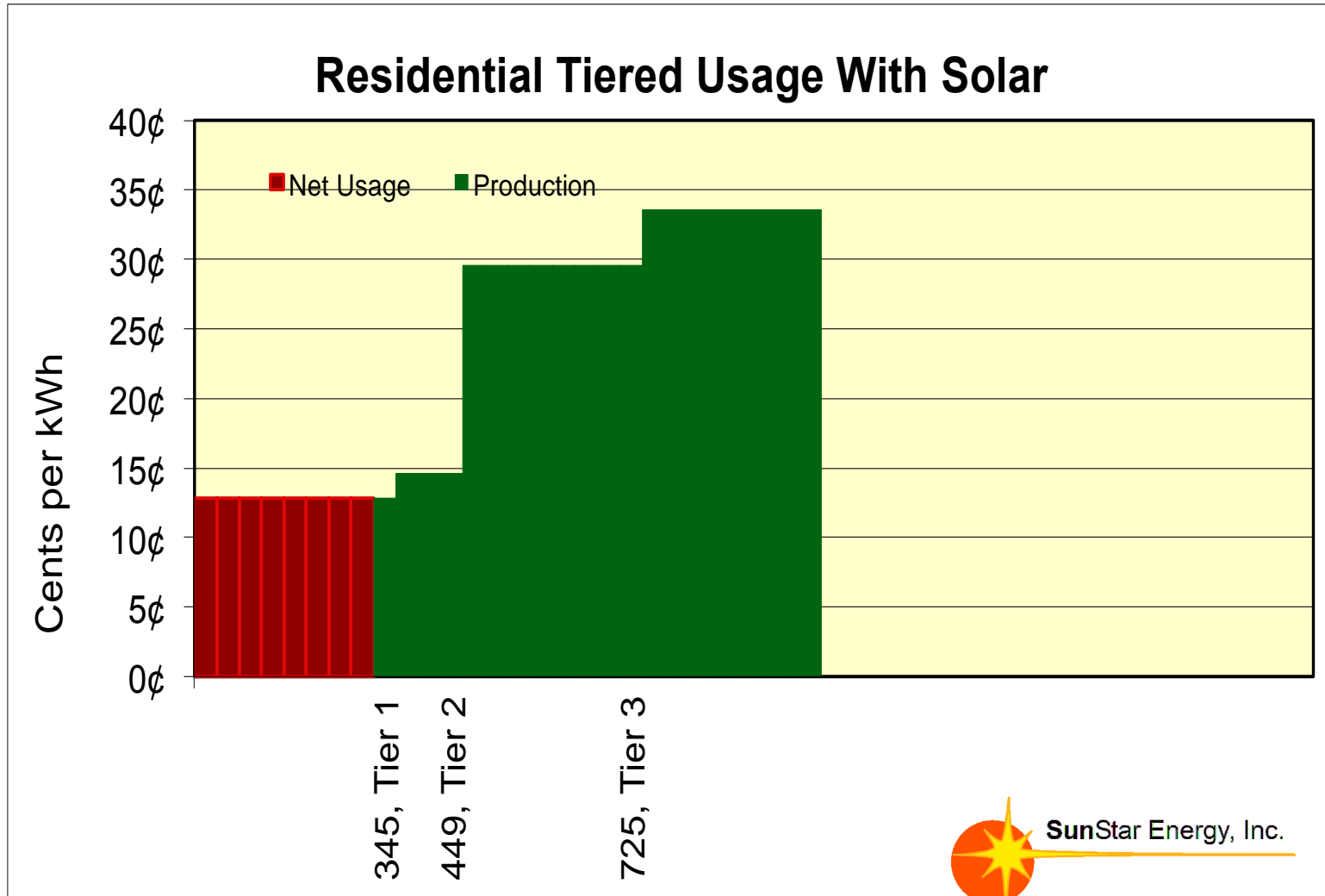


Solar is highly leveraged in PG&E territory because of:

- Tiered Rate Structure
- Time Of Use Rate Schedule



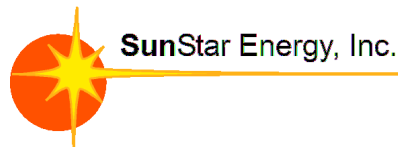
PG&E Rate Tiers - Sweet Spot for Solar

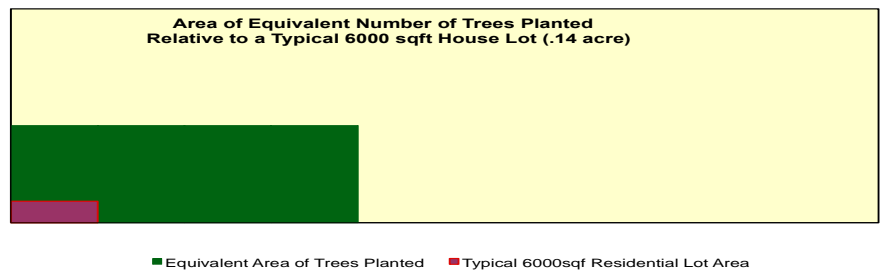
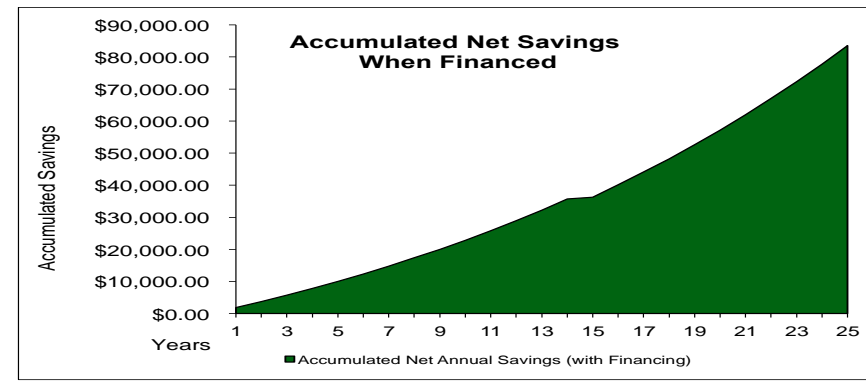
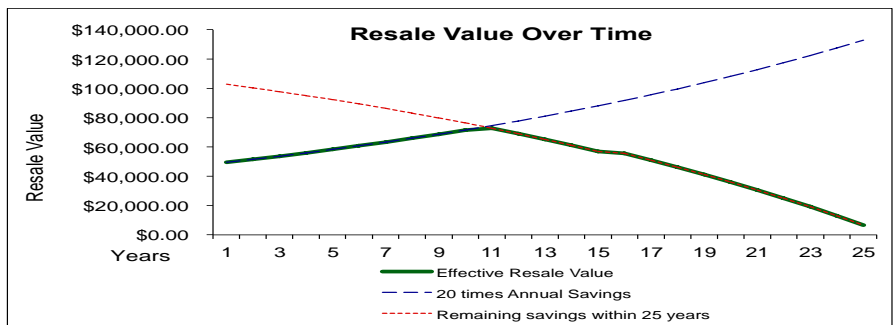
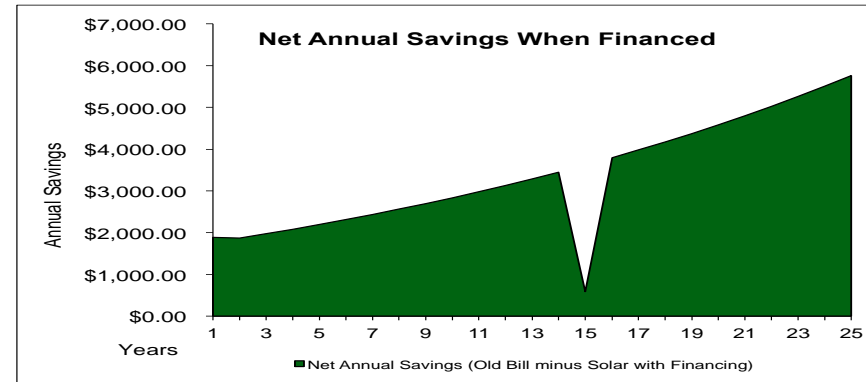
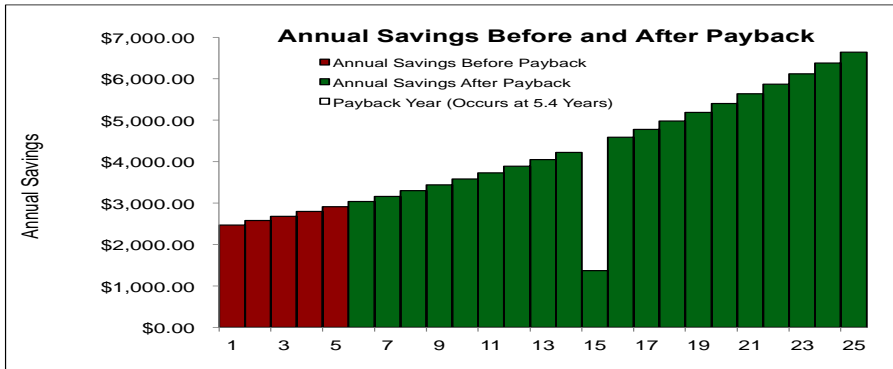
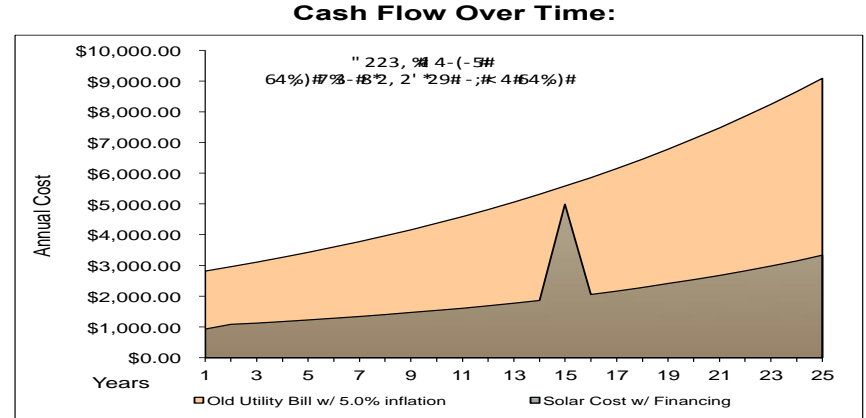
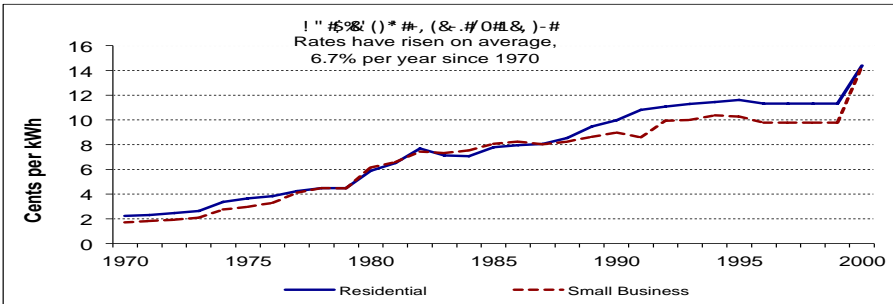


Time of Use (TOU) Rate Schedule E6

- ❑ TOU rates charge/credit more during summer (May – Oct) weekday afternoons (peak)
- ❑ Summer Tier 1 peak rate: \$0.28/kwh
- ❑ Off peak Tier 1 rate: \$0.10/kwh

- ❑ Solar is most productive during summer peak
- ❑ Properly sized system will produce excess power during peak, getting high peak credits
- ❑ You buy power at 1/3 that cost during off peak





■ Equivalent Area of Trees Planted ■ Typical 6000sqft Residential Lot Area

Cash Flow Example with Solar:

Old Bill: \$235 / month

New Bill: \$ 26 / month

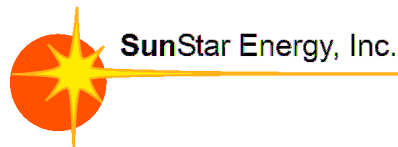
Net Loan Payment: \$ 52 / month

New Total: \$ 78 / month

Positive Cash Flow from day 1: \$ 157 / month



- Total Net Savings over 25 years: \$84,000
-
- Increased home resale value usually exceeds cost & improves marketability per “The Appraisal Journal” & NREL
 - If paying cash, is comparable to getting 33.2% ROI on a taxed investment like stock
 - Pays for itself in 5 years



□ Warranties

- 25 year manufacturer PV performance warranty:
PV panels are very robust
- 10 year manufacturer Inverter warranty, or 25 years with micro-inverters
- 10 year comprehensive system warranty from SunStar Energy





How do you get started

★ You provide us with your monthly electricity costs & address

★ We can look at your roof on GoogleEarth to size the array

★ We can then email you a proposal & financial analysis

★ Next, meet at your home to look at details, answer questions

★ We handle all the paperwork

Why SunStar Energy

★ Owner is NABCEP certified, a LEED AP, & a member of BBB

★ Owner will be involved with YOUR project

★ Very cost effective, attractive systems

★ Locally owned since 2002

★ We manage the whole process, from permit through installation to PG&E & CSI rebate

Thanks for working with SunStar Energy

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