



**Training Course: How to Sell
(and Build!) More Commercial
Solar with PPA Financing**

**September 1, 2021
11am - 12:30pm MT**

Thank you for joining us!

We will begin shortly.



Financing a Brighter Future



SolarisEnergy

Financing a Brighter Future

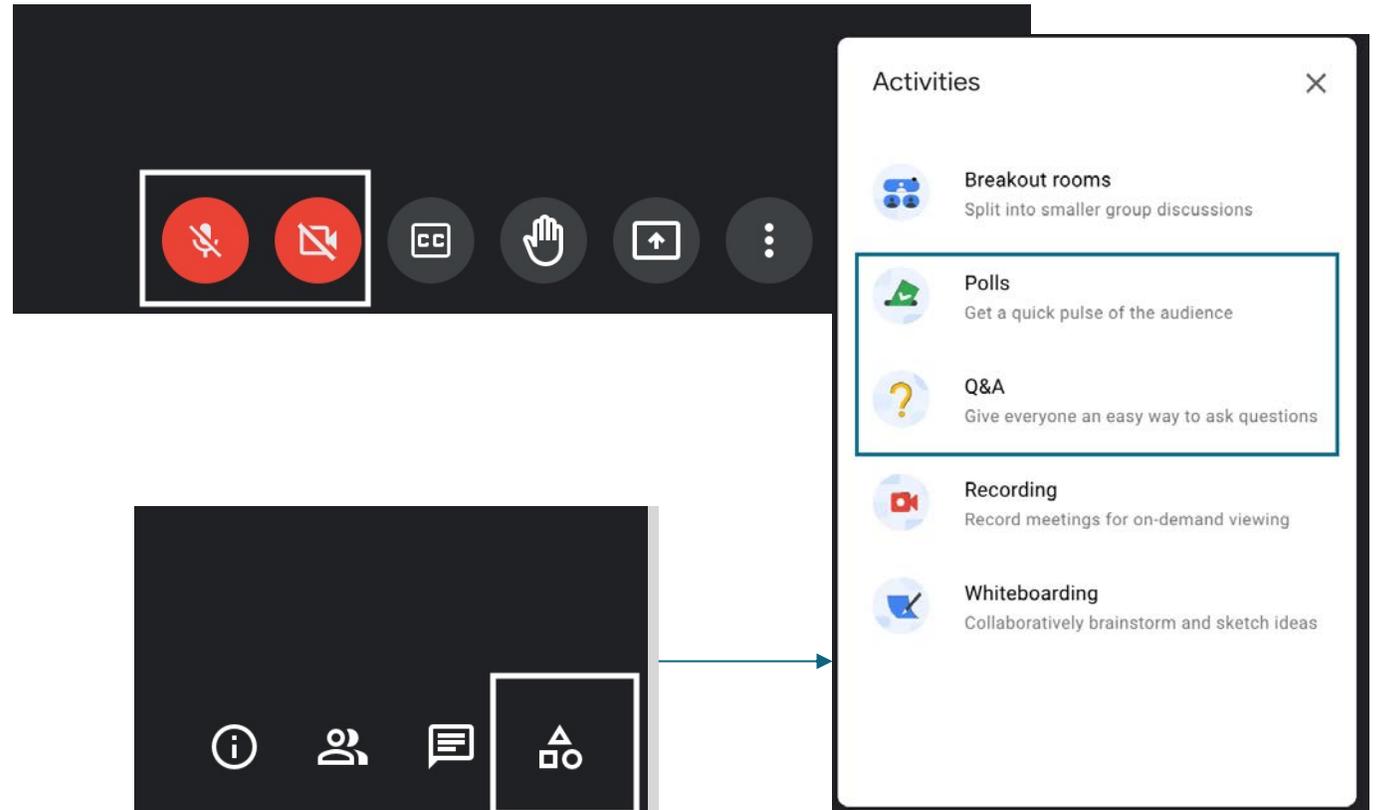
Google Meet Platform Reminders

Mute

- Please make sure you stay muted throughout the entire training. Please use the Q & A option to type your questions instead of unmuting yourself.

Q&A and Polls

- To access the Q & A and to answer polls click on the three shapes in the bottom right corner of your screen. Then click on the appropriate activity. Q & A will be at the end, but you can type in a question at any time. You can also up-vote other people's questions similar to yours.
- Do **not** click the chat button next to it.



YOUR SPEAKER & TEAM



NICK PERUGINI
VP Partners & Projects, Co-Owner
Nick.Perugini@SolarisEnergy.com
303.817.3104



HUNTER EDBERG
Project Development Associate
Hunter.Edberg@SolarisEnergy.com
651.304.7809



JANNA WEST-HEISS
**Director of Communication &
Corporate Development**
Janna.West-Heiss@SolarisEnergy.com
303.746.2147



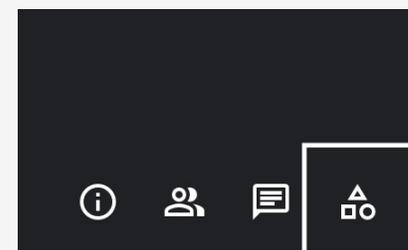
AGENDA

1. PPA/SSA: What they are, Features & Benefits
2. Obtaining a PPA/SSA Estimate Efficiently
3. The Customer Presentation & Pitch
4. EPCs, Developers, & Investors, Oh My!
5. Solaris Ongoing Support
6. Q & A

Has your company built a project that was 3rd party PPA financed?

Activities ×

-  **Breakout rooms**
Split into smaller group discussions
-  **Polls**
Get a quick pulse of the audience
-  **Q&A**
Give everyone an easy way to ask questions
-  **Recording**
Record meetings for on-demand viewing
-  **Whiteboarding**
Collaboratively brainstorm and sketch ideas



A dark grey meeting control bar with four white icons: an information icon (i), a participants icon (people), a chat icon (speech bubble), and an activities icon (triangle over a square).



PPA/SSA Features & Benefits





What is a PPA/SSA?

- Decades old, proven energy financing structure
- Safest option for the host/offtaker
- Lowest cost of entry for commercial-scale solar
- Utilized by municipalities, non-profits, corporations, etc.
- Little to no money upfront or operational risk for customer
- Immediate customer savings, growing over time.

Host Concerns	Buying	Leasing	Solar SSA/PPA
Upfront Capital	Yes	Little to None	Little to None
Performance Risk	Yes	Yes	None
System Expertise Required	Yes	Yes	None
Maintenance Required	Yes	Yes	None
Purchase Required	Yes	Yes	None

PPA/SSA Features & Benefits



- Works for all entity types
- Full utilization of ITC & depreciation
- Construction cost on us
- O&M on us
- Insurance on us
- Purchase options after year 6
- OPEX savings
- Property Enhancement

Obtaining a PPA/SSA Estimate Efficiently



Key Information

Utility Energy
Only Rate
(the target)

System Size

The Big Four

Turn-Key EPC
Price

Annual
Production



The more data we have the quicker and more accurate we
can be for you and the customer... 3 days v. 3 weeks

Intake Form

Critical Dates

- Today's Date
- Estimate Needed by Date
- Project Deadline Date (if any)
- Reason for project deadline

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Originator Company

- Company Name
- Company Address
- Contact Person
- Contact Person Phone
- Contact Person Email
- Relation to project? EPC, Co-develop, supplier, etc.

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Customer / Host / Off-taker Information

Business Name
 Business Address
 City
 State / Province
 ZIP / Postal Code
 County
 Permitting Jurisdiction (city, county, state?)
 Owns Building/Site? Yes/No
 Has Loans on Building/Site? Yes/No
 Is the company credit rated? (if known, provide rating & agency)
 Is the Customer completing the Solaris Credit Form? Please provide.

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Project Site Info *(if different)*

Project Affectionate Name
 Project Physical Address
 Project Location City
 Project Location State
 Project Location Zip / Postal Code

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*
*

Utility Company Information

Electric Provider

*

Current kWh Rate paid by customer (\$/kWh. Not Blended)

*

Expected Annual Escalation of Retail Utility Rate (%)

System Information

System Installation Type (roof ballasted/flush, ground, 1-axis tracking, pitch, orientation)

*

Total System Size (kW DC)

*

Total Year 1 System Production (kWh/yr)

*

Expected EPC Cost (\$/W DC)

*

Host \$ available toward prepayment (if any)

Additional expected development costs (\$)

Calculation: Project Cost calculation

Calculation: kWh AC per kW DC

Estimated Construction Start Date (m/yyyy)

Estimated Commercial Operation Date (COD) (m/yyyy)

\$	-
	#DIV/0!

Operational Expenses

Roof/Land Lease (\$ per year, if any)

Roof/Land Lease (expected # of years required for project)

Expected Year 1 Property Taxes (\$) and Term

Operations and Maintenance (O&M) cost per kW DC per year

Does the project or SPE have any loans already?

Project Income

SREC/ZREC (\$/kWh)

SREC/ZREC contract term (# of years)

Performance Based Incentive (PBI) (\$/kWh rate)

PBI Term (# of Months)

Other Utility Rebates (\$)

Other Incentives (\$)

Financing Targets

Desired PPA Rate (\$/kWh) if known

Desired PPA Term (# of years 20 or 25 or ?)

Desired PPA Escalator Rate (%) if known

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Supporting Documentation (please provide if available)

- Offtaker recent Electric Bill
- Preliminary Layout and Production Report
- Customer Proposal (if any)
- Permitting/Interconnection paperwork (if underway)

Additional Comments or Requests

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The Customer Presentation & Pitch





Tips for presentation

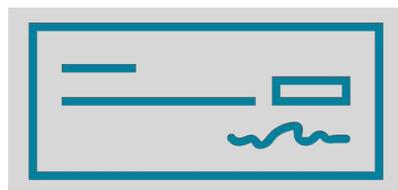
- Lead with financing – don't scare them away with a cash price
- Provide options: PPA, Loan, Lease, Cash
 - Can they utilize all tax benefits internally? Then they don't need us
- Accurate facts and materials are critical
- Describe the process and how easy it is!
- Make sure they have an internal champion advocating for the project (that decision makers listen to)

Customer FAQs & Answers



What responsibility does the offtaker have after it's built?

- Paying your bill!
- Informing us of any issues at the site
- Site access



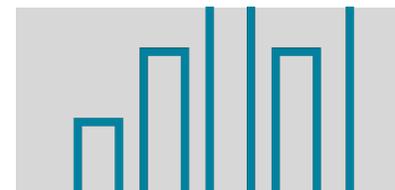
When can the offtaker “buy out” and how much?

- Options to buy out starting in year 6
- Independent appraiser will determine fair market value



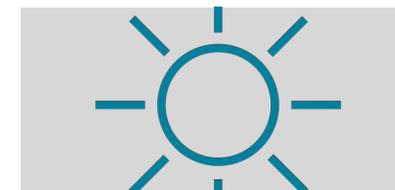
Whose insurance is it under and who owns the equipment?

- We own the equipment, and therefore hold the insurance on the system



What will you see from a monitoring perspective?

- Free access to view energy production on a daily, weekly, monthly, and annual basis



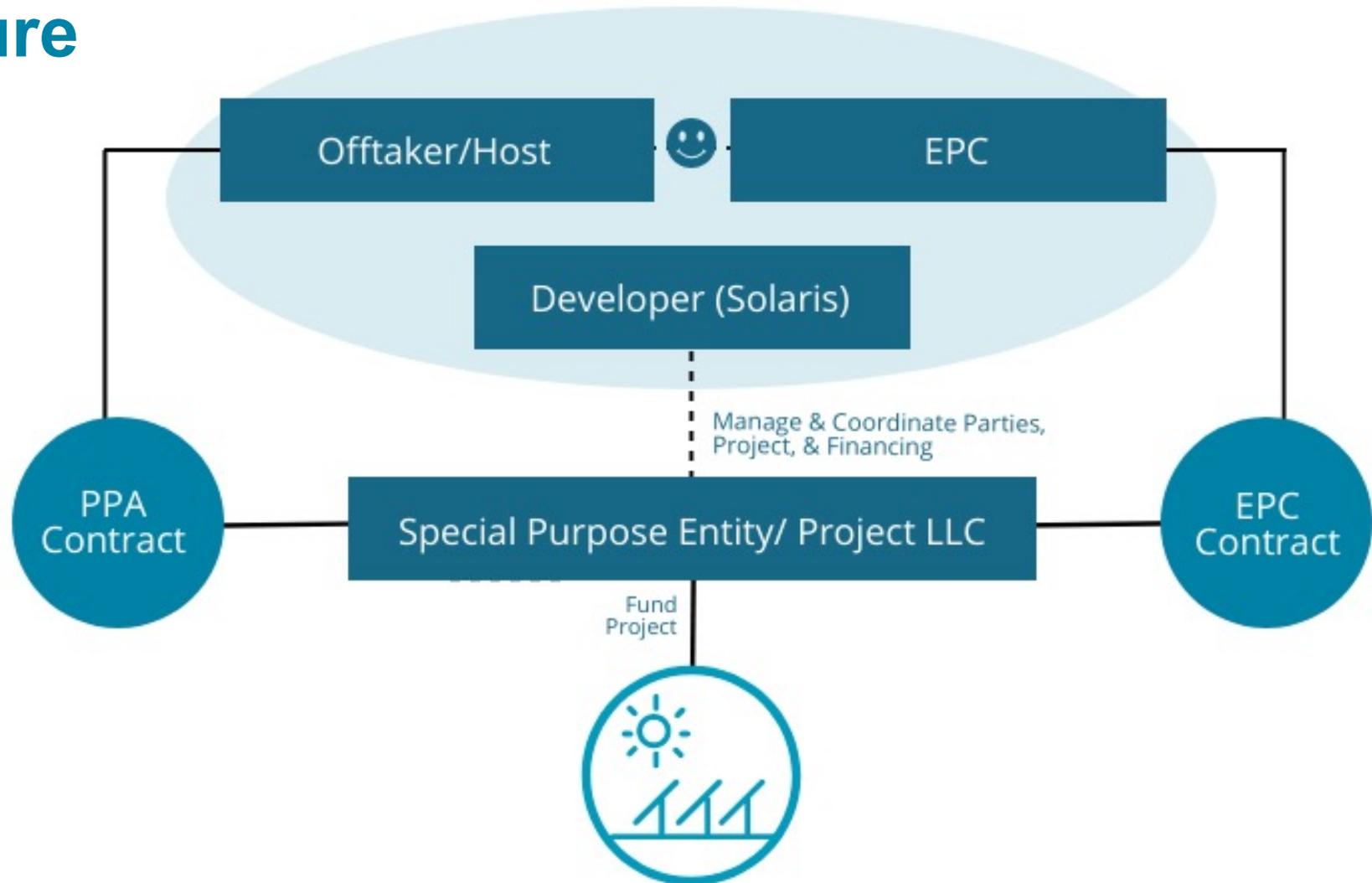
What does the offtaker need to provide upfront?

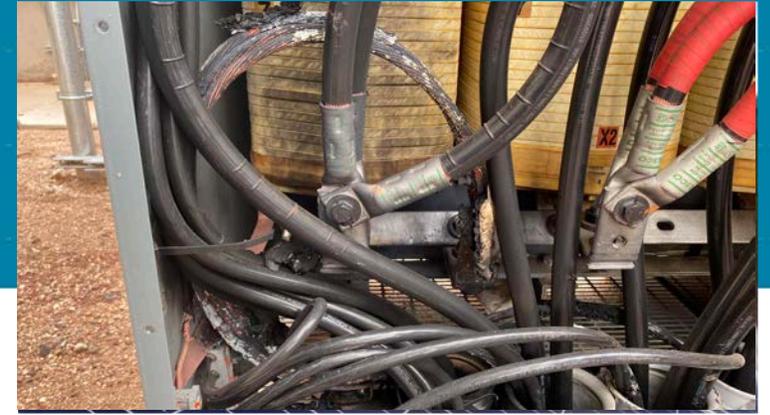
- Full financial package
- Contract review and signing
- Cooperation and good communication

**EPCs, Developers, & Investors,
Oh My!**



Deal Structure





Key EPC Contract Features

- Milestones
- Payment terms
- Insurance requirements
- Roof Warranty
- Monitoring
- Liquidated Damages
- Change Orders
- Detailed Scope of Work

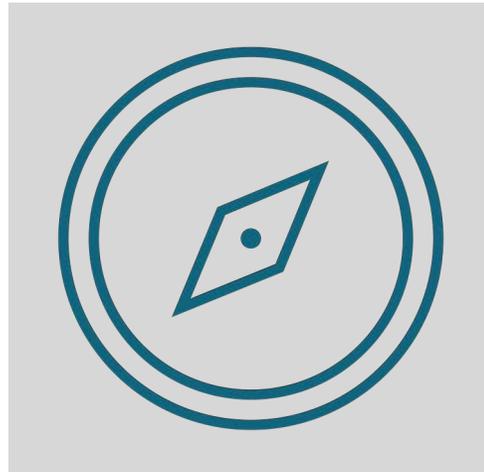
Solaris Ongoing Support



Solaris Energy can provide...



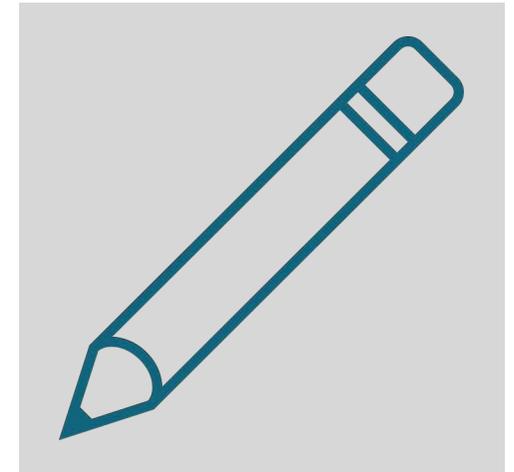
**Accurate, Efficient
Estimates**



**Guidance on
Proposals**



**Assistance/guidance
on customer
interaction**



**Continuing
education for your
sales teams**



NICK PERUGINI
VP PARTNERS & PROJECTS

Nick.Perugini@SolarisEnergy.com
303.817.3104

HUNTER EDBERG
PROJECT DEVELOPMENT ASSOCIATE

Hunter.Edberg@SolarisEnergy.com
651.304.7809

Questions?

SolarisEnergy.com
970.279.3137

430 N College Ave., Suite 440
Fort Collins, CO 80524