



SERVICE SHEET

SOLAR ENERGY

Solar PV generated electricity is the fastest growing energy source.

Why should you choose solar energy?

- Meet sustainability and Corporate Social Responsibility (CSR) goals
- Reduce annual power costs
- Remove electricity price risk volatility for 20 to 25 years
- Attract workers who care about working for companies committed to renewable energy
- Show your customers and community your commitment to clean, renewable energy

Ameresco has developed, installed, arranged financing for and maintained solar energy systems across North America for all large customers, including corporations, municipalities, state agencies, the military, and the federal government.

Solar Energy Solutions

Ameresco has built every type of system. We are best known for customizing solar projects for the specific needs of our customers, and, as a result, have built unique projects on municipal landfills, parking garages, parking lots, interstate highways, military bases, industrial plants, schools, and airports, to name a few applications. Ameresco has paired our solar PV projects with batteries and interconnection controls for microgrid applications to meet resiliency objectives.

- **Solar Farms** – Ameresco develops, permits, engineers, owns, and operates utility-scale solar PV projects interconnected to wholesale markets. We sell the power to utilities, large corporations, and institutional customers under virtual Power Purchase Agreements (PPA).
- **Roof Mount Solar Power Systems** – Schools, shopping centers, office buildings, and airports are a few of the building types that are best suited to host a solar array. Customers typically want to either own the system – and directly receive the federal tax benefits – or purchase the electricity under a Power Purchase Agreement.
- **Solar Canopies** – Parking lots and garages are perfect locations for solar arrays. These sites offer significant space for larger arrays. Even better, parking users get to park under the canopy, reducing the heat of the sun in the summer and snow accumulation in the winter. Ameresco has also installed electric vehicle charging stations under the canopies, powered by the sun.
- **Remote & Off-Grid Solar Power Systems and Storage** – Off-grid solar PV electricity is critical to many applications, including water pumps for farm irrigation, cell-towers for telecommunications, remote meter stations for the oil and gas industry, and rural communities. Connecting the off-grid systems to batteries creates a microgrid application for remote areas.
- **Solar Thermal** – Heating cold water to get hot water is energy intensive and expensive. Ameresco's solar thermal solutions supplement existing building heating and hot water systems – lowering operating costs and reducing fossil-fuels for heating.
- **Community Solar** – Many small customers do not have roofs to locate solar PV arrays. These customers – seeking the benefits of solar energy, but unable to host an array – can purchase power from an Ameresco community or shared solar farm. Under community shared solar, customers typically receive a financial credit on their utility electricity bill for buying the solar PV power.

SOLAR POWER FINANCING OPTIONS

Customers have many choices to either own the solar PV systems or to simply buy the power from the systems -- paying nothing to build, own, and operate the arrays. Ameresco works with each customer to customize the financing and ownership options that works best for each customer.

Solar Power Purchase Agreement (PPA)

In a typical PPA, a Ameresco engineers, builds, owns, and operates a solar power systems at no capital cost to the customer. The property owner buys solar PV generated electricity from Ameresco, displacing power normally purchased from their local utility.

Benefits:

- Electricity cost savings from fixed price of solar electricity
- Only pay for solar electricity generated
- No operating, maintenance or repair costs
- No capital investment

Energy Savings Performance Contract

With an energy savings performance contract (ESPC), project costs are paid over time from the energy savings realized by the project, eliminating the need for an up-front capital investment. Ameresco arranges the low cost financing for customer ownership.

Benefits:

- Ownership of equipment at end of contract
- Potentially lower energy costs during term of contract
- Fixed monthly payments
- No capital investment

Purchase

Customers who want to receive the Investment Tax Credit, accelerated depreciation, and 100% of the power cost savings prefer to own the PV system designed and built by Ameresco.

Benefits:

- Investment Tax Credit
- Accelerated depreciation
- Reduced electricity costs
- Retention of all other incentives

Operating or Capital Lease

For customers with high credit scores, the customer leases the solar PV system just as they do with any asset such as cars, office equipment, or machinery. Ameresco designs, builds and operates the PV system, and a bank provides the capital and owns the system for 10 to 15 years.

Benefits:

- No capital expenses during lease term
- Option to own at the end of the term
- Banks use tax benefits and pass through their savings as reduced lease payments

CONTACT US

Ameresco's team of energy experts can assist you in identifying the solution that fits your needs. For more information about Ameresco and our full-range of energy efficiency and renewable energy solutions, please call **1-866-AMERESCO** or visit **ameresco.com**