



Solar PV generated electricity is the fastest growing energy source. Ameresco develops, installs, operates, and maintains solar energy systems for customers across markets and sizes.

#### Why solar energy?

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

## Solar Energy Solutions

Ameresco has built various types of PV systems and customizes each project for the specific customer needs. We have built unique projects on municipal landfills, parking garages, parking lots, interstate highways, military bases, industrial plants, schools, campuses, airports, and more. Ameresco pairs 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 examples of buildings best suited to host a solar array. Customers can either own the system (and directly receive the federal tax benefits) or purchase the electricity under a PPA.
- **Solar Canopies** – Parking lots and garages are ideal locations for solar arrays, offering significant real estate. Parked cars benefit from protection of heat from the sun in the summer and snow accumulation in the winter. Ameresco can install electric vehicle charging stations under the canopies, powered by the sun.
- **Solar Thermal** – Heating water is energy intensive and expensive. Ameresco's solar thermal solutions supplement existing building heating and hot water systems. These solutions lower operating costs and reduce fossil-fuels required for heating.
- **Community Solar** – Customers seeking the benefits of solar energy, but who are unable to host a solar PV array can purchase power from an Ameresco community or shared solar farm. Under community solar, customers typically receive a financial credit on their utility electricity bill for buying the solar PV power.

# Solar Power Financing Options

Customers have a variety of options to either build, own, and operate solar PV systems or to simply buy the power. Ameresco works with each customer to determine the best-fit financing and ownership solutions.

## Power Purchase Agreement (PPA)

In a typical PPA, Ameresco engineers, builds, owns, and operates a solar 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 include:

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

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

## 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 low cost financing for customer ownership.

### Benefits include:

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

## Operating or Capital Lease

For customers with high credit scores, clients can lease a solar PV system. Ameresco designs, builds, and operates the system, and a bank provides the capital ownership of the system for 10 to 15 years.

### Benefits include:

- 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



Founded in 2000, Ameresco, Inc. (NYSE:AMRC) is a leading independent provider of comprehensive services, energy efficiency, infrastructure upgrades, asset sustainability, and renewable energy solutions for businesses and organizations throughout North America and Europe.

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 **amesesco.com**.