

COMMERCIAL SOLAR FEASIBILITY REPORT



January 1, 2017
Company ABC
1000 1st Street Lane
Minneapolis, MN 56000

Thank you for your interest in IPS Solar. Going solar presents one of the best opportunities for businesses to become more sustainable and save money. After an initial analysis, we've developed a few options to help you review and understand your solar potential. This report includes financial models, design layouts, and other basic information to help your team make the right decision.

IPS Solar, a leading provider of solar power solutions, is focused on the development, installation and management of solar power systems for commercial, community solar and residential customers. IPS Solar is one of the fastest growing solar systems providers in the United States, delivering 2.5 kilowatt to multi-megawatt community solar gardens. Our company's mission is to lead the transition away from fossil fuels toward renewable power while saving money for our customers.



For over 25 years, IPS Solar has been serving customers with integrity and excellence. Everyday our crews on the roof and in the office work for one purpose, customer satisfaction.

Based on Available Space and Incentives

System Recommendations:

SYSTEM SIZE	PRODUCTION	UPFRONT COST	25-YR PROFITS
108.80 kilowatts	~130,500 kWh	\$260,000	\$123,000
108.80 kilowatts	~130,500 kWh	\$52,350	\$177,000

Solar is a Great Investment

Panel prices have declined considerably over the last several years and energy prices continue to increase (over 4% per year historically). IPS can provide cashflow positive financing and deliver the most value for your solar project. With nearly 25-years in business and close to 1,000 installations, you can trust that our longevity means we'll be around over the next several decades to support our systems and our customers.

Xcel Energy Customers have several available incentives

Current Incentive Programs:

INCENTIVE	TERM	SIZE LIMIT	EST. IRR*
Xcel Capacity Credit	25 yrs	1 Megawatt (~\$2M)	~ 9-14%
Made-in-Minnesota	10 yrs	40 Kilowatts (~\$150K)	~14-20%
Xcel Community Solar	25 yrs	1 Megawatt (~\$2M)	NA
Xcel Solar Rewards	10 yrs	20 Kilowatts (~\$80K)	~12-18%

*Based on 35% net federal and 8% net state tax rates

All solar projects are also eligible for the Federal 30% Investment Tax Credit (ITC) and MACRS Accelerated Depreciation. Consult with your tax professional on how these programs apply to your organization. More details can be found on the DOE website here:

<http://energy.gov/savings/business-energy-investment-tax-credit-itc>

Details on any of these programs can be provided upon request.

We've included a sample financial analysis of how solar investments impact both your bills and tax situation. IPS can provide an editable XLS file for your controller to adjust numbers as desired. Typically, we review this with your team either in person or over the phone.

Next Steps for Your Project:

- 📄 Review your Report – We'll review this report with you at your convenience.
- 📄 Approve our proposal – An electronic Term Sheet and Letter of Intent will be emailed to you for review and approval. For larger projects IPS may ask for a modest upfront engineering fee to analyze viability from a structural and electrical standpoint.
- 📄 Utility and incentive applications – We take care of all applications and permits necessary to complete your project. IPS has secured more funding for their customers than any other contractor.
- 📄 Engineering and Financing – After approval from the utility and incentive programs we'll review and execute formal construction and financing agreements. A more detailed engineering study may require additional site visits from our engineering team. IPS can provide competitive financing options through one of our partners.
- 📄 Installation – The on-site installation process may take a few days to several weeks depending on system size. IPS is a licensed electrical and general contractor as well as a member of the IBEW union, meaning we can meet the necessary labor needs of your project.
- 📄 Save with Solar Power – Once the system is operational, save money on electricity for the next 25+ years. The system adds tax-free value to your property and is a terrific investment.

Estimated Installation Timeline:



Your IPS Solar Contact:

If you have any questions or wish to review this report in greater detail please contact:

Sales Person Name

Phone #

Email address

For more information visit www.ips-solar.com