

Solar Electric Systems for Condos



Presented by:

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ENERGY ADVISORS



1. Reasons To Go Solar
2. Overcoming Unique Challenges for Condos
3. Project Model Options

Why Go
Solar?

The background of the image is a dense, overlapping collage of US one hundred dollar bills. The bills are oriented in various directions, creating a textured, layered effect. The color palette is primarily the yellowish-tan of the currency, with green accents from the Treasury seals and the '100' numerals. The text 'Slash Your Energy Bills!' is superimposed in the center in a large, white, sans-serif font. The text is split across two lines: 'Slash Your' on the top line and 'Energy Bills!' on the bottom line. The exclamation point is particularly large and prominent. The overall composition suggests a message of financial relief or savings, specifically related to energy costs.

**Slash Your
Energy Bills!**



**Increase Your
Property Value**

A pair of hands is shown holding a small, realistic globe of the Earth. The globe is centered on the African continent, with the Atlantic Ocean to the west and the Indian Ocean to the east. The hands are positioned at the bottom and sides of the globe, with fingers gently cupping it. The background is a dark, warm brown color. Overlaid on the globe is the text "Reduce Your Environmental Impact" in a large, white, sans-serif font, arranged in three lines.

**Reduce Your
Environmental
Impact**

Challenges for Condos

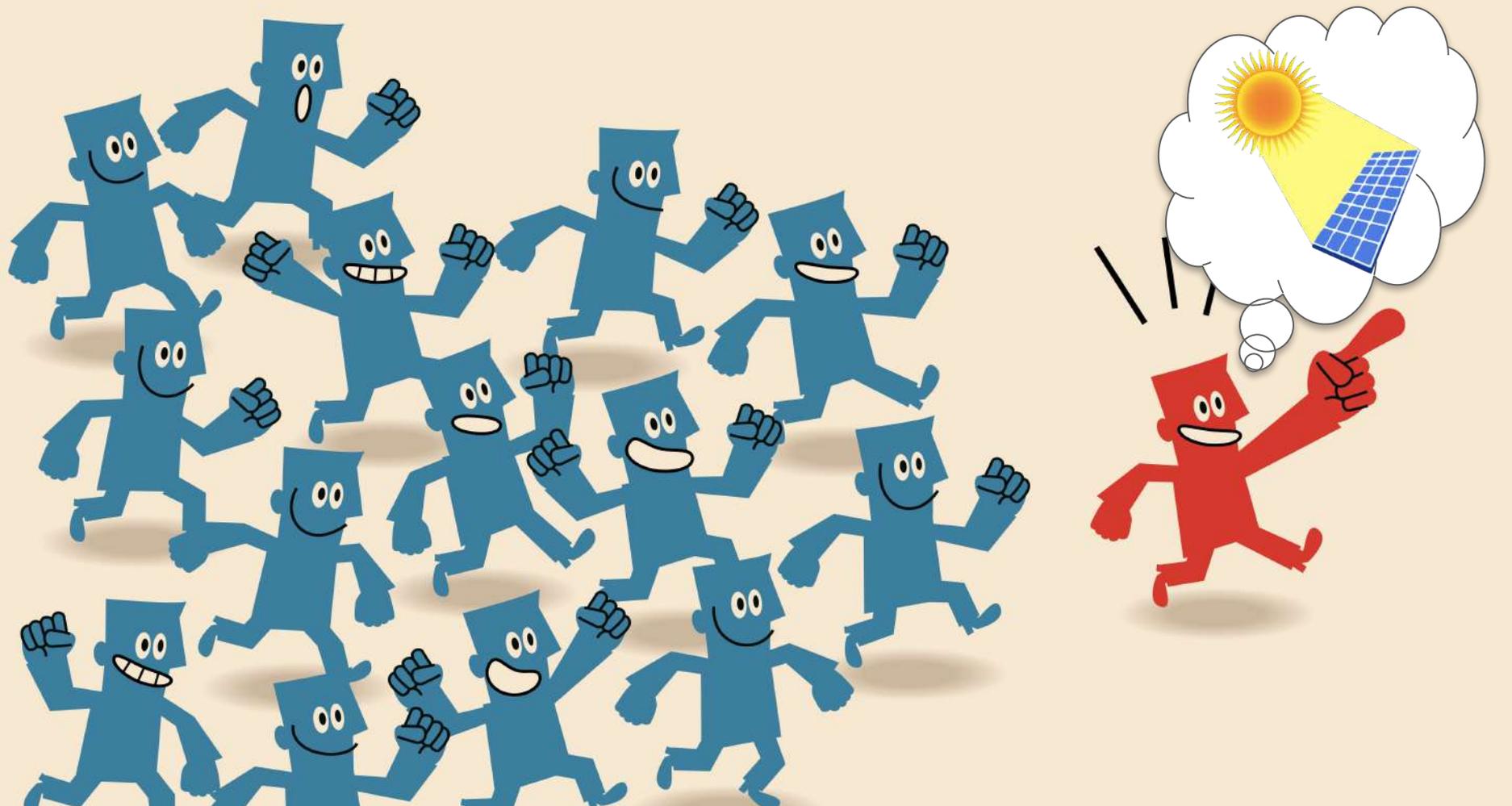


1. Multiple stakeholders involved
2. Multiple electric meters or shared roof space
3. Old roof, needs to be replaced
4. No tax appetite – can't take advantage of Federal Investment Tax Credit (ITC)
5. Limited admin time and funds

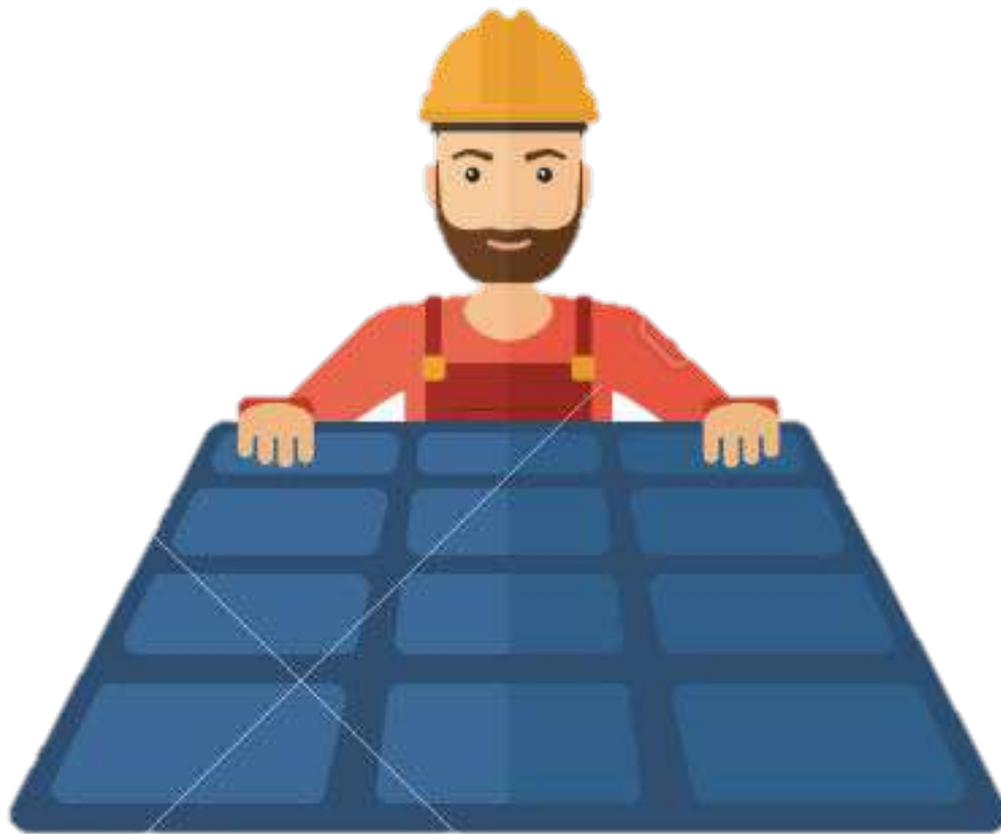
 Overcome

These

Challenges

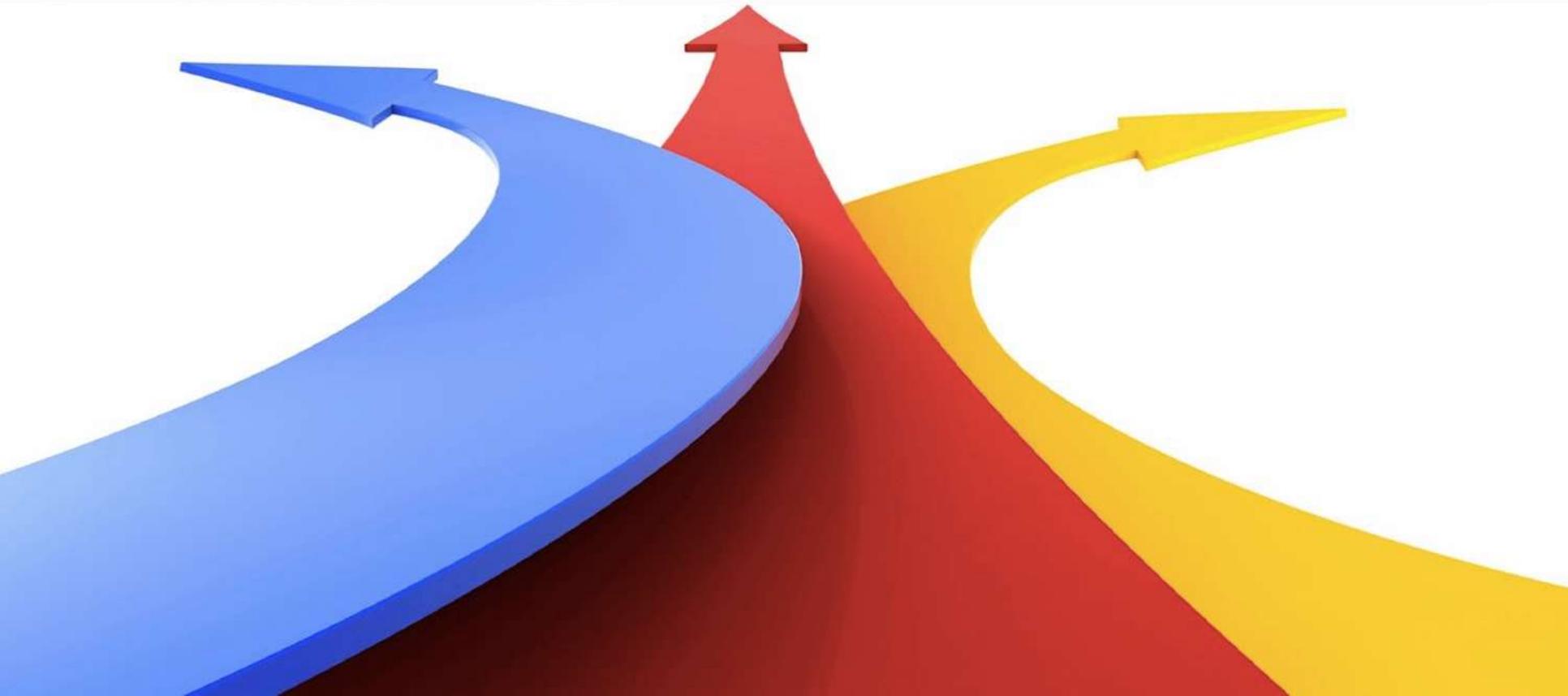


Assign a Solar Champion



**Hire a Contractor
Experienced with Condos**

Collect Multiple Solar Proposals

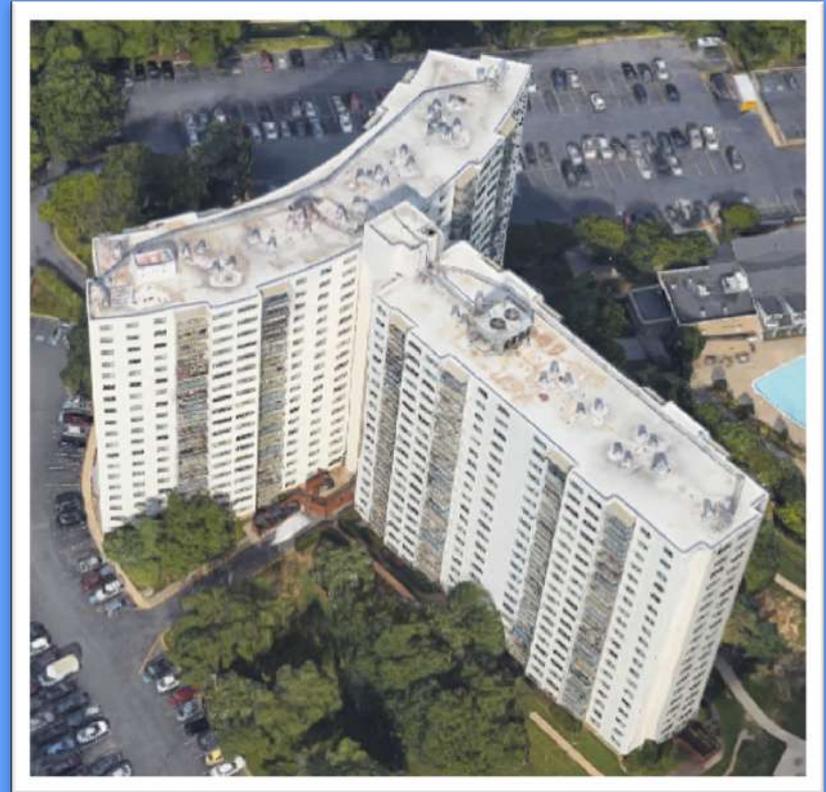


Project Model Options

Project Model #1

Offset Common Area Usage

- Easiest option for going solar in a condominium
- Only works if your building has a master meter
- Better for single-buildings with a decent sized common area energy bill
- All participants in the condo benefit equally



Project Model #2

Solar on Individual Units

- Connect system to electric meter in a single unit
- Works well in garden-style communities
- Only individual units interested will pay for and benefit from the system
- Still requires approval from the Board



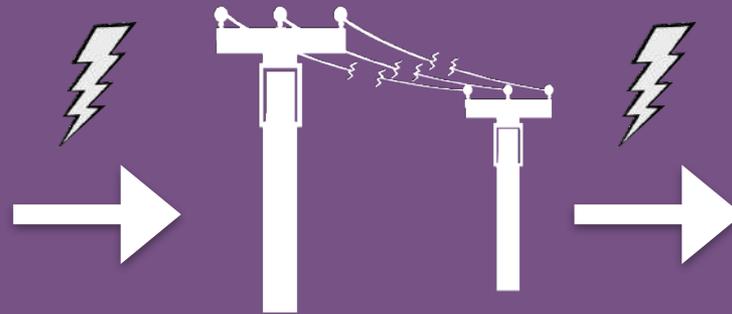
Project Model #3

Community Solar

- Generate and provide clean energy to the DC community
- Works well in pretty much any type of condominium
- Option to sell all of your solar energy, just a portion or any excess from what you don't use



Your condo installs a solar energy system



Solar energy is sent directly to the grid



DC community, including your residents, may purchase solar electricity from your system

Procurement Options



DIRECT PURCHASE



SOLAR FINANCING



Direct Purchase

- Your condo covers the entire cost of the system installation, materials and maintenance
- Benefit from 100% of the energy savings and local Solar Renewable Energy Credits (SRECs) - **DC has the most valuable SRECs in the entire country**
- Can't take advantage of the 30% Federal Investment Tax Credit (ITC) since condos don't have income tax liability
- Time consuming
- Can be very expensive, but highest ROI

Solar Financing

Option #1: Power Purchase Agreement (PPA)

- Solar company covers 100% of the installation, handles all maintenance efforts
- **You simply pay for the solar energy delivered to your building at a rate significantly lower (20-50%) than your current utility rate**
- At the end of the contract, you take full ownership of the system and benefit from 100% of the savings

Solar Financing

Option #2: Roof Lease

- Solar company covers 100% of the installation, handles all maintenance efforts
- **The system is connected directly to the grid through Community Solar, and the solar company pays a fixed rate through a Roof Lease for 15 years to rent the space on your roof**
- At the end of the contract, you take full ownership and **profit from selling the energy to the DC community**

Solar Financing

Option #3: Free Roof Replacement

- Solar company covers 100% of the installation, handles all maintenance efforts
- The system is connected directly to the grid through Community Solar, and **the solar company will cover the full cost of replacing your roof before installing the solar system**
- At the end of the contract, you take full ownership and **profit from selling the energy to the DC community**

How Honeydew Can Help

1. Free solar consultation
2. We help collect multiple solar bids and compare the different options
3. With our depth of experience, we understand the unique circumstances of condo solar projects

QUESTIONS?

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SOLAR QUIZ

We will ask you 9 multiple choice questions about solar energy.

Participant who answers the most questions correctly will win a solar powered charger!



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SOLAR QUIZ

What is the best vertical angle to mount a solar panel in Washington, DC?

- a. 10 degrees
- b. 20 degrees
- c. 40 degrees
- d. 80 degrees



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SOLAR QUIZ

What is the best compass direction to mount a solar panel?

- a. North
- b. South
- c. East
- d. West



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What was the first US federal agency to invest in advanced solar energy research?

- a. DOD
- b. DOE
- c. NASA
- d. EPA



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What decade was the first solar cell invented?

- a. 1820s
- b. 1870s
- c. 1920s
- d. 1950s



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SOLAR QUIZ

What state has the greatest number of installed solar panels?

- a. Florida
- b. Arizona
- c. California
- d. Texas



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SOLAR QUIZ

What country has the greatest number of installed solar panels?

- a. China
- b. Germany
- c. Japan
- d. USA



SOLAR QUIZ

What country has the greatest number of installed solar panels?

Fun Fact: Countries are listed in order of greatest number of installed solar panels



a. China

b. Germany

c. Japan

d. USA

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SOLAR QUIZ

How many Americans work in the solar industry?

- a. 100,000
- b. 160,000
- c. 200,000
- d. 260,000



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SOLAR QUIZ

What happens to electrical production levels of a solar system when temperature outside goes up, everything else held equal?

- a. Production goes up
- b. Production goes down
- c. Production stays the same



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SOLAR QUIZ

**Which TWO presidents installed solar on the White House?
(2 answers)**

- a. Richard Nixon
- b. Jimmy Carter
- c. Bill Clinton
- d. Barack Obama



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