

How Do You Use Your Real Estate?



Facilities Managers Association of New Mexico

The Time For Solar Is Now!

April 15, 2015



Positive Energy Solar

A large, stylized orange spiral graphic that fills the right half of the slide. The spiral starts from the center and winds outwards, creating a sense of motion and energy.

Solar Today

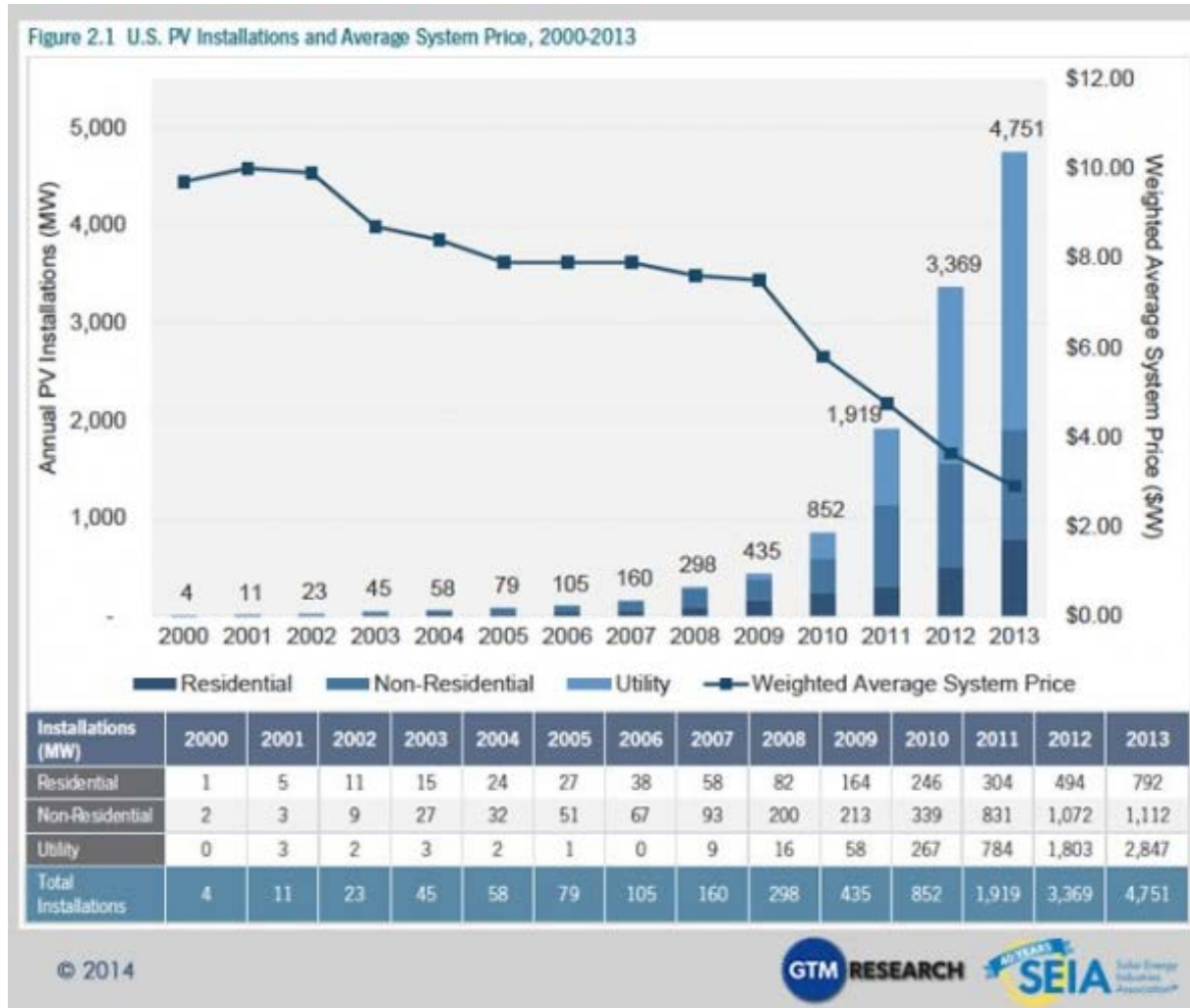


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Solar Market Drivers

- Global power needs – *Roughly double by 2025 (DOE)*
- Energy prices – *\$107.4MM PNM increase request, with percentage increases of 11.9% residential and 7.9% system total (PNM 2014 Electric Rate Case)*
- Solar price parity – *Rooftop PV installations are already cost effective in areas with strong sunshine and higher than average power prices (IEEE Spectrum)*

Solar Market Metrics



Carport Array



Ground Array



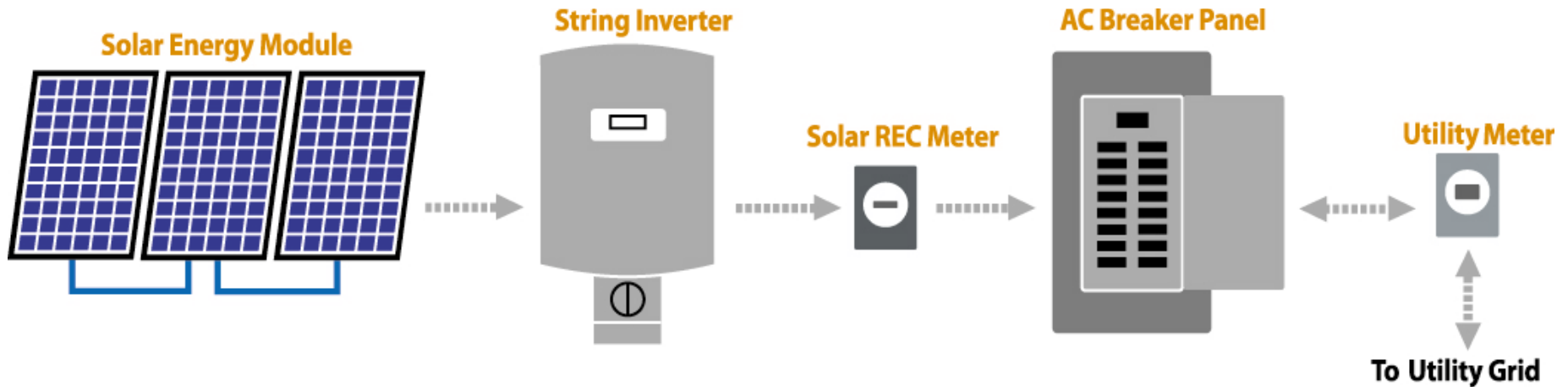
Non Penetrating Roof Array



Solar Benefits

- Reliability
 - Proven technology
 - Low maintenance
 - Diverse product and warranty options available

Grid Tied Solar System



Grid tied PV system benefits

- Proven technology with largest installed base
- Most affordable solar electric system
- Takes advantage of Electric Utility incentive (REC)

Solar Benefits

- Reliability
 - Proven technology
 - Low maintenance
 - Diverse product and warranty options available
- Cost control
 - Reduce cost increases
 - Improve budget predictability

Solar Benefits

- Double digit ROI = short payback period
 - Tax credits
 - Depreciation
 - Reduced or eliminated utility bill
 - Utility REC payments (some regions)

Tax Benefit Details

- Federal Income Tax Credit
 - 30% of installed system cost (No cap)
 - Carry back, or forward, unused credit
- State Income Tax Credit
 - 10% of installed system cost (\$9,000 maximum)
 - Availability dependent on corporate structure
- System Depreciation

Utility Incentive Details

- Net Metering
 - You don't pay for the energy you create, thus reducing or eliminating your electric bill
- Renewable Energy Certificate (REC) Program
 - Utility pays for your output and counts it towards their renewable energy portfolio

Taking a Closer Look



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Site Specific Engineering



Investment Summary

Cost and Tax Credits

\$1,056,755 Total System Cost

(\$317,027) Federal Income Tax Credit (30%, no cap)

(\$305,402) Total Depreciation (85% of total cost & assumes 34% tax bracket)

\$434,326 Net System Cost

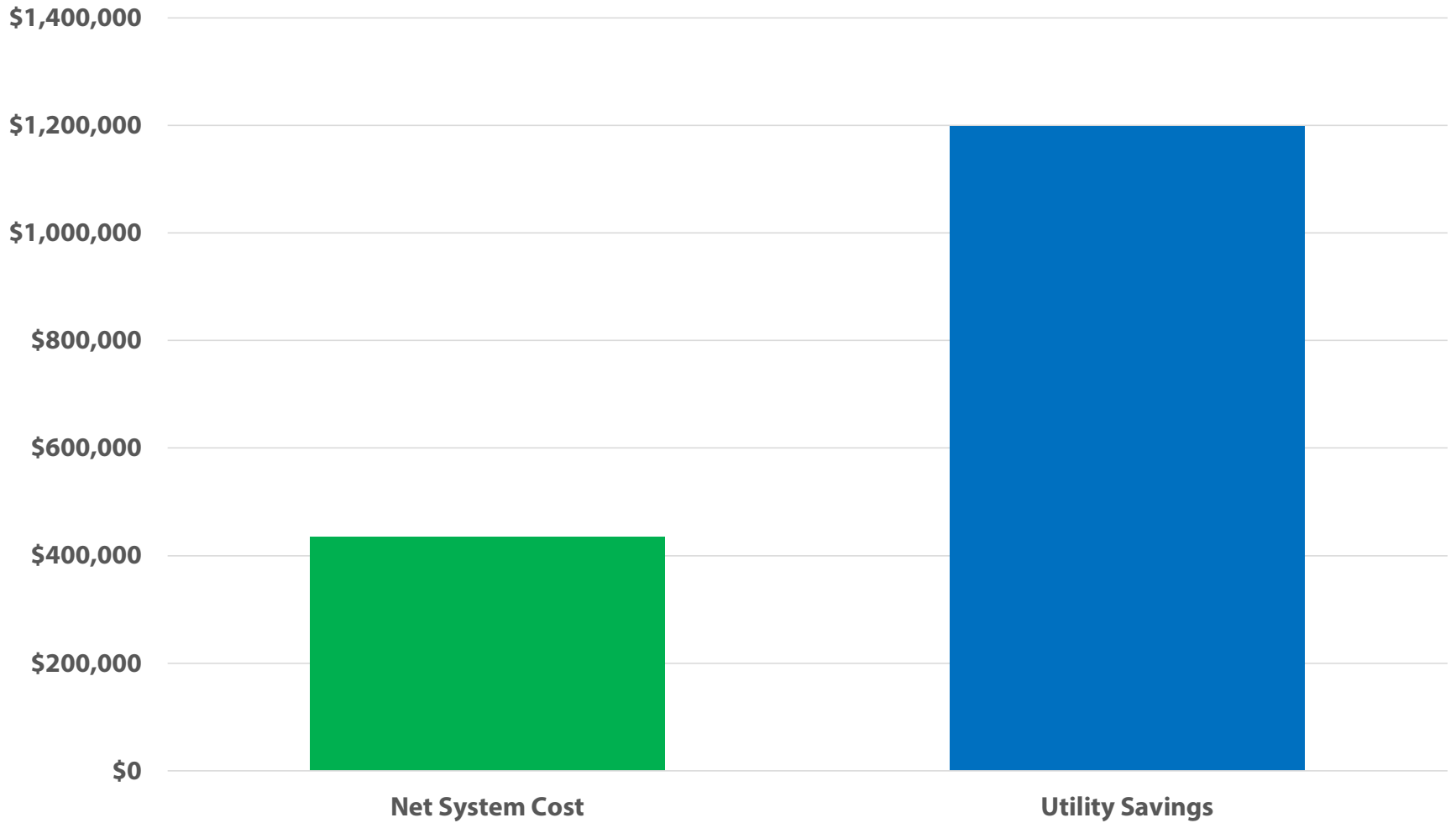
Benefit Summary

Financial Analysis (Cash purchase)

Long Term Investment Amount (Post Tax Credit): \$434,326 IRR: 16.60%

Year	Monthly Utility Savings	Monthly REC Payment Income	Monthly Benefit	Annual Benefit	Cumulative Benefit
1	\$2,888	\$546	\$3,434	\$41,214	\$41,214
5	\$12,383	\$2,174	\$14,557	\$174,682	\$215,896
10	\$17,527	\$1,619	\$19,146	\$229,755	\$445,652
15	\$20,117	\$0	\$20,117	\$241,399	\$687,050
20	\$23,088	\$0	\$23,088	\$277,060	\$964,110
25	\$26,499	\$0	\$26,499	\$317,989	\$1,282,099

Payment Choices



Going solar right now



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Solar Provider Partnership

- Professional provider
 - Breadth and length of experience
 - Trained/professional specialists (NABCEP.org)
 - Proven performance (SolarReviews.com)

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- System components
 - Diverse product and warranty options available
 - Module performance and reliability
 - Supplier stability - You get what you pay for!

Questions?

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