

Take Control of Your Energy Destiny: Manage Rising Costs Through Efficiency and Renewable Energy

Presented to



California Dairy Sustainability Summit 2018

Dean Swanson Sunworks Solar Power November 28, 2018

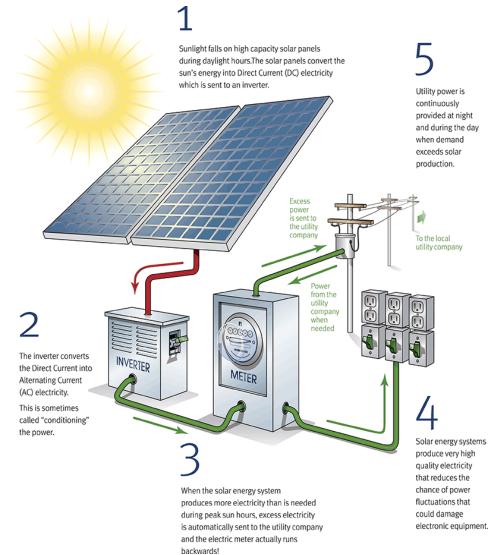


Why Go Solar?

- Save energy
- Offset 80-85% electricity bill
- Lower operating costs
- Needed structure for equipment
- Future expansion
- Environmentally friendly



How Does Solar Work?

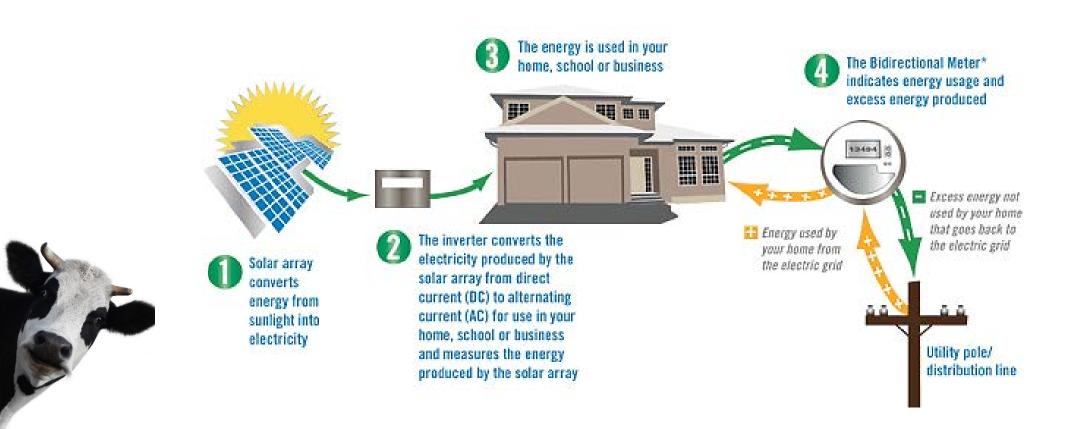




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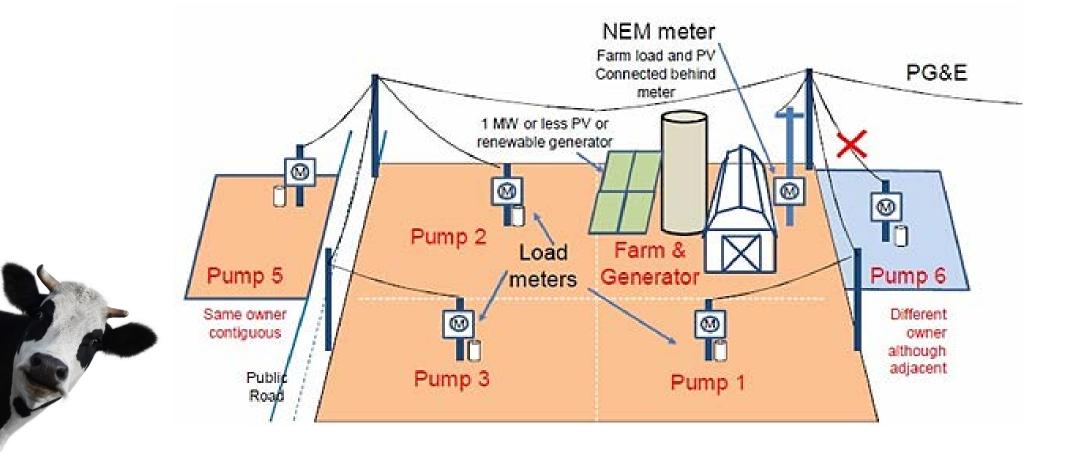
What is Net Energy Metering (NEM)?



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What is Net Energy Metering Aggregation (NEMA)?





Warranty, Operation and Maintenance

- 25-year warranty
- Daily monitoring
- Minimize potential downtime
- Cleaning panels
- System check





Financing Options

- Cash
- Loan
- Capital Lease
- Tax-Oriented Lease
- Power Purchase Agreement (PPA)
- Property Assessed Clean Energy (PACE)



1 MW Example: HelioScope

	oScope Mount sample Dairy,	Tulara CA		Annual	Produ	ction	Re	por	rt prod	luced l	by Fr	red
I Curru	Would sample Dairy,	System Me	strice			Projec	tior	ation	1			
	1		Ground M			in oje			A DESIGNATION	and an inter	-	-
Project Name	Sample Dairy	Design	lount			25	1	A T	Tulan Rel of	Alin	riality clatte	
Project Address	Tulare, CA	Medule DC Nameplate	1.01 MW				0.00	0			1	E
Prepared By	Fred Lane flane@sunworksusa.com	Inverter AC Nameplate	840.0 kW Load Ratic	x: 1.20			- ACA	Chryn	TOD C	Posta	-	
		Annual Production	1.747 GW	'n			- THE		1	rulated	VIII)	6
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1 MW Example: HelioScope

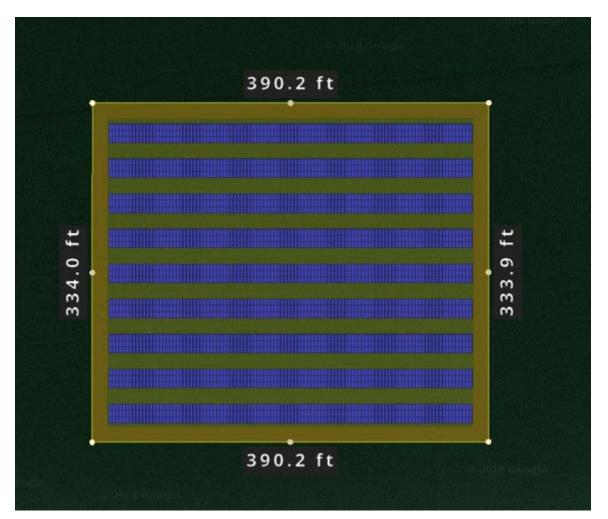
A Comp	ponents		Wiring Zor	nes							
Componen	t Name	Count	Description		Combiner Poles		String Size	Stringi	ng Strateg	У	
Inverters	PVI 60TL 2-21-2017 (Solectria (Yaskawa Solectria Solar))	14 (840.0 KW)	Wiring Zone		12		15-19	Along F	lacking		
Strings	10 AWG (Copper)	164 (30,521.5 ft)	Field Segme		Advantation	 A star at		Farmer Place	Francis		
Module	Hanwha, Q.PLUS L-G4.2 345 (345W)	2,916 (1.01 MW)	Description Field Segment 1	Racking Fixed Tilt	Orientation Portrait (Vertical)		Intrarew Spacing	Frame Size 3x6	162	2,916	1.01
Detai	led Layout										
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Sunworks, Inc.



1 MW Example: System Drawing





Company Name:



1 MW Example: Cash Flow

10	Model Assumptions	
22	Federal Tax	21.00%
2	State Tax	9.00%
2	FITC	30%
5	MACRS Bonus	Yes
	Upfront Rebate	\$ -
2	Degradation	0.70%
01	Inflation	4.00%

Sample Dairy

Date: 11/14/18	Finance Type: Cas
Current Utility (kWh) Overview	2,000,000
Year 1 Production kWh	1,700,000
Utility Rate Per kWh	\$ 0.15000
Solar Offset Per kWh	\$ 0.13750
25 year kWh Usage	50,000,000
25 year kWh Production	39,114,426
Levelized Cost of Solar Over 25 years	0.01820
Rebate Eligible Production	0

Gross Expenditure: \$1,600,000

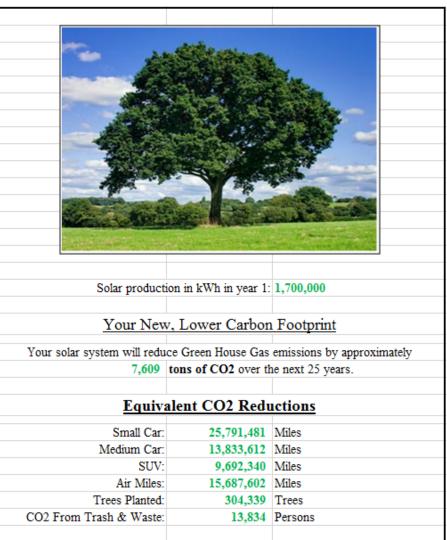
ash	\$	-
erm		0
W DC System Size	100	0.00
ost per DC Watt	\$1	.60
ebate		0
PBB Rebate kWh		
BI Rebate kWh		0
01	2.	95

	UTILI	ТҮ	50	LAR	REMA	INING	INCE	ITIVES	Depr. Sched.	Net \$	Loan/Lease	Cash	Flows
Year	Current kWh Usage	Current Cost	kWh Production	Cost Offset	Remaining Usage	Remaining Cost	Fed Tax Credit	Estimated Utility Rebate	6 Year	Energy Savings	Payment	Total Annual Cash Flow	Cumulative Cash Flow
0								-					\$ (1,600,000)
1	2,000,000	\$ 300,000.00	1,700,000	\$ 233,750.00	300,000	\$ 66,250.00	\$ 480,000	s -	\$ 408,000	\$ 233,750.00	s -	\$ 1,121,750.00	\$ (478,250)
2	2,000,000	\$ 312,000.00	1,688,100	\$ 241,398.30	311,900	\$ 70,601.70		s -	s -	\$ 241,398.30	\$ -	\$ 241,398.30	\$ (236,852)
3	2,000,000	\$ 324,480.00	1,676,283	\$ 249,296.85	323,717	\$ 75,183.15		s -	\$ -	\$ 249,296.85	\$ -	\$ 249,296.85	\$ 12,445
4	2,000,000	\$ 337,459.20	1,664,549	\$ 257,453.85	335,451	\$ 80,005.35		s -	\$ -	\$ 257,453.85	s -	\$ 257,453.85	\$ 269,899
5	2,000,000	\$ 350,957.57	1,652,897	\$ 265,877.74	347,103	\$ 85,079.83		s -	\$ -	\$ 265,877.74	\$ -	\$ 265,877.74	\$ 535,777
6	2,000,000	\$ 364,995.87	1,641,327	\$ 274,577.25	358,673	\$ 90,418.62			s -	\$ 274,577.25	s -	\$ 274,577.25	\$ 810,354
7	2,000,000	\$ 379,595.71	1,629,838	\$ 283,561.42	370,162	\$ 96,034.28				\$ 283,561.42	s -	\$ 283,561.42	\$ 1,093,915
8	2,000,000	\$ 394,779.53	1,618,429	\$ 292,839.55	381,571	\$ 101,939.98				\$ 292,839.55	\$ -	\$ 292,839.55	\$ 1,386,755
9	2,000,000	\$ 410,570.72	1,607,100	\$ 302,421.26	392,900	\$ 108,149.45				\$ 302,421.26	s -	\$ 302,421.26	\$ 1,689,176
10	2,000,000	\$ 426,993.54	1,595,850	\$ 312,316.49	404,150	\$ 114,677.06				\$ 312,316.49	\$ -	\$ 312,316.49	\$ 2,001,493
11	2,000,000	\$ 444,073.29	1,584,679	\$ 322,535.48	415,321	\$ 121,537.80				\$ 322,535.48	s -	\$ 322,535.48	\$ 2,324,028
12	2,000,000	\$ 461,836.22	1,573,587	\$ 333,088.84	426,413	\$ 128,747.37				\$ 333,088.84	\$ -	\$ 333,088.84	\$ 2,657,117
13	2,000,000	\$ 480,309.67	1,562,572	\$ 343,987.51	437,428	\$ 136,322.16				\$ 343,987.51	s -	\$ 343,987.51	\$ 3,001,105
14	2,000,000	\$ 499,522.05	1,551,634	\$ 355,242.78	448,366	\$ 144,279.27				\$ 355,242.78	\$ -	\$ 355,242.78	\$ 3,356,347
15	2,000,000	\$ 519,502.93	1,540,772	\$ 366,866.32	459,228	\$ 152,636.61				\$ 366,866.32	\$ -	\$ 366,866.32	\$ 3,723,214
16	2,000,000	\$ 540,283.05	1,529,987	\$ 378,870.19	470,013	\$ 161,412.86				\$ 378,870.19	s -	\$ 378,870.19	\$ 4,102,084
17	2,000,000	\$ 561,894.37	1,519,277	\$ 391,266.82	480,723	\$ 170,627.55				\$ 391,266.82	\$ -	\$ 391,266.82	\$ 4,493,351
18	2,000,000	\$ 584,370.15	1,508,642	\$ 404,069.07	491,358	\$ 180,301.07				\$ 404,069.07	s -	\$ 404,069.07	\$ 4,897,420
19	2,000,000	\$ 607,744.95	1,498,081	\$ 417,290.21	501,919	\$ 190,454.74				\$ 417,290.21	\$ -	\$ 417,290.21	\$ 5,314,710
20	2,000,000	\$ 632,054.75	1,487,595	\$ 430,943.95	512,405	\$ 201,110.80				\$ 430,943.95	s -	\$ 430,943.95	\$ 5,745,654
21	2,000,000	\$ 657,336.94	1,477,182	\$ 445,044.44	522,818	\$ 212,292.51				\$ 445,044.44	\$ -	\$ 445,044.44	\$ 6,190,698
22	2,000,000	\$ 683,630.42	1,466,841	\$ 459,606.29	533,159	\$ 224,024.13				\$ 459,606.29	\$ -	\$ 459,606.29	\$ 6,650,305
23	2,000,000	\$ 710,975.64	1,456,573	\$ 474,644.61	543,427	\$ 236,331.03				\$ 474,644.61	\$ -	\$ 474,644.61	\$ 7,124,949
24	2,000,000	\$ 739,414.66	1,446,377	\$ 490,174.98	553,623	\$ 249,239.68				\$ 490,174.98	s -	\$ 490,174.98	\$ 7,615,124
25	2,000,000	\$ 768,991.25	1,436,253	\$ 506,213.50	563,747	\$ 262,777.75				\$ 506,213.50	\$ -	\$ 506,213.50	\$ 8,121,338





1 MW Example: Environmental Benefits





Sunworks, Inc.

Company Name:	Sam

Model Assumptions Federal Tax

State Tax

MACRS Bonus

Upfront Rebate

Degradation

Inflation

FITC

Sunv

Sample Dairy

5

0.00%

0.00%

0%

No

0.70%

4.00%

Date: 11/14/18 Current Utility (kWh) Overview

Year 1 Production kWh

Utility Rate Per kWh

Solar Offset Per kWh

25 year kWh Usage

25 year kWh Production

Rebate Eligible Production

Levelbed Cost of Solar Over 25 years

Finance Type: Tax Lease

5

2,000,000

1,700,000

0.13750

\$0,000,000

19,114,425

0

0.04091

\$ 0.15000

Gross Expenditure: \$1,600,000

Tax Lease	\$	-
Term		a
kW DC System Size	10	00.00
Cost per DC Watt	\$3	.60
Rebate		a
EPBB Rebate KWh		
PBI Rebate kWh		0
ROI	11	.22

	UTILITY		50	LAR	REM	UNING	INC	ENTIVES .	Dept. Sched.	Net 5	Loan/Lease	Cash	Flowes
	Current C RWh Usage	Current Cost	kWh Production	Cost Offset	Remaining Usage	Remaining Cost	Fed Tax Credit	Estimated Utility Rebate	6 Year	Energy Savings	Payment	Total Annual Cash Flow	Comulative Ca Flow
F			-										-
┡		500,000.00	1,700,000	\$ 233,750.00	300,000	\$ 66,250.00	\$	5 -	5	\$ 233,750.00	\$ [127,634]	\$ 106,116.00	\$ 106,1
ŀ		312,000.00	1,658,100	\$ 241,395.30	311,900	\$ 70,601.70	<u> </u>	\$ -	5 -	\$ 241,398.30	\$ [117,816]	\$ 123,582.30	-
Ļ		324,480.00	1,676,283	\$ 249,296.85	323,717	\$ 75,183.15	<u> </u>	\$ -	5 -	\$ 249,296.85	\$ [117,816]	\$ 121,480.85	-
┡		537,459.20	1,664,549	\$ 257,458.85	335,451	\$ 80,005.35	<u> </u>	\$ -	5 -	\$ 257,453.85	\$ [117,816]	\$ 139,637.85	1
ŀ	2,000,000 \$	150,957.57	1,652,897	\$ 265,877.74	347,103	\$ 85,079.83	-	\$ -	5 -	\$ 265,877.74	\$ [117,816]	\$ 148,061.74	-
┡		364,995.87	1,641,327	\$ 274,577.25	258,673	\$ 90,418.62		-	5	\$ 276,577.25	\$ [117,816]	\$ 156,761.25	-
┡	2,000,000 \$	379,595.71	1,629,838	\$ 283,561.42	570,162	\$ 96,034.28				\$ 283,561.42	\$ [117,816]	\$ 165,745,42	\$ 971.
ŀ	2,000,000 \$ 1	394,779.53	1,618,429	\$ 292,839.55	381,571	\$ 101,919.95				\$ 292,839.55	\$ [117,816]	\$ 175,021.55	\$ 1,146,
L	2,000,000 \$	410,570.72	1,607,100	\$ 302,421.26	392,900	\$ 108,149.45	· · · ·	-		\$ 302,421.26	\$ [117,816]	\$ 184,605,26	\$ 1,331,
L	2,000,000 5	426,993.54	1,595,850	\$ 312,316.49	404,150	\$ 114,677.06				\$ 312,316.49	\$ (117,816)	\$ 194,500.49	\$ 1,525.
L	2,000,000 \$	444,071.29	1,584,679	\$ 322,535.48	415,321	\$ 121,537.80		-		\$ 322,535.48	\$ [120,000]	\$ 2,515.48	\$ 1,528,
L	2,000,000 \$	461,836.22	1,573,587	\$ 333,068.84	426,413	\$ 128,747.37		-		\$ 333,088.84	\$ -	\$ 333.088.84	\$ 1,861,
L	2,000,000 \$	480,309.67	1,562,572	\$ 343,987.51	437,428	\$ 136,322.16				\$ 343,987.51	\$.	\$ 343,987.51	\$ 2,205.
L	2,000,000 \$	499,522.05	1,551,634	\$ 355,242.78	445,305	\$ 144,279.27				\$ 155,242.78	\$ -	\$ 155,242.78	\$ 2,560
L	2,000,000 \$	519,502.93	1,540,772	\$ 366,866.32	459,228	\$ 152,636.61				\$ 366,866.32	5 -	\$ 366,866.32	\$ 2,927.
L	2,000,000 \$	540,283.05	1.529,987	\$ 378,870.19	470,013	\$ 161,412.86	2	1		\$ 378,870.19	s .	\$ 378,870.19	\$ 3,306.
L	2,000,000 \$	561,894.37	1,519,277	\$ 391,266.82	480,723	\$ 170,627.55				\$ 391,266.82	\$ -	\$ 391,266.82	\$ 3,697
L	2,000,000 \$	584,370.15	1,508,642	\$ 404,069.07	491,358	\$ 180,301.07	1			\$ 404,069.07	\$ -	\$ 404.069.07	\$ 6,101
L	2,000,000 \$	607,744.95	1,498,081	\$ 417,290,21	501,919	\$ 190,454.74				\$ 417,290.21	s -	\$ 417,290,21	\$ 4,518
L	2,000,000 \$	632,054.75	1,487,585	\$ 430,943.95	512,405	\$ 201,110.80				\$ 430,943.95	5 -	\$ 430,943.95	\$ 4,949
L	2,000,000 \$	657,336.94	1,477,182	\$ 445,044.44	522,818	\$ 212,292.51				\$ 445,044.44	\$ -	\$ 445,044.44	\$ 5,394
L	2,000,000 \$	683,630.42	1,466,841	\$ 459,606.29	533,159	\$ 224,024.13				\$ 459,606.29	s .	\$ 459,606,29	\$ 5,854
L	2,000,000 \$	710,975.64	1,456,573	\$ 474,644.61	543,427	\$ 236,331.08				\$ 474,644.61	\$ -	\$ 474,644,61	\$ 6,328
L	2,000,000 \$	719,414.66	1,446,377	\$ 490,174.98	551,621	\$ 249,219.68				\$ 490,174.98	\$ -	\$ 490,174.98	\$ 6,819
L	2,000,000 \$	768,991.25	1,436,253	\$ 506,213.50	563,747	\$ 262,777.75				\$ 506,213.50	\$ -	\$ 506,213.50	\$ 7,325
L	2,000,000 \$	799,750.90	1,426,199	\$ 522,776.81	573,801	\$ 276,974.09				\$ 522,776.81	<u> </u>	\$ 512,776.81	\$ 7,848
E	2,000,000 \$ 1	831,740.94	1,416,216	\$ \$19,882.07	581,784	\$ 291,858.87				\$ \$39,882.07		\$ 539,882.07	\$ 5,355
E	2,000,000 \$ 1	865,010.57	1,406,302	\$ 557,547.01	593,698	\$ 307,463.56				\$ 557,547.01		\$ 557,547.01	\$ 8,945
Γ	2,000,000 \$ 1	899,611.00	1,396,458	\$ 575,788.95	603,542	\$ \$23,821.05				\$ \$75,789.95		\$ 575,789.95	\$ 9,521
Г	2,000,000 \$	935,595.44	1,155,553	\$ 594,629.79	613,317	\$ 340,965.64	1		· · · · · · · · · · · · · · · · · · ·	\$ 504,629.79		\$ 594,629.79	\$ 10,115
Е	2,000,000 \$	973,019.25	1.376,976	\$ 614,086,08	623.024	\$ 358,933,17	1			\$ 614,086.08		\$ 614,086.08	\$ 10,730
Г	2,000,000 \$ 1,0	011,940.02	1,367,337	\$ 634,178.98	632,663	\$ 377,761.05	1 C			\$ 634,178.98		\$ 634,178,98	\$ 11,364
Г	2,000,000 \$ 1,1	052,417.62	1,157,766	\$ 654,929.31	642,234	\$ 197,488.31				\$ 654,929.31		\$ 654,929.33	\$ 12,019
Г	2,000,000 \$ 1,1	094,514.32	1,348,261	\$ 676,358.60	651,739	\$ 418,155.73				\$ 676,358.60		\$ 676,358.60	\$ 12,695
Г	2,000,000 \$ 1.3	138,294.90	1.338,824	\$ 698,488.05	661,176	\$ 439,805.85				\$ 698,489.05		\$ 658,489.05	\$ 13,394
Г	2,000,000 \$ 1,3	161,826.70	1,329,452	\$ 721,343.62	670,548	\$ 452,483.08				\$ 721,343.62		\$ 721,343.62	\$ 14,115
Г	2,000,000 \$ 1.3	231,179.77	1,320,146	\$ 744,945.98	679,854	\$ 486,233.79				\$ 744,945.98		\$ 744,945.98	\$ 14,860
Г		280,426.96	1.310.905	\$ 769.320.61	689,095	\$ 511.106.35				\$ 769.320.61		\$ 769.320.61	\$ 15,629
F		331,644.04	1,301,728	\$ 794,492.78	698,272	\$ 517,151,25				\$ 794,492.78		\$ 794,492.78	
F		384,909.80	1,292,616	5 820,488,59	707,384	\$ \$64,421,21				\$ 820,488.59		5 820,488.59	





THANK YOU!

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