

A GREEN² OPPORTUNITY

Make Money. Save the Planet.

Cashflow Summary

[WSP - City Hall]

Capital Lease - Solar for Minnesota Non-Profits, Schools & Public Organizations

Xcel SolarRewards
General Service Rate Plan

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline 370W Solar Panels @ 10° tilt & 180° az w/ 40 kWAC SolarEdge



ver. 12/10/2018



Solar Array Technical Information

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline370W Solar Panels @ 10°tilt & 180° az w/ 40 kWAC SolarEdge

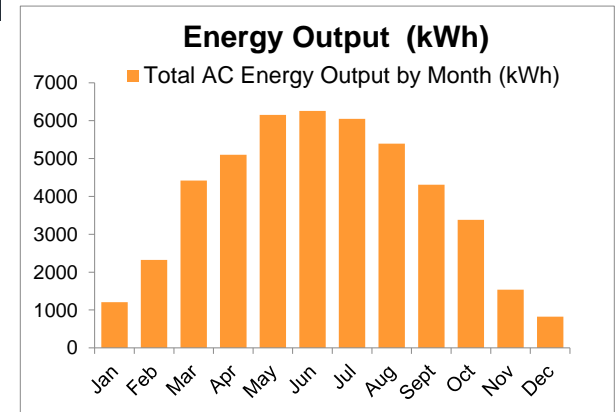
Xcel SolarRewards
General Service Rate Plan

Solar Array Specification (Typical)

System Size (kW DC)	39.96
Inversion Ratio (DC / AC)	0.999
Maximum AC Output of Inverters (AC KW)	40.0
Maximum Peak AC Output including AC line losses (kW)	38.8
Expected Energy Production (kWh/kW DC)	1175
Expected Energy Production (kWh/Year)	46,953

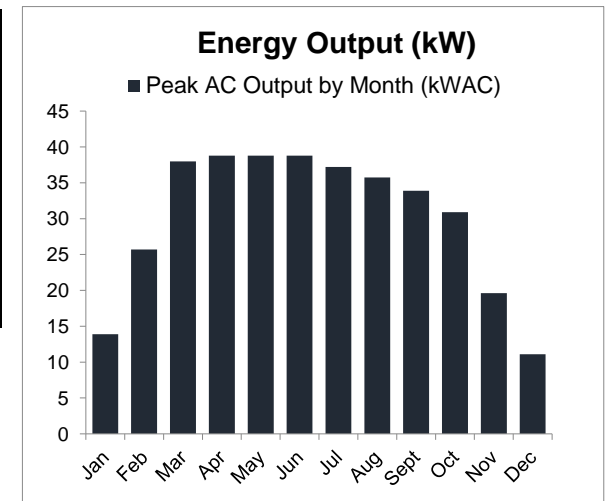
Information on Expected Solar Array Production (kWh)

Typical Solar Array Energy Production (kWh) using NREL modeling, Helioscope or PV Syst modelling tools with average adjusted historical weather conditions in Minneapolis, MN using TMY3 Weather Data. <http://www.nrel.gov> Estimated performance is based on information including but not limited to the equipment used, the solar array's kW DC size, AC/DC line losses, standard rectangular configuration, and the array pointing due south. Your System's energy production will vary with actual equipment, layout and weather conditions. Expected Energy Production above does not include any annual degradation in solar panel kWDC output.



Expected Energy Production from the Solar Array

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total
Total AC Energy Output by Month (kWh)	1208	2323	4416	5098	6154	6260	6047	5395	4308	3383	1537	823	46953
	2.6%	4.9%	9.4%	10.9%	13.1%	13.3%	12.9%	11.5%	9.2%	7.2%	3.3%	1.8%	100.0%
Peak AC Output by Month (kWAC)	14	26	38	39	39	39	37	36	34	31	20	11	
	35.8%	66.3%	97.9%	100.0%	100.0%	100.0%	95.9%	92.1%	87.3%	79.6%	50.6%	28.6%	





Utility Bill Savings

Net Metering - w/ Energy and Demand Expense Savings

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline370W Solar Panels @ 10°tilt & 180° az w/ 40 kWAC SolarEdge

Xcel SolarRewards General Service Rate Plan

System Sizing & Energy Assumptions

Solar system size (kW DC)	39.96
Year 1 system production (kWh/year)	46953
kWh generated per kW DC of Solar Panels	1175
Annual degradation - reduction in kWh output (% / year)	0.50%
Ten year average increase in utility costs (% / year)	4.50%

Energy (kWh) Expense Savings

Year 1 Energy Savings from utility expense reduction (\$)	\$3,455
Year 1 Energy Savings per kWh (\$ / kWh)	\$0.0736
Utility Billing Plan	General Service Rate Plan A14

Demand (kW) Expense Savings

Year 1 Demand Savings from utility expense reduction (\$)	\$1,729
Year 1 Demand Savings per kWh (\$ / kWh)	\$0.0368
Peak AC output available for reducing demand (kW)	38.80
Estimated AC output that reduces demand charges (%)	25.0%
Year 1 average demand reduction realized (kW AC / month)	9.7
Year 1 average demand cost (\$ / kW)	\$14.85

Combined Energy & Demand Expense Savings

Year 1 combined utility bill expense savings (\$/kWh)	\$0.1104
Year 1 energy charge expense utility bill savings (\$/kWh)	\$0.0736
Year 1 demand charge savings per kWh (\$ / kWh)	\$0.0368

For documentation on the above assumptions, please refer to the support documents available from your iDEAL sales representative. If you would like to use different assumptions, please ask.

Utility Bill Expense Savings

Year	Electricity Produced (kWh/year)	Energy & Demand Expense Savings		Total Savings	
		Energy Expense Savings (\$/year)	Demand Expense Savings (\$/year)	Annual Savings (\$)	Cumulative Annual Savings (\$)
1	46953	\$ 3,455	\$ 1,729	\$ 5,184	\$ 5,184
2	45544	\$ 3,502	\$ 1,752	\$ 5,254	\$ 10,438
3	45316	\$ 3,642	\$ 1,822	\$ 5,463	\$ 15,901
4	45089	\$ 3,786	\$ 1,894	\$ 5,681	\$ 21,582
5	44864	\$ 3,937	\$ 1,970	\$ 5,907	\$ 27,489
6	44640	\$ 4,094	\$ 2,048	\$ 6,142	\$ 33,630
7	44417	\$ 4,256	\$ 2,129	\$ 6,386	\$ 40,016
8	44195	\$ 4,426	\$ 2,214	\$ 6,640	\$ 46,656
9	43974	\$ 4,602	\$ 2,302	\$ 6,904	\$ 53,560
10	43754	\$ 4,785	\$ 2,394	\$ 7,179	\$ 60,738
11	43535	\$ 4,975	\$ 2,489	\$ 7,464	\$ 68,202
12	43317	\$ 5,173	\$ 2,588	\$ 7,761	\$ 75,963
13	43100	\$ 5,379	\$ 2,691	\$ 8,070	\$ 84,033
14	42885	\$ 5,593	\$ 2,798	\$ 8,391	\$ 92,423
15	42671	\$ 5,815	\$ 2,909	\$ 8,724	\$ 101,148
16	42458	\$ 6,046	\$ 3,025	\$ 9,071	\$ 110,219
17	42246	\$ 6,287	\$ 3,145	\$ 9,432	\$ 119,651
18	42035	\$ 6,537	\$ 3,270	\$ 9,807	\$ 129,459
19	41825	\$ 6,797	\$ 3,400	\$ 10,198	\$ 139,656
20	41616	\$ 7,068	\$ 3,536	\$ 10,603	\$ 150,260
21	41408	\$ 7,349	\$ 3,676	\$ 11,025	\$ 161,285
22	41201	\$ 7,641	\$ 3,823	\$ 11,464	\$ 172,748
23	40995	\$ 7,945	\$ 3,975	\$ 11,919	\$ 184,668
24	40790	\$ 8,261	\$ 4,133	\$ 12,394	\$ 197,061
25	40586	\$ 8,589	\$ 4,297	\$ 12,886	\$ 209,948
26	40383	\$ 8,931	\$ 4,468	\$ 13,399	\$ 223,347
27	40181	\$ 9,286	\$ 4,646	\$ 13,932	\$ 237,279
28	39980	\$ 9,656	\$ 4,830	\$ 14,486	\$ 251,765
29	39780	\$ 10,040	\$ 5,023	\$ 15,062	\$ 266,827
30	39581	\$ 10,439	\$ 5,222	\$ 15,661	\$ 282,488
31	39383	\$ 10,854	\$ 5,430	\$ 16,284	\$ 298,772
32	39186	\$ 11,286	\$ 5,646	\$ 16,932	\$ 315,704
33	38990	\$ 11,735	\$ 5,871	\$ 17,605	\$ 333,310
34	38795	\$ 12,201	\$ 6,104	\$ 18,306	\$ 351,615
35	38601	\$ 12,687	\$ 6,347	\$ 19,034	\$ 370,649
36	38408	\$ 13,191	\$ 6,599	\$ 19,791	\$ 390,440
37	38216	\$ 13,716	\$ 6,862	\$ 20,578	\$ 411,018
38	38025	\$ 14,262	\$ 7,135	\$ 21,396	\$ 432,414
39	37835	\$ 14,829	\$ 7,419	\$ 22,248	\$ 454,662
40	37646	\$ 15,419	\$ 7,714	\$ 23,133	\$ 477,794



Financing Summary

Utility Bill Expense Savings w/ your Solar Array

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline 370W Solar Panels @ 10° tilt & 180° az w/ 40 kWAC SolarEdge

Xcel SolarRewards

General Service Rate Plan

Year	Utility Bill Expense Savings	Green ² Solar Leasing Utility Bill Expense & Savings vs. Utility	
	Utility Bill Power Purchase Expense Reduction	Solar Array Power Purchase Expense	Power Purchase Expense Savings w/ Solar Array
1	\$5,184	\$4,147	\$1,037
2	\$5,254	\$4,204	\$1,051
3	\$5,463	\$4,371	\$1,093
4	\$5,681	\$4,545	\$1,136
5	\$5,907	\$4,725	\$1,181
6	\$6,142	\$4,913	\$1,228
7	\$6,386	\$5,109	\$1,277
8	\$6,640	\$5,312	\$1,328
9	\$6,904	\$5,523	\$1,381
10	\$7,179	\$5,743	\$1,436
11	\$7,464	\$5,971	\$1,493
12	\$7,761	\$6,209	\$1,552
13	\$8,070	\$6,456	\$1,614
14	\$8,391		\$8,391
15	\$8,724		\$8,724
16	\$9,071		\$9,071
17	\$9,432		\$9,432
18	\$9,807		\$9,807
19	\$10,198		\$10,198
20	\$10,603		\$10,603
21	\$11,025		\$11,025
22	\$11,464		\$11,464
23	\$11,919		\$11,919
24	\$12,394		\$12,394
25	\$12,886		\$12,886
Total	\$209,948	\$67,227	\$142,721

Assuming that you terminate the

20 year Lease and Power Purchase Agreements early by exercising your Call Option after

year 13

you will receive approximately...

20.0%

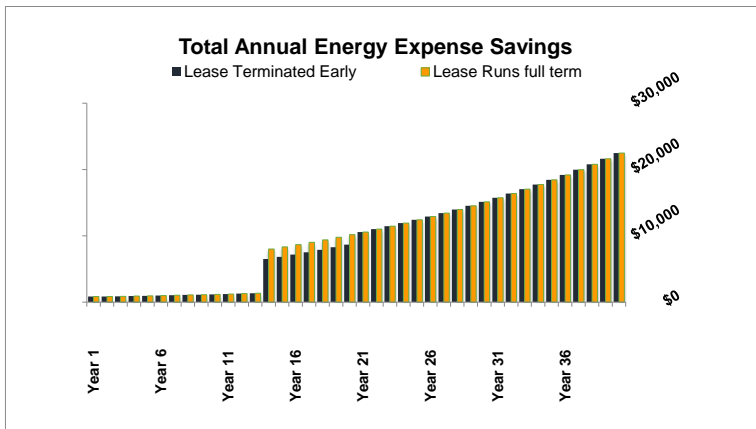
Utility Bill Expense Savings during years

1 to 13

Assuming an Average Annual Utility Rate Increase of

4.50%

Thereafter, you will receive ALL of the ENERGY generated from your solar array for FREE!



The orange bars extending above the dark blue bars represent the Total Additional Annual Energy Expense Savings Achieved when the Call is used to terminate the Lease & Power Purchase Agreements early

Maximizing our Customer's Financial Outcome using the Put or Call (Example)

Scenarios: Green² Solar Leasing Exercises Put, Customer Exercises Call & Lease Runs Full Term

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline 370W Solar Panels @ 10° tilt & 180° az w/ 40 kWAC SolarEdge

Xcel SolarRewards
General Service Rate Plan

Customer's Expense Savings Achieved using the Put or Call				
Year	Utility Bill Expense Savings w/ Solar Array	G2SL Exercises its Put	Customer Exercises its Call	Lease Runs Full Term
1	\$5,184	\$4,147	\$4,147	\$4,147
2	\$5,254	\$4,204	\$4,204	\$4,204
3	\$5,463	\$4,371	\$4,371	\$4,371
4	\$5,681	\$4,545	\$4,545	\$4,545
5	\$5,907	\$4,725	\$4,725	\$4,725
6	\$6,142	\$4,913	\$4,913	\$4,913
7	\$6,386	\$5,109	\$5,109	\$5,109
8	\$6,640	\$5,312	\$5,312	\$5,312
9	\$6,904	\$5,523	\$5,523	\$5,523
10	\$7,179	\$5,743	\$5,743	\$5,743
11	\$7,464	\$5,971	\$5,971	\$5,971
12	\$7,761	\$6,209	\$6,209	\$6,209
13	\$8,070	\$6,456	\$6,456	\$6,456
14	\$8,391	\$1	\$4,784	\$1,500
15	\$8,724			\$1,500
16	\$9,071			\$1,500
17	\$9,432			\$1,500
18	\$9,807			\$1,500
19	\$10,198			\$1,500
20	\$10,603			\$1,500
21	\$11,025			
22	\$11,464			
23	\$11,919			
24	\$12,394			
25	\$12,886			
26	\$13,399			
27	\$13,932			
28	\$14,486			
29	\$15,062			
30	\$15,661			
31	\$16,284			
32	\$16,932			
33	\$17,605			
34	\$18,306			
35	\$19,034			
36	\$19,791			
37	\$20,578			
38	\$21,396			
39	\$22,248			
40	\$23,133			
	\$477,794	\$67,228	\$72,011	\$77,727

G ² SL's Put Option Price @ Fixed Amount	
Put Price (see note 1)	\$1

Year	Customer's Call Option Price @ Fair Market Value (FMV)		
	G ² SL's Power Sales Income	G ² SL's Rent & Operating Expense	G ² SL's Net Cashflow
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14	\$1,500	-\$350	\$1,150
15	\$1,500	-\$350	\$1,150
16	\$1,500	-\$350	\$1,150
17	\$1,500	-\$350	\$1,150
18	\$1,500	-\$350	\$1,150
19	\$1,500	-\$350	\$1,150
20	\$1,500	-\$350	\$1,150
21			
22			
23			
24			
25			
	\$10,500	-\$2,450	\$8,050
	Net Cashflow @ a Discount Rate of		15%
	Call Price (see note 2)		\$4,784

note 1 Green² Solar Leasing's Put Option - During months 1 to 3 after the Put Date, G²SL can require the Customer to purchase its remaining interest in the Lease and Power Purchase Agreements through the full term for the Put Price. The Put Price can be for a fixed value and is provided above.

note 2 Customer's Call Option - If G²SL does not exercise its Put Option during months 1 to 3, during months 4 to 12, the Customer can require G²SL to sell its remaining interest in the Lease and Power Purchase Agreements for the Call Price. The Call Price must be for fair market value (FMV). Since the Customer owns the Solar Array day one, G²SL's entire interest in the transaction is the its net cashflow (power purchase income, less rent and operating expenses) remaining under the Lease and Power Purchase Agreements if they ran full term. To determine FMV, a discount is applied to the net remaining cashflow as per the example above.

note 3 If neither party exercises their Put or Call Options - the Lease & Power Purchase Agreements run full-term unless G²SL and the Customer mutually agree to terminate them early.



40 Year Customer Cash Flow Example - Net Metering w/ Utility Bill Savings

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline370W Solar Panels @ 10°tilt & 180° az w/ 40 kWAC SolarEdge

Xcel SolarRewards
General Service Rate Plan

Year	Customer's Utility Savings and Rent Income		
	Utility Bill Savings	Rent Revenue	Total Annual Customer Revenue
Year 1	\$ 5,184	\$ 100	\$ 5,284
Year 2	\$ 5,254	\$ 100	\$ 5,354
Year 3	\$ 5,463	\$ 100	\$ 5,563
Year 4	\$ 5,681	\$ 100	\$ 5,781
Year 5	\$ 5,907	\$ 100	\$ 6,007
Year 6	\$ 6,142	\$ 100	\$ 6,242
Year 7	\$ 6,386	\$ 100	\$ 6,486
Year 8	\$ 6,640	\$ 100	\$ 6,740
Year 9	\$ 6,904	\$ 100	\$ 7,004
Year 10	\$ 7,179	\$ 100	\$ 7,279
Year 11	\$ 7,464	\$ 100	\$ 7,564
Year 12	\$ 7,761	\$ 100	\$ 7,861
Year 13	\$ 8,070	\$ 100	\$ 8,170
Year 14	\$ 8,391	\$ -	\$ 8,391
Year 15	\$ 8,724	\$ -	\$ 8,724
Year 16	\$ 9,071	\$ -	\$ 9,071
Year 17	\$ 9,432	\$ -	\$ 9,432
Year 18	\$ 9,807	\$ -	\$ 9,807
Year 19	\$ 10,198	\$ -	\$ 10,198
Year 20	\$ 10,603	\$ -	\$ 10,603
Year 21	\$ 11,025	\$ -	\$ 11,025
Year 22	\$ 11,464	\$ -	\$ 11,464
Year 23	\$ 11,919	\$ -	\$ 11,919
Year 24	\$ 12,394	\$ -	\$ 12,394
Year 25	\$ 12,886	\$ -	\$ 12,886
Year 26	\$ 13,399	\$ -	\$ 13,399
Year 27	\$ 13,932	\$ -	\$ 13,932
Year 28	\$ 14,486	\$ -	\$ 14,486
Year 29	\$ 15,062	\$ -	\$ 15,062
Year 30	\$ 15,661	\$ -	\$ 15,661
Year 31	\$ 16,284	\$ -	\$ 16,284
Year 32	\$ 16,932	\$ -	\$ 16,932
Year 33	\$ 17,605	\$ -	\$ 17,605
Year 34	\$ 18,306	\$ -	\$ 18,306
Year 35	\$ 19,034	\$ -	\$ 19,034
Year 36	\$ 19,791	\$ -	\$ 19,791
Year 37	\$ 20,578	\$ -	\$ 20,578
Year 38	\$ 21,396	\$ -	\$ 21,396
Year 39	\$ 22,248	\$ -	\$ 22,248
Year 40	\$ 23,133	\$ -	\$ 23,133
TOTAL	\$ 477,794	\$ 1,300	\$ 479,094

Customer's Expenses		
Energy Payment to GreenSky (subject to sales tax)	Insurance Expense & Utility Fees	Total Annual Expenses
\$ (4,147)	\$ (300)	\$ (4,447)
\$ (4,204)	\$ (306)	\$ (4,510)
\$ (4,371)	\$ (312)	\$ (4,683)
\$ (4,545)	\$ (318)	\$ (4,863)
\$ (4,725)	\$ (325)	\$ (5,050)
\$ (4,913)	\$ (331)	\$ (5,244)
\$ (5,109)	\$ (338)	\$ (5,447)
\$ (5,312)	\$ (345)	\$ (5,657)
\$ (5,523)	\$ (351)	\$ (5,875)
\$ (5,743)	\$ (358)	\$ (6,101)
\$ (5,971)	\$ (366)	\$ (6,337)
\$ (6,209)	\$ (373)	\$ (6,582)
\$ (6,456)	\$ (380)	\$ (6,836)
\$ -	\$ (388)	\$ (388)
\$ -	\$ (396)	\$ (396)
\$ -	\$ (404)	\$ (404)
\$ -	\$ (412)	\$ (412)
\$ -	\$ (420)	\$ (420)
\$ -	\$ (428)	\$ (428)
\$ -	\$ (437)	\$ (437)
\$ -	\$ (446)	\$ (446)
\$ -	\$ (455)	\$ (455)
\$ -	\$ (464)	\$ (464)
\$ -	\$ (473)	\$ (473)
\$ -	\$ (482)	\$ (482)
\$ -	\$ (492)	\$ (492)
\$ -	\$ (502)	\$ (502)
\$ -	\$ (512)	\$ (512)
\$ -	\$ (522)	\$ (522)
\$ -	\$ (533)	\$ (533)
\$ -	\$ (543)	\$ (543)
\$ -	\$ (554)	\$ (554)
\$ -	\$ (565)	\$ (565)
\$ -	\$ (576)	\$ (576)
\$ -	\$ (588)	\$ (588)
\$ -	\$ (600)	\$ (600)
\$ -	\$ (612)	\$ (612)
\$ -	\$ (624)	\$ (624)
\$ -	\$ (636)	\$ (636)
\$ -	\$ (649)	\$ (649)
\$ (67,227)	\$ (18,116)	\$ (85,343)

Annual Savings	
Total Annual Energy Expense Savings	Total Cumulative Annual Energy Expense Savings
\$ 837	\$ 837
\$ 845	\$ 1,681
\$ 880	\$ 2,562
\$ 918	\$ 3,480
\$ 957	\$ 4,436
\$ 997	\$ 5,433
\$ 1,039	\$ 6,472
\$ 1,083	\$ 7,556
\$ 1,129	\$ 8,685
\$ 1,177	\$ 9,862
\$ 1,227	\$ 11,089
\$ 1,279	\$ 12,368
\$ 1,333	\$ 13,702
\$ 8,003	\$ 21,704
\$ 8,329	\$ 30,033
\$ 8,668	\$ 38,701
\$ 9,021	\$ 47,721
\$ 9,387	\$ 57,109
\$ 9,769	\$ 66,878
\$ 10,166	\$ 77,044
\$ 10,579	\$ 87,624
\$ 11,009	\$ 98,633
\$ 11,456	\$ 110,088
\$ 11,921	\$ 122,009
\$ 12,404	\$ 134,413
\$ 12,907	\$ 147,320
\$ 13,430	\$ 160,750
\$ 13,974	\$ 174,724
\$ 14,540	\$ 189,265
\$ 15,129	\$ 204,393
\$ 15,741	\$ 220,134
\$ 16,378	\$ 236,512
\$ 17,040	\$ 253,552
\$ 17,729	\$ 271,282
\$ 18,446	\$ 289,727
\$ 19,191	\$ 308,918
\$ 19,966	\$ 328,884
\$ 20,773	\$ 349,657
\$ 21,611	\$ 371,268
\$ 22,483	\$ 393,752
\$ 393,752	

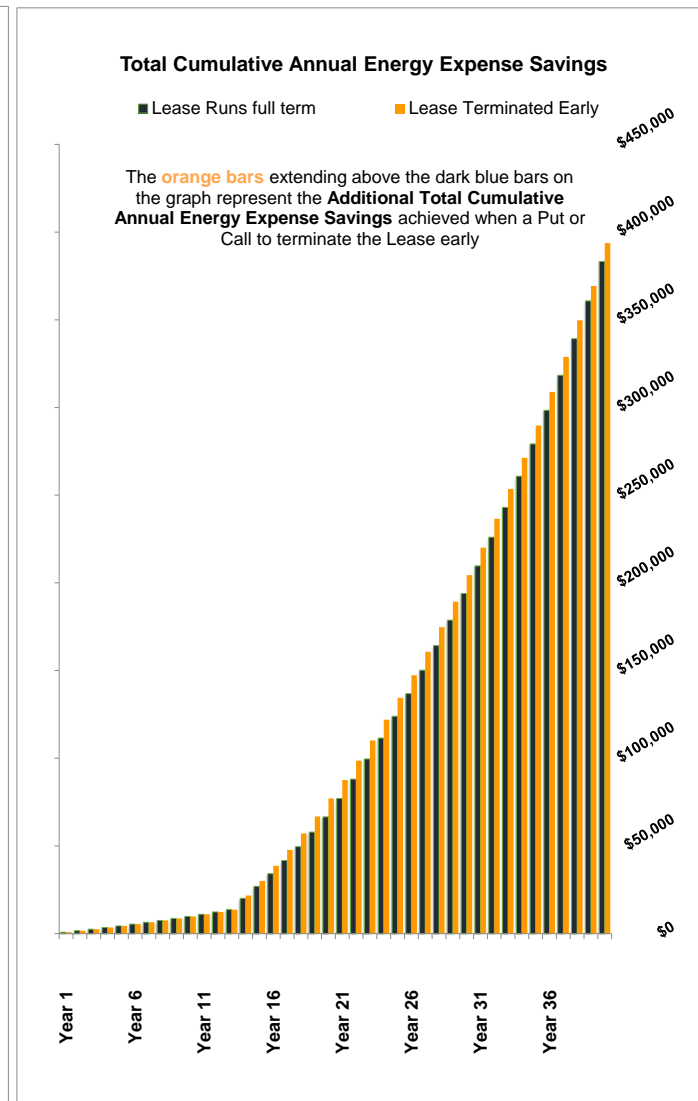
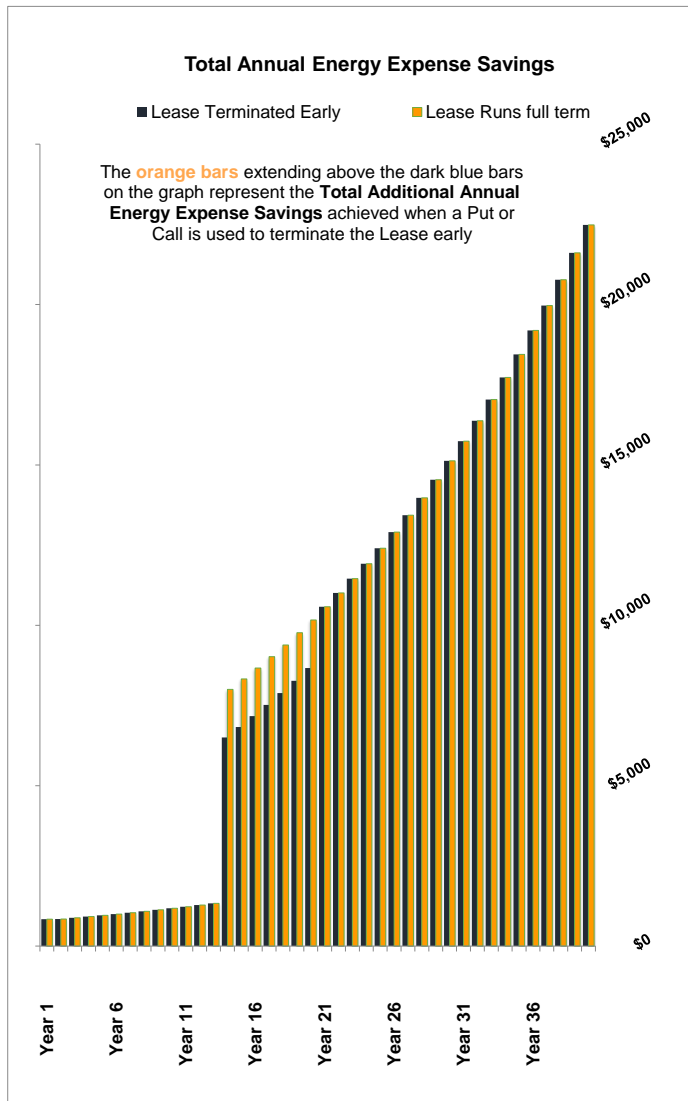
Assumes Call is exercised per the transaction documents. This Cashflow summary is intended only as an example.



40 Year Customer Cash Flow Example - Net Metering w/ Utility Bill Savings

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline370W Solar Panels @ 10°tilt & 180° az w/ 40 kWAC SolarEdge

Xcel SolarRewards
General Service Rate Plan





iDEAL Energies Deliverables - A Turnkey Service

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline 370W Solar Panels @ 10° tilt & 180° az w/
40 kWAC SolarEdge

Xcel SolarRewards
General Service Rate Plan

Project Task & Deliverables

Solar Survey
Site Electrical Systems Review
System Layout and Electrical Engineering
Structural Engineering & Analytical Testing (review of roof / soil adequacy to support the system)
Rebate Application, Procurement, and Processing Fees, if any
Utility Interconnection Agreement(s)
Solar Array Equipment
Solar Array Installation
Electrical Connection – connect system to your building's electrical switchgear
System monitoring equipment and software for web based monitoring
Building Permit & Inspection
Electrical Permit & Inspection
Project Management
Training
Start-up
Solar Array Supporting Documentation
Federal Tax Credit Documentation
All Other Required Deliverables

System Cost *(Paid by Tenant for Customer per Facility Lease)*

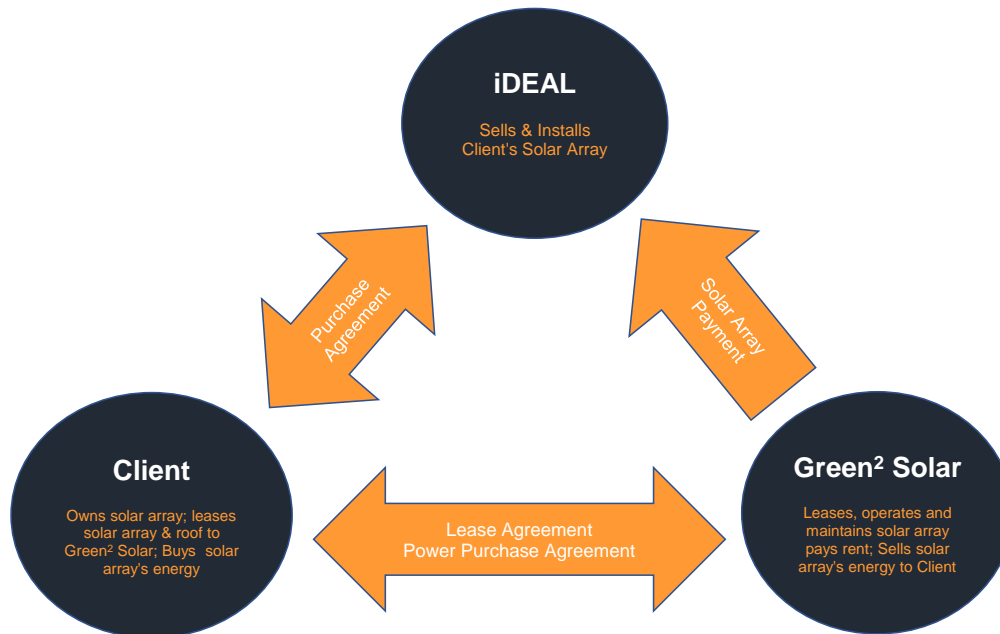
\$ 137,500

Capital Lease - How It Works

Rooftop Ballasted Solar Array - 39.96 kWDC Monocrystalline 370W Solar Panels @ 10° tilt & 180° az w/ 40 kWAC SolarEdge

Xcel SolarRewards
General Service Rate Plan

Our Capital Lease Program



Purchase, Lease-back, and Power Purchase Highlights

Client

1. Is the Fee Title Owner of the solar array
2. Receives annual rent from Green² Solar Leasing
3. Pays Green² Solar Leasing for power generated from the solar array
4. Insures the solar array

Ownership

Our Client purchases their solar array from Ideal Energies and immediately owns it outright. **(Client is the fee title owner)**

Facility Lease

Under the Facility Lease, Green² Solar Leasing pays Ideal Energies for the solar array, and becomes the tax owner so they can leverage tax benefits on the Client's behalf. The Facility Lease also assigns any rebates to Green² Solar Leasing to help pay for the solar array. Immediately after the purchase, the Client Leases the solar array to Green² Solar Leasing for annual lease payments, and Green² Solar Leasing operates and maintains it on the Client's behalf.

Green² Solar Leasing

1. Pays Purchase Price to Ideal Energies for Client
2. Pays annual rent to Client
3. Receives and uses available tax benefits
4. Receives and uses available Rebates
5. Operates and maintains solar array for Client
6. Bills Client for Power generated from the solar array

Power Purchase

The Client pays Green² Solar Leasing for the energy generated from the solar array at a discount vs. utility rates.

Put & Call

If either party elects to exercise their options **[Put Option: Green² Solar Leasing requires the Client to purchase Green² Solar Leasing's remaining interest for \$1; or Call Option: the Client requires Green² Solar Leasing to sell its remaining interest to the Client at Fair Market Value]** the Lease and Power Purchase Agreements terminate, and you will receive **free Energy from your Solar Array thereafter!**