



## Solar-Cash™ for Roof Space

An innovative solution that pays cash up-front for installing solar



Sander Mechanical and partner Pfister Energy are offering a solution that can pay up to **\$200,000** for every 50,000 square feet of available roof (or ground) space to be applied towards your mechanical system upgrade or other capital improvement projects.

### Program Highlights

- ☀ Requires zero upfront capital expenditure.
- ☀ Provides upfront cash payment of up to \$200,000 for every 50,000 sq. ft. of available space.
- ☀ Leverages SRECs and other government incentives to pay for your HVAC upgrade.
- ☀ Utilizes a 7 year off-balance-sheet operating lease structure for solar electric system.
- ☀ Lease & buyout payments are less than or equal to forecasted electricity payments.
- ☀ Offers significant electricity savings over 25+ years.
- ☀ After initial lease term, you will own solar energy system for a fraction of original capital cost.
- ☀ The entire program (including the end of lease term buyout) is structured to be cash flow positive throughout the life of the arrangement.

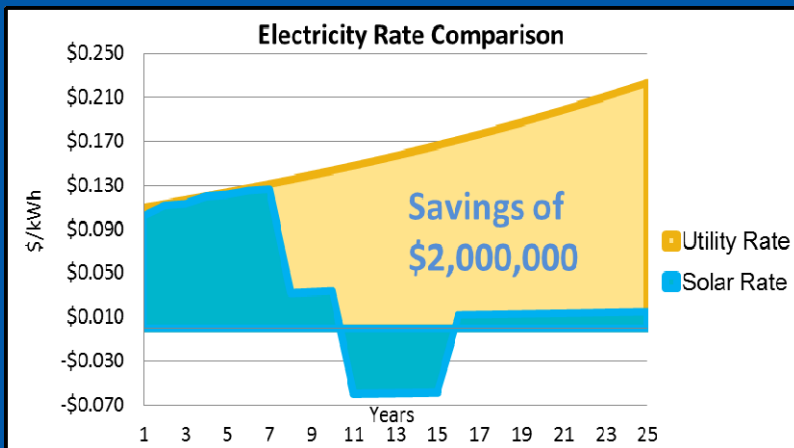
## Overview of Program Structure

This new solar financing solution allows businesses to lease a solar system for equal to or less than what they are currently paying for electricity and also get paid cash upfront for the stream of Solar Renewable Energy Certificates (SRECs), which can be used for any purpose including roof or HVAC upgrades.

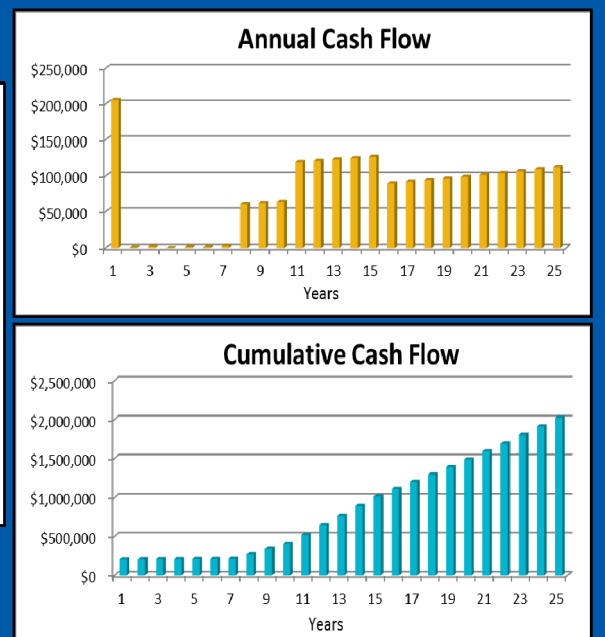
The lease is structured as an operating lease which allows the asset to remain off-balance-sheet. Lease payments are expensed on the income statement (just as a company would expense its monthly utility bill) and do not affect the assets, liabilities or financial ratios of the balance sheet. It is also characterized as a tax lease because the bank maintains tax ownership of the asset and monetizes the 30% investment tax credit and accelerated depreciation benefit, while transferring the value in the form of reduced lease payments.

The lease period is 7 years, after which the system is purchased at a fair-market-value with prices capped at 20%. Participants would then enjoy the 100% free electricity produced by the system for the remainder of its 25+ year design-life.

### Financial Model Example



\*Example assumes ~50,000 sq. ft. of available roof space



The above example represents how Solar-Cash™ delivers \$200,000 in cash as well as \$1,800,000 in additional savings over 25 years. This program offers a compelling way to “go green,” reduce annual operating costs, and obtain the funds to finance other capital projects.

### Action Items to Get Started

1. Provide us with 12 months of utility bills to conduct an energy analysis.
2. Contact us to schedule a site evaluation at your facility.

Sander Mechanical and Pfister will deliver a proposal detailing (i) solar system design, (ii) projected cash payment amount, (iii) project financial model, and (iv) HVAC upgrade specs (if applicable).

**Contact us today to find out if you can benefit from this opportunity!**

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