

Commercial Solar in South Carolina

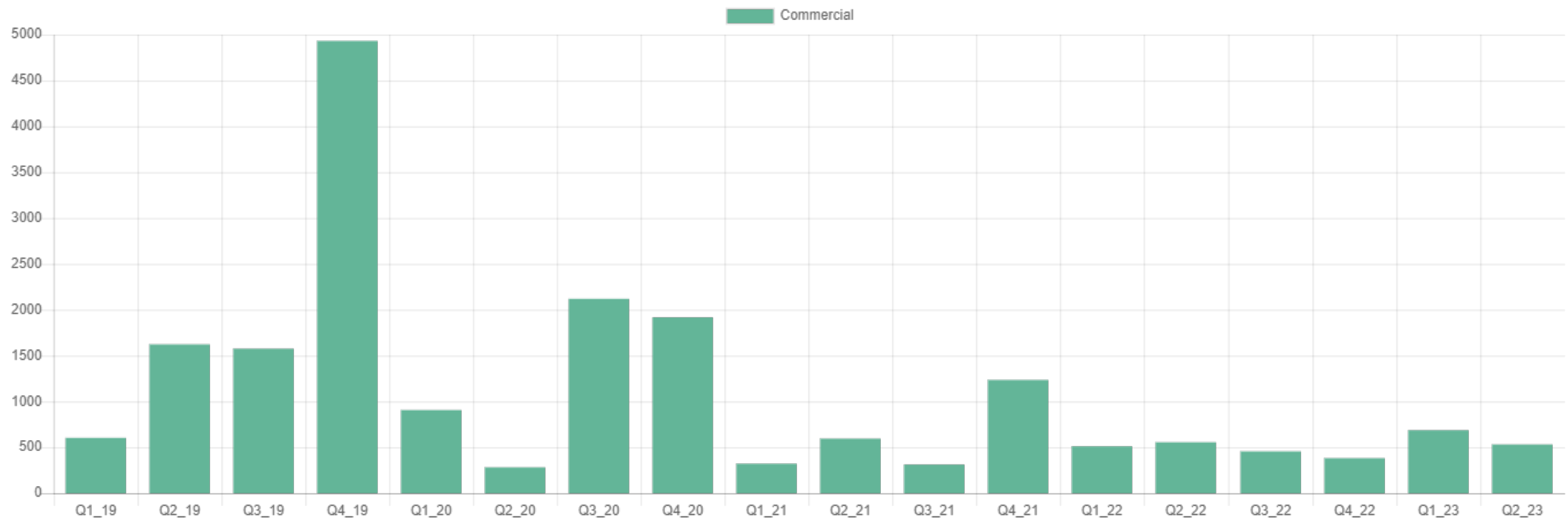
Current Obstacles and Opportunities



Richard Lovegreen

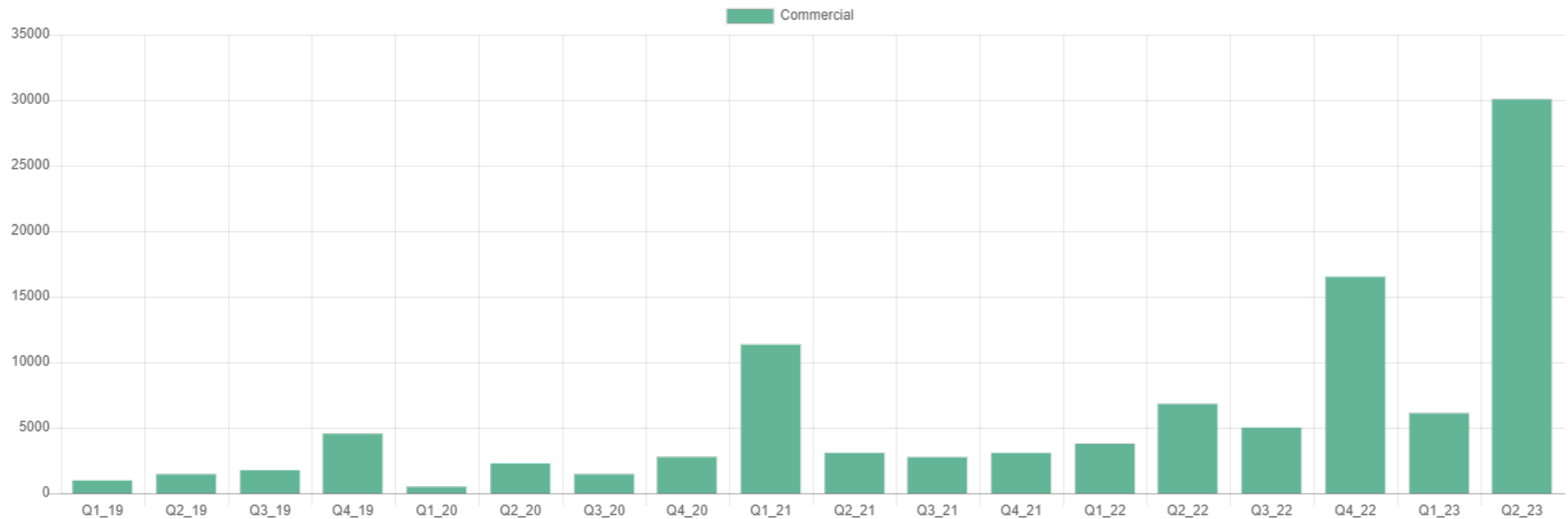
Manager Greentech Renewables
South Carolina
Chair, South Carolina Solar Council

Commercial Solar Installations in SC (kw)



* Source Ohm Analytics

Commercial Solar in NC (kw)



* Source Ohm Analytics

Commercial Solar in GA (kw)



* Source Ohm Analytics

STATE SOLAR *spotlight*

South Carolina

Ranks
14th
for total installed
solar capacity

Total solar installed (MW)
2,427
389 MW in 2022

Growth projection over
the next 5 years (MW)
2,040
Ranks 27th

Solar jobs in the state¹
3,393
Ranked 24th in 2021

Enough solar
installed to power
291,153
homes

83
solar companies are
currently operating in
South Carolina²

Value of the
state solar
market
\$3 billion
*with \$448
million invested in 2022*

Percentage of state's
electricity from solar²
2.84%

20
manufacturers

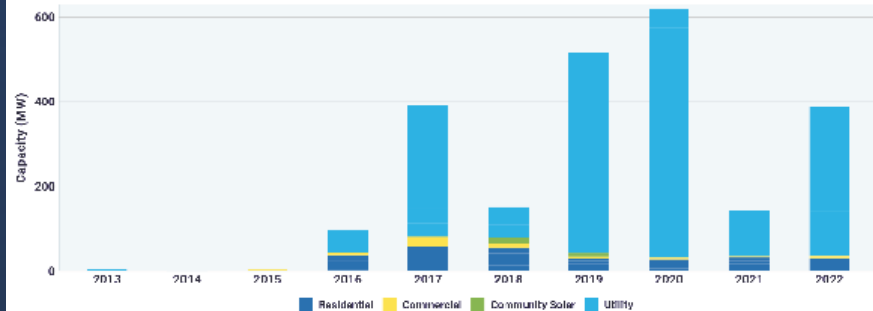
35
installers/developers

28
other companies

Price decline over
the last ten years
54%



South Carolina Annual Solar Installations



Learn more at seia.org/states



July 2023



What Are the Obstacles to C&I Solar

1. Landlord-Tenant Alignment
2. Electrical Load
3. Roof Age
4. Structural
5. Capital

Landlord Tenant Agreements

- Tenant pays for electricity
- Landlord owns system and sells back to tenant
- Short term leases?
 - Landlord wants to own
- Long term leases?
 - Tenant wants to own

Electrical Load

PV System sized based off electrical load

Large footprint for warehouses doesn't mean high usage



*Inspire Elementary School Denver, CO

Roof Age and Structural

Quality Solar Panels Warrantied for 25+ Years

How many Years Left before new roof needed?

Buildings need incremental capacity- generally 3-6 psf



523kw System in Foxborough, MA
GTR Engineering, Financing and Supplied

Capital

Owners have competing uses for capital

What offers the best ROI?



Marriott Hotel Schaumburg, IL
180 kw GTR Supplied

VARIOUS TYPES OF COMMERCIAL INSTALLS



ROOFTOP SOLAR



GROUND MOUNT



CARPORT DESIGN



BENEFITS OF SOLAR ENERGY

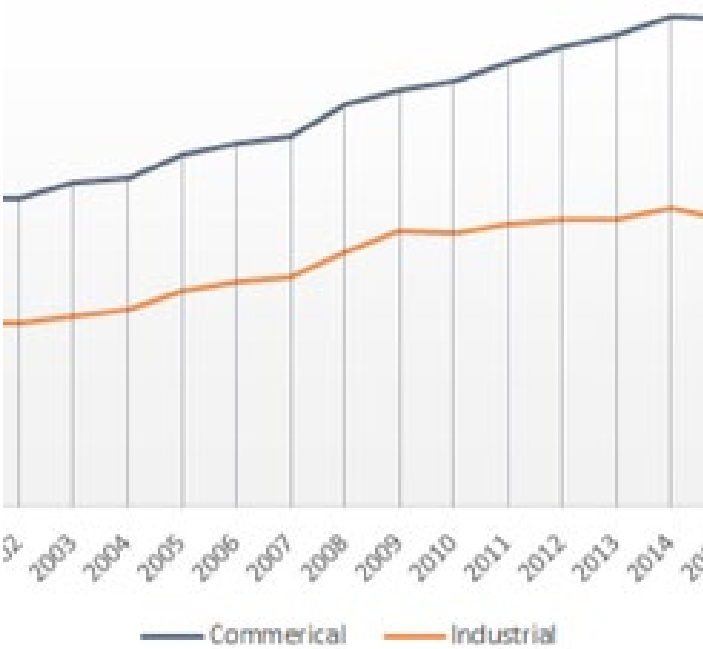
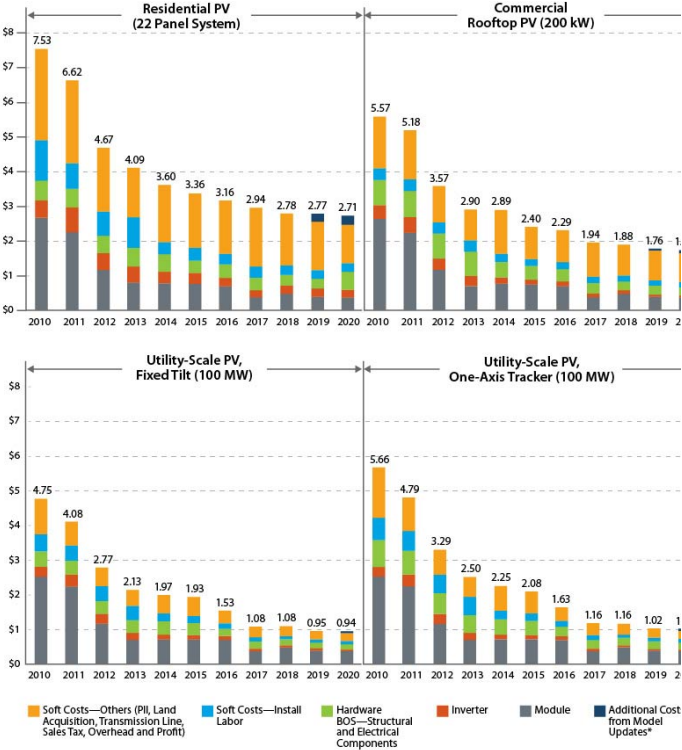
Solar Can Improve Property Net Operating Income and Net Cash Flow

Solar Offers a Mechanism to Extend Lease Terms And Increase Net Property Value

Solar Continues to Become More Cost Competitive



- Costs of Solar PV Systems Compared to Average Energy Costs in South Carolina



Benefits Continued

Access to Federal and State Incentives

Lower Maintenance Costs

Solar + Storage = Better Resiliency

Good for the Environment, Good for Your Brand!



Types of Financing

Commercial Property-Assessed Clean Energy **C-PACE**

Commercial property-assessed clean energy (CPACE) is a financing structure in which building owners borrow money for energy efficiency, renewable energy, or other projects and make repayments via an assessment on their property tax bill. The financing arrangement then remains with the property even if it is sold, facilitating long-term investments in building performance. CPACE may be funded by private investors or government programs, but it is only available in states with enabling legislation and active programs.



- Servert and Sons Columbia, SC
- 671 kw GTR Supplied and Engineered

Types of Financing Continued

Commercial Solar Power Purchase Agreements (**PPA**)

Loan Products Available for Non-Profits



* Emory University Parking Garage Solar Canopy

Commercial Solar Loans

Secured Vs. Unsecured Loans

	SECURED LOAN	UNSECURED LOAN
Requires an Asset	x	
Foreclosure if Default	x	
Same-day Approval		x
Interest is Tax-Deductible	x	
May Have Undisclosed Fees		x

Solar Loans

The Benefits



Minimal Upfront Costs Reduce Capital Investment



Immediate Protection Against Volatile Electricity Costs

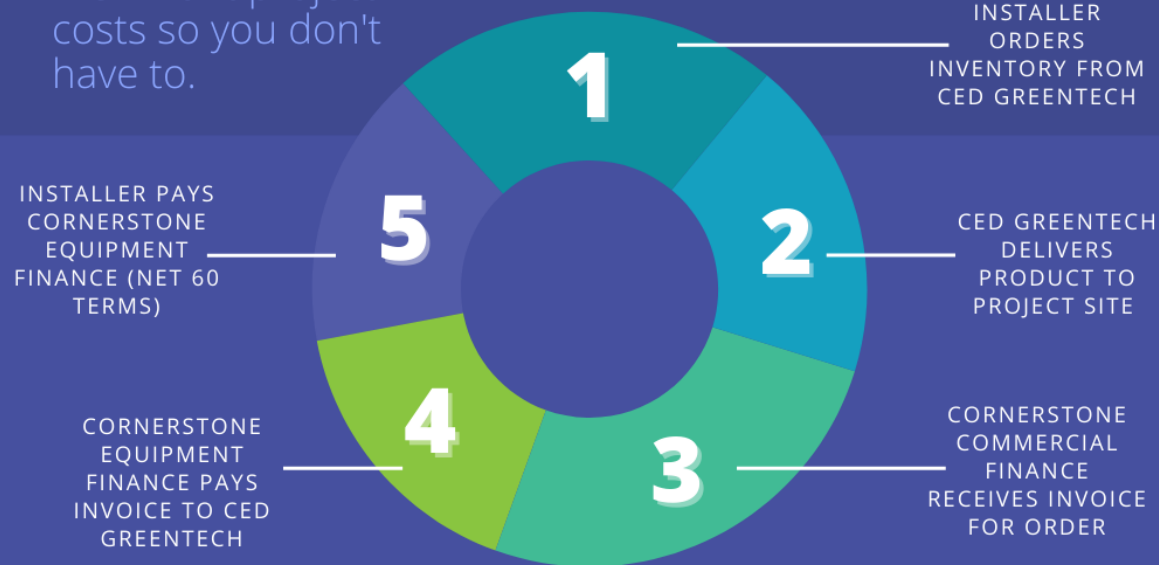


Access to ITC and Other Financial Benefits of Ownership

Cornerstone Equipment Financing

Cornerstone Equipment Finance

We'll front project costs so you don't have to.



ZERO Upfront Payment to GTR by Customer

60/90/120 Day Terms Available

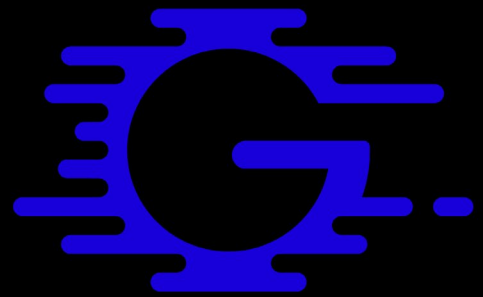


Various Commercial Installs



Various Uses of Open Land

Providing Resiliency for Future Generations



GREENTECH
-RENEWABLES-





- <https://www.greentechrenewables.com/>

Thank you!



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