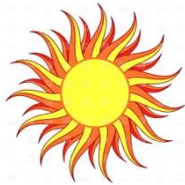


ExactSolar

It's Always Sunny



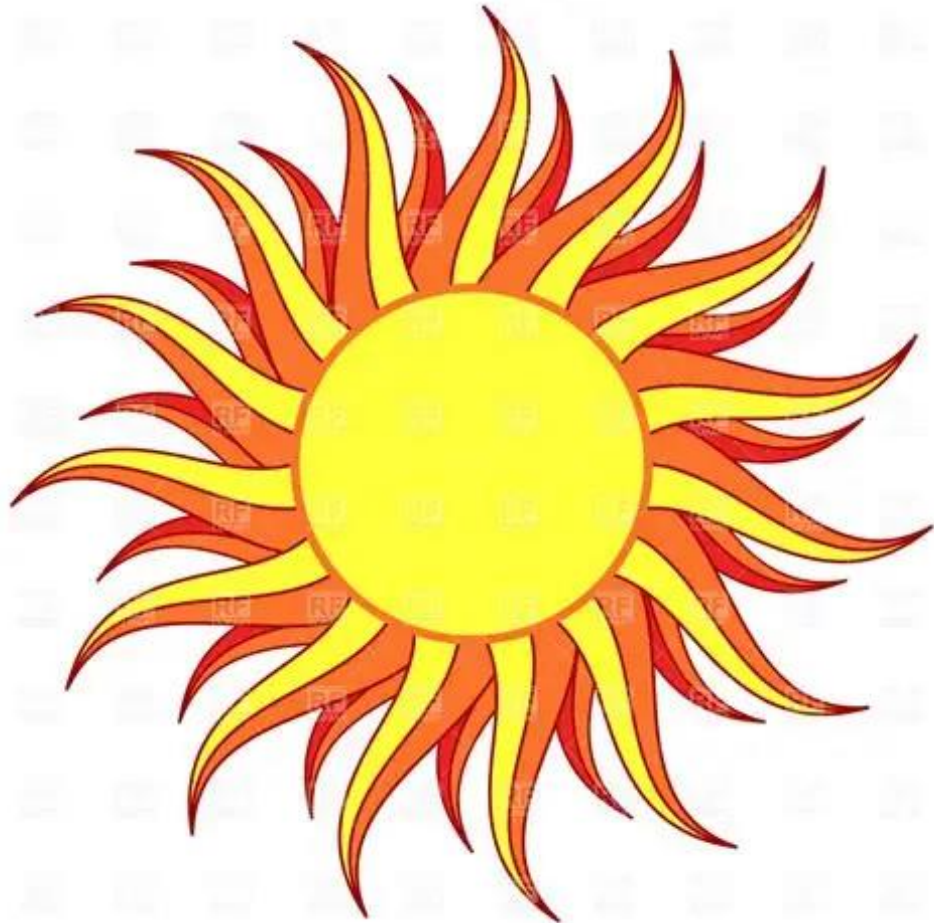
in Perkasio Borough



# *Sunshine:* Is it good for



?



## Using the Sun's energy to power Perkasie:

- Is it viable?
- Do we save \$\$ ?
- How does it work?
- Is it guaranteed?
- How do we pay for it?

## 2 Scenarios









to consider:



(1) *Do nothing*, or (2) Consider  
Offsetting current usage by 3%, 6% or 9% using the

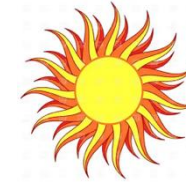


**Do Nothing & spend: \$4,836,000., \$ 9,672,000., or \$14,508,000**  
**on procuring the same amount of electricity, over the same period compared to**  
**using the Sun.**

% Offset of current usage: 	Kilowatt hours/ year from sunshine 	Total Kwh over 25 yrs. from sunshine 	\$ Net, Net, price after incentives & savings 1 <sup>st</sup> yr 	Kilowatt hour cost to compare 	25 yr. Lifetime Savings to Perkasie thanks to the Sun 
3%	1,600,000	37,200,000	\$1,517,225	\$0.041	\$3,318,775
6%	3,200,000	74,400,000	\$2,962,824	\$0.0398	\$6,709,176
9%	4,800,000	111,600,000	\$4,390,506	\$0.039	\$10,117,494

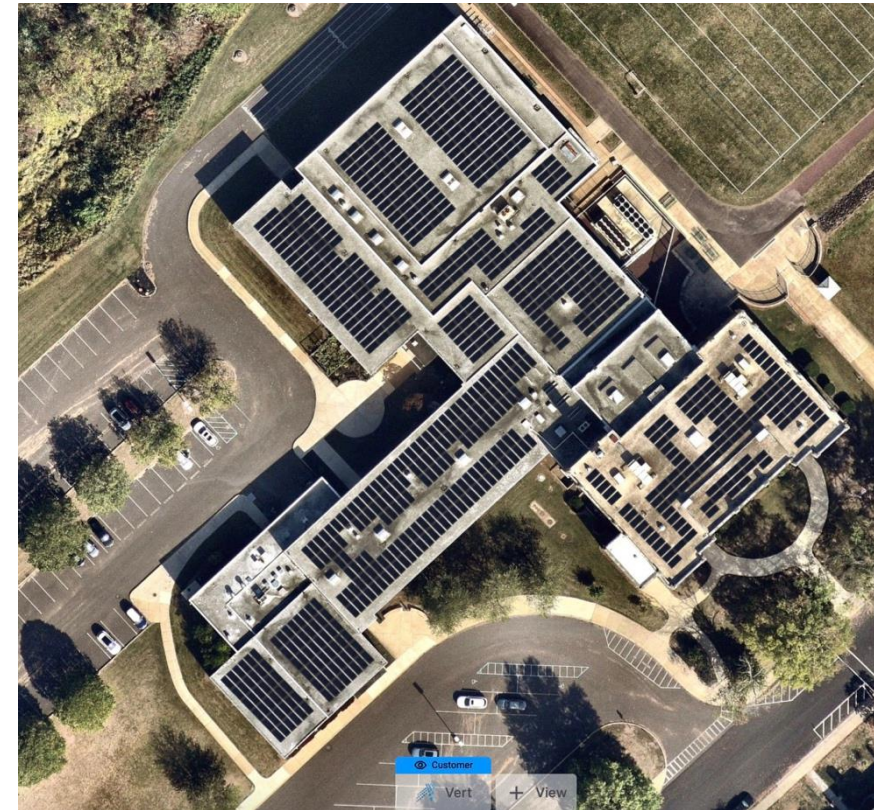
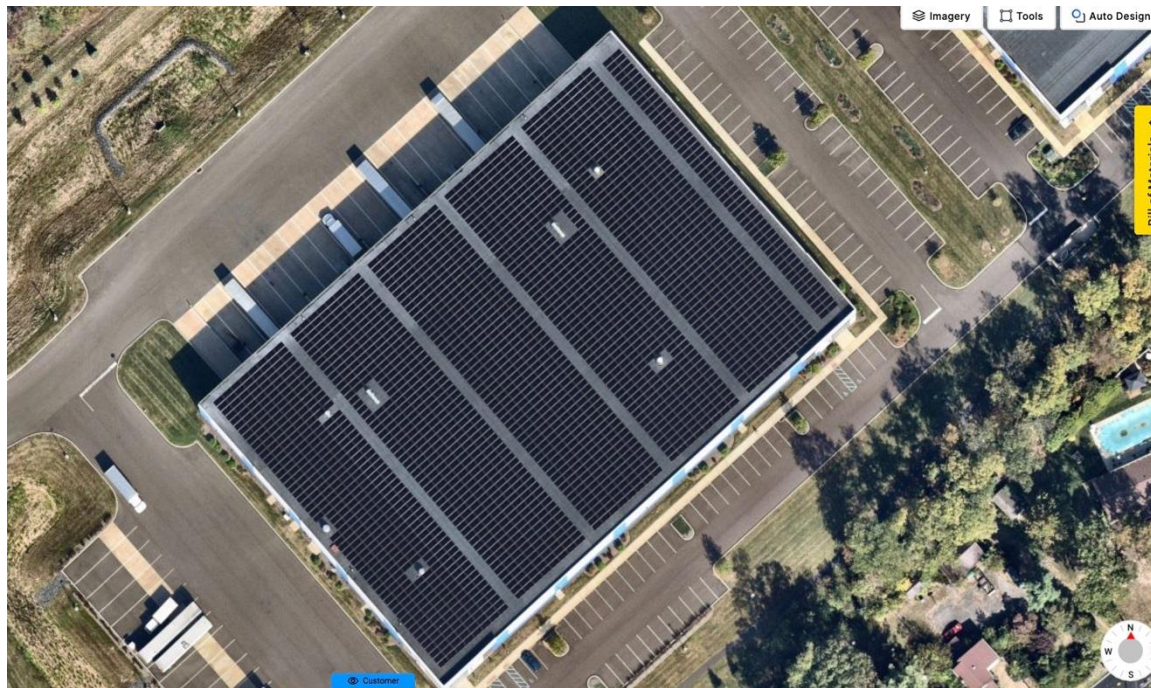


# Exact Solar



**Exact Solar; full service, local family owned, operated, & managed by a team of engineers & highly trained, experienced, technically savvy solar pros of 56 people on staff...**

**Examples of flat roof potential:**





# Exact Solar, David Hammes' projects:



**Doylestown Borough Municipal Building 2025**



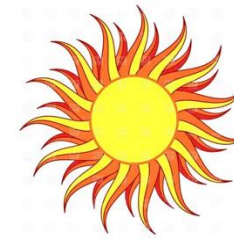
**Solebury Township Municipal Complex 2025**



**West Rockhill Township**

(...And we have about 25 additional municipalities successfully completed or in process to date...)

# Using Sunshine for



## *Exact Solar:*

- *Headquartered right here in Bucks County for 20+ years.*
- Top rated, top awarded, & experienced full service solar firm in your region; over 3000 local clients & growing

Vetted by State of Pennsylvania to meet strictest requirements for:

- PA CoStars SUPPLIER- fully vetted to qualify
- Phila Energy Authority Authorized PARTNER- deeply vetted to qualify
- AMICUS Member, among top 80 solar firms in USA- best practices
- Bonding Capacity
- Engineering, O & M services, Full-Service EPC





# Going Solar.....



For 20+ years, Exact Solar has been providing effective solar solutions to nearly 3000 customers; *municipalities, commercial & non-profit orgs., & residential customers.*

Here's what they say: [https://youtu.be/4Zn70gdDK\\_s](https://youtu.be/4Zn70gdDK_s)



## **Assumptions:**

**Average kilowatt hour cost for procurement will rise by 3% per year for traditional fossil fuel or 3<sup>rd</sup> party procurement, Over the 25-year life of a solar array.**

**The Borough currently uses 53,000,000 kilowatt hours / year to supply residents & businesses.**

**Solar projects may have degradation of less than ½ % per year over the life of the system.**

**Figures presented are based on typical, common cash purchase of solar projects**

**Power Purchase Agreement(s) (PPA's) may be used. Savings, returns (ROI) will change accordingly. PPA structured with or without buy-out clause. Flexible terms.**

**Adding ground-mounted systems vs rooftop may impact the cost by approx. 35% to 50%,+ (per additional for steel ground-mount racking).**

**Solar systems installed by Exact Solar are 100% warranted by Exact Solar for TEN (10) years, most equipment is warranted for 25 years with performance guarantees.**

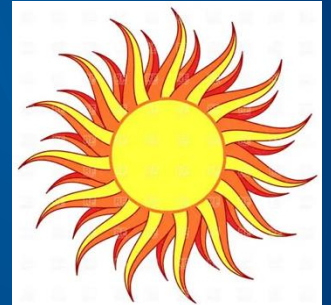
**Incentives and savings are calculated as:  
40% federal 'rebate' in cash to the Borough**

**SRECS are ~ \$25 each, cash, and calculated for 1 year only in these calcs.**

**Savings is based on the average cost per kilowatt hour for current procurement + escalator over the same lifetime as the solar system, (or 13 cents/ Kwh).**

**Comparisons are done on local energy production benefiting Perkasio residents, vs out of state providers of clean energy credits with much lesser value.**

**Assumptions include the Borough helping to provide viable locations to accommodate Solar arrays. Incentives and project viability is based on placing an order in time to meet the Incentives and construction guidelines as set by the federal gov.**





***Thank you!***  
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***PA COSTARS Supplier***  
***20 yr global exp. & Sales Engineer***  
***PSEA solar assoc. Board Member***  
***United Nations G.A. Subject Matter Expert***

