



EcoMotion — *The Power of the Increment™*

15375 Barranca Parkway, Suite F-104, Irvine, CA 92618 (949) 450-7151

Solar for Large Commercial Properties

Excerpts from an EcoMotion Workshop presented April 21, 2010 in Irvine, CA

The Solar Deal

- California Solar Initiative Rebates
 - \$0.15/kWh for 5 years
- Federal Tax Credit
 - 30% off federal taxes
 - Or grant within 60 days (2010 projects)
- Depreciation
 - State
 - Accelerated 5 year federal

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Solar continues to be of interest to commercial property owners and managers, thanks to 2010 lower panel prices and attractive incentives, particularly in California.

SCE Non-Residential: Step 6

EPBB - \$1.10/Watt

Reduces to \$0.65/Watt and

PBI - \$0.15/kWh

\$0.09/kWh at next step

Total MW Available for Step 6

190 MW (58 MW for SCE)

The California Solar Initiative rebates are now at Step 6 in Southern California Edison Territory.

Rate Option R (Renewable)
for Commercial and Industrial Customers



Option R Features and Benefits

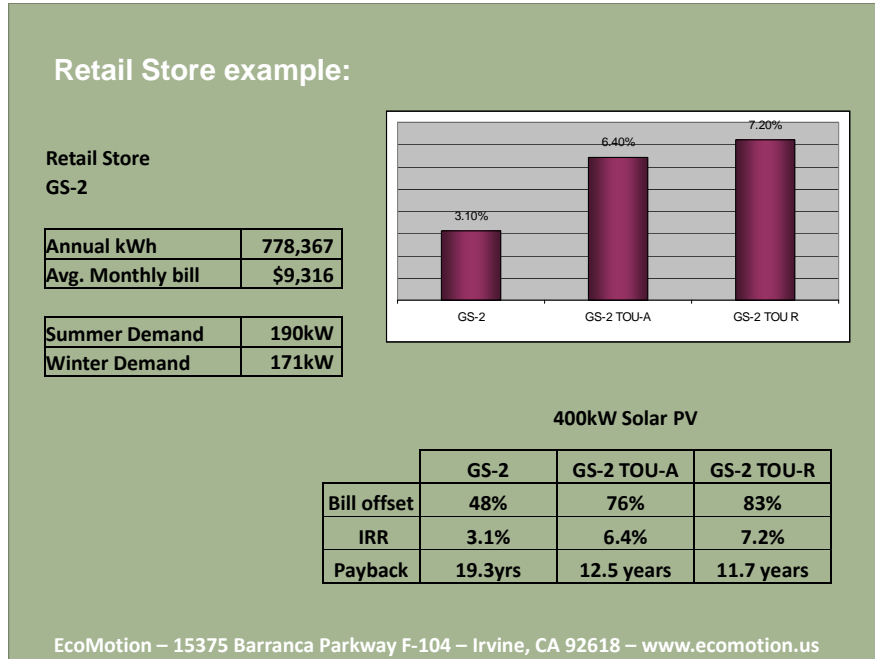
The Option R rate structure has no on-peak or mid-peak demand charges, and the Facilities-Related Demand (FRD) charges are reduced in exchange for higher on-peak and mid-peak energy charges.



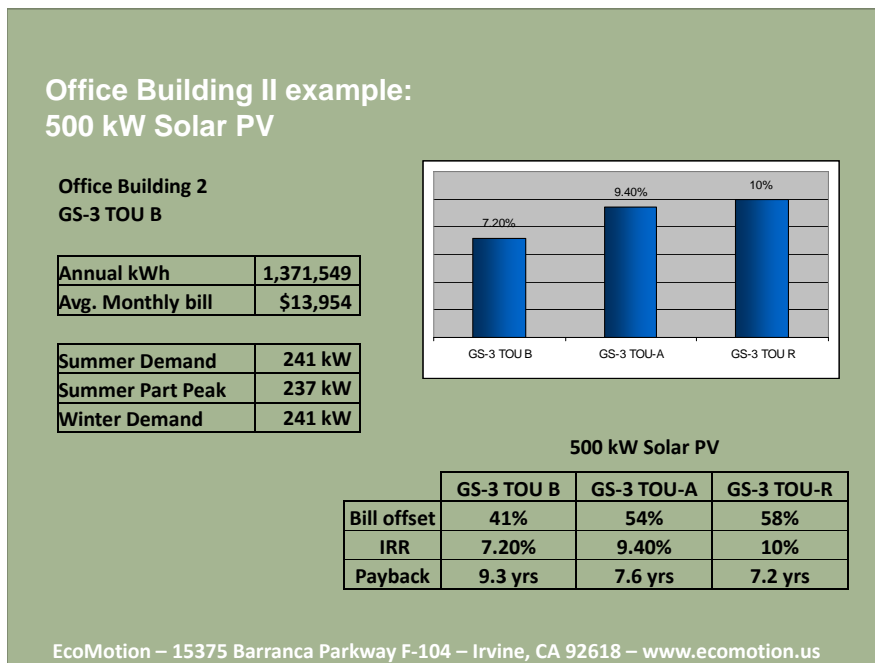
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On October 1, 2009, Edison announced a new rate for solar-system owners: “Option R”. The new rate applies to companies currently on GS2, GS3 or TOU-8 rates.

Analysis of customer bills has shown that MOST, although not all, solar owners will benefit by switching to Option R. The following examples are from real buildings that have been analyzed by EcoMotion. They are based on specific energy profiles – usage and peak demand -- not detailed in this presentation, so it would be inappropriate to assume similar results for other buildings or systems of similar size.



Example 1, above: Retail Store with 400 kW AC solar system. Edison has more than one GS-2 rate, hence the three different payback figures.



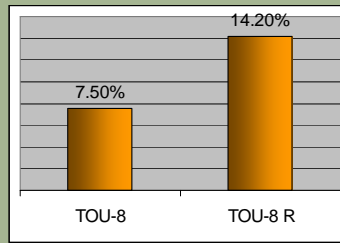
Example 2, above: Office Building with 500 kW AC solar system.

Office Building 4 example #1: 500 kW Solar PV

Office Building 4
TOU-8

Annual kWh	3,400,000
Avg. Monthly bill	\$44,500

Summer Demand	1,123 kW
Summer Part Peak	1,186 kW
Winter Demand	892 kW



500 kW Solar PV

	TOU-8	TOU-8 R
Bill offset	13%	29%
IRR	7.50%	14.20%
Payback	9.1 yrs	5.3 yrs

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Example 3, above: Office Building with 500 kW AC solar system, higher annual usage than in Example 2.

Rate Option R (Renewable)
for Commercial and Industrial Customers



Eligibility

Option R is for customers:

- With demands greater than 20 kilowatts but not exceeding (4) megawatts
- Who install, own or operate solar, wind, fuel cells and other eligible on-site Renewable Distributed Generation Technology systems with net capacities 15% or greater than the customer's annual peak demand recorded over the previous 12 months.

Important Caution

Not every customer with solar is eligible for Option R. Not every system will benefit from Option R. This is a first come, first served program, with no guarantees as to when it will close.

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EcoMotion will be pleased to share its experience with Option R and how it may apply to your particular situation. Please contact Michael Ware for further information at (949) 450-7153 or via email: mware@ecomotion.us.