

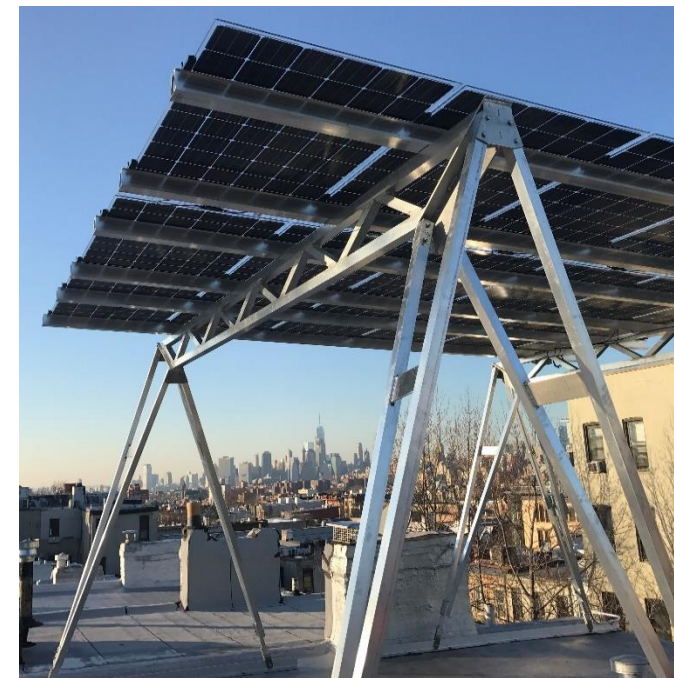
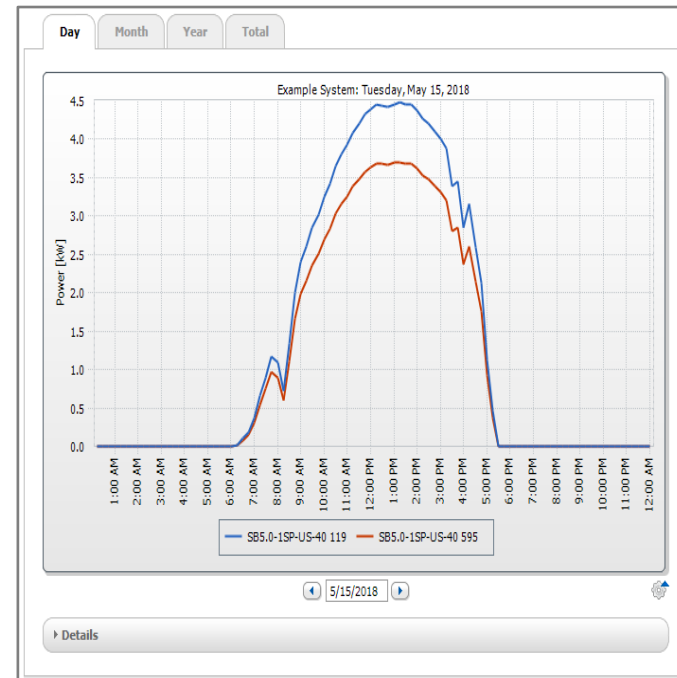
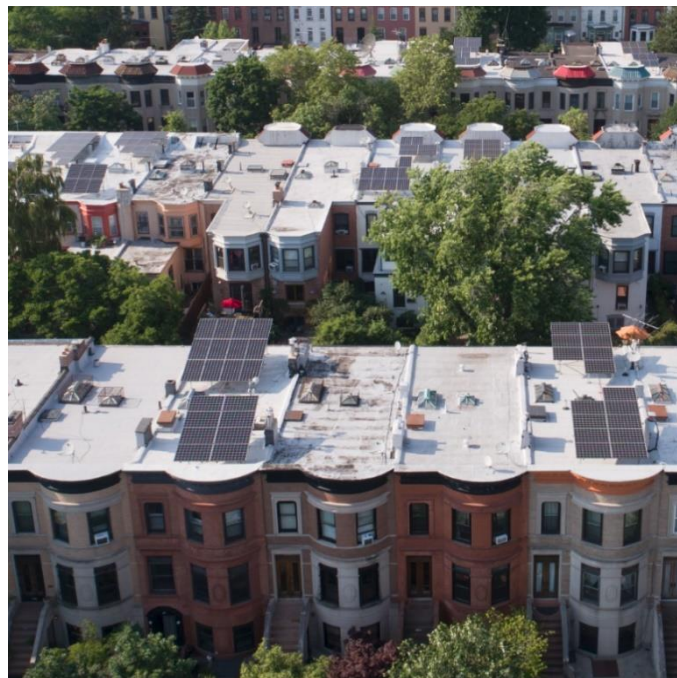
**B R O O K L Y N
S O L A R W O R K S**

Solar proposal for
Danny Testing

100 Willoughby St, Brooklyn,
New York 11201

Proposal generated 01/15/2020
Pricing expires on 02/01/2020

Brooklyn's flat rooftop specialists



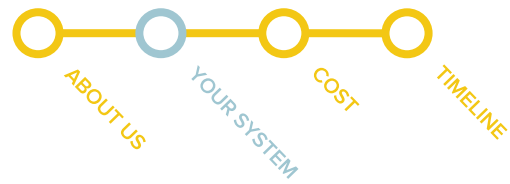
"THIS COMPANY IS ABSOLUTELY TOP NOTCH... THEY STUDY AND CHECK OUT YOUR PROPERTY, COME UP WITH CREATIVE SOLUTIONS AND EXECUTE IT SWIFTLY AND PROFESSIONALLY."

-Vinz Feller, Bed-Stuy homeowner

12 YEARS OF INSTALLATION EXPERIENCE IN NYC

ADVANCED MONITORING & MAINTENANCE

CUSTOM SOLUTIONS FOR UNIQUE ROOFS

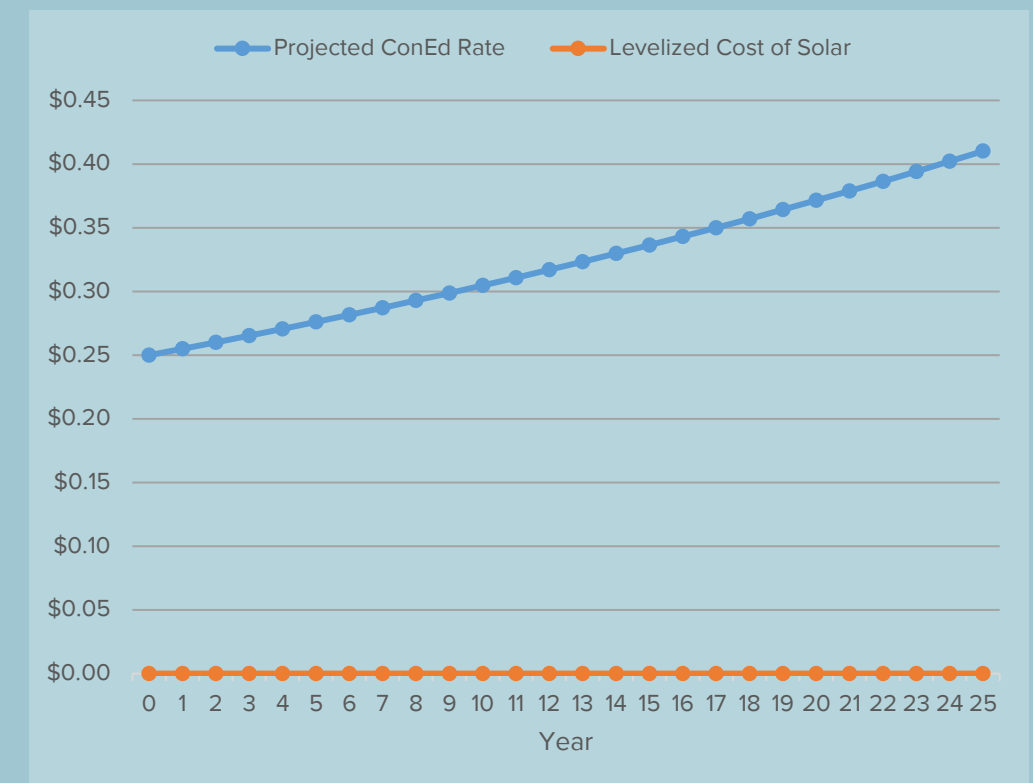


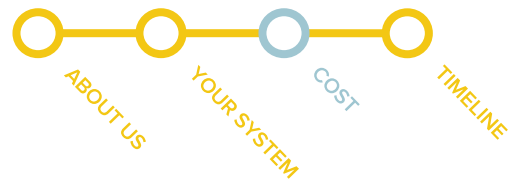
Your equipment details and warranties

| | |
|------------------------------------|---------------------------------|
| Panel type and number | 8 LG375 |
| Inverter manufacturer | SMA |
| System size | 3.0 kW Flat Roof Tilt Rack |
| Annual usage | 20,000 kWh |
| Year 1 production (95% guaranteed) | kWh |
| Maintenance | Provided by BSW if required |
| Panel warranty | 25 Years |
| Inverter warranty | 10 Years (Extensions Available) |
| BSW workmanship warranty | 10 Years |

25 years of ConEd vs 25 years of solar

*Graph shows levelized cost of cash purchase, excluding outside work





Go % Solar

PAY \$27,968 IN CASH

NET SYSTEM COST AFTER INCENTIVES: \$5,302

#DIV/0!

#N/A

| | |
|---|-----------------------------------|
| TOTAL COST | \$27,968 |
| NYSERDA rebate | \$0 |
| YOUR COST | \$27,968 |
| Federal tax credit | \$7,272 |
| State tax credit | \$5,000 |
| NYC property tax abatement (over 4 years) | \$4,800 |
| Historic restoration tax credit | \$5,594 |
| NET COST | \$5,302 — 81% Incentivised |

OR PAY \$11,406 AND UTILIZE A BRIDGE LOAN

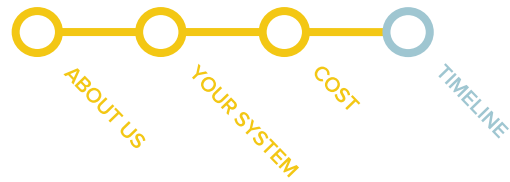
NET SYSTEM COST AFTER INCENTIVES: \$6,606

#DIV/0!

#N/A

- Defer \$18,975 with an 18 month interest and payment free loan
- Claim Federal and State credits and pay off loan next tax season
- Keep your NYC property tax savings

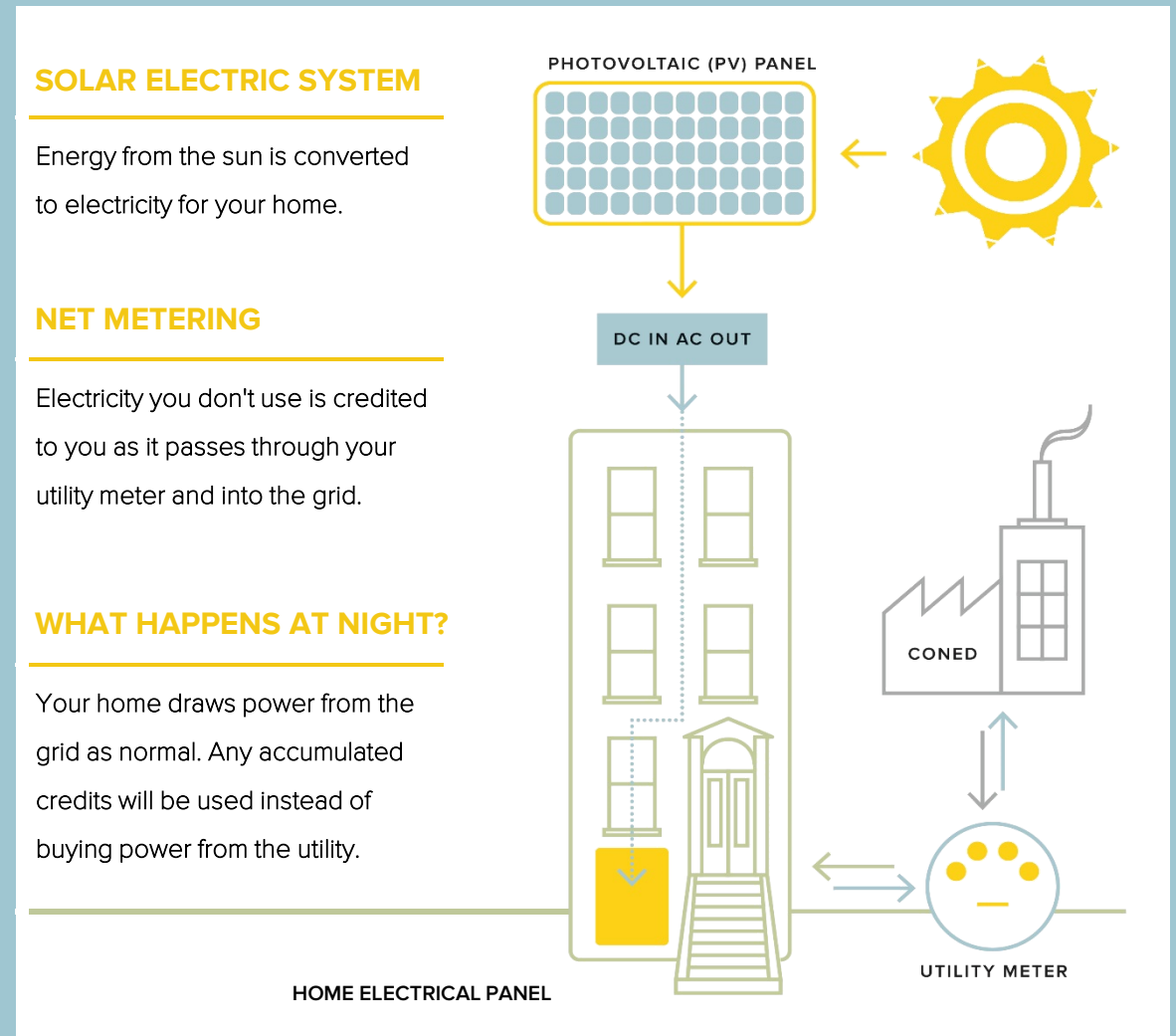
NET COST \$6,606 — 78% Incentivised



Project timeline

| | YOUR TASKS | BSW TASKS |
|---|--|---|
| PRE-SIGNING | Discuss your solar tax credit eligibilty with your accountant | Explain how solar can work for your home |
| PROJECT DEVELOPMENT (1 MONTH) | Choose your system size, sign your agreement, & pay your \$3,000 deposit | Confirm final design Landmarks survey (if required) Plan set drafted Engineer approval |
| FDNY, LANDMARKS REVIEW (2-3 MONTHS) | | Submit for FDNY variance Submit for Landmarks approval Revisions (if needed) |
| DEPARTMENT OF BUILDINGS REVIEW (1 MONTH) | | Tick, tick, tick... PERMIT APPROVED |
| INSTALLATION (1-3 DAYS) | Schedule convenient day/time & pay remaining installation fee | Order equipment Schedule meter swap Schedule electrical & DOB inspections |
| TAX SEASON | Claim your solar tax credits & repay bridge loan if needed | Supply pertinent tax forms |
| BECOME THE ENVY OF ALL YOUR FRIENDS | | |

Net Metering



| Incentive Summary | |
|---|--|
| NYSERDA Rebate | \$0.30/W |
| Federal Tax Credit | 26% post-rebate |
| State Tax Credit | Lesser of 25% post-rebate or \$5,000 |
| NYC Property Tax Abatement | 20% post-rebate, distributed quarterly over 4 years. Maximum \$1.6/W |
| Historic Restoration Tax Credit | 20% after rebate |

| Assumptions | |
|--|----------------|
| Utility Rate | \$0.25 per kWh |
| Annual Utility Price Inflation | 2.0% |
| Annual Solar Panel Degradation | 0.5% |
| Assumed Annual Change in Electricity Needs | 0% |

| Environmental Impact Equivalent (EPA US Averages) | |
|---|-----------------|
| CO ₂ Emissions Avoided | lbs per year |
| Miles Driven | miles per year |
| Waste Recycled | . tons per year |
| Trees Planted | per year |

| Equipment Model Numbers | |
|-------------------------|------------------|
| PV Module Model | LG375Q1C-A5 |
| PV Module Model 2 | N/A |
| Inverter Model | SB 3.8-1SP-US-41 |
| Inverter Model 2 | N/A |

| Purchase Specifics | |
|---|----------|
| Post-Rebate Contract Price | \$27,968 |
| Federal Tax Credit | \$7,272 |
| State Tax Credit | \$5,000 |
| Historic Restoration Tax Credit | \$5,594 |
| NYC Property Tax Abatement | \$4,800 |
| Total Cost of Ownership | \$5,302 |
| Year 1 Average Monthly Utility Cost Avoided | \$0 |
| 25 Year Projected Savings | -\$5,302 |
| Financial Metrics (excludes Roofing/Electrical costs) | |
| 25-Year IRR | -14.2% |
| Payback Period | #N/A |
| 25 Year Effective kWh Rate | #DIV/0! |

| Purchase with Bridge Loan Specifics | |
|--|--------------|
| Post-Rebate Contract Price | \$30,381 |
| Out of Pocket Cost | \$11,406 |
| Federal Tax Credit | \$7,899 |
| State Tax Credit | \$5,000 |
| Historic Restoration Tax Credit | \$6,076 |
| Bridge Loan Amount | \$18,975 |
| Bridge Loan APR (On unpaid amount after 18 Months) | Up to 26.99% |
| NYC Property Tax Abatement | \$4,800 |
| Total Cost of Ownership | \$6,606 |
| 25 Year Projected Savings | -\$6,606 |

| Combo Loan Specifics | |
|---|------------|
| Post-Rebate Contract Price | \$32,860 |
| Federal Tax Credit | \$8,544 |
| State Tax Credit | \$5,000 |
| NYC Property Tax Abatement | \$4,800 |
| Historic Restoration Tax Credit | \$6,572 |
| Out of Pocket Cost | \$3,000 |
| Loan Principal (Term + Bridge) | \$29,860 |
| Expected Fed & State Credits | \$20,116 |
| Bridge Loan Principal (due in 18 months) | \$14,930 |
| Excess Credits (customer keeps) | \$5,186 |
| Bridge Loan APR (only after non-payment at 18 months) | 16.94% |
| Term Loan Principal | \$14,930 |
| Term Loan APR | 1.99% |
| Term | 144 months |
| Monthly Loan Payment | \$118 |
| Monthly PTA Savings (divided over 12 years) | \$33 |
| Monthly Solar Energy Value | \$0 |
| Year 1 Net Avg. Monthly Utility Savings | -\$84 |
| 25 Year Avg. Price per kWh | #DIV/0! |
| Total Cost of Ownership | \$9,945 |
| 25 Year Projected Savings | -\$9,945 |