



# Welcome to IPS Solar

Building Energy.



# About IPS Solar

**1991**

FOUNDED

**#1**  **FAST 50**  
2017

FASTEST GROWING  
MPLS/STP BUSINESS

**#2** **Inc.**  
**500**

FASTEST GROWING  
INC. MAGAZINE

**#15** 

US COMMERCIAL  
SOLAR DEVELOPER

**100MW**

COMPLETED PROJECTS  
200 MW UNDER DEVELOPMENT

  
**NABCEP**  
**CERTIFIED**

EXPERIENCED &  
INDUSTRY CERTIFIED

# Full Service Solar Development



# Areas of Focus



**COMMUNITY SOLAR**



**COMMERCIAL**



**RESIDENTIAL**



**Business**



**Schools**



**Non Profit**



**Government**

# Sunrise Program

- IPS Solar provides a unique learning option
- Solar curriculum
  - Professionally developed
  - Elementary, Middle and High School
- Educator training workshops
  - Educators receive CE credits
- Science, Math and Economics



# Why Solar?



**Chloe - Zephyr Class of 2030**

# Two Options

## Rooftop Solar



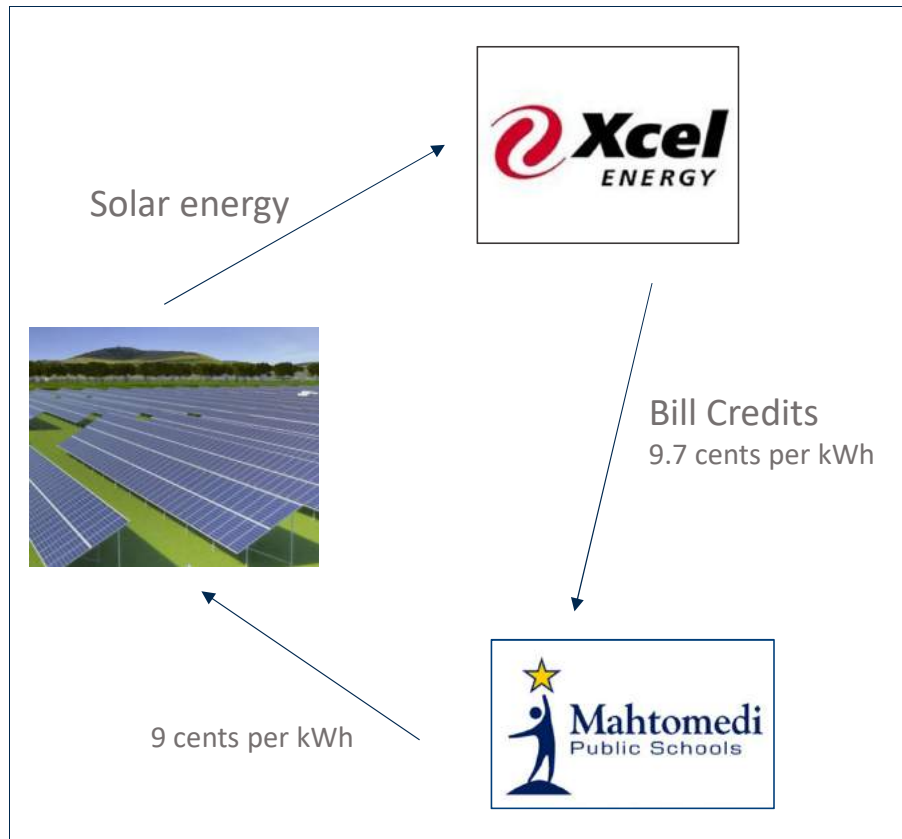
- Power your buildings with solar
- Up-front cost or finance
- You own and maintain the array
- Newer roofs highly recommended

## Community Solar Subscription



- “Offset” your energy with solar
- No up-front cost
- No maintenance
- Guaranteed savings for 25 years

# Community Solar Subscriptions



# Eichten's, Center City, MN- 5 MW AC



# Red Wing High School- 5 MW AC



# Customer Testimonial

“I have been working for years to get solar into our schools. With school budgets as tight as they are, going green was a very hard sell when the dollars would have to be taken from the classroom. This was a wonderful project, one where I was able to tell our School Board that we could (save money) over the next 25 years, and spend no district dollars! What a wonderful way to help our district and the environment! Win – Win for everyone!”

*Kevin Johnson  
Director of Buildings &  
Grounds  
Red Wing School District*

# Select Community Solar Subscribers

- University of Minnesota
- Forest Lake School District
- St Cloud School District
- Red Wing School District
- Annandale School District
- Rockford School District
- Paynesville School District
- Lester Prairie School District
- City of Minnetonka
- City of Red Wing
- College City Beverage
- Hilton Mankato
- Insight Brewing



- Chisago Lakes School District
- Columbia Heights School District
- Goodhue County Education District
- Lester Prairie School District
- Triton School District
- Trinity School
- Zumbrota-Mazeppa School District
- Salem Church and School
- Blue Earth County
- Metropolitan Council
- AWI Manufacturing
- City of Maple Grove
- City of Minneapolis



# Community Solar Savings

- No cost to sign up
- Bill Credit grows at 2.27% annually
- PPA Cost is fixed at .7 cent discount per kWh below Bill Credit
- Provides guaranteed savings over the entire term.

Year	Subscription kWh	Bill Credit per kWh	PPA Cost per kWh	Annual Savings \$	Cumulative Savings
Year 1	4,000,000	\$0.0976	(\$0.0906)	\$28,000	\$28,000
Year 2	3,990,000	\$0.0998	(\$0.0928)	\$27,930	\$55,930
Year 3	3,980,025	\$0.1021	(\$0.0951)	\$27,860	\$83,790
Year 4	3,970,075	\$0.1044	(\$0.0974)	\$27,791	\$111,581
Year 5	3,960,150	\$0.1068	(\$0.0998)	\$27,721	\$139,302
Year 6	3,950,249	\$0.1092	(\$0.1022)	\$27,652	\$166,953
Year 7	3,940,374	\$0.1117	(\$0.1047)	\$27,583	\$194,536
Year 8	3,930,523	\$0.1142	(\$0.1072)	\$27,514	\$222,050
Year 9	3,920,697	\$0.1168	(\$0.1098)	\$27,445	\$249,495
Year 10	3,910,895	\$0.1194	(\$0.1124)	\$27,376	\$276,871
Year 11	3,901,118	\$0.1222	(\$0.1152)	\$27,308	\$304,179
Year 12	3,891,365	\$0.1249	(\$0.1179)	\$27,240	\$331,418
Year 13	3,881,636	\$0.1278	(\$0.1208)	\$27,171	\$358,590
Year 14	3,871,932	\$0.1307	(\$0.1237)	\$27,104	\$385,693
Year 15	3,862,252	\$0.1336	(\$0.1266)	\$27,036	\$412,729
Year 16	3,852,597	\$0.1367	(\$0.1297)	\$26,968	\$439,697
Year 17	3,842,965	\$0.1398	(\$0.1328)	\$26,901	\$466,598
Year 18	3,833,358	\$0.1429	(\$0.1359)	\$26,834	\$493,431
Year 19	3,823,774	\$0.1462	(\$0.1392)	\$26,766	\$520,198
Year 20	3,814,215	\$0.1495	(\$0.1425)	\$26,700	\$546,897
Year 21	3,804,680	\$0.1529	(\$0.1459)	\$26,633	\$573,530
Year 22	3,795,168	\$0.1564	(\$0.1494)	\$26,566	\$600,096
Year 23	3,785,680	\$0.1599	(\$0.1529)	\$26,500	\$626,596
Year 24	3,776,216	\$0.1636	(\$0.1566)	\$26,434	\$653,030
Year 25	3,766,775	\$0.1673	(\$0.1603)	\$26,367	\$679,397

\* Bill Credit Escalator is fixed by Xcel over the entire term

# 25 year contract

- Long term agreement is actually a benefit
  - Provides predictable savings over time
    - Future energy prices are unknown
    - CSG savings are guaranteed – Bill Credit and PPA cost for the entire term are fixed
  - Provides Stability
    - CSG program is regulated by the MN Public Utilities Commission and Department of Commerce
  - Long term cash flow
    - The current School Board can leave a legacy for future boards
- Subscription is transferable
  - Transfer to another District owned facility
  - Sell your subscription to another entity
  - Can be terminated by the District in the event of facility closing (with 24 months notice).
- What if better panels come along?
  - The newest technology is NEVER the cheapest.
  - Generation expense is only a small portion of the Value of Solar bill credit.
- How long have you been buying electricity from Xcel?
  - Are you ever going to stop buying from them?
  - What have rates done since 1994?

# Questions?

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Thank you!