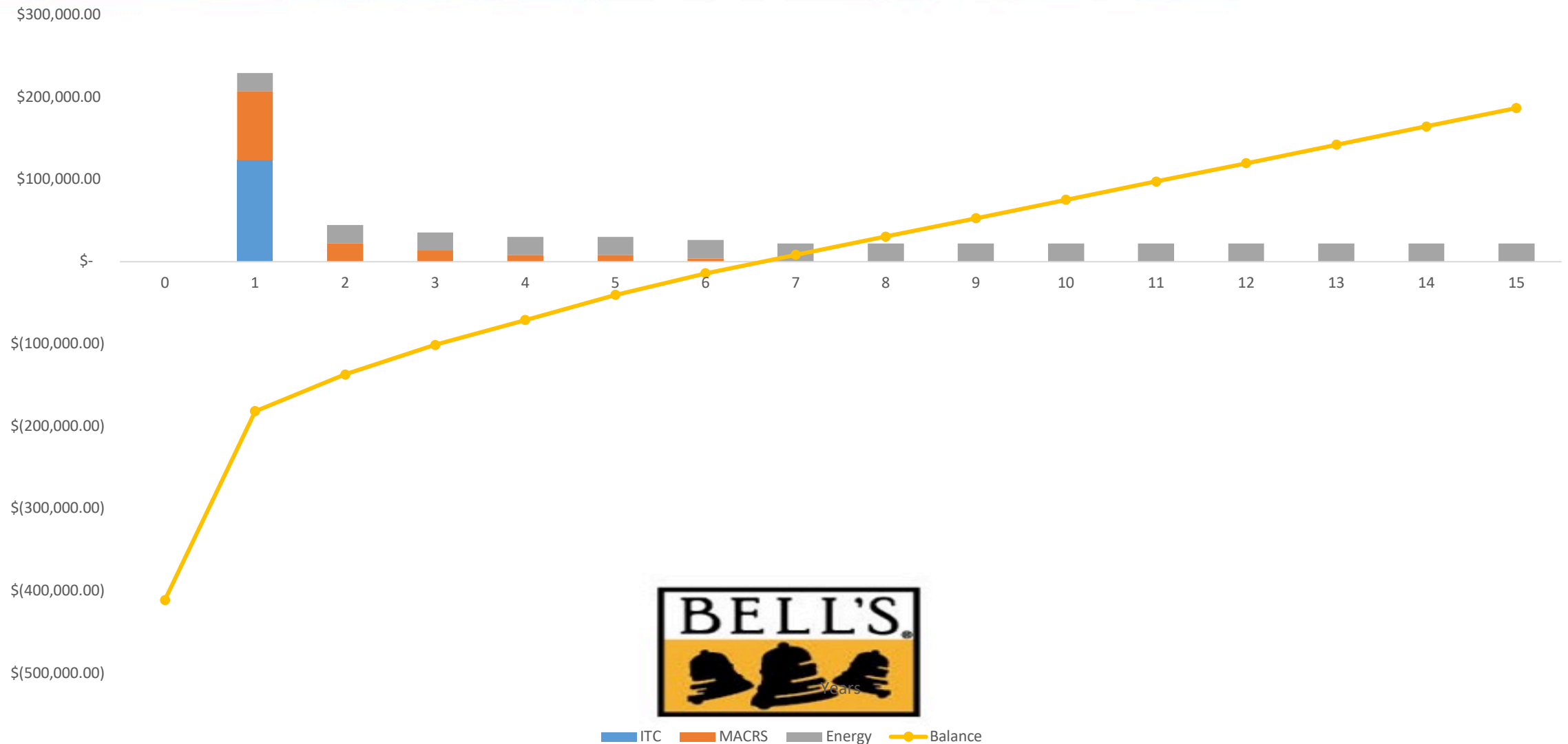


Bell's Office Building (Category 2 vs Category 3)

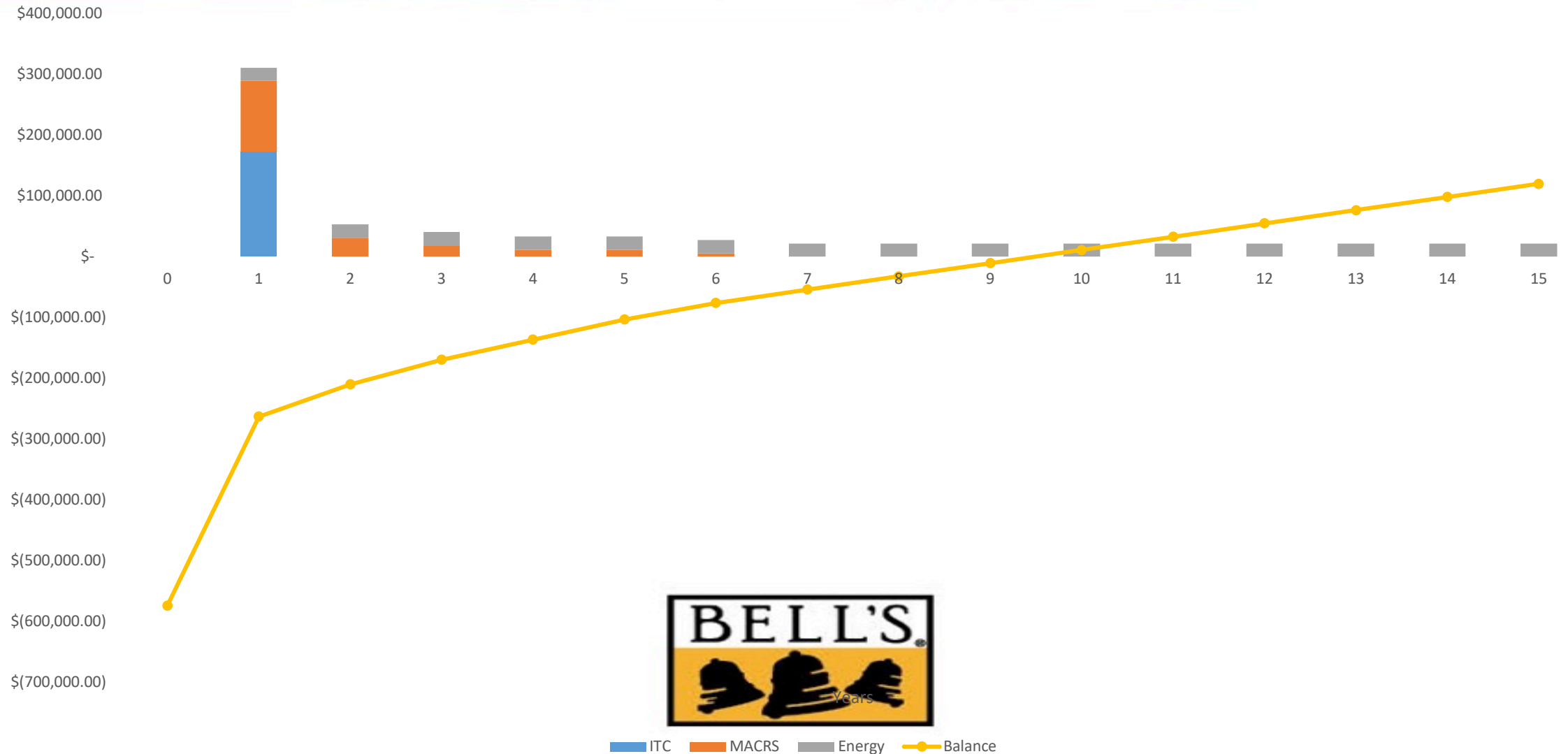
Model Assumptions

1. 2015 Usage & Rates
2. Net Metering = Retail price
3. PPA = \$0.042/kWh
4. Ignores Financing
5. Does not include 2018 Changes to Corporate Tax Code (100% Year 1 MACRS)
6. Uses PVWatt hourly data for 49053 Zip Code
7. Scenario 1 = 150kW PV Array
8. Scenario 2 = 218kW PV Array (Net Zero Energy based on 2015 Usage)

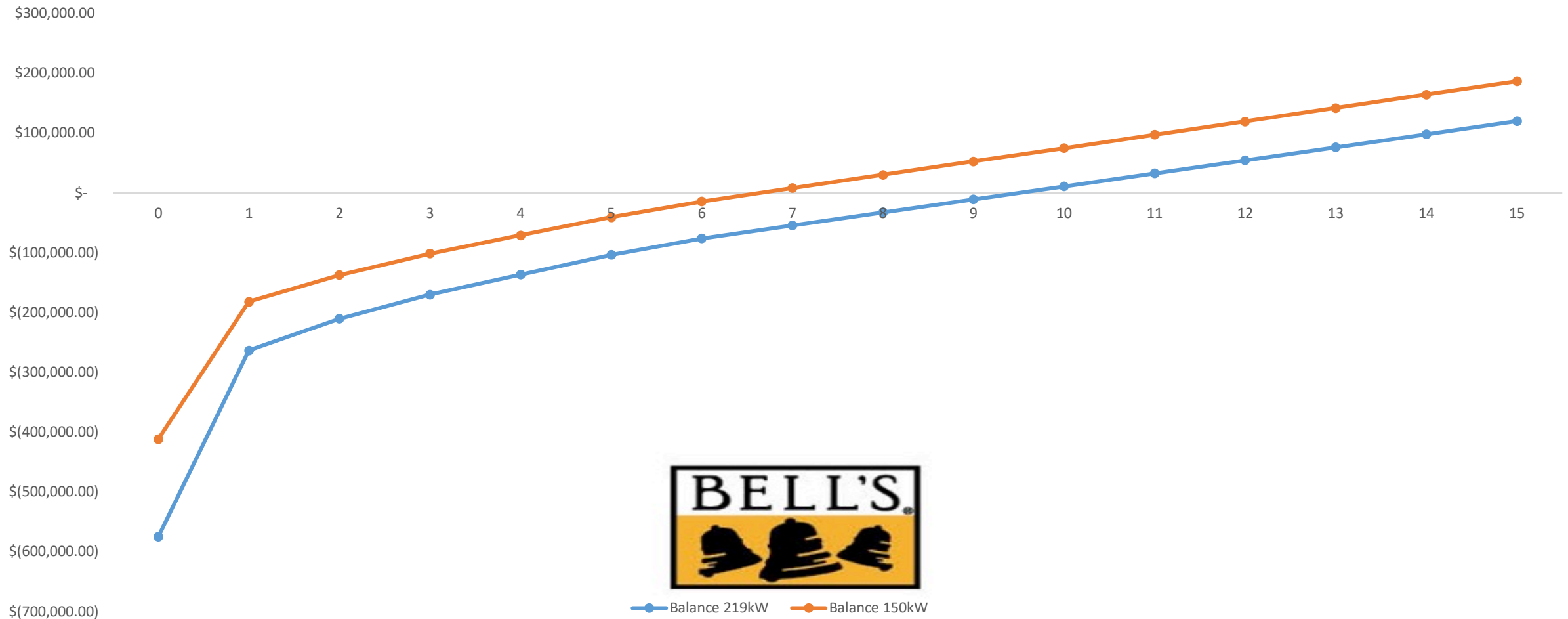
Payback Model For 150kW PV @ Bell's Office Building




Payback Model For 218kW PV @ Bell's Office Building



Comparison of Category 2 (150kW) and Category 3 (218kW)



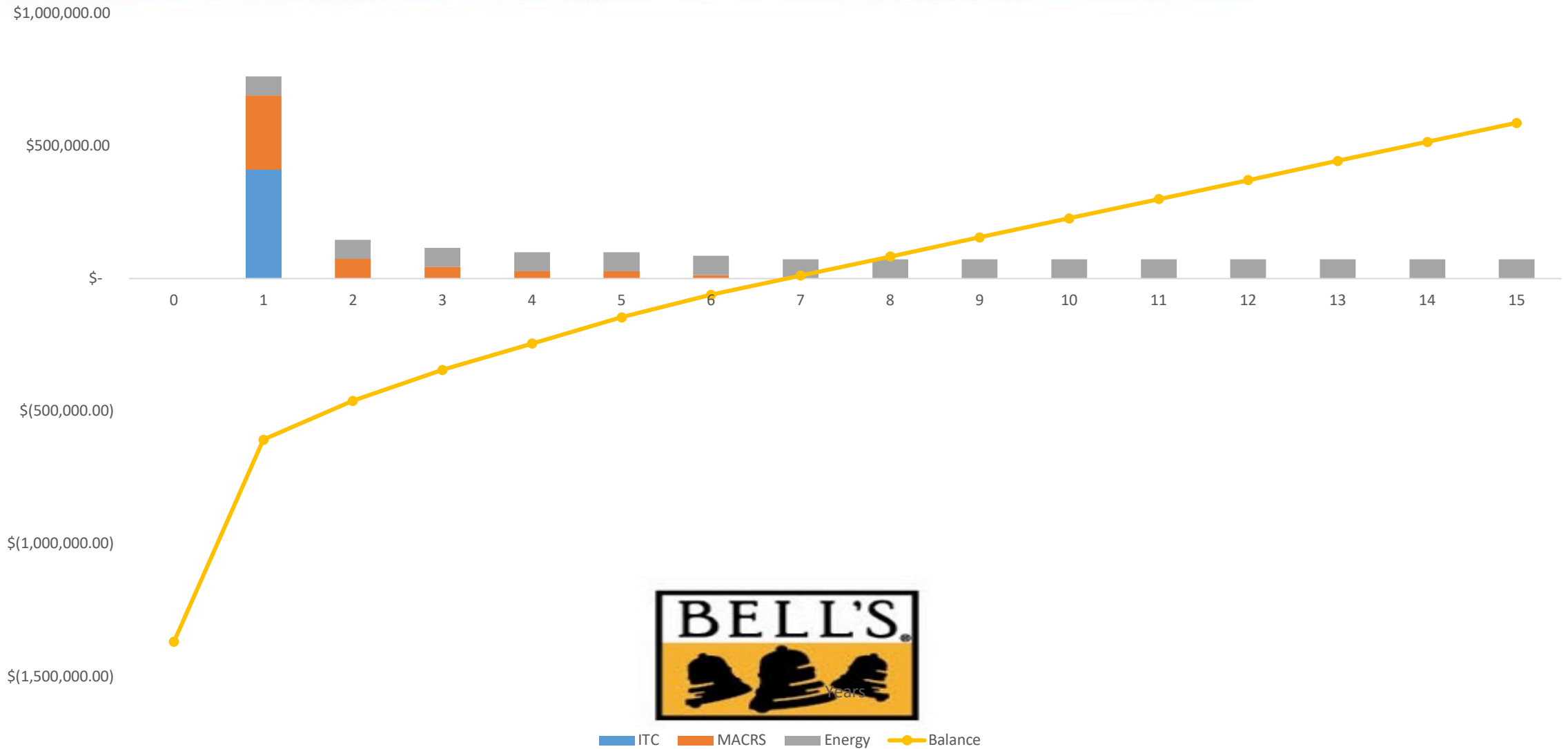


Bell's Brewery PV (Category 3 vs Category 4)

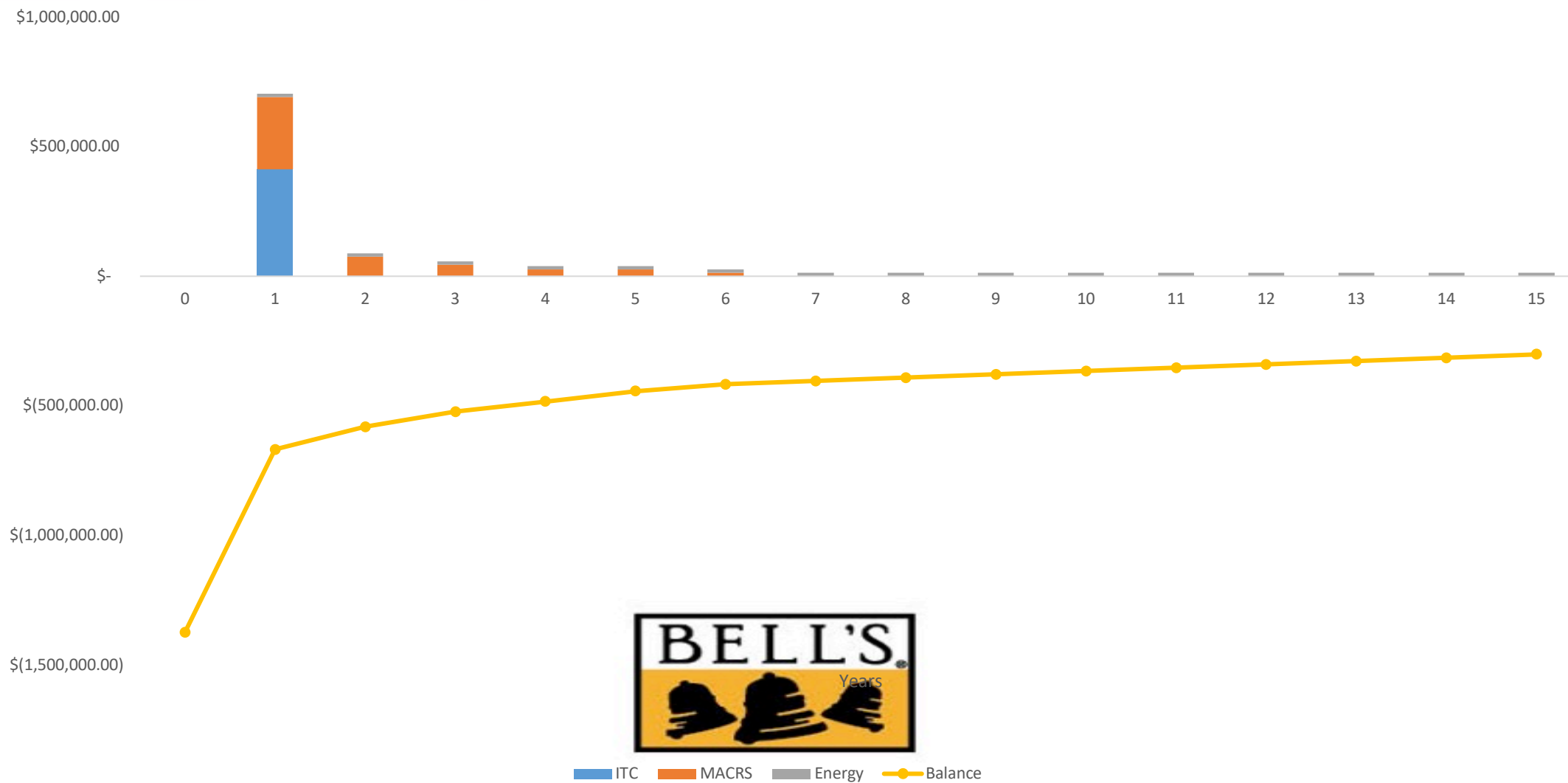
Model Assumptions

1. 2017 Usage
2. 2017/2018 Use and Demand Rates (GPTU CV3)
3. 2016 Standby Usage & Standby Demand Rates
4. Net Metering = Ignored.
 - Both models would never return power to grid 4.5MW Array Needed for Net Zero Annual
5. Ignores Financing
6. Does not include 2018 Changes to Corporate Tax Code (100% Year 1 MACRS)
7. Uses PVWatt hourly data for 49053 Zip Code
8. Scenario 1 = 550kW PV Array
9. Scenario 2 = 551kW PV Array

Payback Model For 550kW PV @ Bell's Brewery



Payback Model For 551kW PV @ Bell's Office Building





Considerations for Net Zero

- Energy Efficiency First
 - Don't Install Generation so you can use the power inefficiently
 - There is an escalating financial disincentive to increasing quantities of onsite variable output generation.
- You Should Pay Close Attention to What Jordan Has to Say.
 - What he's about to tell you has
 - Fiscal consequence for the end user
 - Consequence for the marketability of your value proposition.
 - Direct impact the way the public considers and communicates "net zero" homes, businesses, and lifestyles.