



Proven Solar Performance

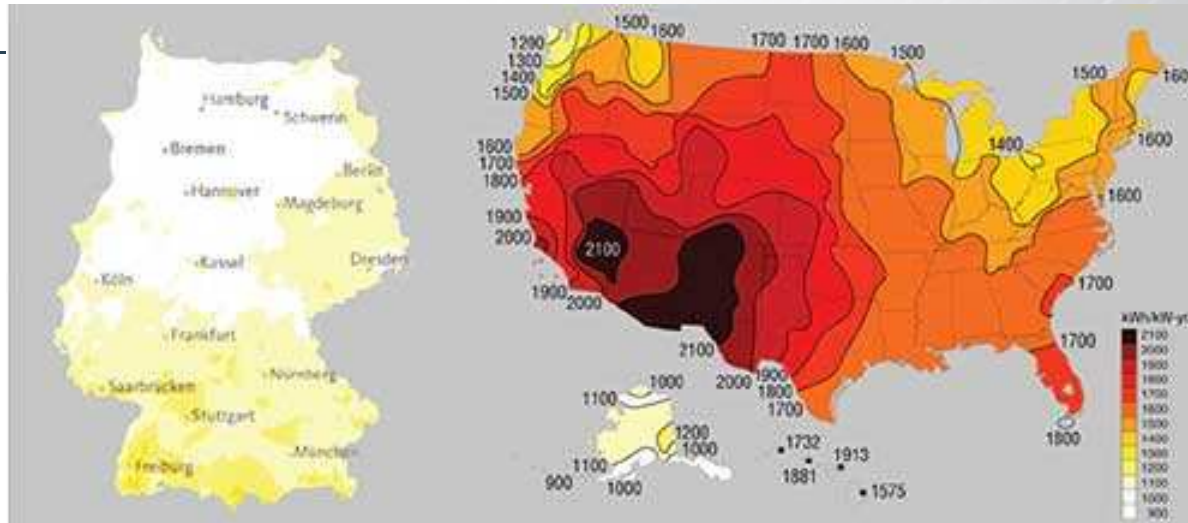
*Financial Realities of Renewable Energy
for Sustainable Tourism*

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www.flsenergy.com

The Solar Age Has Dawned

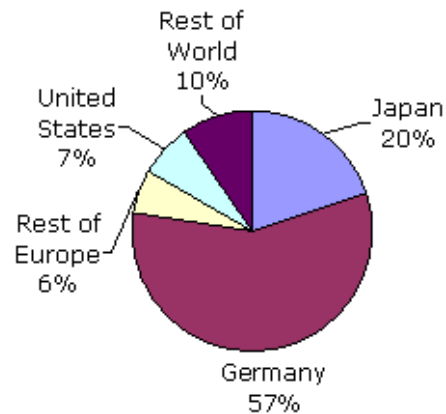


Solar Light Levels



Solar PV Market

**PV Installations in 2005
Regional Megawatt Breakdown**

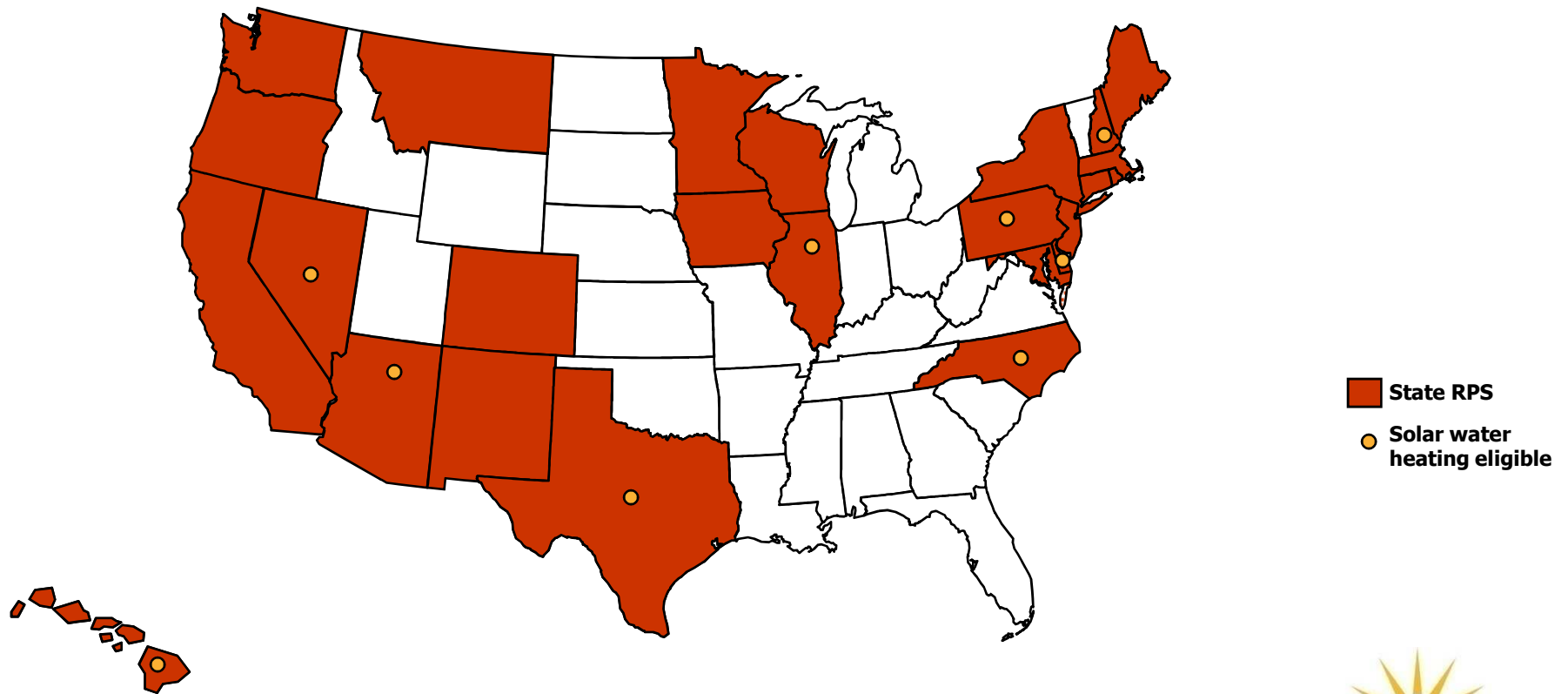


TOTAL: 1,460 MW

Source: Solarbuzz LLC

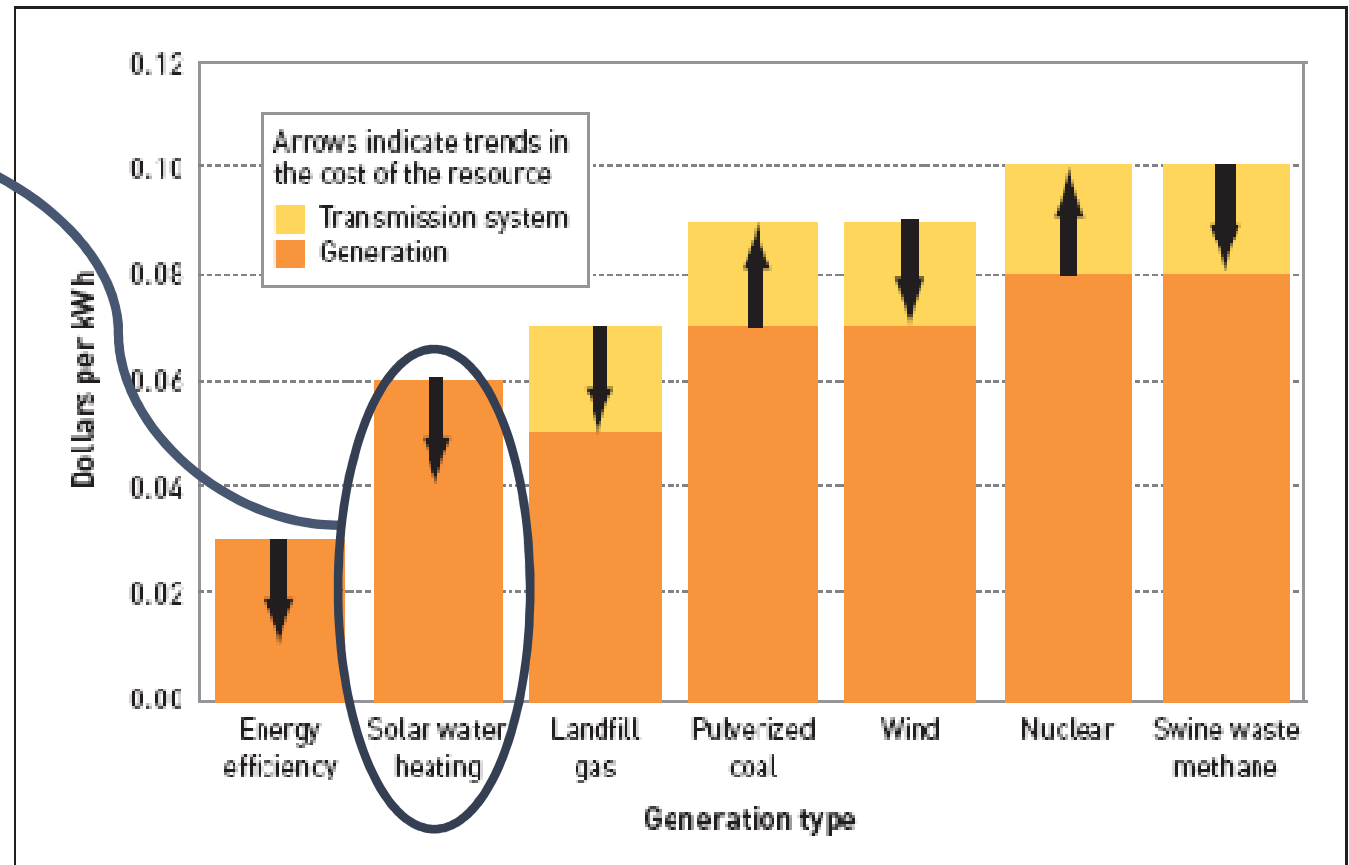


National Renewable Portfolio Standards



Market Opportunity

Cost comparison of electricity technologies



- Hotels
- Restaurants
- Military Bases
- Dormitories
- Hospitals
- Laundries
- Health Clubs
- Fire stations
- Car Washes

Data Sources: US Energy information Administration & NC Utilities Commission; graph generated by FLS Energy.

Benefits of Solar Energy

- Reduction in Utility Bills
- Cost-effective investment
 - 3 - 10 year ROI
 - 25+ year system life
- Tax incentives
 - 30% federal tax credit; 35% NC
 - Accelerated depreciation
- Earn LEED Points
 - As many as 5 points
- Marketing Opportunities
- Environmental Benefits
 - Reduces fossil fuel consumption
 - Emits no pollution
- Improved energy security



The Market Place Restaurant, Asheville, NC

Solar Energy Options for Attractions & Accommodations



Proximity Hotel, Greensboro, NC

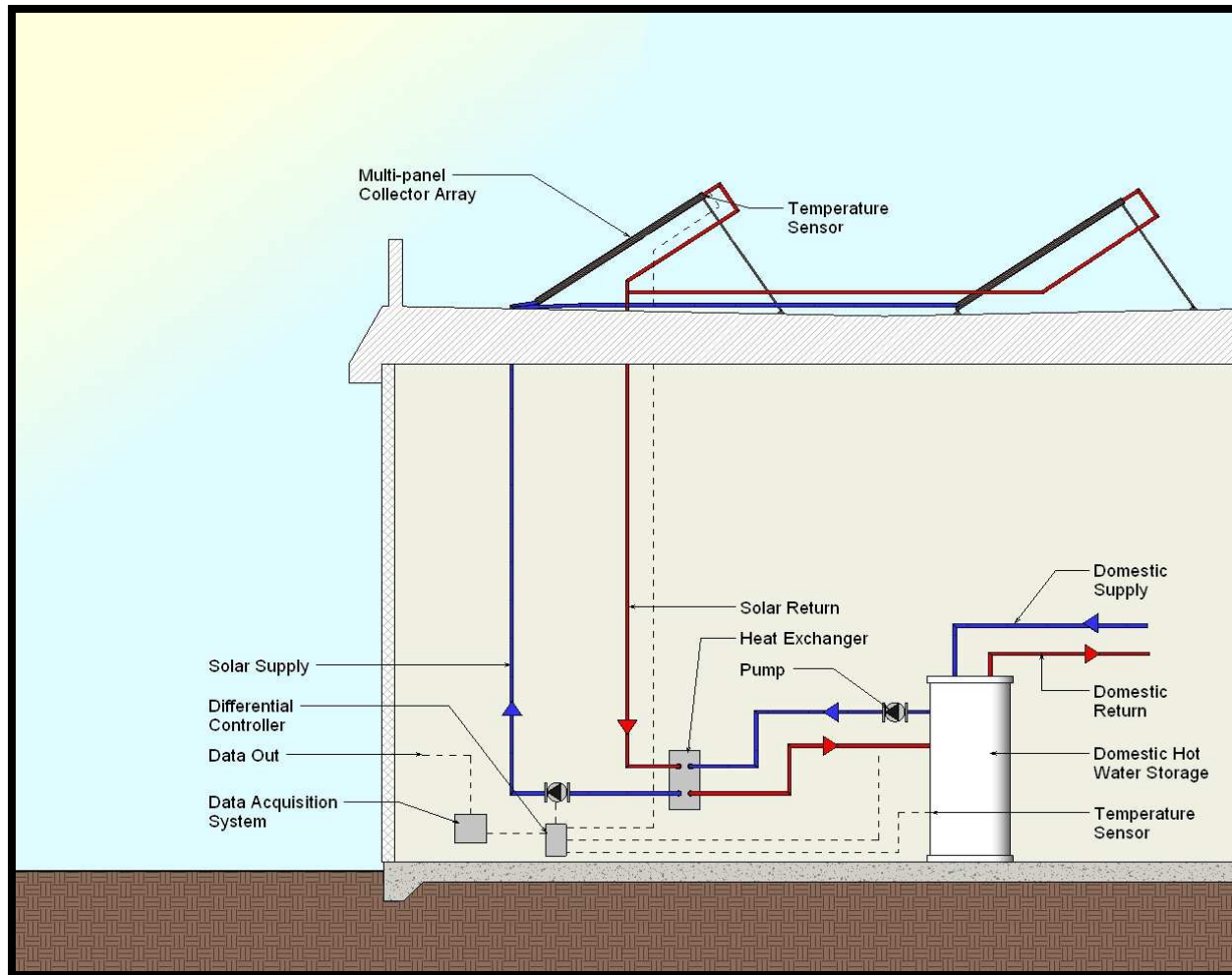
**Solar Thermal
(Hot Water)**



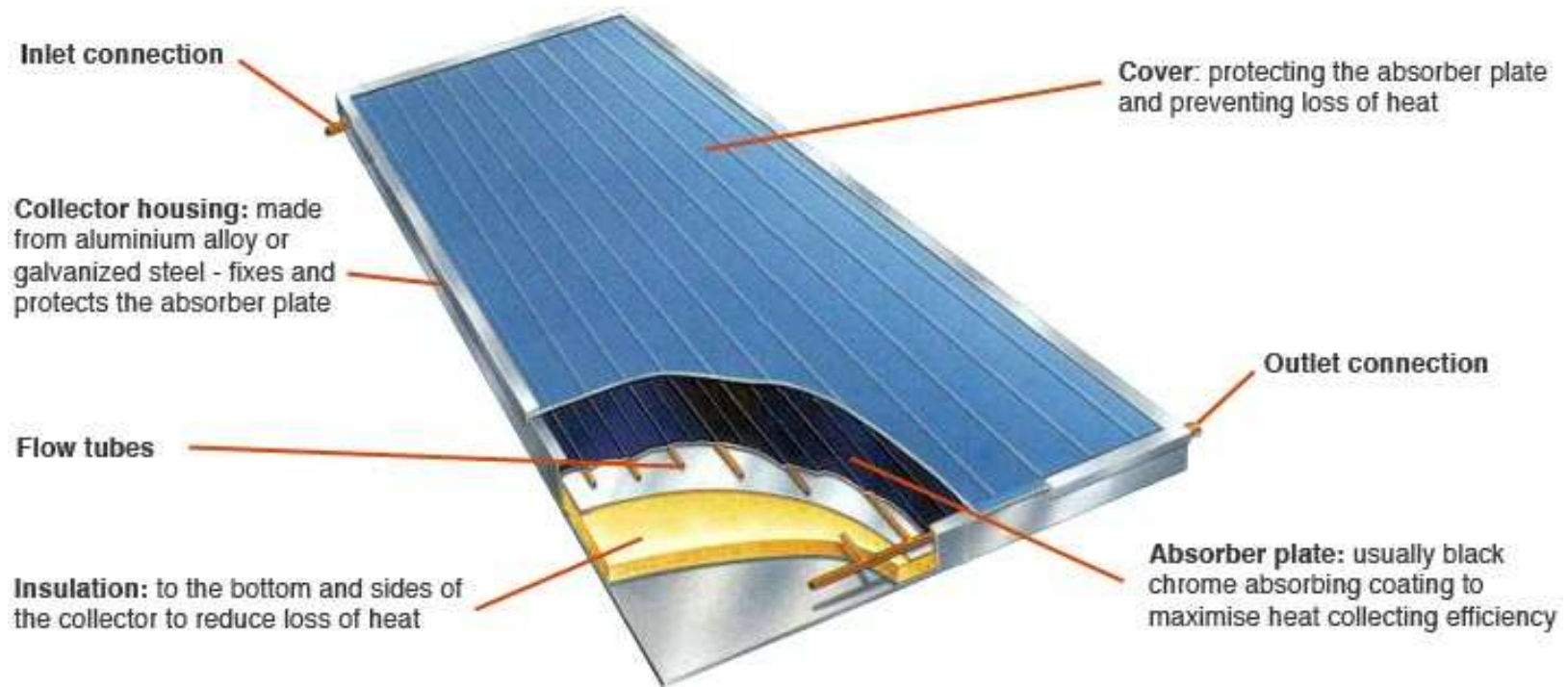
Natural Science Center of Greensboro, NC

**Photovoltaic
(Electric “PV”)**

How Solar Thermal Works



Solar Thermal Flat Plate Collectors



Solar Hot Water System Costs

Avg. Cost: \$90K - \$450K, 1000 gallon – 5000 gallon

Federal Grant Program:

30% of project. No more than 50% of your total tax liability.
Can take over 5 years.

NC State Tax Incentives:

35% of project. No more than 50% of your total tax liability.
Must be taken in 20% increments over 5 years.

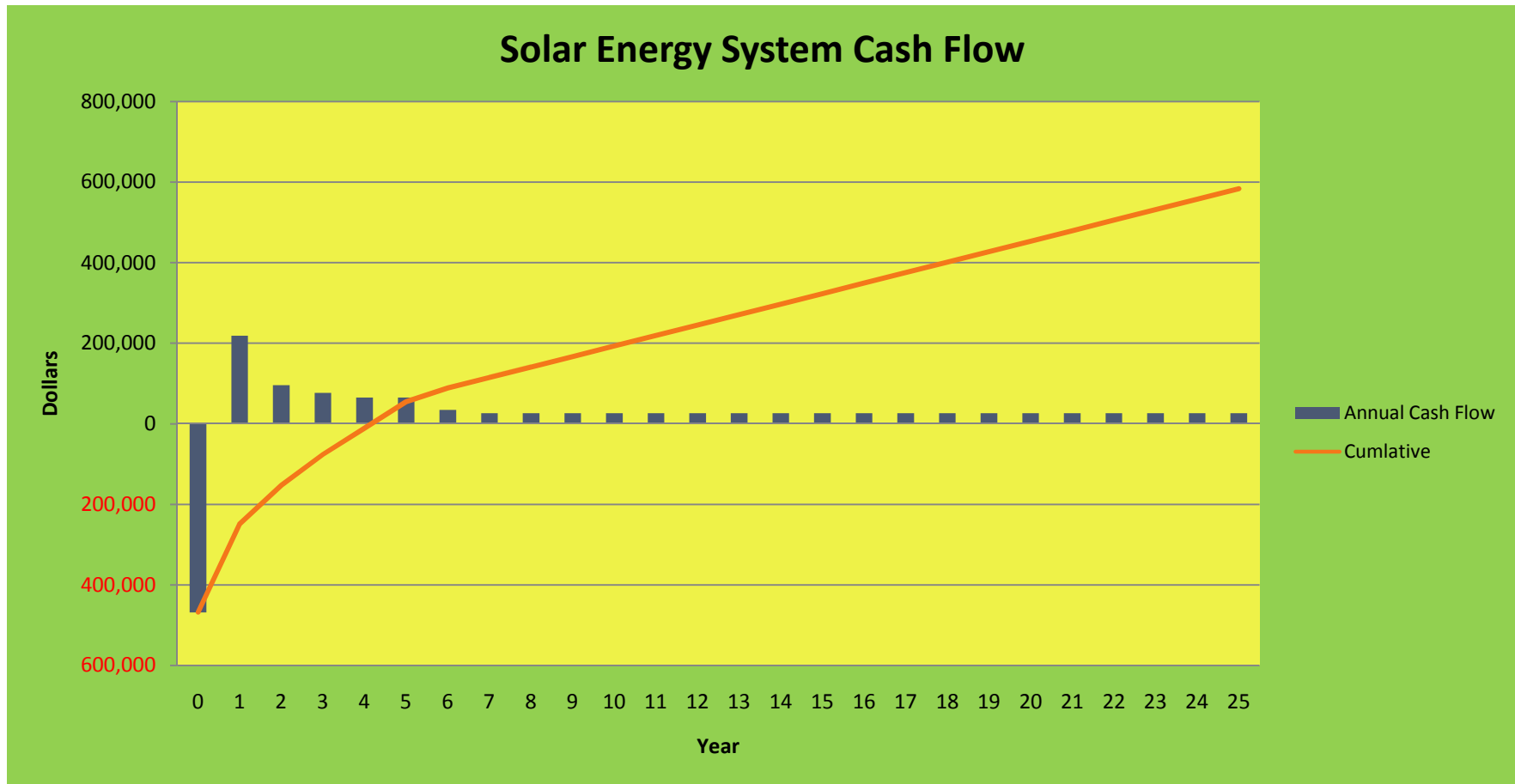
Accelerated Depreciation:

Total apx. 25% of system cost, over 5 years

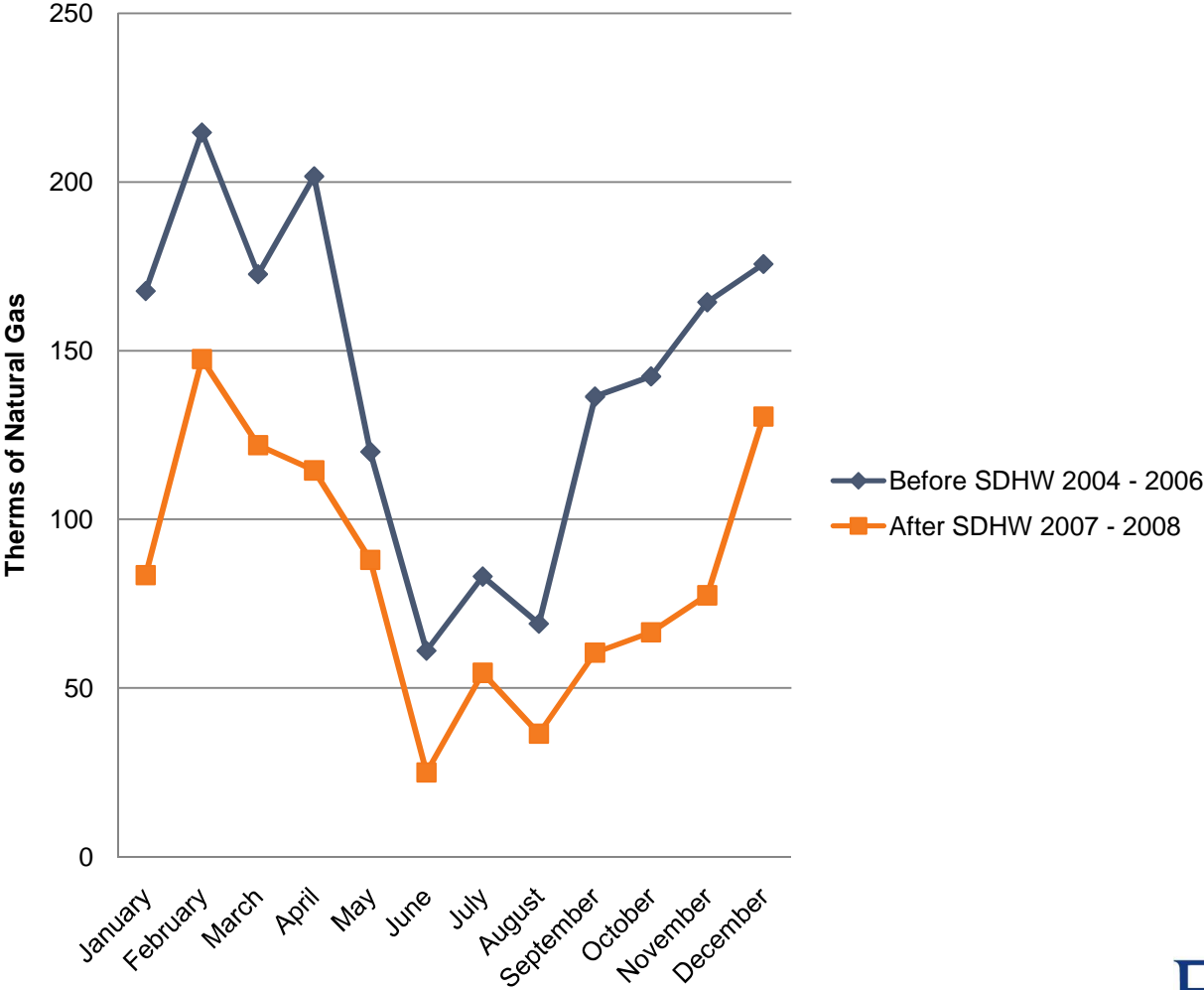
www.dsireusa.org



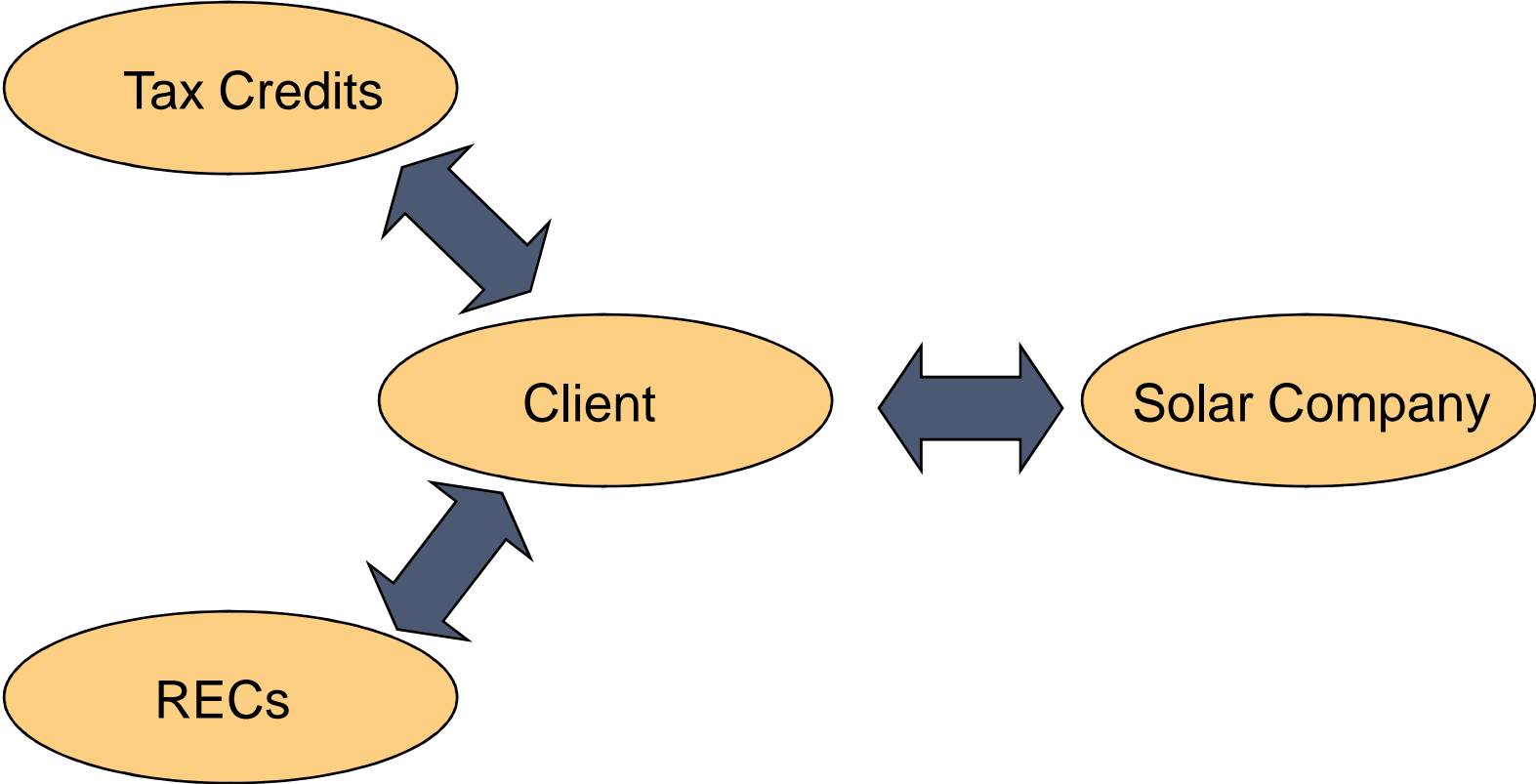
Return on Investment: 100 panel, 5000 gallon



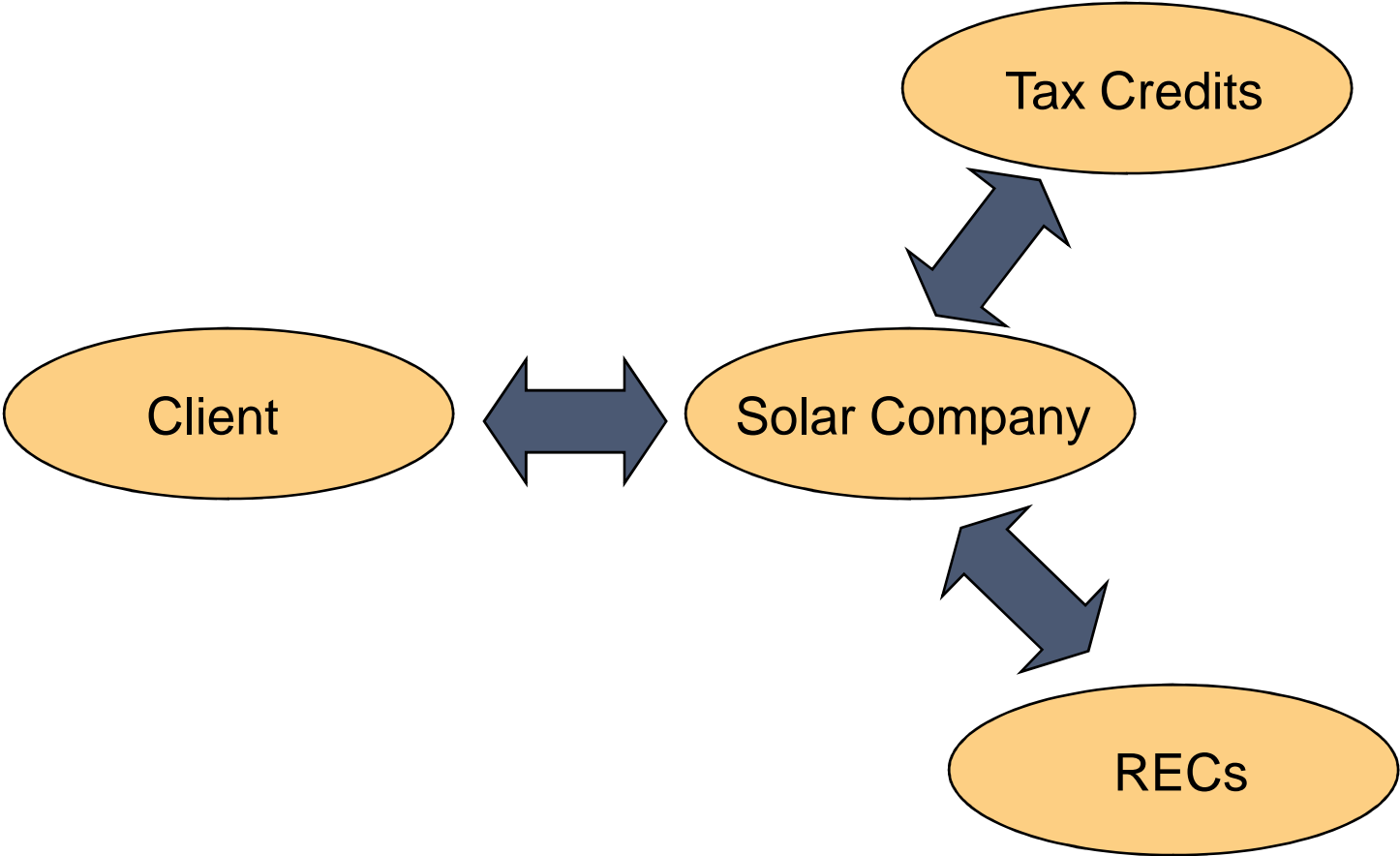
Guilford College, Shore Hall, 600 Gallons



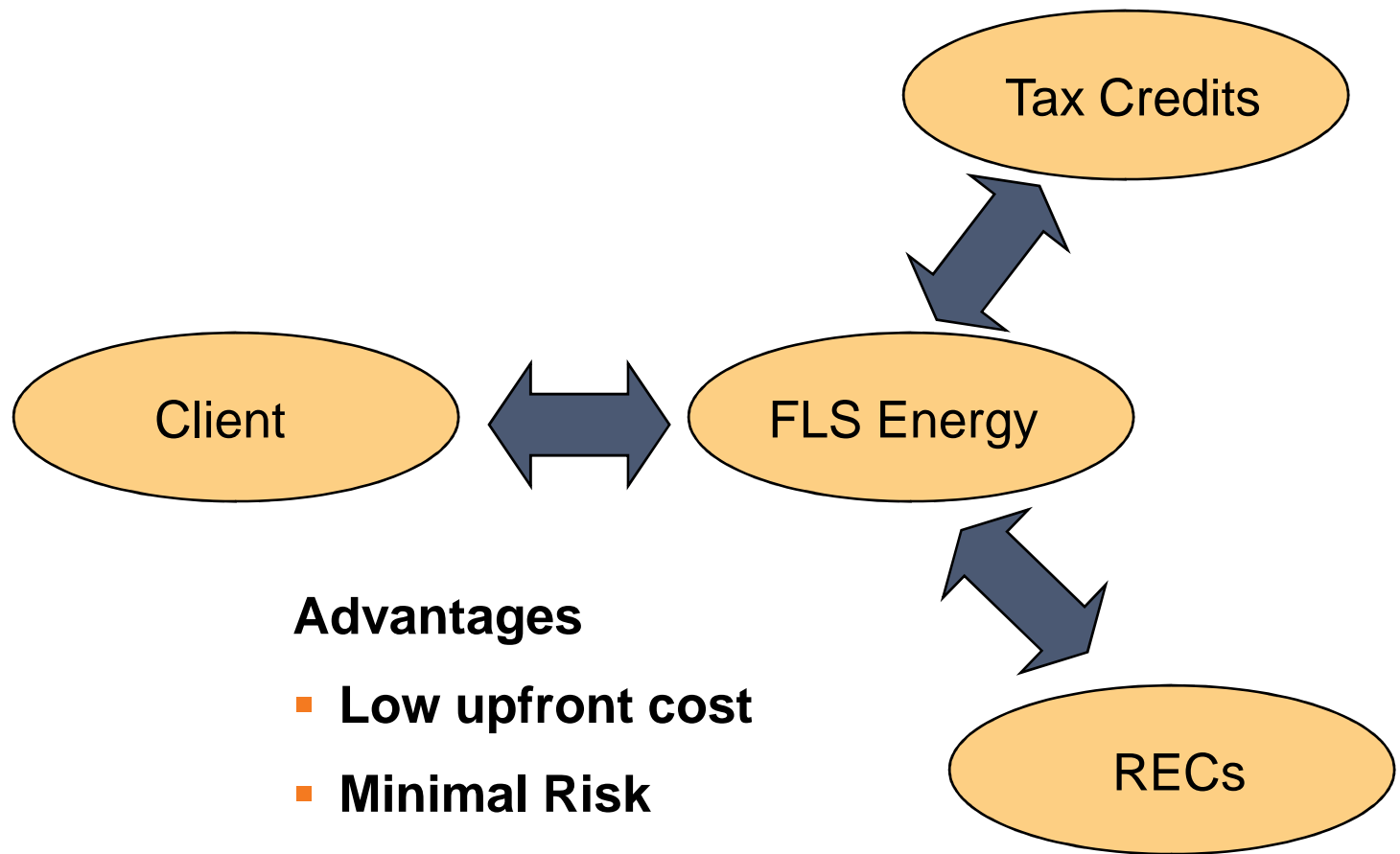
Purchase Model



Solar Energy Purchase Agreement (SEPA)



Solar Energy Purchase Agreement (SEPA)



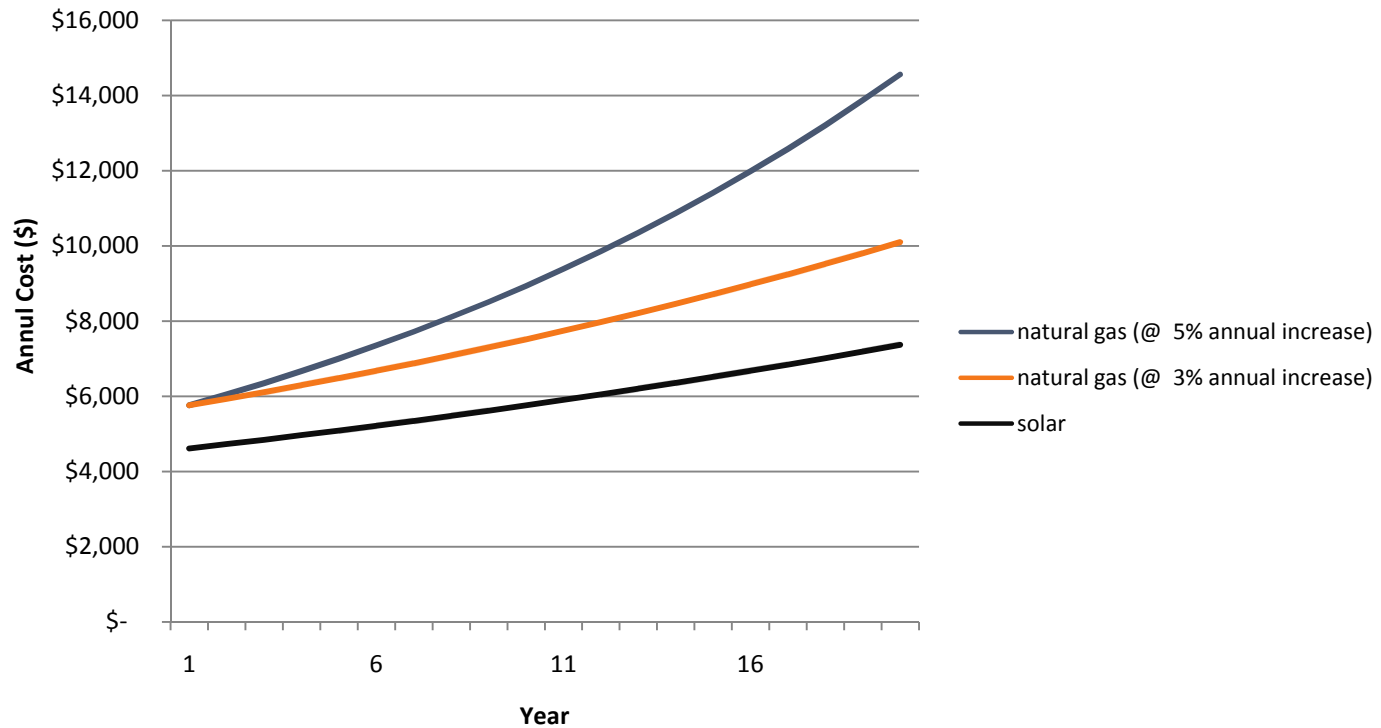
Advantages

- Low upfront cost
- Minimal Risk
- Maintenance
- Low, predictable energy cost

Lock in Low, Predictable Solar Energy Prices

Savings of Solar vs Natural Gas

Based on Given Amount of Hot Water



Proximity Hotel

Greensboro, NC
LEED Platinum Certified



Hilton Asheville

Biltmore Park, Asheville, NC
1st for Hilton Brand



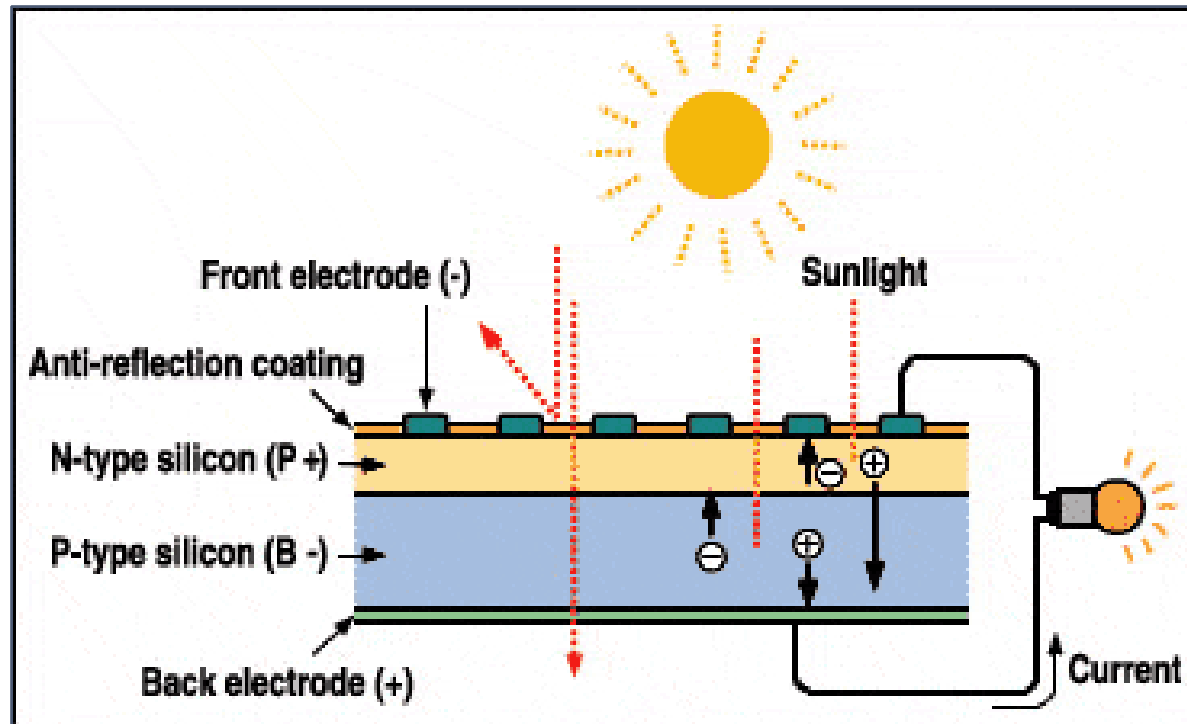
Courtyard Marriott Downtown

Greenville, SC

Largest solar thermal system in SC



How Solar PV Works



What is a kWh? $\text{Watts} * \text{time} = \text{kWh}$

$100 \text{ watt CFL} * 10 \text{ hours} = 1\text{kWh}$

PV System Costs

Avg. Cost: \$50K - \$1.25M, 10 kW system – 250 kW system

Federal Grant Program:

30% of project. No more than 50% of your total tax liability. Can take over 5 years.

NC State Tax Incentives:

35% of project. No more than 50% of your total tax liability. Must be taken in 20% increments over 5 years.

Accelerated Depreciation:

Total apx. 20-25% of system cost, over several years

Progress Territory customers:

Tie-in to grid and receive \$0.18 per kWh
Deduction in bill or check for overage.



PV System Financing

- State and Federal Incentives
- Power Purchase Agreements: PPAs
 - Through private companies
 - Utility Companies
- Site Lease Agreements – 3rd party financing

Renewable Energy Certificates RECs

RECs are :

- the environmental attributes of clean energy.
- the premium value of renewable energy beyond the market value of conventional fuels such as coal and nuclear.
- desired by utility companies.
- added value.

Committed to Making Solar Mainstream

“Proximity’s solar energy system serves as a business-minded, tangible expression of the company’s commitment to the community and the environment. It attracts a clientele that values this commitment.”



Dennis Quaintance, Developer
Proximity Hotel, 2008

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KEYS TO THE CITY OF ASHEVILLE

FLS Energy solar panels. Below (from left): Commission's special p... Mission Hospital, Volvo Construction Equipment, and a student in the Culinary Technology program at A-B Tech



A Diverse Economy Cultivates Stability

BY NANCY OAKLEY



said Michael Shore, presi- "Just the fact the county ing."

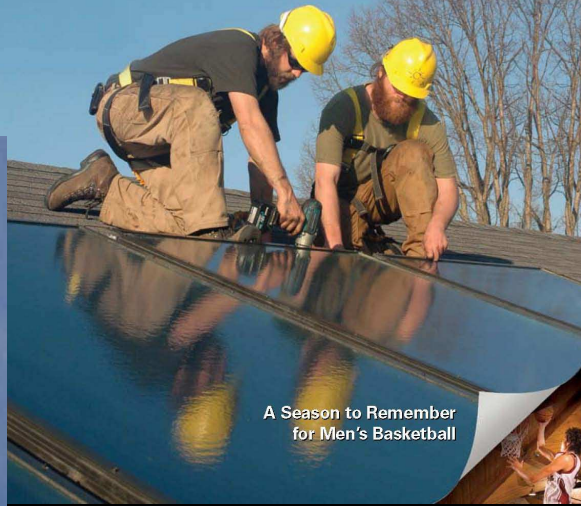
green t



Guilford College Magazine

News for Alumni and Friends | Spring 2007

Making Environmental Sustainability a Reality



A Season to Remember for Men's Basketball

Henderson County and will start work on U.S. 276 in Transylvania County.

"Without that stimulus, we would have probably m-

The New York Times



projects to install solar noi layouts, construction com- ex Murphy.

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Nothing is as powerful as an idea whose time has come

-- Victor Hugo

Want more information about renewable energy for your attraction or accommodation?

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