

Power where you want it, when you need it most

Self-generation from renewable power sources may lighten the load for your balance-sheet, thanks to their dependable, low-cost, decade-spanning electricity supply. But they can also demand significant upfront pain, when it comes to capital expenditure. It's not an easy equation to square, especially in today's capital-constrained environment. R. P. Delio & Company, however, can square off that asymmetry, bridge the capital gap, and accelerate your enjoyment of on-site generation's many benefits.

Power Purchase Agreements (PPA) are our tool of choice, and with them we have helped scores of clients to realize the potential of harnessing the sun and wind to power their businesses. Through PPA's we can deliver solar PV, small wind and micro-grid technologies – for complementary on-site generation solutions – to boost your bottom-line here and now. Custom-fitted for each client, we have designed our PPA's so they couldn't be simpler to implement.

- > You supply the roof-space or real-estate. We design, permit, develop and install a tailored on-site energy generation system.
- > You pay a reduced and fixed electricity rate. We own the energy generation system, operate and maintain it, and are fully responsible for its entire operational life-cycle.
- > You gain a dependable, utility-inflation-proofed column on your business balance sheet. We deal with the complexities of getting the clean energy revolution working for you.

YOU GET THE POWER

Our PPA's allow you to put the full spectrum of on-site energy project management – financing of the system and its installation; qualification for state and federal incentives; permitting and local ordinance compliance; system certification and interconnection to the grid – into our experienced hands. Our practiced field-craft in renewable PPA's works to streamline your project, bringing the benefits to you faster. And those benefits – of stable rates and energy costs savings, not to mention environmental gains – can be had immediately, and for the full length of the Waypoint Power PPA contract, running over 15 to 25 years.

HOW DO PPA'S COMPARE TO OUTRIGHT PURCHASE OR LEASING?

There are real differences in the balance of risk and reward for the three main models for deploying on-site generation systems. We believe in finding the best PPA solution differs for each client, and will tailor one to suit your particular needs.

OUTRIGHT PURCHASE

- > **Capital Outlay:** You own the system, and it is treat as your capital expenditure, for the balance sheet, paid for in cash or through financing.
- > **Risk:** You may be at risk if the system fails to perform optimally, which may significantly dent your return on investment.
- > **Ongoing System:** You are responsible for insuring the system, operating and maintaining it.

LEASE

- > **Capital Outlay:** The lease company owns the system, you pay fixed monthly fee (irrespective of performance). The fee can be held on the balance sheet as debt.
- > **Risk:** You are at risk if the system fails to perform, as the lease fee is not linked to system performance. This may dent your return from cost savings.
- > **Ongoing System:** You are responsible for insuring the system, operating and maintaining it (though you can hire a third-party to provide this service)

PPA

- > **Capital Outlay:** We own the system, and you make no capital outlay whatsoever. Any payments are considered operating expenses on the balance sheet.
- > **Risk:** We are at risk if the system fails to perform; you pay only for electricity received.
- > **Ongoing System:** We are responsible for insuring the system, operating and maintaining it. You have no additional costs to bear.

HOW WILL WE WORK TOGETHER TO GET YOUR BUSINESS SELF-POWERED?

R. P. Delio & Company recognize that maximizing the return on your investment in on-site energy must start with streamlining your existing energy profile. The less energy you use, the smaller your system can be – or the more you may earn from energy export. That's why we recommend including an energy efficiency audit, and energy-profile re-engineering package, as the founding stone of your on-site project. We have the consultants and engineers able to deliver that firm foundation.

And as owners of the proposed on-site system, its performance for you is critical to us. That is why we will work closely with you to detail the site parameters, secure the best financing and define the optimal design and system layout. A typical PPA process will involve the following steps:

FEASIBILITY

Our initial feasibility study will cover:

- > An assessment of your energy usage and rates (or optionally a full energy audit)
- > An assessment of site suitability and renewable energy potential
- > An assessment of local, municipal, state and federal incentives that will reduce your costs
- > Review of future plans (including master planning if needed)

PROPOSAL DESIGN

Our proposal will include the following elements:

- > Recommendations for improving energy-profile
- > Initial on-site generation system design
- > Modeling of on-site generation electricity production
- > Calculations of a fair PPA rate for the electricity generated by the on-site generation system
- > Projections for your anticipated energy cost savings

INSTALLATION

Our installation will follow these steps:

- > Finalizing the terms and rates for the PPA
- > Assigning Project Manager
- > Setting up the Installation Team
- > Pre-construction Safety Planning for Team
- > Finalizing the on-site generation system design
- > Installation of on-site generation system

Once the system is installed, tested and fully commissioned, we will undertake all needed periodic maintenance, operation and repair tasks. That is the bottom-line of our Waypoint Power PPA's. We look to the devil in the detail.

You will simply see lowered energy bills.

THE ELEMENTS OF A TYPICAL WAYPOINT POWER PPA

Early Buy-Out Option: This allows you the option to purchase the on-site generation system, at specific times, during the PPA term.

End-of-Term Options: This allows you the option to renew the PPA for a second term; or to purchase the system from R.P. Delio & Company, at its market fair value; or have it removed entirely at our cost.

Government Incentives: These incentives are available from State and federal schemes that seek to encourage renewable energy adoption. These are passed along to you in the form of lower electric rates.

Insurance: We undertake the on-site generation system's insurance, while you simply maintain any pre-existing insurance coverage applicable to your property.

Operations and Maintenance: We take complete responsibility for all system maintenance, monitoring and support, throughout the whole of the PPA term. This includes provision for remote system monitoring, 24 hours per day, 365 days per year. It will also include a half-yearly system inspection program, plus any necessary maintenance and servicing work.

Rates Schedule: The rates at which power is purchased, under the PPA, are fixed for the term, with an agreed step-up in rates well below projected utility-rate inflation. That way you should always be saving throughout the PPA term.

Tax Benefits: These benefits are available from State and federal government, as incentives for renewable energy. They will be passed on to you as lower PPA rates. The PPA arrangement can be particularly beneficial to those agencies who are unable to receive such tax benefits, due to their non-taxable status (such as governmental agencies).

Term: The length of the PPA. This is typically set to between 15 and 25 years, but we can adjust if required, to as little as 7 years.



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