

# The sun shines on your roof... why not get paid for it?

## Energy from the sun

is one of the cleanest, most renewable power generation resources available. The vast majority of Ontario rooftops sit empty, while they could be improving the future of Ontario's clean energy mix, not to mention your business' bottom line. An Ontario-based company, Solar Power Network is an advocate for local solutions to our province's energy needs, using proven solar technology to feed energy back to the grid.

### About SPN

Solar Power Network is building a network of companies who are committed to a kinder way to power our future. The concept is simple. Solar Power Network turns customer's unused rooftop space into sources of green revenue. The impact is significant. Solar Power Network's customer network demonstrates a growing commitment to the future of sustainable energy development. Solar is a relatively young industry in Canada, which is what makes Solar Power Network's extensive experience in rooftop management, engineering and construction so important. Solar Power Network's team of engineers understands how to maximize the use of your rooftop, while minimizing the impact on the structure. Solar Power Network's experience also allows us to be the best business to partner with due to our unmatched rooftop maintenance care, while offering the most straightforward payment programs and lease agreements in the business.

### SPN is investing in Ontario's future

Today, Solar Power Network has successfully grown its Network to include over 230 Ontario companies. These like-minded organizations have joined our growing network of companies who are committed to building a kinder way to power our province's future together. Solar Power Network is turning 6 million square feet of underutilized rooftops into spaces that will generate 60MW of renewable energy. With this kind of early adoption and innovation, solar simply makes sense – for our health well into the future.





“Our selection process looked at creating a partnership with a competent developer. SPN demonstrated technical and operational leadership with their low panel angle that minimized the risk for Jamieson. Most importantly, this partnership enables us to take bold steps toward a cleaner environment.”

ANDY HOLWELL, Jamieson Laboratories Ltd.

## The Green Energy Act

The Ontario government understands the importance of green energy in the province's energy mix. In 2009, the Ontario Liberals introduced the Green Energy Act, which through the Ontario Power Authority, guarantees preferential rates to developers of renewable energy. The program offers a 20-year term, allowing building owners to enjoy the security of both preferred rates and an extended commitment to lessening our dependence on coal-fired power plants. To solidify your spot within the program, it's important to act now.

## Going Green is Good for Business

The public is rewarding companies that are good corporate citizens, especially within their local community, more than ever before. In response, many organizations are looking for effective ways to lessen their carbon footprint and demonstrate goodwill toward the community. Instead of waiting for green initiatives to be mandatory or mandated, many companies are looking to SPN for industry leadership. This makes solar the perfect solution: Use your otherwise unused rooftop for a pressing, game-changing environmental cause in Ontario's renewable energy sector—and earn revenue while doing it.

## Opportunity to generate revenue

Solar Power Network knows that your rooftop is the most important part of your building asset. We also believe it can be valuable to your organization's bottom line. Rooftop solar with Solar Power Network is a low-risk, high-reward addition to your organization's green commitment and revenue. It's also a commitment to join a growing network of companies committed to a kinder way to power our future.

## Low Panel Angle means all rooftops qualify

Solar Power Network offers customers an innovative low panel angle, which results in 5 additional pounds per square foot added to your rooftop. This compares with other solar companies who use traditional, higher panel angles, which typically result in an additional 20 pounds per square foot on rooftop. Rooftops that cannot support this additional weight are disqualified, making Solar Power Network the right choice.



## No Rooftop Penetrations

Our installation process respects the integrity of your rooftop structure. With leading panel mounting technology, SPN uses an innovative line of mounting brackets and panel systems that require no penetrations or reinforcements. Through our leading-edge low panel angle, wind load is drastically reduced compared to conventional applications, while maintaining the aesthetics and curb appeal of your current rooftop space. SPN's technology also allows for broader participation in solar panel installations across the province: At 5lb/sq ft, our panels put significantly less load on your rooftop structure compared to other industry players, allowing for the use of rooftops that can't sustain traditional panel loads.

## Trouble-free maintenance

We want to ensure the maintenance of your rooftop space continues to be a simple process. Our unmatched maintenance program ensures the warranty on your rooftop is not compromised, while allowing for easy repairs. Once every five years, SPN will remove a string of panels to allow for rooftop repairs at no cost to the partner organization. Should you need to replace your roof envelope within the term of your contract, SPN will remove the entire panel system to facilitate the repairs. Our support team is available seven days a week, and will gladly respond to your needs and make arrangements on the same day.

## Market Your Organization's Contribution to the Environment

Alongside the financial advantages to joining the network, SPN partners also have the opportunity to use their involvement in the program as part of important, ongoing marketing initiatives. Following installation, the SPN team will provide your company with real-time online tracking showing the energy being created on your individual rooftop space—numbers that can be used on your website and broader marketing efforts to your audiences. SPN will also provide signage and marketing collateral to help partners demonstrate their contributions to clean energy generation.

**"SPN has an open and transparent process which really put me at ease.**

**At first, I was apprehensive of the 20 year commitment required by the rental agreement. Surprisingly, my roofer pointed out that the solar panels might actually extend the life of my roof by shielding it from UV rays!"**

**BILL MECHANIC, Checker Industrial Ltd.**



## Leasing your roof: A hassle-free process

Solar Power Network believes in providing customers with a straightforward process from the first meeting through to when their solar project is connected to the electricity grid.

Below is the five point process we follow for each solar project:

### 1. Lease Agreement with Building Owner

- *Negotiate lease*
- *Apply to Ontario Power Authority*

### 2. Contract offer from OPA

- *Local Distribution Carrier (LDC) preliminary*
- *Contract offer from OPA*
- *Contract Acceptance by SPN*

### 3. Connection approval from local hydro company

- *Detailed Connection Plan submitted by SPN to LDC*
- *Details reviewed by LDC*
- *Approval by LDC*

### 4. Engineering, design and approvals

- *File Plan with OPA*

### 5. Construction and connection to electricity grid

- *Notice To Proceed received from OPA*
- *Financing arranged*



## Our leasing agreement looks out for your best interests

With an extensive background in rooftop leaseholds, our leasing agreement is the most straightforward and competitive in the industry. We designed our leasing agreement with our partners in mind. At SPN, we understand that your rooftop is an important part of your business operation. As such, our leasing agreement leads the industry in terms of maintenance and repair. Not only do we provide our customers with an unmatched maintenance program, but we are available seven days a week to remove panels for repairs, when needed.

## Our leasing agreement provides for:

- Roof repairs over the term of the lease
- Preservation of your existing roof warranty
- No impact installation guarantee
- Flexibility with respect to payment
- And much more