

# Turn Your Industrial Roof into a High-Performance Revenue Stream

Canada's leader in commercial-scale Solar & Battery Storage.  
We turn idle rooftops into high-performing financial assets.

The Opportunity:

## Why Now?

- ✓ **The Incentive "Triple-Stack"**  
Combine the 30% Federal Clean Technology ITC (Refundable Tax Credit), the 100% Accelerated Capital Cost Allowance (First-year write-off), and the Save on Energy Retrofit Program (up to \$860,000 in prescriptive rebates)
- ✓ **Price Record Lows**  
Solar hardware is approximately 10% cheaper than its previous peaks, with Ontario offering some of the most competitive installation rates in Canada (\$2.42–\$3.05 per watt)
- ✓ **Stackable Savings**  
Total project costs can be reduced up to 50% through incentive stacking, dropping simple payback periods to as low as 3–5 years

The Strategy:

## Why Solar?

- ✓ **NOI & Valuation:**  
Solar is a valuation lever. A mere \$10,000 in annual energy savings can add over \$140,000 to property value at current cap rates.
- ✓ **Tenant Retention:**  
Lower Common Area Maintenance (CAM) costs and energy bills make your building the most competitive choice in a tightening market
- ✓ **Energy Sovereignty:**  
With global instability threatening 20% of the world's oil flow and driving freight/utility spikes, on-site solar is the only way to lock in your energy costs and hedge against inflation for 30+ years



The Asset:

## Why This Building?

- ✓ **Ideal Footprint**  
Large, flat roofs are perfect for ballasted racking systems that require zero penetrations, preserving your roof warranty while generating maximum power

# Stakeholder Value Breakdown

## For the Owner

- Unlevered ROR: 15% - 18% (higher in Ontario due to high delivery charges).
- Asset Appreciation: By increasing Net Operating Income (NOI) through solar lease fees, the building's appraisal value increases significantly.
- Low Risk: Equipment is under warranty for 30 years; Tenant pays through the existing lease structure.

## For the Tenant:

- 10% Hydro Discount: The Tenant pays the Landlord a "Solar Service Fee" set at 90% of the current Hydro One/Alectra peak rates.
- Peak Shaving: Solar produces most during Ontario's "On-Peak" hours (typically 11 AM - 5 PM), directly attacking the most expensive part of the Tenant's bill.
- GHG Reporting: Offsets approx. 950 Metric Tons of CO2 (1MW site), crucial for Canadian corporate ESG reporting.

## For the Property Manager

- Admin Fee: A 3% - 5% fee is standard for managing the solar billing and performance monitoring.
- Future-Proofing: Modernizes the building to compete with green-certified industrial spaces.

**If you analyzed solar even 3 years ago, the numbers you saw are now obsolete.**



OUR CLIENTS:           