



## ZERO EMISSIONS. ZERO MONEY DOWN.

### THE HYBRID POWER PURCHASE AGREEMENT (hPPA)

combines Blue Planet Energy's reliable, safe, and long-lasting battery storage with industry-leading solar solutions, providing an integrated system at no upfront cost to you

### COMBINES VARIABLE AND FIXED PAYMENTS

#### VARIABLE

pay discounted rate per kWh as solar energy is actually generated

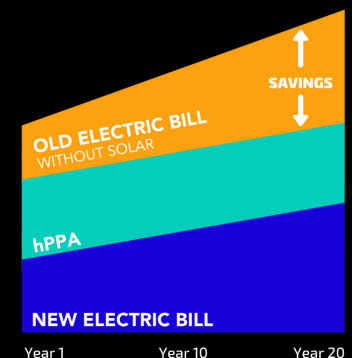
#### FIXED

pay a flat fee monthly depending on battery storage capacity

### ELIGIBLE PROJECTS AND PROGRAM AVAILABILITY

- Must be a Solar-plus-storage project
- California only, in IOU's with SGIP
- Industries encouraged but not limited to commercial and industrial companies, non-profits, religious organizations, government entities
- Minimum project size: 200 kWdc of solar and 125 kW/128 kWh of battery storage

### FEATURES + BENEFITS



Energy savings delivered via discounted PPA rates



Demand charge savings

Avoid utility power disruptions

Reduce carbon footprint

No capital expenditure

No maintenance costs

Initial term from 20 to 25 years

# FREQUENTLY ASKED QUESTIONS + ANSWERS

For the purposes of this document, Customer is defined as the host who is receiving power from the on-site solar-plus-storage system; Project Owner is defined as the solar-plus-storage service provider

## WHAT IS AN hPPA?

A Hybrid Power Purchase Agreement (hPPA) allows the Customer to pay the Project Owner for both the electricity generated by the solar array as well as the benefits and services provided by the battery storage system. The solar hPPA payments are variable depending on actual solar energy production and the battery hPPA payments are fixed depending on the capacity of the battery system.

## WHAT IS THE LENGTH OF THE hPPA TERM? HOW ABOUT EXTENSIONS?

Blue Planet Energy's hPPA has a 20-year initial term, with optional short-term extensions of 5 years.

## WHAT HAPPENS AT THE END OF THE hPPA TERM?

At the end of the initial term, the Customer has the option to purchase the system from the Project Owner at fair market value, which will be determined by a third-party appraiser.

## WHAT ARE THE CUSTOMER'S COST?

The Customer has no upfront capital expense or ongoing operating and maintenance expense. Instead, the Customer's only cost is the purchase of energy and energy services via the hPPA. Our goal is always to deliver clean energy at a discount to the Customer's currently available utility rate.

## WHO IS RESPONSIBLE FOR PAYING PROPERTY TAXES?

Solar PV and battery energy storage systems are excluded from property tax assessments in California.

## WHO RECEIVES ALL OF THE TAX BENEFITS?

The Project Owner receives the available tax benefits.

## WHAT HAPPENS TO RENEWABLE ENERGY CREDITS (RECs)?

The Project Owner retains the rights to all RECs and environmental attributes, unless otherwise specified in the hPPA.

## WHAT ARE THE INSURANCE REQUIREMENTS?

The Project Owner is responsible for general liability insurance and property insurance; the Customer maintains commercial general liability insurance.

## WHAT HAPPENS TO THE EXISTING ROOF WARRANTY?

Blue Planet Energy works with the roof manufacturing company to maintain the warranty. This includes covering the cost of any pre- and post-inspections of the roof and obtaining signed approval that the solar array will not void the roof warranty.

## WHAT HAPPENS IF THERE IS DAMAGE TO THE ROOF DURING OR AFTER CONSTRUCTION?

Blue Planet Energy works with a roofer to repair the damages and maintain the warranty.

## WHO IS RESPONSIBLE FOR MAINTENANCE?

For the entire duration of the hPPA term, the Project Owner is responsible for all operations and maintenance of the solar-plus-storage system.

## WHAT HAPPENS IF THE CUSTOMER NEEDS TO REPAIR THE ROOF?

Blue Planet Energy will work with your facility director to make sure that the part of the roof in need of repair is accessible. For patch repairs, the solar panels are easily removable to provide access to any portion of the roof.

## WHAT HAPPENS IF BLUE PLANET ENERGY NEEDS TO PERFORM MAINTENANCE OF THE SYSTEM?

Blue Planet Energy will coordinate closely with the Customer to minimize the impact and disruption caused by maintenance services, including ample notification and consultation prior to a site visit.

## WILL THE CUSTOMER STILL BE CONNECTED TO THE GRID?

Yes, Blue Planet Energy's projects are grid connected, so the Customer will continue to have access to energy from the grid.

## WILL A SOLAR ARRAY EXTEND OR SHORTEN THE LIFE OF MY ROOF?

Empirical research findings suggest that PV rooftop solar can help reduce heat stress and direct UV damage to roofs. This value added is not factored into the economic model.

## WILL YOU BE MAKING HOLES IN MY ROOF?

Blue Planet Energy focuses on standing seam metal and flat membrane rooftops because these do not require roof penetrations. On a standing seam metal roof, the panel racking uses industry standard S-5! Clamps, the same used for snow guards. On a flat membrane roof, the panel racking is self-ballasted. Blue Planet Energy typically avoids shingled or slate rooftops because those racking systems do require penetrations.

## WHAT HAPPENS IF BLUE PLANET ENERGY GOES OUT OF BUSINESS?

Blue Planet Energy has strategic partnerships with large investors and suppliers. In the unlikely event that Blue Planet Energy were to declare bankruptcy, the project financing entity would simply contract for project maintenance with another third-party provider and maintain the operating performance of your solar-plus-storage system.