

Your Solar System Quote from Simple Solar

Paul Colvin Paul@BlockAuction.com
235 Henri de Tonti Blvd, Tontitown, AR 72770



Cost of Your Solar System & How Much of Your Energy Usage Will Be Solar

Total System Cost	\$	130,725
Less: 15% Discount to Not-For-Profit Entities	\$	19,609
Net System Cost	\$	111,116
Out of Pocket Cost After Incentatives	\$	111,116
Price per Watt (PPW)	\$	2.25
System Size		58.10 kW (166 panels)

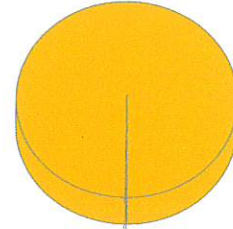
Production

100%

From Solar

0%

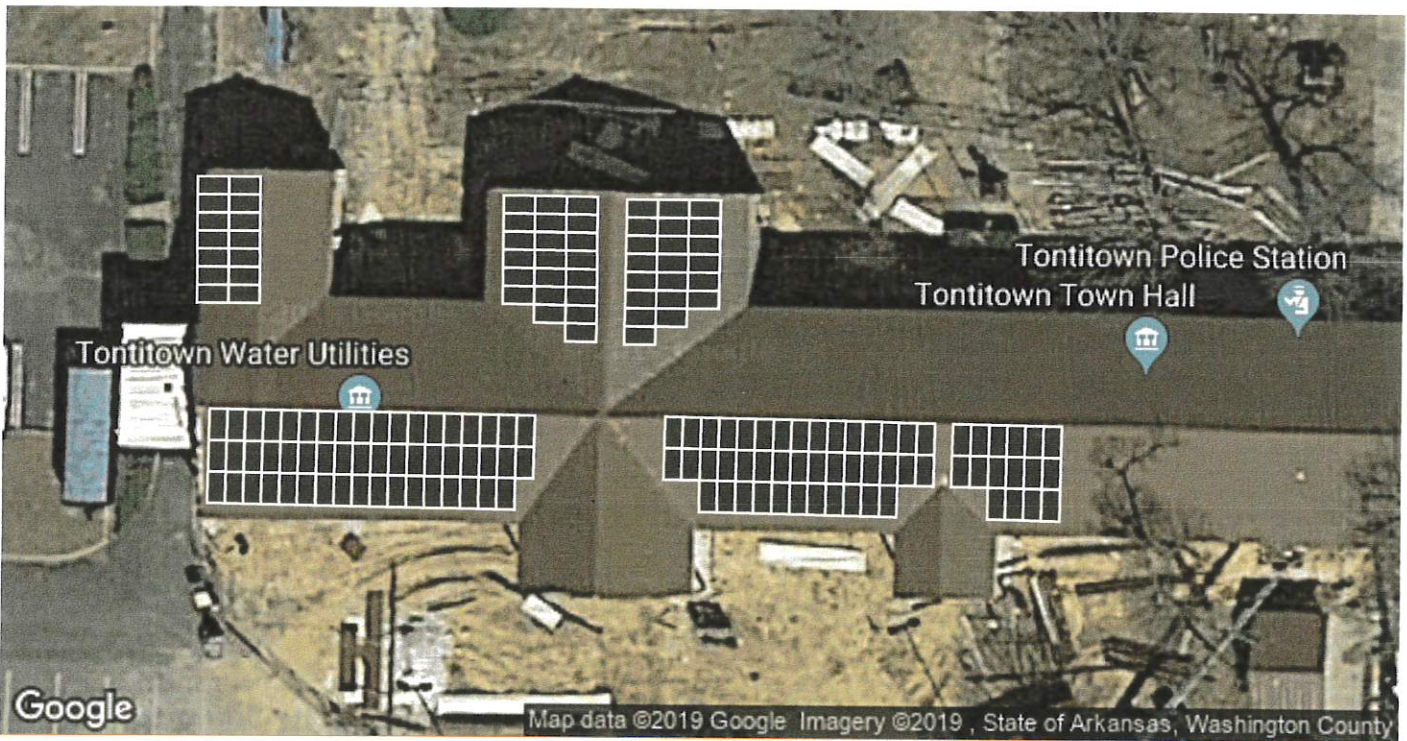
From Grid



Percentage Replaced by Solar
Total Energy Generated

100%
79,862 kWh

Your System Size & Placement on Your Property



Your System Type

Roof Mounted

Your System Size

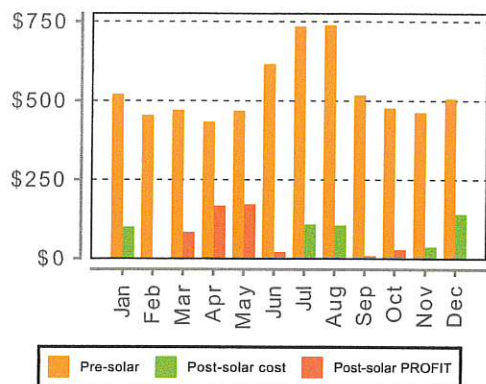
58.10kW (166 Canadian Solar Inc. : CS3U-350P panels)

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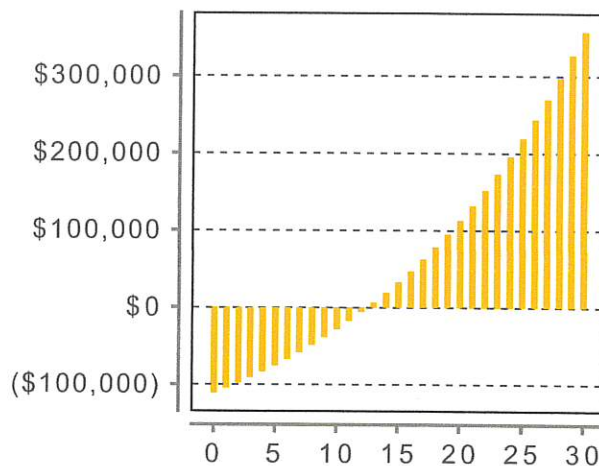


Money Spent or Made Pre- & Post-Solar



Yearly Electric Bill Pre-Solar	\$	6,400
Yearly Electric Bill Post-Solar	\$	11
Yearly Savings	\$	6,389
Total Savings per Year	\$	6,389

Lifetime Return on Investment



Out of Pocket Cost	\$	111,116
Total Savings per Year	\$	6,389
Break Even Point		12.5 years
ROI (Year 1)		6%
Lifetime % Return on Cash		322%
Lifetime Return on Cash	\$	357,846

The Good You'll Be Doing

Equivalent number of trees you'll be planting every year	1,472
Number of cars you'll replace with a hybrid	14.57
Number of cars you'll have taken off the road - lifetime	321
Number of tanker trucks of gasoline not used - lifetime	8.7
Number of rail cars of coal not used - lifetime	23.3

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Year	Energy Saving	Net Cash Flow	Cumulative Cash Flow
	\$0.080		
0		\$ (111,116.00)	\$ (111,116.00)
1	\$ 6,389.12	\$ 6,389.12	\$ (104,726.88)
2	\$ 6,745.38	\$ 6,745.38	\$ (97,981.51)
3	\$ 7,121.50	\$ 7,121.50	\$ (90,860.01)
4	\$ 7,518.59	\$ 7,518.59	\$ (83,341.41)
5	\$ 7,937.83	\$ 7,937.83	\$ (75,403.59)
6	\$ 8,380.44	\$ 8,380.44	\$ (67,023.14)
7	\$ 8,847.73	\$ 8,847.73	\$ (58,175.41)
8	\$ 9,341.08	\$ 9,341.08	\$ (48,834.32)
9	\$ 9,861.94	\$ 9,861.94	\$ (38,972.38)
10	\$ 10,411.84	\$ 10,411.84	\$ (28,560.54)
11	\$ 10,992.41	\$ 10,992.41	\$ (17,568.13)
12	\$ 11,605.34	\$ 11,605.34	\$ (5,962.79) *
13	\$ 12,252.46	\$ 12,252.46	\$ 6,289.67
14	\$ 12,935.65	\$ 12,935.65	\$ 19,225.32
15	\$ 13,656.94	\$ 13,656.94	\$ 32,882.27
16	\$ 14,418.45	\$ 14,418.45	\$ 47,300.72
17	\$ 15,222.43	\$ 15,222.43	\$ 62,523.14
18	\$ 16,071.23	\$ 16,071.23	\$ 78,594.38
19	\$ 16,967.36	\$ 16,967.36	\$ 95,561.73
20	\$ 17,913.46	\$ 17,913.46	\$ 113,475.19
21	\$ 18,912.31	\$ 18,912.31	\$ 132,387.50
22	\$ 19,966.86	\$ 19,966.86	\$ 152,354.36
23	\$ 21,080.21	\$ 21,080.21	\$ 173,434.56
24	\$ 22,255.64	\$ 22,255.64	\$ 195,690.20
25	\$ 23,496.61	\$ 23,496.61	\$ 219,186.81
26	\$ 24,806.78	\$ 24,806.78	\$ 243,993.59
27	\$ 26,190.01	\$ 26,190.01	\$ 270,183.59
28	\$ 27,650.36	\$ 27,650.36	\$ 297,833.94
29	\$ 29,192.14	\$ 29,192.14	\$ 327,026.06
30	\$ 30,819.89	\$ 30,819.89	\$ 357,845.97
	\$ 468,962.03	\$ 357,845.97	

Internal Rate of Return
 Break Even Point

9.29%
 12.5 years



Your Solar System Installation Schedule

INSTALLATION SCHEDULE IN DAYS



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The Nitty-Gritty

1. Nitty-gritty is the legal stuff the lawyers make us say.
2. This is a preliminary, estimate-only proposal for your consideration. Actual pricing will vary and will be presented upon completion of a site visit and evaluation. Cost of materials is based on standard size system, and may be different for your case.
3. Cost of permits will vary with your local municipality.
4. Federal tax credit assumes a 30% tax credit.
5. The amount of electricity your solar system will produce is after the DC to AC inversion and is standardized for your part of the country. Your actual production will vary based on system size, orientation, and efficiency of the panels eventually used.
6. The placement on your roof is an approximately and will be finalized with a site evaluation.
7. Electricity bill calculations are based on your current utility provider's rates.
8. The Good You'll Be Doing representations are for information only and may not be accurate nor represent actual savings.
9. Installation schedule graph is for information only and may change due to your individual circumstances.
10. The first monthly payment on the loan is due approximately 60 days after installation. The calculation of the monthly payments for the first 18 months following installation (which includes the first 17 payments) (the "Initial Period") assumes that you will pay down the loan during the Initial Period by 30%. If you make aggregate principal payments in such amount during the Initial Period, your monthly payments following the Initial Period will remain the same as during the Initial Period. If during the Initial Period you elect to pay principal in any amount that is less than 30% of your loan amount, your monthly payment beginning upon conclusion of the Initial Period and throughout the rest of the term of the Loan will be increased to amortize the full principal loan balance (which would be greater than the originally assumed amount) over a period which is effectively 18 months shorter. Conversely, if you pay down greater than 30% of the principal balance during the Initial Period, your monthly payments following the conclusion of the Initial Period will be reduced to reflect the payment of a lesser principal balance than originally assumed for the balance of the term. Please carefully review the details of your loan, including the payment amounts, provided in your loan agreement.
11. As the purchaser and owner of a solar photovoltaic system, you may qualify for certain federal, state, local or other rebates, tax credits or incentives (collectively, "Incentives"). If you have any questions as to whether and when you qualify for any Incentives and the amount of such Incentives, please consult and discuss with your personal tax or financial advisor. Sunlight and Simple Solar LLC makes no representation, warranty or guaranty as to the availability or amount of such Incentives".
12. Proposal is based on a Utility Rate Escalator of less than 4%

For more information, contact:
Jennifer Langford
(417) 986-0360 (office)
(931) 510-7703 (cell)
jennifer@getsimplesolar.com

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Cost of Your Solar System & How Much of Your Energy Usage Will Be Solar

Total System Cost	\$	65,363
Less: 15% Discount to Not-For-Profit Entities	\$	9,804
Net System Cost	\$	55,558
Out of Pocket Cost After Incentives	\$	55,558
Price per Watt (PPW)	\$	2.25
System Size		29.05 kW (83 panels)

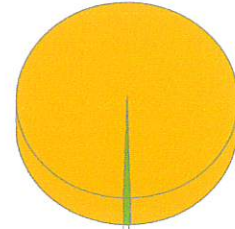
Production

99%

From Solar

1%

From Grid



Percentage Replaced by Solar
Total Energy Generated

99%
37,617 kWh

Your System Size & Placement on Your Property



Your System Type
Your System Size

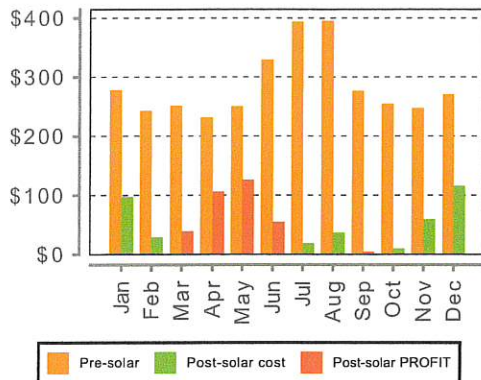
Roof Mounted
29.05kW (83 Canadian Solar Inc. : CS3U-350P panels)

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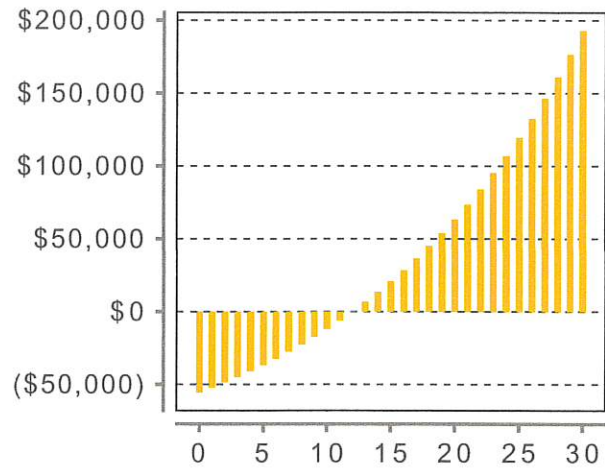


Money Spent or Made Pre- & Post-Solar



Yearly Electric Bill Pre-Solar	\$	3,420
Yearly Electric Bill Post-Solar	\$	35
Yearly Savings	\$	3,385
Total Savings per Year	\$	3,385

Lifetime Return on Investment



Out of Pocket Cost	\$	55,558
Total Savings per Year	\$	3,385
Break Even Point		12.0 years
ROI (Year 1)		6%
Lifetime % Return on Cash		347%
Lifetime Return on Cash	\$	192,920

The Good You'll Be Doing



Equivalent number of trees you'll be planting every year

693



Number of cars you'll replace with a hybrid

6.86



Number of cars you'll have taken off the road - lifetime

151



Number of tanker trucks of gasoline not used - lifetime

4.1



Number of rail cars of coal not used - lifetime

11.0

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Year	Energy Saving	Net Cash Flow	Cumulative Cash Flow
	\$0.090		
0		\$ (55,558.12)	\$ (55,558.12)
1	\$ 3,385.26	\$ 3,385.26	\$ (52,172.86)
2	\$ 3,574.02	\$ 3,574.02	\$ (48,598.84)
3	\$ 3,773.31	\$ 3,773.31	\$ (44,825.53)
4	\$ 3,983.71	\$ 3,983.71	\$ (40,841.82)
5	\$ 4,205.84	\$ 4,205.84	\$ (36,635.98)
6	\$ 4,440.36	\$ 4,440.36	\$ (32,195.62)
7	\$ 4,687.95	\$ 4,687.95	\$ (27,507.67)
8	\$ 4,949.35	\$ 4,949.35	\$ (22,558.32)
9	\$ 5,225.33	\$ 5,225.33	\$ (17,332.99)
10	\$ 5,516.69	\$ 5,516.69	\$ (11,816.30)
11	\$ 5,824.30	\$ 5,824.30	\$ (5,992.00)
12	\$ 6,149.06	\$ 6,149.06	\$ 157.06 *
13	\$ 6,491.94	\$ 6,491.94	\$ 6,649.00
14	\$ 6,853.93	\$ 6,853.93	\$ 13,502.93
15	\$ 7,236.10	\$ 7,236.10	\$ 20,739.03
16	\$ 7,639.58	\$ 7,639.58	\$ 28,378.61
17	\$ 8,065.57	\$ 8,065.57	\$ 36,444.18
18	\$ 8,515.30	\$ 8,515.30	\$ 44,959.48
19	\$ 8,990.12	\$ 8,990.12	\$ 53,949.59
20	\$ 9,491.40	\$ 9,491.40	\$ 63,441.00
21	\$ 10,020.64	\$ 10,020.64	\$ 73,461.64
22	\$ 10,579.39	\$ 10,579.39	\$ 84,041.03
23	\$ 11,169.30	\$ 11,169.30	\$ 95,210.33
24	\$ 11,792.10	\$ 11,792.10	\$ 107,002.43
25	\$ 12,449.62	\$ 12,449.62	\$ 119,452.05
26	\$ 13,143.82	\$ 13,143.82	\$ 132,595.88
27	\$ 13,876.71	\$ 13,876.71	\$ 146,472.59
28	\$ 14,650.48	\$ 14,650.48	\$ 161,123.08
29	\$ 15,467.39	\$ 15,467.39	\$ 176,590.47
30	\$ 16,329.85	\$ 16,329.85	\$ 192,920.31
	\$ 248,478.42	\$ 192,920.31	

Internal Rate of Return
 Break Even Point

9.78%
 12.0 years



SIMPLE SOLAR

Solar Energy Solution For:
City of Tontitown

By Jennifer Langford & Jason Steele // jennifer@getsimplesolar.com

Simple Solar

Thanks for the opportunity.

This document provides details of our proposal for installation of a solar system on your residence. It includes the materials, installation, permitting, and everything needed for a fully-functional solar system.

If you have any queries about any of these costs or would like to discuss anything contained in this proposal, please feel free to reach out any time to jennifer@getsimplesolar.com

**"Simple Solar makes it
so easy to save money.
We've saved 90% on
our electric bill."**

Anita Kennedy - Reeds Spring, MO

"I checked out four different solar panel companies and these guys are easily the BEST.

Compare prices, experience, promptness and honesty and you will conclude the same thing I did... these guys are tops!"

Phil Greer - Webb City, Mo.

Quality Installation



When you get a solar system from Simple Solar, you can feel confident that you're getting a high-quality installation. All of our installations are overseen by one of the areas only NABCEP Associates. NABCEP is the gold standard for solar installation quality. That means you can rest easy knowing that you're getting **the best**.

We pride ourselves on getting it done right the first time. Most installations can be done in 1-2 days once our crew arrives.

The electrician that will be installing your project will meet you at your home within a few days of your decision to go solar to perform a site survey. You can ask technical questions, relay project information, and talk about the project. That also ensures that no detail is missed along the way.

How Simple Solar Makes it Easy to Go Solar

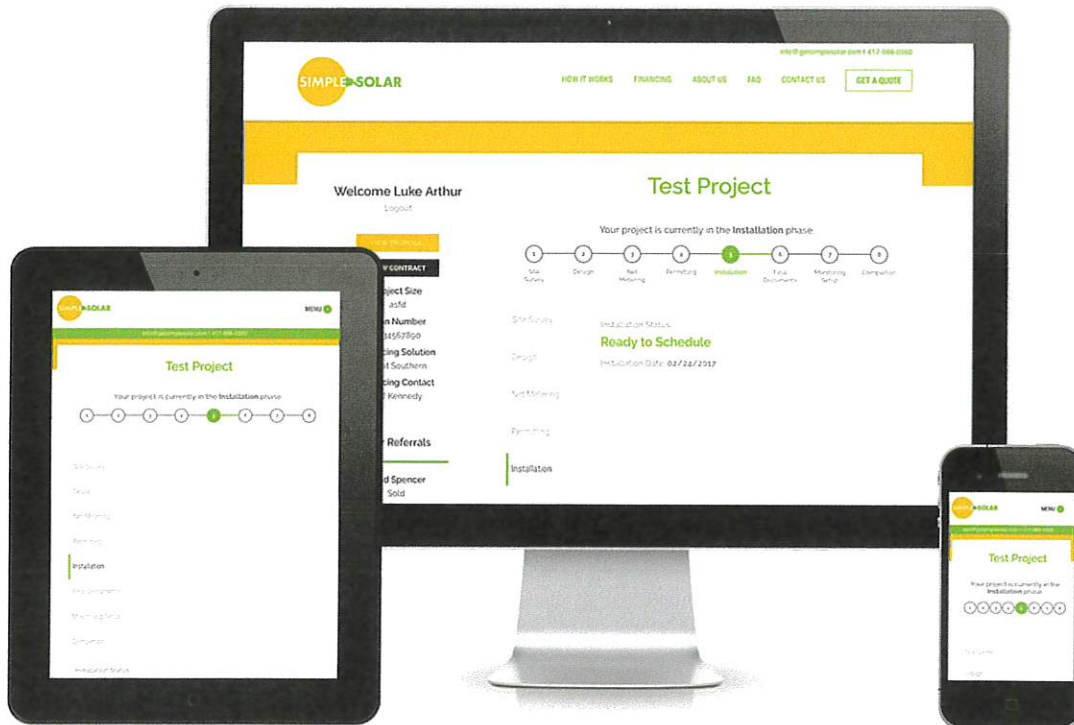
Sign some paperwork...then we take care of everything. It's really that simple.

The thought of going solar most likely seems like a big project to many people. In some cases, it can be.

Simple Solar takes all the complicated stuff out and makes it easy for you to start saving money on your electric bill. Once you decide to go solar, we design your system, take care of the permitting, and install your system fast.

All that's left for you to do is start saving money.

Customer Portal



The Simple Solar customer portal is your "one stop shop" for everything about your project.

At a glance, you can see where your project is in the process. From site survey to turning your system on, you'll know exactly what's happening. You'll see an estimated installation date, descriptions of each stage of the process, and even your project documents. We're always just a phone call or email away, but the portal let's you see what's happening at your convenience.

How You Can Save with Simple Solar



With solar, you lock in your electricity prices now, instead of paying the utility a little more every year for the rest of time. You'll save thousands over the life of your system.

Customized Design

You don't get a one-size-fits-all solar system. You get the system that's best for you.

Some solar companies sell pre-designed kit systems. That's not in your best interest...it's in theirs. We customize your project based on your house and your energy usage. It takes a little more effort, but it's the right way to do it. Get the solar system that's perfect for your home!



We use only TIER ONE quality panels with a

25 YEAR
PERFORMANCE
GUARANTEE



SMA Inverter Systems

SOLUTIONS FOR YOUR HOME OR BUSINESS

SMA solutions make energy consumption affordable, manageable and reliable

We offer you the right device for each application from grid-connected whole house systems to commercial systems in the Megawatt range.

SMA offers enhanced monitoring along with 2,000 watts of power when the grid fails.

Your Solar Proposal

Here's how solar could work on
YOUR HOUSE

Below is your customized solar proposal from Simple Solar. You'll see the numbers and a satellite representation of what solar would look like on your house.

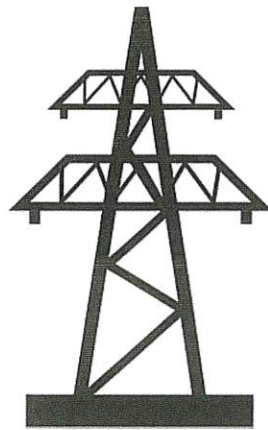
We can change where the panels are placed, based on what you prefer. Panels can be placed on South, East, and West-facing roof faces.



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The Big Takeaway. the WOW Factor!



You could expect to pay the utility
company over **\$468,962.00**

or

Savings with SOLAR total over
\$338,237.00

(the value of the energy produced less that out of pocket cost equals SAVINGS!)

For \$111,116.00 out of pocket cost.

Pretty Fantastic, Huh?

Get \$\$\$\$ by referring others

If you've purchased our system and refer

others who buy we'll pay you
\$750.00 for

each new order

What's Next?

Ready to get started?

If you like what you see and would like to get started with your own Simple Solar system, here's all you have to do:

- **Get Approved** – We can usually get a credit decision instantly by filling out a short application for financing.
- **Digitally sign financing documents**
- **Digitally sign the contract**
- Wait for a welcome email from Simple Solar. That usually comes within 48 hours. Your customer portal login details will be included.
- Wait for a phone call to schedule the site survey. Most are done within a few days. We'll bring some utility documents for you to sign during the site survey as well.
- That's it! Just sit back and wait for your system to be installed!

Let me ask you...

1. Do you know more about solar now than you did before?
2. Do you see the financial benefits of getting your energy from the sun at a fixed cost and not paying ever increasing rates from the energy companies year after year?
3. Have we given you enough information to make a decision about solar?

Let's
Review
Two
Things

Utility Purchased Power **\$468,962.00**

Savings with Solar of **\$338,237.00**

WHICH WOULD YOU CHOOSE?

Most folks would rather save money than spend it!

Let's get the ball
rolling on a
energy cost
savings solution
for you!!

Simple Solar

www.getsimplesolar.com

417-986-0360

Jennifer Langford Mobile: 931.510.7703

**GOVERNMENT FINANCE PROGRAM
CASH FLOW PROJECTION**

Prepared for: City of Tontitown, Arkansas

Contractor: Simple Solar, LLC

Run Date: 2/28/2019

PROJECT SUMMARY (A)				10-YEAR Capital Lease		Interest Rate
Tax Rate	0%	Electric Rate (\$/kWh)	0.080			Indexed and fixed at funding into escrow. Up to 90-day rate lock from date of approval available at 7bp for every 30 days.
Components:		Electric Inflation Rate	3.00%			
Solar, Small Wind, Batter	130,725	Annual PV Degradation	0.50%			
Large Wind	0	Project Cost	130,725			
Generator	0	Capitalized Lease Costs (B)	2,282			
Cogeneration	0	Incentive Applied	0			
Project Cost	130,725	Lease Amount	133,007	Total Payments	168,511	4.90%

Year	SYSTEM					LEASE		CASH FLOW		Amount Invested as a percentage of Project Cost (D)
	Electric (KWh) Production	Utility Savings	Incentive Revenue(B)	O&M Costs	System Net	Payments (C)	(System Net minus Payments) Annual	Cumulative		
1	79,862	6,389	0	0	6,389	(16,851)	(10,462)	(10,462)	8.0%	
2	79,463	6,548	0	0	6,548	(16,851)	(10,303)	(20,765)	15.9%	
3	79,065	6,710	0	0	6,710	(16,851)	(10,141)	(30,906)	23.6%	
4	78,670	6,877	0	0	6,877	(16,851)	(9,974)	(40,880)	31.3%	
5	78,277	7,048	0	0	7,048	(16,851)	(9,803)	(50,683)	38.8%	
6	77,885	7,223	0	0	7,223	(16,851)	(9,628)	(60,311)	46.1%	
7	77,496	7,403	0	0	7,403	(16,851)	(9,448)	(69,759)	53.4%	
8	77,108	7,587	0	0	7,587	(16,851)	(9,264)	(79,024)	60.5%	
9	76,723	7,775	0	0	7,775	(16,851)	(9,076)	(88,099)	67.4%	
10	76,339	7,968	0	0	7,968	(16,851)	(8,883)	(96,982)	74.2%	
11	75,958	8,166	0	0	8,166	(16,851)	(8,689)	(105,671)	80.9%	
12	75,578	8,369	0	0	8,369	(16,851)	(8,496)	(114,167)	87.2%	
13	75,200	8,577	0	0	8,577	(16,851)	(8,303)	(122,470)	93.0%	
14	74,824	8,791	0	0	8,791	(16,851)	(8,111)	(130,581)	98.3%	
15	74,450	9,009	0	0	9,009	(16,851)	(7,920)	(138,501)	103.1%	
16	74,078	9,233	0	0	9,233	(16,851)	(7,730)	(146,234)	107.4%	
17	73,707	9,462	0	0	9,462	(16,851)	(7,541)	(153,775)	111.2%	
18	73,339	9,697	0	0	9,697	(16,851)	(7,353)	(161,122)	114.5%	
19	72,972	9,938	0	0	9,938	(16,851)	(7,166)	(168,256)	117.3%	
20	72,607	10,185	0	0	10,185	(16,851)	(6,980)	(175,236)	120.0%	
21	72,244	10,438	0	0	10,438	(16,851)	(6,795)	(182,031)	122.7%	
22	71,883	10,698	0	0	10,698	(16,851)	(6,611)	(188,642)	125.4%	
23	71,523	10,964	0	0	10,964	(16,851)	(6,428)	(195,064)	128.1%	
24	71,166	11,236	0	0	11,236	(16,851)	(6,246)	(201,310)	130.8%	
25	70,810	11,515	0	0	11,515	(16,851)	(6,064)	(207,374)	133.5%	
Totals:	1,881,225	217,809	0	0	217,809	(168,511)	49,298		0.0%	

KEY FINANCIAL METRICS:	Levelized Cost of Energy (E):	\$	0.090	Net Present Value Cash Flow at 5%:	(13,957)
	Percentage savings from current rate:		-12%	IRR:	3.2%

- A. Contractor provided electric rate and output, PV degradation rate, inflation percentage, and incentive assumptions.
- B. Lease Costs: 1% commitment fee and \$975 processing fee. May be paid up-front or added to the Project Cost.
- C. Incentive Income from renewable energy credits, grants, performance-based incentives, feed-in tariffs, etc.
- D. Amount Invested is the Borrower's Cumulative Cash Flow expressed as a percentage of Project Cost.
- E. Levelized Cost of Energy equals Total Payments less Incentive Income plus O&M Costs divided by Total Electric Production.

This projection is for discussion purposes only. Customers should consult their own accountant, tax advisor and energy consultant.