

PROPERTY OWNERS & COMMERCIAL DEVELOPERS



HOW PROPERTY OWNERS & COMMERCIAL DEVELOPERS CAPITALIZE ON COMMERCIAL SOLAR

- Increase **Net Operating Income** while reducing **Operational Expenses**
- **Boost building value** & pass savings on to tenants
- Effective for properties with **triple-net & full service gross leases**
- Protect commercial properties from **future high-rising electricity costs**
- **Get ahead of** changing energy codes & programs like net energy metering (**NEM 3**)

DRASTIC PROGRAM CHANGES TO NET ENERGY METERING (NEM 3) WILL LENGTHEN PAYBACK PERIODS, CONTACT US TODAY TO LOCK IN NEM 2.



revel-energy.com

E: Info@revel-energy.com | T: 949-281-7171



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As electricity rates rise higher than ever recorded, commercial developers and property owners have the opportunity to increase their building's net operating income - while reducing those future energy costs with commercial solar. With expected changes to incentives, energy code compliance and utility programs like Net Energy Metering, now is the time to consider commercial solar as a solution to save cash and add value back into your properties.

Commercial solar adds building value while increasing net operating income by generating free electricity that is sold back to the tenant. This exchange can result in a "win-win" by selling electricity to the tenant at reduced cost while still generating positive cash flow for the property owner or developer.

TRIPLE-NET & FULL SERVICE GROSS LEASES

Depending on the type of lease, the program is structured differently. Software is available to easily track and allocate costs or payments for multiple meters. Through a triple-net lease, the tenant would pay the landlord directly for their energy consumed. Through a full-service gross lease you are already paying the electricity bill, so the landlord is able to reduce that bill, resulting in lower operating expenses.

Energy-efficient "smart buildings" are more marketable and more competitive in their industries, as more businesses look to employ more sustainable practices.

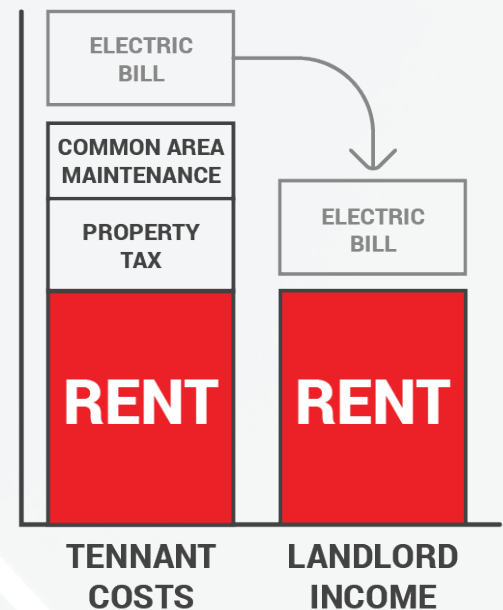
Incentives like the Solar Investment Tax Credit, Depreciation, and SGIP are available and have helped many businesses capitalize on the benefits commercial solar provides.

UPCOMING CHANGES TO CODES AND PROGRAMS

Looking forward, the 2023 Building Energy Efficiency Standards will require solar and energy storage on many new and renovated commercial structures. This supplements requirements that took effect in 2020 mandating new single-family homes and multifamily dwellings up to three stories high include solar as well.

Potential changes to Net Energy Metering (NEM 3) are expected to reduce the value of solar generation exported back to the grid and increase payback periods with monthly "grid benefits" charges. New systems built after the final decision will unfortunately be hindered by this program change, but there is still time before the end of 2021 to grandfather your building into the current version of the program (NEM 2).

Contact us today to learn how your facilities can avoid rising energy costs and increase net operating income by adding commercial solar to your properties.



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