

# Solar for Property Owners

## Evaluation & Process





**Intro**

**Solar Basics**

**Evaluation**

**Process**





# Tiger Family | est. 1982



THE | MARKET





**Full Design-Build EPC**

**Est. 2004**

**2,100+ Projects**

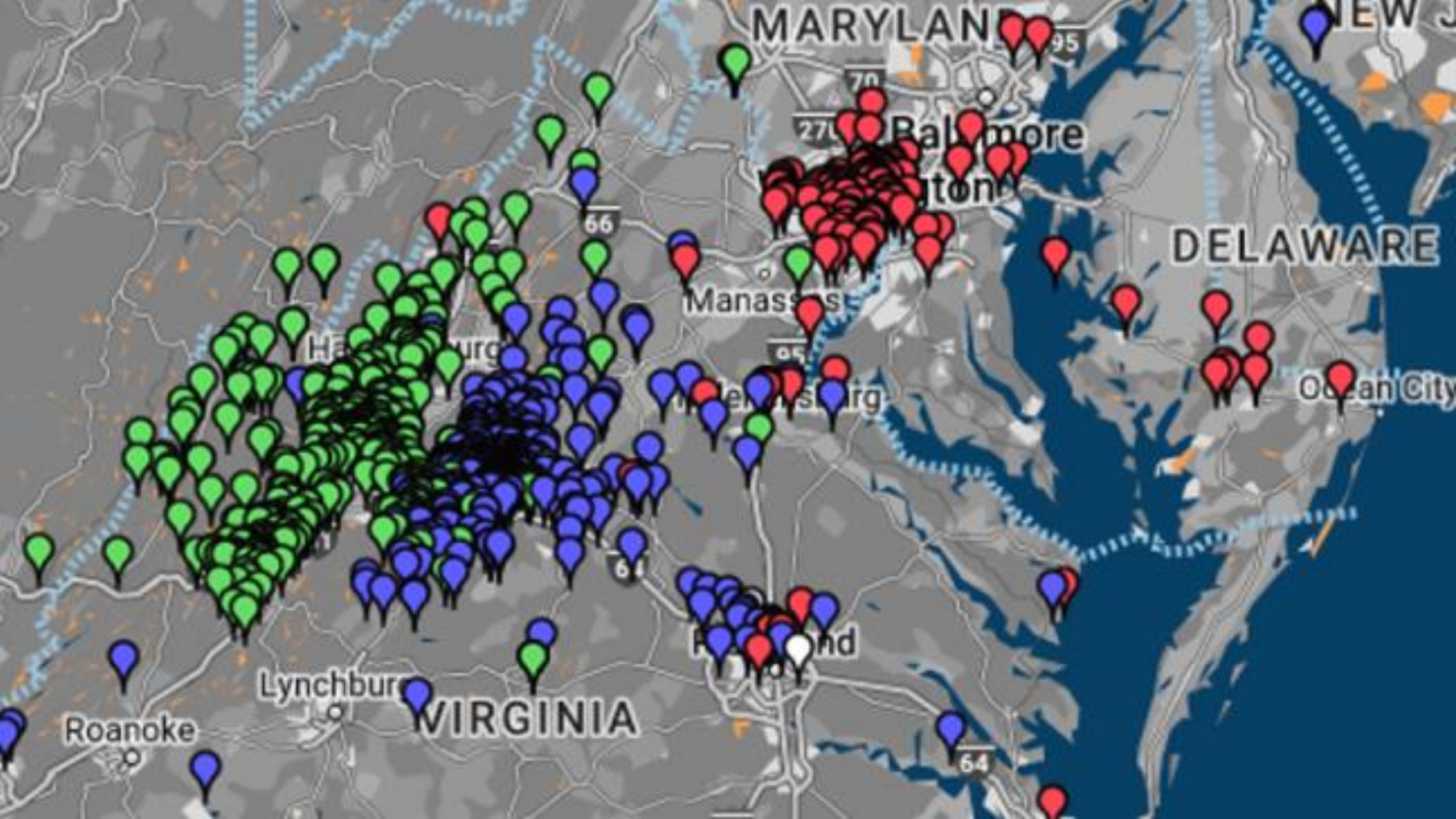
**28+ MW Installed**

**Grid-Tied**

**Onsite (behind the meter)**











**TIGER**SOLAR







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# Rent vs. Own

**Pay the Utility**

**OR**

**Produce the Power**

**with financing  
(loan or PPA)**

**with direct investment  
(cash)**





# Utility Cost vs. Power Production



## Pay the Utility

OR

## Produce the Power

### Benefits of Renting

Best for cash light or short term

Variable OpEx

No payback

No IRR

No ROI

No asset appreciation

### with financing (loan or PPA)

Long term finance:

Avoid CapEx

Reduce OpEx

Fix Rate/Fix Expense

Short Term Finance:

Good to spread investment over short period

### with direct investment (cash)

### Benefits of Owning

Best for IRR: 5%-15%

Leverages

- Income Tax Credit
- Accelerated depreciation
- USDA REAP grant
- Local Incentives
- RECs



# Net Metering Solar





# Financials



25 YR IRR	10-15%
Energy Offset	96%
Year 1 cashflow	50% of Gross Capital Costs
Construction	1-4 months
Total project	6-8 months



# Financials (w/ REAP grant)



**25 YR IRR** **24.82%**

**Energy Offset** 96%

**Year 1 cashflow** **92%** of Gross Capital Costs

**Construction** 1-4 months

**Total project** **8-12** months



# Ideal Property

- Southern Exposure
- No to Low Shade
- Contiguous Square Footage
- Average to High Electrical Usage
- Low Utility “Demand” Charges
- Long (10+ Yr) Ownership Horizon
- Roof Life 20+ years
- Structural Soundness





# Process

- **Discovery**
- **Planning**
- **Financial Review**
- **Contract**
- **Feasibility**
- **Design**
- **Permit & Procure**
- **Net Metering**
- **Build**
- **Permission To Operate (PTO)**
- **Monitoring, O&M, Service**





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- \* **Electrical Usage**
- \* **Utility Rate Structures**
- \* **Meter Configuration**
- \* **Utility Interconnection**
- \* **Safety Plan**
- \* **Grants & Incentives**
- \* **Finance & Funding Options**





# Thank you





# Solar: How it worked for Tiger Fuel Company

January 18, 2024



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THE MARKET

♦ **TIGERWASH**



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# Study Groups: Solar Webinar



## Why Solarize?

- Large rooftops, canopies and cost reductions.
- Changing energy landscape.
- GBA - Local Commitment. (45% CO2 reduction by 2030)
- Diversifying Tiger's offering.



# Study Groups: Solar Webinar



## How did it go?

- Dealing with utility company can be painful.
- Construction was smooth.
- We produced 168mWh worth \$50,400 in 2023
- ROI for our 8 jobs averaged 8years.
- Nice tax credit.
- Great PR story.



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# Study Groups: Solar Webinar



## What would we do the same/different next time?

- Beef up infrastructure when building new sites.
- Expect less from utility on approval of job and permission to operate.
- Get multiple quotes, there are unscrupulous solar companies out there.





# Positive Press



[Future Fuel](#), C-Ville Weekly

[C-Stores Upgrade to LED, Add Solar Power](#), C-Store Decisions

[Tiger Fuel Opens Two New Market Locations](#), C-Store Decisions

[Tiger Fuel acquires national solar energy company](#), CBS 19

[Tiger Fuel Co.'s Newly Acquired Altenergy Rebrands to Tiger Solar](#), C-Store Decisions

[Charlottesville gas station chain makes unexpected bet on solar power](#), Energy News Network

[Tiger Fuel Company Pioneers a New Way To Reverse Environmental Impacts](#), CS Wire

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