



GENERATE CASH FLOW...

By Leasing Rooftops & Available Land for Solar PV Projects



Powering Communities & Businesses



**Increased
Revenue**



**Enhanced Property
Value**



**Maximizing Low
Value Space**

About SunAlta Power

Our Purpose: To create an innovative and integrated platform that enables active participation of communities and businesses in the transition to a decentralized low-carbon utility system.

Our Mission: SunAlta Power is focused on facilitating economically viable renewable energy projects through the integration of:

- Technical and commercial expertise in solar PV energy project development;
- Innovative financing models and aggregation of a portfolio of small-to-medium sized generating assets;
- Low cost supply chains and project construction strategies that can be replicated;
- Technology enablers that improve project performance; and
- Strategic partnerships and platforms that facilitate the active participation of communities, businesses and citizens in a decentralized low-carbon utility system.

Our Vision: Establish a network of high performing decentralized renewable energy generation assets that deliver economic benefits through effective partnerships and contribute to a low carbon future.

OUR TEAM'S EXPERIENCE

- ❑ Over 40 Years of Energy Project/ Infrastructure Development
- ❑ Over a decade of Renewable Energy Construction & Maintenance
- ❑ Financial Modeling & Revenue Analysis
- ❑ Project Permitting & Approvals
- ❑ Energy & Carbon Market Expertise
- ❑ Capital Acquisition & Granting
- ❑ Deal Structuring & Negotiations

WORK WITH US

Community Partnerships

Commercial Partnerships

Land & Roof Leases >>>

Purchase Power >>>

403-617-8969

SunAltaPower.com



Commercial Rooftop Leases

- Stable long-term revenue source
- Enhanced reputation as sustainable building operator
- Increased Cap Rate for building
- Generate revenues to pay for future roof replacement costs
- Potential upside from revenue sharing



Ground/Land Leases

- Above market revenue potential
- Potentially delay and fund future reclamation requirements for brownfield sites
- Increased land value with guarantee to cover property taxes
- Low impact industrial use of land
- Potential project ownership opportunities/partnerships



Why Partner with SunAlta Power?

- Alberta-based company & knowledge
- Technical & commercial project expertise
- Focused on making green energy affordable
- Integrates and aggregates community involvement
- Flexible approach (MG & DG)

Rooftop Lease Considerations

Large commercial/industrial rooftop spaces are ideal locations for solar PV installations, as the impact to the surrounding environment and neighbouring property owners is limited. It also provides building owners a supplementary long-term stable revenue source while enhancing their reputation as a sustainable building operator.

The terms of SunAlta's rooftop lease agreements typically are structured as follows:

- ▶ Base annual payment of \$0.15 - \$0.20 per square foot (dependent on project variables including roof/building condition) with potential for revenue sharing
- ▶ 20-Year agreement with subsequent 5-year renewals
- ▶ Maintenance, access and insurance guarantees

Rooftop solar PV projects require a minimum of approximately 20,000 Sq.ft. of available rooftop space and require being able to connect to the local distribution network. Where possible electricity may be able to be used/sold to onsite or adjacent tenants/consumers (this will be explored during initial project assessment).

Roof Liabilities

Properly structured rooftop leases for solar PV projects provide building owners the opportunity to reduce the liabilities associated with their roofs. SunAlta will always carry third-party liability insurance to cover the costs of any required roof repairs, additionally, scheduled roof maintenance and/or replacement may be negotiated into the lease agreement. All projects are approved by licensed structural engineers and installations are completed by pre-qualified certified solar PV contractors.

Brownfield Locations

Solar PV projects are ideally suited for brownfield sites, allowing land owners to delay full reclamation requirements and create a revenue source to pay the costs of reclamation obligations. As a low impact industrial activity, solar PV power generation will not create additional environmental liabilities on the site, and can allow land owners to generate revenue from land that would otherwise have very little economic value.

Ground/Land Lease Considerations

Ground leases for solar PV projects offer land owners a low risk means for increasing the economic value of their property. The terms of SunAlta's ground/land lease agreements typically include:

- ▶ Annual lease payments of \$150 - \$200 per acre with scheduled year-over-year increases
- ▶ Potential bonus payments
- ▶ Full payment of property taxes on the leased land
- ▶ 35-Year agreement term

Overall value of the ground leases are dependent on the suitability of the land/property for hosting a solar PV project, including access to affordable interconnection to the utility/distribution system, environmental sensitivities, and technical requirements for anchoring solar PV panels based on the composition/formation of the property's subsurface. Approximately, 5 acres of land is required to install 1MW of solar PV capacity and SunAlta Power requires a minimum of 5 acres of land for a project.



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