

Businesses across a wide range of industries are investing in solar energy to save money, generate new revenue, and support the environment.



### Benefits of Going Solar

There are many reasons to go solar, including but not limited to improving the environment, saving on energy costs, benefitting from tax incentives, and being a leader in your community.

### Financial & Tax Incentives

The federal and state governments provide subsidies and tax advantages to incent property owners to deploy solar energy solutions. A property owner with the right tax situation can reduce the cost of installing a solar system by more than 50%. In many states, including Massachusetts, Solar Renewable Energy Certificates (SRECs) can be sold to local utilities to generate an additional revenue stream for system owners.

### Reduced & Predictable Energy Costs

The electricity a solar system produces offsets your electrical usage. For example, if the system produces more electricity than you use in a billing period, you get credit for the excess from your utility. This credit can also be transferred to other buildings by means of “Net Metering.”

Electricity rates have risen over 70% in the last 10 years and continue to do so in a volatile way – making it difficult to budget this line item year over year. With solar, you can accurately forecast the cost of your energy use for more than 25 years.

### Improved Property Values

The American Association of Appraisers has found that a building with a solar (PV) array has a higher market value than the same building without.<sup>1</sup> In addition, “green” buildings show improved occupancy rates and better resale opportunities for owners.

### Reduced Carbon Footprint

Solar energy is clean, renewable and abundant. Unlike fossil fuels, solar energy does not generate harmful carbon emissions and other greenhouse gases that are known to contribute to global warming. With solar, you can significantly reduce your environmental footprint.

### Environmental Leadership

Whether the reasons are financial, driven by a reduced carbon footprint or purely philosophical, the demand for renewable energy is real and growing. Tenants, as well as prospective customers and employees are increasingly weighing a property owner’s or company’s environmental policy and commitment to sustainability in their decision criteria.

<sup>1</sup> James F. Finlay, “Valuation Methods for Building-Mounted Solar Photovoltaic Systems”, Institute for Building Efficiency, Johnson Controls, Inc., March 2013.

Notable Commercial Real Estate Projects	Total kW Installed
Equity Industrial Partners	1,300
Capital Properties Group	1,140
Parsons Commercial Group	1,113
Milliston Place and Commons	656
Franchi Management Company	600
MDP Development	446
Milford Industrial	442
Corner Brook, LLC	381
Cyrus Properties (Strafello)	375
Leewood Realty	268
Bellingham Plaza Solar, LLC	250
The Community Builders	197
ERA Key Realty	83
Salisbury Management	79

“We chose Solect due to their approach in understanding our property management needs and we leveraged their solar expertise to help pull together a clean energy solution that met our operational and financial requirements.”

-Doug Freeman, Principal, Capital Group Properties

### About Solect

Solect is a full-service solar photovoltaic (PV) project developer and installer based in Hopkinton, Massachusetts, delivering smart solar and energy management solutions to help businesses and organizations reduce energy costs. As an industry leader in commercial-scale solar energy, Solect takes a practical approach to the development, installation and on-going support of each system. We partner closely with our customers, providing strong financial insight and solar technology expertise to optimize their investment while creating a positive impact on the environment. Solect currently has installed over 57 MW (megawatts) of commercial PV systems, with a primary focus on commercial, light industrial and institutional properties in New England.



Capital Properties Group | Southborough Solar Field  
1,000 kW



Parsons Commercial Group | 45 South St., Hopkinton  
175 kW