

*The earth receives more energy from the sun in just one hour than the world uses in a whole year.*



*Aggregating Global Resources*



## WHY ONE GLOBE SOLAR?

- One Globe Solar (OGS) aggregates leading contractors and suppliers by their area of expertise, credibility and geography to ensure project quality and cost effectiveness.
- OGS remains technology-agnostic, providing the flexibility to install the ideal product on each project site.
- OGS and its development partners, including Ludvik Electric ([www.ludvik.com](http://www.ludvik.com)), bring EPC capabilities to projects – carrying risk, providing a fixed price and bringing financing and bonding capacity.
- OGS possesses significant expertise in the government services sector, including GSA contract compliance.

**Did You Know?** There are approximately 11 billion square meters of commercial rooftop surface available worldwide. Tapping even a small fraction of this potential would make a significant impact on the world's energy needs.

**ONE GLOBE SOLAR** and its development partners design, develop, install, finance, own and operate solar energy systems for commercial real estate developments, building/landowners and utilities at no upfront cost for qualified clients.







## A SHARED VISION

OGS is an independent division of One Globe Corporation with a dedicated team committed to the development and management of large-scale commercial rooftop and utility-scale solar photovoltaic (PV) energy-producing assets in domestic and select international markets. Our shared vision is *a world where sustainability of the planet and prosperity for its people are universally embraced as a way of life.*

## 1. PROJECT- AND PLANET-SAVING SOLUTIONS

We design your solar solution – install, own and operate all associated project requirements, and process government rebates and tax incentives. You receive low-cost electricity with long-term pricing stability, a smaller carbon footprint, and a *greener* public image. From as small as 100 kW to 20 MW, OGS provides solutions to:

- **Reduce** energy costs, increase your bottom line and plan long-term
- **Repurpose** non-producing commercial rooftops and vacant land into revenue-generating assets
- **Rethink** conventional energy consumption and lower carbon footprints

A One Globe Solar System includes:

- **Design:** Each solar installation is designed and optimized for your facility and operations needs.
- **Construction:** OGS engineers the system and buys and installs all system components, eliminating any need for you to make capital investments or manage multiple contractors.
- **Ownership and Maintenance:** OGS provides all necessary maintenance, upgrades and repairs so you can concentrate on your business – versus having to become a solar energy expert. As the developer, OGS provides assurances on the system and secures project ownership.
- **Incentive and Tax Credit Management:** OGS completes and tracks all filings for tax credits and government incentives.
- **Metering and Billing:** OGS meters solar electrical output for individual systems and bills monthly for the energy produced.
- **Renewable Energy Credits (RECs) Dispatch:** OGS manages the distribution of RECs as agreed upon in individual Power Purchase Agreements (PPAs).

## 2. PROJECT IDENTIFICATION

There are several scenarios that can be deployed when working with various solar project clients and/or alliances:

- Joint Venture between the building owner, landowner and/or project owner
- Lease agreement for rooftop or land
- Hybrid lease agreement and profit-sharing
- PPA
- Purchase agreement for land

Rooftop solar clients benefit from having their “brown” building upgraded to a “green” building (based on approximately 20,000 sq. ft. of useable space for a 100 kW project) such as:

- Resorts/Hotels/Health Clubs
- Municipalities/Cities
- Financial Institutions
- Schools/Colleges/Universities
- Data Centers
- Department Stores/Shopping Centers
- Airports/Government Facilities/Military Bases
- Medical Centers
- Office Buildings/Industrial Parks
- Radio/Television Stations

Landowners benefit from ground-mount solar farms by growing “electrons” versus having their “vacant” or “fallow” land remain unproductive (up to 20 MW on disturbed private land with exceptions being made for GSA contracts):

- Ranches/Agriculture/Dairies
- Manufacturing/Industrial/Mining
- Military Bases
- Other Private /Vacant /Disturbed Land





**OGS IS TECHNOLOGY-AGNOSTIC**

*We focus on system quality and asset performance.*





Photos courtesy of Douglass Colony

### 3. PROJECT PRE-DEVELOPMENT

Depending on the size and nature of the project – pre-development costs can range from 5% to 10% of the total installed project costs. The primary activities undertaken in project pre-development include:

- Qualifying the project with pro forma financial analysis
  - Site assessment and suitability
  - Nominal solar installation size and performance
  - Energy off-take opportunities
  - Applicable technology
- Gaining site control of land or commercial rooftop
- Obtaining permits, right-of-way, utility tie-in
- Securing energy off-take agreement
  - Performance-Based Incentives (PBIs) – assessment and available benefits
  - PPA – negotiated with energy end user, i.e. building owner
  - Net metering agreement with utility
  - Feed-in Tariff negotiation with utility
  - Solar Renewable Energy Credits/Certificates (RECs) – availability from utility and price negotiation
- Structuring the project for tax equity participation and target ROI
- Securing project financing

### 4. PROJECT FINANCING/INVESTING

Through our investors and financial alliances, OGS provides a breadth of financial products designed to service the energy, infrastructure and natural resources sectors. Aligned with the strategic focus on these sectors by our parent, One Globe Corporation, we build strong relationships by providing reliable, consistent, and competitive delivery of customized energy finance solutions to meet client expectations and project requirements.

Our focus in this industry is driven by a dedicated team of energy finance professionals who understand the unique challenges the project developers face.

OGS Capabilities:

- Staffed with energy finance professionals that have significant industry experience
- Strength to structure, underwrite and hold significant financial positions
- Ability to extend credit with terms exceeding typical bank market conditions
- Flexibility to lead, arrange or participate depending on project needs.

*See insert or web link [www.oneglobesolar.com](http://www.oneglobesolar.com) for details and diagram on "HOW SOLAR PROJECT FINANCING WORKS."*



Photos courtesy of Douglass Colony



## ECOPARK MODEL

*Promoting a circular economy.*

ELECTRIC  
VEHICLE  
CHARGING  
STATION



## 5. PROJECT DEVELOPMENT

OGS moves funded projects through standardized engineering, installation, and certification processes to maximize project delivery time, quality, energy production, serviceability, and asset valuation. This is accomplished, in part, by developing and servicing exemplary installation and service provider alliances and partnerships..

### The OGS Integrated Model

In order to meet the worldwide demand for energy, the role of resource integration engineering is becoming increasingly important – systems must be designed to connect together.

By aggregating and integrating industry talent and technology, OGS is able to:

- Ensure that various resources function together as a system
- Optimize the available land, facilities, natural resources, engineering and applications to maximize clean energy production and efficiencies
- Lower overall costs to the project via “volume buying power” and economies of scale
- Bring value to the overall project by strategically selecting and aligning the various contractors
- Leverage industry talent and market-tested technology by project and geographic location
- Scale and replicate the integrated model worldwide

An EcoPark is designed to promote a circular economy which provides a sustainable solution for energy consumption and waste problems in an urban or industrial environment. By producing, consuming and distributing energy onsite via an integrated approach, commercial facilities have the potential to not only be self-sustaining – but also to produce excess energy.

### Development Partner

OGS has secured a significant partnership with an Engineering, Procurement and Construction (EPC) partner, Ludvik Electric Company. Ludvik Electric has successfully completed numerous projects varying in size, scope and industry – from data centers and classified government facilities to resorts. Performing over \$1 billion of electrical installations both nationally and abroad, the growth of Ludvik Electric over the past three decades can be attributed to the original vision of exceptional service, quality and integrity.

Ludvik Electric retains its status as an industry leader through understanding the importance of manpower, technology, relationships and sustainable engineering practices:

- Assuming the overall risk for the project
- Providing project scope and specifications
- Providing quality, project duration and cost controls
- Providing “bankable” project assurances and bonding capacity

### Strategic Alliances

Through its multi-industry strategic alliances, OGS is able to leverage the relationships necessary for successful market and project development:

- Leading commercial real estate owners and developers worldwide
- Major commercial roofing and general contractors
- Leading global energy and clean technology legal firms
- Access to low-cost sources of capital to fund project development and implementation; commercial real estate markets (syndication of commercial rooftops and vacant land); and institutional investors and public markets (capital syndication)

*See insert or web link [www.oneglobesolar.com](http://www.oneglobesolar.com) for details and diagram on “HOW ROOFTOP SOLAR INSTALLATIONS WORK.”*



## DID YOU KNOW?

- Worldwide photovoltaic installations increased by 7.3 GW in 2009, up from 6,080 MW installed during the previous year.
- Solar energy (photovoltaic) prices have declined on average 4% per annum over the past 15 years. Progressive increase in conversion efficiencies and manufacturing economies of scale are the underlying drivers.
- A solar energy system typically costs about \$8-10 per watt. Where government incentive programs exist, together with lower prices secured through volume purchases, installed costs may be as low as \$3-5 per watt.



## 6. PROJECT OWNERSHIP

There are many ownership scenarios within the solar industry today. Solar tax credits, rebates and incentives may only be utilized by the “project owner” – many banks, institutional investors, and high net-worth individuals are capitalizing on the opportunity. Three typical examples include:

- **OGS (the developer) is the “project owner” and can use the tax credits to offset financing and sell the power to private users and/or public utilities**

OGS PPAs are agreements between OGS and a customer to purchase ongoing solar power at long-term rates. OGS installs and maintains solar facilities on customer rooftops or properties. Customers pay only for the power generated by the facility – not solar equipment or installation – greatly reducing the risk and complications of implementing a solar electricity solution.

- **The building/landowner is also the “project owner” who utilizes the power and the tax credits**

Government incentives for solar energy installations and use vary from state to state and are frequently revised and updated, making them difficult to decipher and track. Every type of incentive – including rebates, net metering, renewable energy credits, portfolio standards and more – is administered by a federal, state or local government agency or an electric utility. Every individual incentive has a corresponding set of eligibility rules and regulations as well as unique administrative processes and required paperwork.

*See insert or web link [www.oneglobesolar.com](http://www.oneglobesolar.com) for details and diagram on “HOW POWER PURCHASE AGREEMENTS (PPAs) WORK.”*

“Cash” or “Cash Equivalent” incentives include:

- Tax Credits and the U.S. Treasury Grant
  - Accelerated Depreciation Sec. 179 Tax Deduction Interaction with ITC and Grant
  - Cash Rebates and Buy-downs
  - Performance-Based Incentives (PBIs)
  - Feed-In Tariffs (Fits)
  - Tax Abatements – Sales or Property Tax Exemptions
  - Solar Renewable Energy Credits (Green Tags)
- **The financial lending institution owns the project, utilizes the tax credits and leases the project back to the developer to manage PPAs, operate and maintain the project.**

## “DOING WELL WHILE DOING GOOD”

Two billion people in the world have no access to electricity. For most of them, solar photovoltaics would be their cheapest electricity source, but they cannot afford it. One Globe Solar contributes 10% of pre-tax profit to One Globe Foundation ([www.oneglobefoundation.org](http://www.oneglobefoundation.org)) to support a world where sustainability of the planet and prosperity for its people are universally embraced as a way of life.





**FOR MORE INFORMATION**

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