

Your Association's Solution for Common Area Electrical Offset & Condo Community Solar **HAS ARRIVED**

Thanks to Ionic Energy, achieving solar for homeowners associations is finally a reality. Utilizing our vast experience in the HOA construction management arena, and leveraging a swath of experts throughout the industry, Ionic represents a streamlined start-to-finish advising entity able to bring the savings of solar to every resident in your community.

We save your management company and board valuable time and energy by smoothly facilitating the entire process at no cost to the association.

We'd be remiss if we didn't point out that in addition to our advising being on the house, thanks to our specialized HOA-specific Power Purchase Agreement (PPA), your association pays nothing for the solar system and can start enjoying savings immediately.

- ☀ We conduct the initial solar analysis.
- ☀ We review the CC&Rs.
- ☀ We create the scope.
- ☀ We help create the ballot for community vote if needed.
- ☀ We help secure financing.
- ☀ We manage construction.

What was once a daunting initiative with many moving parts is now handled under one roof.

While our original focus has been helping communities achieve solar to offset their association's common area electrical costs, with the recent changes in California law that allow individuals to install solar on shared roofs, we created our community solar program to bring solar to all condominium owners in an association.

We're here to provide an outstanding preemptive solution to a potentially scary situation where your residents demand to start poking holes in your shared roofs with no protocols in place.

**Want to know how a community PPA program works?
Want to see a savings example?
Want a rundown of the benefits to your community?**

All will be unveiled on Page 2...

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Ionic Energy's Community Power Purchase Agreement (PPA)

You already have a PPA. You have agreed to purchase power from your current utility company at whatever exorbitant rates they feel like imposing.

Ionic can help you take the power back from the utility company with our community PPA. **Just Say No** to impromptu rate hikes and volatile inflation.

Here's How Our Program Works

1. Condominium owners and the HOA are provided the option to buy power from Ionic for less than their utility company.
2. Ionic purchases and installs solar panels on your roofs or common area.
3. You continue to pay the same amount you are already paying your utility company to Ionic.
4. Once per year, Ionic sends you a check back for the amount saved by purchasing solar power generated by Ionic's panels.

Example

Blended PG&E Power Price per kWh	\$.26
Flat Ionic PPA Price per kWh	\$.18
Solar Savings per kWh	\$.08
Estimated Solar Production kWh	6,500
Year 1 Solar Savings Reimbursement per Household	\$585
30 Year Solar Savings Reimbursement per Household	*\$56,563

*30 Year savings based on PG&E annual inflation of 4% and a 25 year PPA with Ionic at 2% inflation.

2021 PG&E Inflation: 8%
Ionic Inflation (2%): Locked In

Benefits of the Ionic Community PPA

- ☀ You pay **ZERO** (\$0) for the solar system. You only pay for the power you buy.
- ☀ Ionic maintains the solar system including warranting against roof leaks or removal and replacement if the home is re-roofed.
- ☀ Avoid the nightmare of individual condominium owners installing and maintaining their own solar systems on common area roofs.
- ☀ The homeowner takes on **NO** additional liability.
- ☀ Ionic handles the approval process with the association, including CC&R amendments, community votes, and community outreach.
- ☀ As utility rates rise, you save more money by locking in a secured low rate with Ionic's PPA.
- ☀ Lower power rates increase the value of your home without having to spend any money.

Want answers to your additional questions?

Want a complimentary solar savings analysis for your community?

Want a free mockup solar layout and PPP proposal for your association?

Want to start saving money and stop overpaying your current utility provider?

Contact us and we'll answer those questions and/or be happy to join an upcoming board meeting



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