

Solar for Property Owners

Evaluation & Process





Intro

Solar Basics

Evaluation

Process



Tiger Family | est. 1982



THE | MARKET





Full Design-Build EPC

Est. 2004

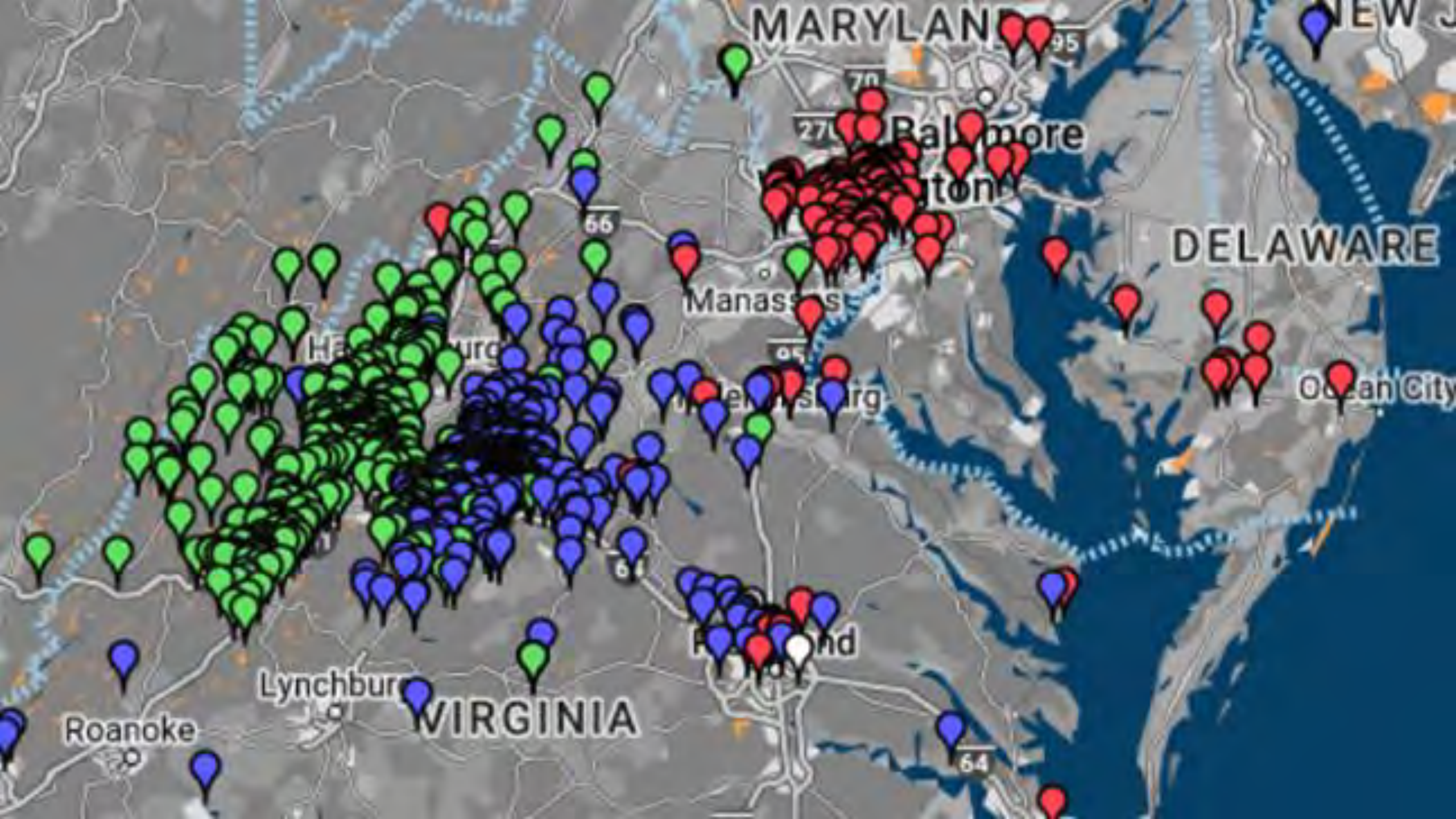
2,100+ Projects

28+ MW Installed

Grid-Tied

Onsite (behind the meter)







TIGERSOLAR





TIGERSOLAR







TIGERSOLAR





TIGERSOLAR





BizStream



TIGERSOLAR









TIGERSOLAR





TIGER

Hardware & Home Services
NON-ETHANOL GAS
PROPANE REFILL STATION

TIGERWASH

TIGERWASH

CLEARANCE 82" MAX

CLEARANCE MAX

TIGERWASH BY TIGERWASH LLC

ULTIMATE PREMIUM 1.5

- CERAMIC COATING
- WAX
- WAX
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- WAX

PREMIUM 1.2

- WAX
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- WAX

DELUXE 1.0

- WAX
- WAX
- WAX
- WAX
- WAX

BASIC 0.8

TIGERWASH

ALL TRUCK BEDS MUST BE CLEAR OF ANY LOOSE DEBRIS



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BASIC 0.8

IMPORTANT NOTICE

PLEASE READ THESE INSTRUCTIONS CAREFULLY BEFORE ENTERING THE WASH. FAILURE TO FOLLOW THESE INSTRUCTIONS MAY RESULT IN DAMAGE TO YOUR VEHICLE OR THE WASH EQUIPMENT.

1. ALL TRUCK BEDS MUST BE CLEAR OF ANY LOOSE DEBRIS.

2. DO NOT EXCEED THE MAXIMUM CLEARANCE HEIGHT.

3. DO NOT USE THE WASH IF YOU ARE DRIVING UNDER THE INFLUENCE OF ALCOHOL OR DRUGS.

4. DO NOT USE THE WASH IF YOU ARE DRIVING AT A SPEED GREATER THAN 5 MPH.

5. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR BRAKES APPLIED.

6. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR TURN SIGNALS ON.

7. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR HAZARD LIGHTS ON.

8. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR Wipers ON.

9. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR Horn On.

10. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR Horn On.

11. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR Horn On.

12. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR Horn On.

13. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR Horn On.

14. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR Horn On.

15. DO NOT USE THE WASH IF YOU ARE DRIVING WITH YOUR Horn On.



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

Benefits of Renting

Best for cash light or short term

Variable OpEx

No payback

No IRR

No ROI

No asset appreciation

OR

Produce the Power

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



Behind the Meter

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



TIGER

THE MARKET

TIGERWASH



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.

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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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TIGERWASH



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.



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TIGERWASH



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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