

The Energy Powering Your Future!



Options To Support Everyone Going Solar!

simplifying SOLAR



But Why Would **You** Want To Go Solar?

The reasons for going solar are many and varied depending on your world view.

However, once people truly understand what solar can do for them... their reasons become clear.

People are motivated to go solar by some of their deepest values. As human beings, each individual is to some degree consciously or unconsciously motivated by all of these values.

Reasons to Go Solar

- Drastically reduce or even eliminate your electric bills
- Earn a great return on your investment
- Protect against rising energy costs
- Increase your property value
- Boost U.S. energy independence
- Create jobs and help your local economy
- Protect the environment
- Demonstrate your commitment to sustainability

- **Love for the planet** motivates an environmentalists who is conscious of the grave threats of climate change.
- **Money for your pocket.** Many solar buyers are financially motivated, but sometimes in different ways, such as the following:
- **Power for your home.** Many people wish to have energy independence. They dislike the idea of being completely dependent on the utility grid, and dependent on the industry and infrastructure behind it.
- **Glory for your deeds.** People want social recognition. Many of the people who go solar are the same ones that want the latest iPhone, upgrade their vehicles every couple years and vacation in the hottest resorts. They are the classic early adopters who pave the way for others.



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Residential SOLAR: AN EASY OPTION

Understanding your best option takes some planning and preparation. Q-Energy will explain each step along the way to help you determine which is right for you! Including meeting every ones desire for the best possible price.

You Now Have a Choice in Electrical Generation for Your Home!

Reasons to Go Solar

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DEREGULATION began many years ago for both the Phone and Utility companies. Both operated as monopolies at one time, however complicated laws that were passed decades ago have taken time to become understood for the average consumer not working in those industries.

Most people do not yet understand how easily they can generate electricity long term for themselves, for ***far less*** than the cost than purchasing it from a utility every month.

People NO LONGER need to be held hostage to ever increasing electricity costs year after year from utility companies!

When most first learn that they can purchase solar energy for less than the cost they currently pay monthly now for electricity, they are surprised! As a bonus, with good credit, they can do so with no upfront cost or having another installment loan added to the budget... they still think to themselves it "sounds to good to be true"...

Solar has Changed so much the past few years that most do not yet understand how it works...

The Power Generation Industry is huge and much of it has been changing slowly because it takes time to educate consumers about the changes in electrical power generation and how it all works.

At Q-Energy Inc we take the time to help you sort it all out and determine what will work best for you at a price that **WILL NOT** increase what you spend for electricity, but **WILL** reduce or eliminate your monthly purchase for electricity!

FOREVER!

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You Now Have a Choice in Electrical Generation for Your Business!

If you're a business owner, the concept of "solar panels for businesses" might seem like a risky move in a complex and confusing market. You may have heard about major Fortune 500 companies going solar, but thought that it might not be feasible for your organization.

Maybe you're considering installing solar panels at some point in the distant future, when your organization can afford to make a major investment in something that seems like an environmental "good" rather than a strategic financial decision.

Time to shake off that old way of thinking and join the **growing chorus of smart business owners** that have discovered that commercial solar panels are a great fit for a small to medium sized business. Solar isn't just for Intel and Wal-Mart anymore. Businesses of all sizes are capitalizing on the financial opportunities of installing solar, proving that a solar energy system is a key strategic decision that virtually guarantees a solid financial return.

The cost of buying and installing solar panels has dropped considerably in the last five years while electricity prices continue to skyrocket, making the economics of solar even more attractive. But decreased equipment and installation costs aren't the only reason for your business to go solar. There are other factors that can reduce your business's out-of-pocket cost for a solar panel system, including:

Federal Investment Tax Credit (ITC): This is the most significant financial benefit for anyone interested in using solar panels at their business or residence. Owners of newly installed solar panel systems get a federal tax credit for 30 percent of the cost of the system. (Some states also offer additional tax credits.) **Note:** The 30% federal ITC ends 2019. Then drops to 26%. Commercial projects can take many months to complete – if you want to take advantage of this significant financial benefit, now is the time!

- Accelerated depreciation: Businesses can deduct 85 percent of the value of the solar asset from their taxes, providing another significant offset to the upfront cost of a solar system array.

These and other incentives can be significant and greatly enhance financial returns for system owners over the life of the system.

Reasons For Business To Go Solar

- Drastically reduce or even eliminate your electric bills
- Earn a great return on your investment
- Protect against rising energy costs
- Increase your property value
- Boost U.S. energy independence
- Create jobs and help your local economy
- Protect the environment
- Demonstrate your commitment to sustainability
- Increase employee morale
- Stay competitive
- Add to the bottom line



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You Now Have a Choice in Electrical Generation for Your Business!

Beyond the direct short-term financial benefits, installing solar panels can also help your business to hedge against electricity price volatility and inflation. In many states, the price of electricity can fluctuate significantly due to demand, creating a headache for business owners who are closely managing their cash flow. By installing solar, your business will be able to lock in electricity prices and reduce reliance on an unpredictable expense. Going solar makes it easier for companies to budget and plan for the future.

In total, the ITC and depreciation benefit can reduce the system price by as much as 60 percent. Add that to savings from a reduced utility bill and other incentives like PBIs, and business owners are looking at an investment that's hard to pass up. If paying up front isn't an option for your business, not to worry, there are many financing options available to businesses with good credit, including solar loans and solar leases/power purchase agreements (PPAs).

Lastly, let's not forget that the financial incentives mentioned above aren't the *only* things that contribute to the bottom line. There are other commercial solar benefits for business, including:

Winning more customers: Many current and potential customers are attracted to businesses with a commitment to sustainability. Examples abound of businesses that have won large contracts due to their solar investments – buyers love products and services that are sun-powered! In addition, a solar installation is a great opportunity to promote your organization and raise awareness of your offering in the community.

- Improving employee satisfaction: Employees are increasingly looking to work for sustainability-minded companies. By demonstrating your company's commitment to solar power, your employees will be happier, more productive, and invested in the company mission.

Supporting the local economy: When a business contracts with a solar company, workers in the local market complete the installation. Greater demand for solar projects increases the availability of high quality, good paying jobs. Those workers could become your future customers, too.

As you can see, the numbers add up – solar panel systems are a smart capital investment for businesses. They have short payback periods, provide steady financial returns, and help business owners hedge against rising energy prices. There are lots of great resources available today that can help you evaluate whether “going” solar makes sense for your business, so be sure to do your homework!

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Putting the Sun to Work on the Farm

Solar energy can be used in agriculture in a number of ways, saving money, increasing self-reliance, and reducing pollution.

HOW DOES an Ag Operation SOLAR ENERGY SYSTEM WORK?

In addition to a fast return on investment ag operations can benefit in various ways such as
Crop and Grain Drying
Greenhouse Heating
Remote Electricity Supply

Ag businesses have unique options of their own!

Photovoltaic **panels** can also dry crops more quickly and evenly than other methods. Additionally, **solar** collectors can lower costs when they are used in dairy and livestock operations, as the sun's **energy** can power water heaters and other necessary equipment.

We are a Midwest based company and our roots are on the farm. We understand the uniqueness of agricultural businesses. We will work with you to build the best solution for the lowest possible cost. Additionally we can help point you and your tax adviser in the direction of the best financial incentives and grants available!

Reasons For Ag Operations to Go Solar

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According to Energysage commercial solar energy system costs are returned in 3-7 years

Free Electricity Forever Once the cost of the system is returned!

What Other Purchase Can Do That?

Reasons For Businesses to Go Solar

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Solar is a smart business decision!

Businesses with solar panel systems...

Offset their electricity use **75.3%**

Reducing monthly electric bill from **\$1,950 to \$517**

Which results in monthly savings of **\$1,433**



Businesses generally pay off their solar panel systems in

3-7 years

They enjoy free electricity for the life of the system

25-35 years

energysage.com

energysage  

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Create your own community solar program in your neighborhood!

WHAT IS COMMUNITY SOLAR?

Some utilities and electric cooperatives offer a form of cooperative solar called community solar or shared solar. The electricity provider installs, operates, and maintains a solar energy system that is larger than home scale.

Members can choose to buy into the system. Since its inception in 2003, community solar capacity has grown rapidly, and experts anticipate that the market will continue to grow, as consumers choose to support “clean energy” alternatives, including solar.

Community solar systems typically are larger than residential rooftop systems but smaller than utility-scale projects. Generation capacity is usually between 20 kilowatt (kW) and 1 megawatt (MW).

These systems are most often sited in the community served by the systems, and may be installed on open land or even on top of a public building or parking garage.

HOW DOES A COOPERATIVE-OWNED COMMUNITY SOLAR SYSTEM WORK?

The cooperative handles all of the logistical details, including site assessment, selecting and installing the equipment, interconnection and permitting details, and maintaining the system after installation.

To pay for a community solar system, options include group purchasing of the solar equipment, crowd financing, community investment, and donations.

The system may also be anchored by one or more large business customers, who commit to the investment.

Most cooperative-based projects allow customers to participate by contributing either an up-front purchase payment or pay through an ongoing monthly “subscription” or rental payment to support the units.

In return, participating members receive a payment, or credit back on their electric bills, based on their contribution and how much electricity is produced by the solar system.

Power Purchase Agreement Benefits

- No upfront capital cost.
- Predictable energy pricing.
- No system performance or operating risk.
- Projects can be cash flow positive from day one.
- Visibly demonstrable environmental commitment.
- Potential to make claims about being solar powered (if associated RECs are retained).
- Potential reduction in carbon footprint (if associated RECs are retained).
- Potential increase in property value.
- Support for local economy and job creation.



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WHAT ARE THE ADVANTAGES TO COOPERATIVE MEMBERS?

In nearly half of housing available consumers are not able to install their own solar system. For example, if you rent your home or have agreements that prevent solar, however, you can participate in community solar. If your home is too shaded or your roof isn't strong enough to support a solar array, you can participate in community solar.

If you can't afford an upfront investment in a solar array, you may be able to afford participation in a community solar program that offers shared portions of the electricity produced by the program.

- Community solar is a no-hassle clean-energy option for consumers. Because the cooperative builds, operates, and maintains the system, participating members have a win-win arrangement: bearing a low—or no—upfront investment, and reaping the monthly rewards of the power generated.
- Community solar is more affordable than installing your own system; and you won't have to worry about financing either.
 - Community systems have the advantage of economies of scale, meaning that costs decrease as the size of the system increases. The costs can also be spread out amongst many participants. That makes a portion of a large solar energy system less expensive than a comparable residential rooftop system.
- There is flexibility in most cooperative solar systems. You can lease or subscribe to any number of solar panels or a portion of one system, as you wish. Your purchase is in the form of "energy shares;" often you can add more capacity later, if you choose to do so. Not all programs require a long-term commitment.
- If you move from your home, some programs will allow you to take the solar commitment along.

Anyone can lead the effort to create a community solar program in their area! Q-Energy is here to guide you through the process every step of the way!



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Create a Power Purchase Agreement between yourself, a 3rd party and the utility

A Solar Power Purchase Agreement (SPPA) is a financial arrangement in which a third-party developer owns, operates, and maintains the photovoltaic (PV) system, and a host customer agrees to host the system on its property and purchases the system's electric output from the solar services provider for a predetermined period. This financial arrangement allows the host customer to receive stable and often low-cost electricity, while the solar services provider or another party acquires valuable financial benefits, such as tax credits and income generated from the sale of electricity.

With this solar energy business model, the host customer buys the services produced by the PV system rather than the PV system itself. This framework is referred to as the "solar services" model, and the developers who offer SPPAs are known as solar services providers. SPPA arrangements enable the host customer to avoid many of the traditional barriers to the installation of on-site solar systems: high upfront capital costs, system performance risk, and complex design and permitting processes. In addition, SPPA arrangements can be cash flow positive for the host customer from the day the system is commissioned.

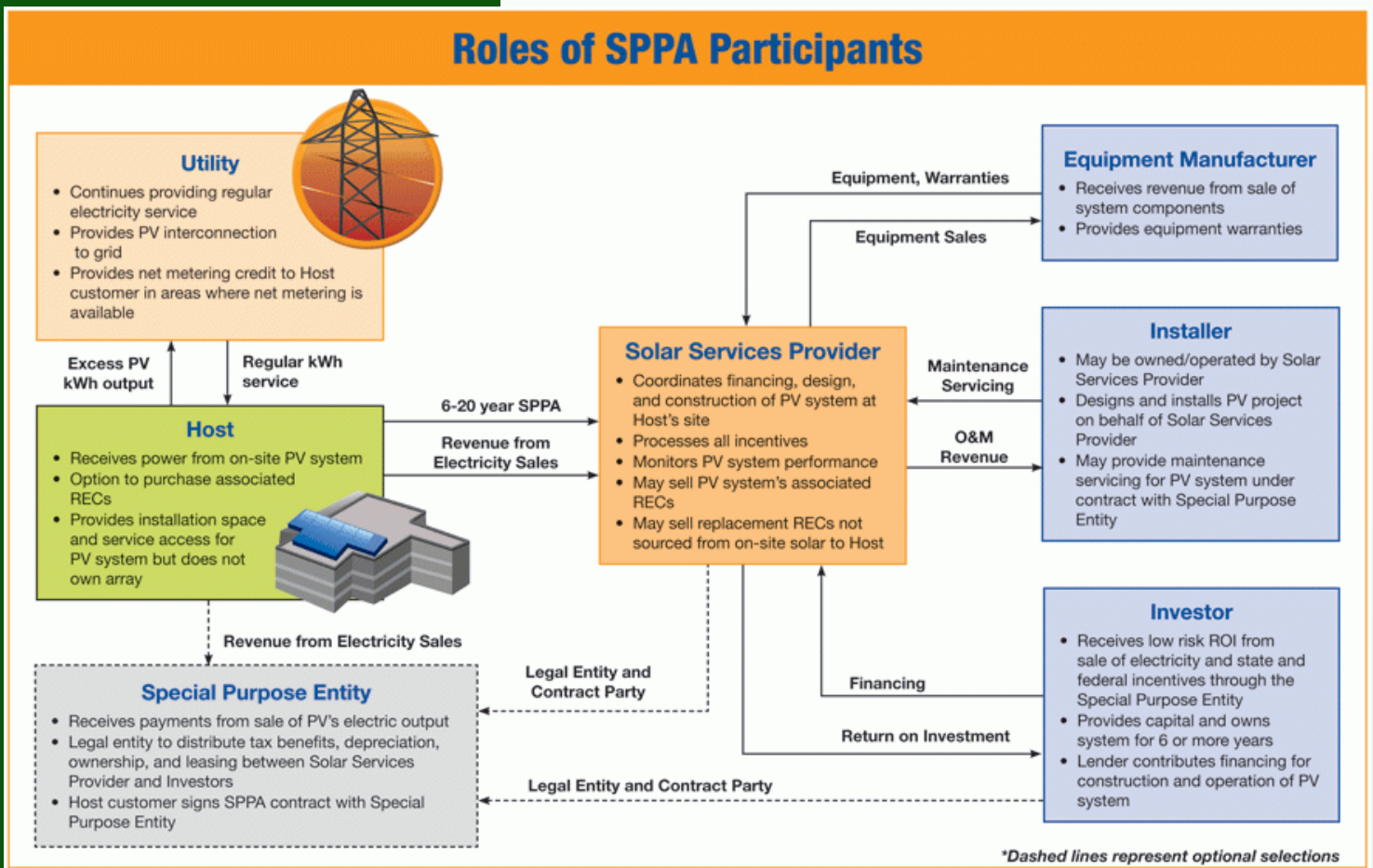
Navigating a PPA is involved, but at Q-Energy we have the experience to help you decide if this is an option for you.

To see how it works study the image on the next page.



There are a number of “moving parts” to bring everything together with a solar energy PPA but those are all our job to make work. Once the decision and parties have all agreed, we begin to bring it all together so you can relax knowing our experience will make it work!

The image below will give you a better understanding of how it works



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Curious About Storage Systems to go Off-Grid?

Battery Backup Systems Are Available

How to choose the best battery for a solar panel system

There are certain specifications you should use when evaluating your solar battery options, such as how long the solar battery will last or how much power it can provide. Below, learn about all of the criteria that you should use to compare your home energy storage options, as well as the different types of solar batteries.

How to compare your solar storage options

As you consider your solar-plus-storage options, you'll come across a lot of complicated product specifications. The most important ones to use during your evaluation are the battery's capacity & power ratings, depth of discharge (DoD), round-trip efficiency, warranty, and manufacturer.

Capacity & power

Capacity is the total amount of electricity that a solar battery can store, measured in kilowatt-hours (kWh). Most home solar batteries are designed to be "stackable," which means that you can include multiple batteries with your solar-plus-storage system to get extra capacity.

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While capacity tells you how big your battery is, it doesn't tell you how much electricity a battery can provide at a given moment. To get the full picture, you also need to consider the battery's power rating. In the context of solar batteries, a power rating is the amount of electricity that a battery can deliver at one time. It is measured in kilowatts (kW).

A battery with a high capacity and a low power rating would deliver a low amount of electricity (enough to run a few crucial appliances) for a long time. A battery with low capacity and a high power rating could run your entire home, but only for a few hours.

Depth of discharge (DoD)

Most solar batteries need to retain some charge at all times due to their chemical composition. If you use 100 percent of a battery's charge, its useful life will be significantly shortened.

The depth of discharge (DoD) of a battery refers to the amount of a battery's capacity that has been used. Most manufacturers will specify a maximum DoD for optimal performance. For example, if a 10 kWh battery has a DoD of 90 percent, you shouldn't use more than 9 kWh of the battery before recharging it. Generally speaking, a higher DoD means you will be able to utilize more of your battery's capacity.

If you are interested in adding a backup system we will walk you through every step!

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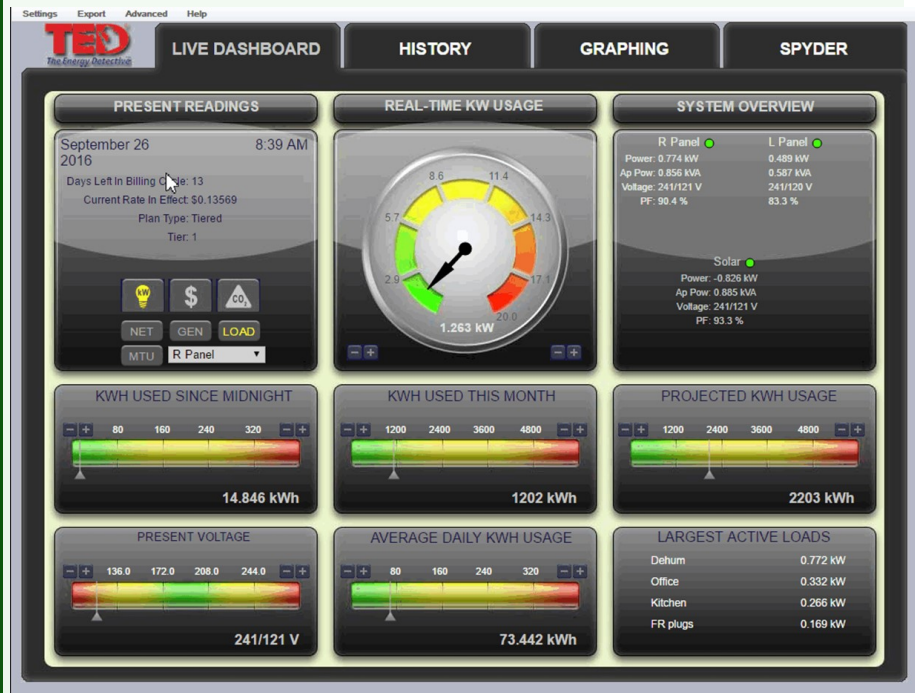


Rest Assured We're With You 24/7 When You Use Our Monitoring Service

TED Pro is an ideal tool (and a necessity) for any home or business owner wanting to save money by tracking and reducing electricity usage.

By instantly receiving data every second, consumers have the ability to instantly change their electricity usage and lower their energy bill.

Often, TED will pay for itself within the first few months of usage. For customers with demand charges, TED will provide real-time data that can cut demand charges in half within the first month.



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Are You A Non Profit Organization?

**We Have A Brand New Way To Raise
Funds For Any Organization...
Spread Sunshine
Using Solar Energy!**

**Non-Profit Organizations Could Earn Enough To Have
A Solar Energy System Installed FREE!**

How it works...

If 10 property owners participate we will donate back to the
sponsor organization \$0.10 per installed watt.

From 11-21 participants we donate \$0.15 per watt and if over
21 people participate, we donate \$.20 per installed watt back to
your non-profit organization!

For Example:

The average home uses a 7kW system.

If just 21 people participate, the sponsoring organization could
receive a \$29,400 donation in cash or an equal value in a solar
panel installation!

Call Today To Discuss How We Can Help Your Organization
Raise More Than Ever Before and possibly End Electricity
Payments

Forever!

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WHAT ARE THE FIRST STEPS TO GO Solar?

The ways to Go Solar Are Varied. You Could...

- Own the system yourself with a cash purchase to get an instant return (no more monthly electricity payments) or choose a financing option that will make the payment to cover your loan installment for less than your current electric bill, with nothing out of pocket!
- Create a Power Purchase Agreement between yourself, a 3rd party and the utility
- Start or Participate in a Community Solar Program in your area
 - Participate in a Utility Solar Program (if available)

Understanding your best option takes some planning and preparation. Q-Energy will explain each of these options to help you determine which is right for you to best meet your needs for the best possible price.

How Do You Actually Go Solar?

First Things First!

1. **GET A QUOTE!** The first step is simple! Provide us your name, address and a copy of your utility bill and we will get you a quote fast and explain your best options.
2. **WE ROLL!** Next we visit your property to visually inspect all the details that could affect the design of your system. Then our design engineers will create and determine the best system that will meet your needs for decades to come!
3. **WE INSTALL!** We take of all the installation details. From completing all the paperwork necessary for a professional install, to getting you all the incentives possible. We're here to support you until your system to goes live and even beyond with 24/7 Monitoring Services.

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- For Over 10 Years Q-Energy has been helping others save money on their energy costs!
- At Q-Energy the “Q” stands for Quintessence... and means “the most perfect or typical example of a quality or class”... which is how we approach earning your business, by giving our best, every day for our customers.
- By applying “Quintessence” to solar energy production we define it to mean that the energy produced from the sun is the “most perfect example” of the best , most cost efficient way to produce electricity available today!
- At Q-Energy we work hard to bring together the best in quality products and people who care about the work they do. Our daily goal is to provide “best in the industry” support every step of the way for every customer!

We put our name on everything we do and hold everyone who works with us to our higher standards!

From our solar advisers to our installation crews, every person involved cares about putting forth their best effort daily, we require that of everyone who represents our company at every level.



Tom Sims - Owner/CEO

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