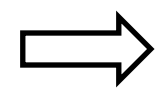
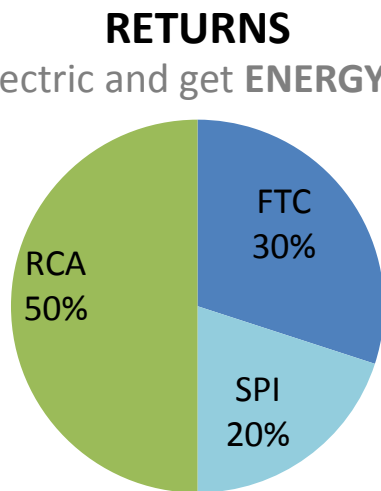
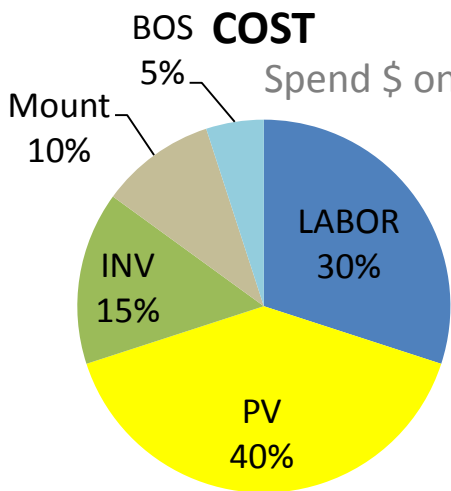


Financial INCENTIVES for Solar (WA State)



10/05/12

- **FEDERAL TAX CREDIT** of **30%** through 2014
- **STATE PRODUCTION INCENTIVE** of **\$0.15/kWh** (\$0.36 WA PV; \$0.54 PV+INV) to 2020
- **STATE SALES TAX EXEMPTION** **0% to 9%** Partial through June 2013
- **RETAIL COST AVOIDANCE** of **\$0.07 to \$0.11/kWh** as a result of NET METERING
- **USDA Rural Development Energy Efficiency GRANT** of **25%** (Small Businesses only)
- **Utility Rebates** (typ. \$500 per KW installed capacity) may be available

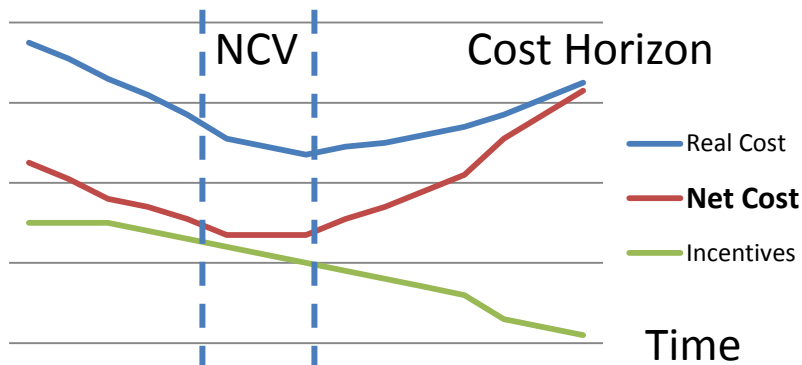


Present Worth

5% to 20% or more of System Cost, i.e., **Positive Return,***
 Depending on:
 Sales Tax Exemption
 System Size
 PV Panel Selection

*Five years ago PW was negative, even with Incentives

System Cost: **\$3.50 per Watt** possible (3 KW size); **\$4.50/W** typical, depending on panel and labor reductions



- Significant Drops in PV Prices in the last 3 years
- Over time, Financial Incentives GO AWAY...
- NOW In a **NET COST VALLEY** –
 The best time to buy solar, as Financial Incentives fall off and Net Cost begins to rise
 New technology impacts Cost trend, but limited