



ONE BLOCK OFF THE GRID

A look at what solar means for the Brodeur household

100 Main Street, Worcester, MA, 01103

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System cashflow over time



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Electricity from the grid: more expensive every year

For most of the country this means 5% increases year over year

Over 20 years, electricity from your utility
will cost you **\$106,398.85**

TODAY

20 YEARS

UTILITY RATES

TAKE BACK CONTROL!

Your utility is the only option you have to get your juice. They can raise rates on you anytime and what can you do about it? Now there's a second option.

PROTECT OUR FUTURE

Not only does solar produce clean electricity instead of burning fossil fuels, but it makes us less reliant on those fuels as a nation.

Our recommendation

Tailored to your home's needs

Your system will have the latest in microinverter technology. Microinverters maximize energy per panel and allow for expansion of the system over time.

System size (STC-DC) 6.440 kW

System size (CEC-AC) 5.281 kW

Annual production 7,760 kWh

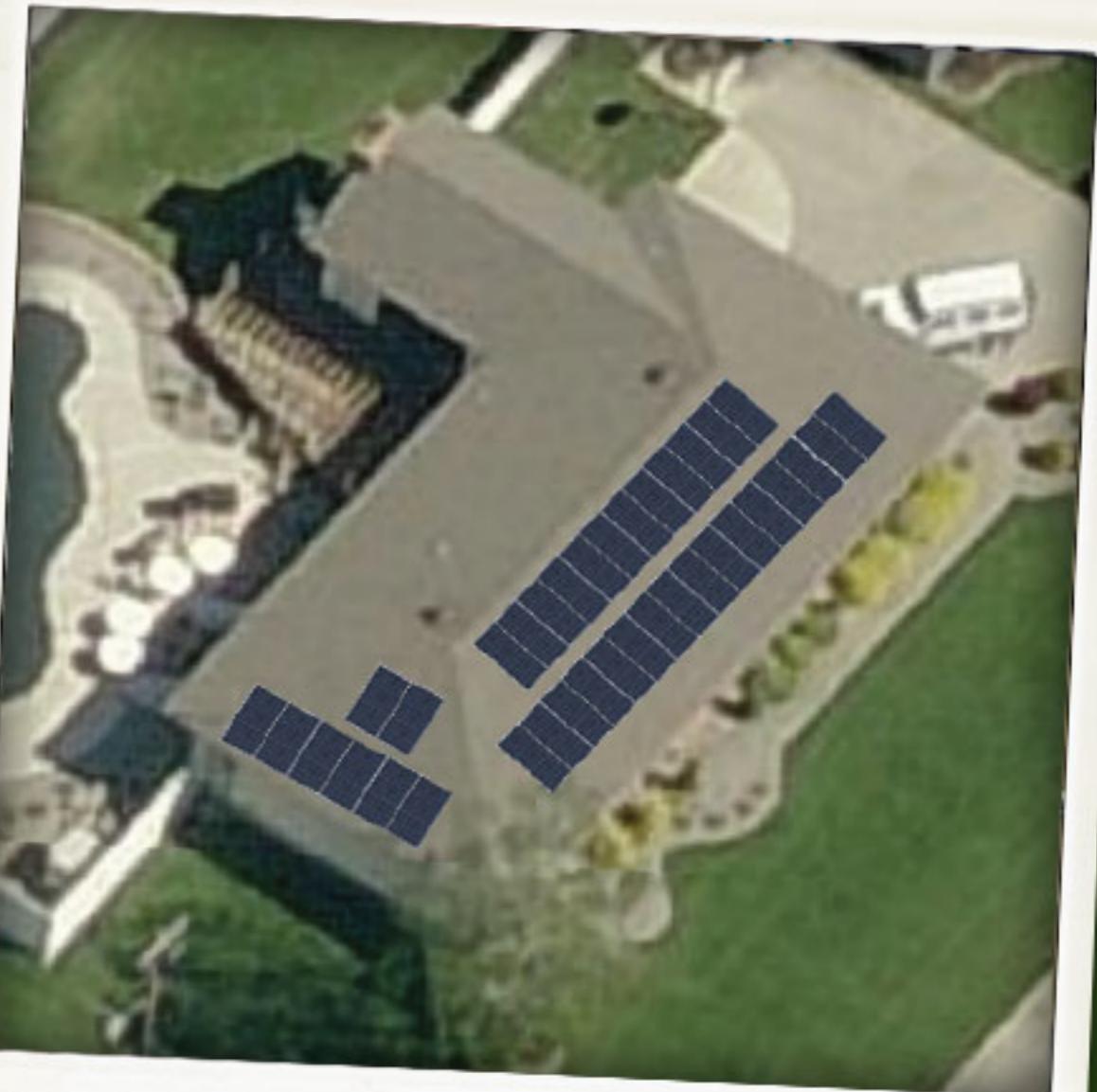
Number of panels 28

Panel rating 230 W

Panel orientation: 210°

Panel tilt: 25°

Current average electricity bill: \$350.01



124 Anystreet, San Francisco

We're in your corner

Our partnership with SunEdison brings you the smartest options



Deals, design and advice

Great solar deals using group power

Information-based approach

No hard sell in your living room

System designed with the best
software in the industry



Financing, monitoring and maintenance

Pioneered solar financing

Global leader in delivering
solar electricity

Takes complete care of your system,
and monitors it daily

20 year performance guarantee

SunEdison brings their expertise to your home

The size and scale of a world leader saves you money



P&G

KOHL'S

★macy's

Walgreens

SUPERVALU

WHOLE
FOODS
MARKET

Your options for going solar

| | Zero Down | PowerUp | Purchase |
|--------------------------------|------------------|-----------------|-----------------|
| Upfront payment | \$0 | \$19,254 | \$21,546 |
| Annual Change | 2.90% | N/A | N/A |
| Old Electric Bill | \$382.00 | \$382.00 | \$382.00 |
| New Electric Bill | \$167.20 | \$167.20 | \$167.20 |
| Monthly Electricity Savings | \$214.80 | \$214.80 | \$214.80 |
| SunEdison Payment | -\$217.00 | N/A | N/A |
| Estimated Monthly SREC Income | \$421.00 | \$421.00 | \$421.00 |
| Monthly Savings (Total) | \$418.00 | \$635.80 | \$635.80 |
| Return on Investment (ROI) | Infinite | 9.56% | 7.56% |
| Cost Per kWh | \$0.21 | \$0.16 | \$0.16 |
| Payback | N/A | 8.54 years | 9.87 years |
| Our Group Rebate | \$530.00 | \$530.00 | \$530 |
| 20 Year Savings | \$40,992 | \$61,094 | \$58,802 |

* Assuming National Grid USA (Massachusetts Electric) rates increase 6% per year References to monthly payments represent the first year

Prepaid plan

Lock in your electricity rate for 20 years

| | Prepaid plan | Cash purchase |
|-------------------------|--------------|---------------|
| Gross system cost | N/A | \$48,284.80 |
| State and local rebates | Included | \$7,440.79 |
| Upfront payment | \$25,492.00 | \$40,844.71 |
| Performance guarantee | Included | Not included |
| Tax credits | Included | \$12,532.20 |

You're covered

Our performance guaranteed

- Performance guarantee makes sure your system produces what we say it will
- Maintained and monitored for life of the plan
- The system is fully insured

\$25,492.00
out of pocket

\$40,844.01
out of pocket

\$12,253.20¹

\$28,590.81²

Prepaid Plan

Cash purchase

* Assuming National Grid USA (Massachusetts Electric) rates increase 6% per year. References to monthly payments represent the first

Zero down plan

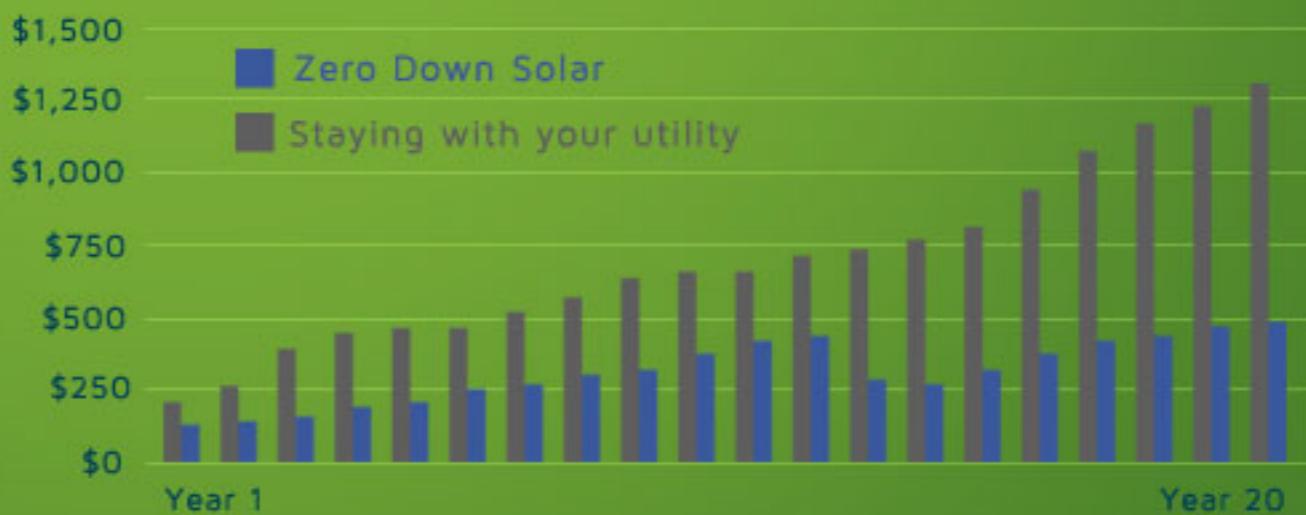
Keep your cash and start saving now

| | Staying with your utility | Zero down plan | |
|-----------------------|--|---------------------|---|
| Upfront payment | \$0 | N/A | |
| Old utility bill | \$450.00 | \$450.00 | |
| New utility bill | \$373.23 | \$450.00 | |
| Monthly SREC Income | \$286.35 | \$0 | |
| SunEdison payment | \$149.09 | N/A | |
| Total monthly savings | \$214.00 <small>\$325 AVG \$560 HIGH</small> | \$0 | |
| 20 year costs* | \$198,643.83 | \$171,488.25 | \$27,155.58 <small>TOTAL PLAN SAVINGS</small> |

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Good news: You are eligible for SRECs!

How SRECs put money in your pocket



SRECs [es-reks]

Solar Renewable Energy Credits

SRECs are a way for power companies to offset their pollution. They are a commodity sold on the open market, and are presently valued at \$515.00 per megawatt hour generated.

- Sell to a broker or handle yourself
- It's free money from your roof

What SRECs will earn you over time

| | |
|----------------|-------------|
| Years 1-5 | \$16,292.97 |
| Years 6-10 | \$11,509.53 |
| Years 11-15 | \$1,894.08 |
| Years 16-20 | \$1,875.21 |
| Total earnings | \$31,571.79 |

Yes, you really are helping the environment.
Going solar means your neighbors are 222% more likely to go solar as well.



Every year, your solar system will prevent the equivalent of 1.78 tons of coal
from being burned into the air that you and your family breath every day

Our guarantee

Industry leading performance guarantee



SunEdison
simplifying solar

- Your system is guaranteed to produce at or above the quoted rate.
- If we produce below the guaranteed amount, we refund plan payments for that amount
- Any additional kWh generated over the guaranteed amount is yours at no additional cost.



Lead and your neighbors will follow

Why you should tell your friends:

Save even more money or even get solar for free

When your friends go solar through One Block Off the Grid, we give you a \$500 gift card



How many people would you have to invite a year to get your system for free?

ZERO DOWN

1.75 people a year

POWERUP

2 people a year

PURCHASE

3.5 people a year

System financials over time

Compare and contrast: Your utility, PowerUp plan, and zero down plan

| | Utility bill | | | | | | | | | | |
|---------------|--------------|--------------|--|-----|-------------|-------------|--------------|-------------|-------------|-------------|-------------|
| 1 | \$5,400.04 | \$4,478.74 | | \$0 | \$3,436.15 | \$921.30 | (\$8,750.55) | \$1,789.08 | \$3,436.15 | \$921.30 | \$2,568.37 |
| 2 | \$5,724.05 | \$4,752.35 | | \$0 | \$3,077.07 | \$971.70 | (\$4,701.79) | \$1,753.32 | \$3,077.07 | \$971.70 | \$2,295.45 |
| 3 | \$6,067.49 | \$5,042.64 | | \$0 | \$2,891.59 | \$1,024.85 | (\$785.35) | \$1,718.28 | \$2,891.59 | \$1,024.85 | \$2,198.16 |
| 4 | \$6,431.54 | \$5,350.63 | | \$0 | \$2,369.40 | \$1,080.91 | \$2,664.97 | \$1,683.96 | \$2,369.40 | \$1,080.91 | \$1,766.35 |
| 5 | \$6,817.43 | \$5,677.40 | | \$0 | \$2,020.76 | \$1,140.03 | \$5,825.76 | \$1,650.24 | \$2,020.76 | \$1,140.03 | \$1,510.55 |
| 6 | \$7,226.48 | \$6,024.09 | | \$0 | \$1,910.13 | \$1,202.39 | \$8,938.27 | \$1,617.24 | \$1,910.13 | \$1,202.39 | \$1,495.28 |
| 7 | \$7,660.07 | \$6,391.90 | | \$0 | \$1,900.57 | \$1,268.17 | \$12,107.02 | \$1,584.84 | \$1,900.57 | \$1,268.17 | \$1,583.90 |
| 8 | \$8,119.67 | \$6,782.14 | | \$0 | \$1,891.07 | \$1,337.53 | \$15,335.62 | \$1,553.16 | \$1,891.07 | \$1,337.53 | \$1,675.44 |
| 9 | \$8,606.85 | \$7,196.16 | | \$0 | \$1,881.62 | \$1,410.69 | \$18,627.92 | \$1,522.08 | \$1,881.62 | \$1,410.69 | \$1,770.23 |
| 10 | \$9,123.26 | \$7,635.40 | | \$0 | \$1,872.21 | \$1,487.86 | \$21,987.99 | \$1,491.72 | \$1,872.21 | \$1,487.86 | \$1,868.35 |
| 11 | \$9,670.66 | \$8,101.41 | | \$0 | \$326.82 | \$1,569.25 | \$23,884.06 | \$1,461.84 | \$326.82 | \$1,569.25 | \$434.23 |
| 12 | \$10,250.90 | \$8,595.82 | | \$0 | \$325.18 | \$1,655.08 | \$25,864.32 | \$1,432.56 | \$325.18 | \$1,655.08 | \$547.70 |
| 13 | \$10,865.95 | \$9,120.34 | | \$0 | \$323.56 | \$1,745.61 | \$27,933.48 | \$1,404.00 | \$323.56 | \$1,745.61 | \$665.17 |
| 14 | \$11,517.91 | \$9,676.81 | | \$0 | \$321.94 | \$1,841.10 | \$30,096.52 | \$1,375.92 | \$321.94 | \$1,841.10 | \$787.12 |
| 15 | \$12,208.98 | \$10,267.17 | | \$0 | \$320.33 | \$1,941.81 | \$32,358.66 | \$1,348.32 | \$320.33 | \$1,941.81 | \$913.82 |
| 16 | \$12,941.52 | \$10,893.50 | | \$0 | \$0.00 | \$2,048.02 | \$34,406.68 | \$1,321.44 | \$0.00 | \$2,048.02 | \$726.58 |
| 17 | \$13,718.01 | \$11,557.96 | | \$0 | \$0.00 | \$2,160.05 | \$36,566.73 | \$1,294.92 | \$0.00 | \$2,160.05 | \$865.13 |
| 18 | \$14,541.09 | \$12,262.89 | | \$0 | \$0.00 | \$2,278.20 | \$38,844.93 | \$1,269.00 | \$0.00 | \$2,278.20 | \$1,009.20 |
| 19 | \$15,413.56 | \$13,010.73 | | \$0 | \$0.00 | \$2,402.83 | \$41,247.76 | \$1,243.68 | \$0.00 | \$2,402.83 | \$1,159.15 |
| 20 | \$16,338.37 | \$13,804.11 | | \$0 | \$0.00 | \$2,534.26 | \$43,782.02 | \$1,218.84 | \$0.00 | \$2,534.26 | \$1,315.42 |
| Totals | \$198,643.83 | \$166,622.19 | | \$0 | \$24,868.38 | \$32,021.64 | \$43,782.02 | \$29,734.44 | \$24,868.38 | \$32,021.64 | \$27,155.58 |

Legal information

This quote is valid for 30 days

Your One Block Off the Grid Quote is valid for 30 days and is customized for your home, so pricing and savings could vary after a site verification, based on such factors as location, actual system shading, roof availability, government rebates and local utility rates.

There are very few things that we cannot see remotely. If during site verification, the installer finds something that will increase costs to you, you will be able to terminate your contract. Of course, we will gladly produce a new contract with the changes if you like.

For the low upfront plan, \$0 is due upon contract signing and no security deposit is required. Your first lease payment will be the first day of the month after your system is up and producing power (interconnected).

SunEdison will guarantee power production and repair or replace broken warranted components on leased systems. See leasing document for details.

Payments in the lease document will be \$10/month more than in the proposal, but that \$10/month is removed by setting up automatic payments.

For our prepaid plan, \$0 is due upon contract signing and no security deposit is required. Your prepaid amount will be due in full upon Lease Commencement as detailed in your lease documents.

For a cash purchase, \$1,000 is due on contract signing. Tax savings described in this document are intended for discussion purposes only and should not be construed as professional advice. All applicable state and federal tax credits are estimates. Please contact your tax professional for specific financial and tax advice.

You may choose to buy out your lease at the end of the 6th year or at the end of the term for a fair market value, which we estimate to be \$11,510.82, \$4,272.03 respectively.

