How Solar Companies Make Money by Earning Tokens

1. Direct Token Sales
- Earn 1 TKL per kWh their panels generate.
- Sell those TKL on a secondary market or exchange at market price (e.g. $0.10/TKL).
  Example: A 1 MW installation generating 1,200 MWh/year earns 1,200,000 TKL → $120,000 in sales.

2. Staking & Yield Farming
- Stake earned TKL in the Telkes DAO or fee pool to earn up to 5% APY.
- Compounds holdings without selling immediately for long-term upside.
  Example: Stake 100,000 TKL at 5% APY → 5,000 TKL extra/year (~$500).

3. Carbon-Credit & P2P Energy Markets
- Tokenize carbon credits for extra tokens or fiat.
- P2P marketplace: Sell excess production priced in TKL directly to buyers.

4. Service & Maintenance Subscriptions
- Charge customers in TKL for ongoing O&M contracts or monitoring services.
- Creates recurring revenue denominated in TKL.

5. Financing & Token-Backed Loans
- Use TKL holdings as collateral in DeFi lending to borrow stablecoins for expansion.
- Repay loans over time with incoming token earnings.

6. Governance & Fee Rebates
- Participate in DAO votes to unlock grants or reduce protocol fees.
- High-volume producers may qualify for lower fees or partial rebates.

7. Token Appreciation & Buy-Backs
- Hold tokens anticipating value growth.
- Protocol buy-backs and burns reduce supply, potentially driving price up.

Combined Strategy:
- Sell 60% of earned tokens for immediate costs.
- Stake 30% for yield.
- Hold 10% long-term to benefit from token burn and protocol growth.