FLS ENERGY

MAKING SOLAR MAINSTREAM

FEMP
Renewable Energy Working Group

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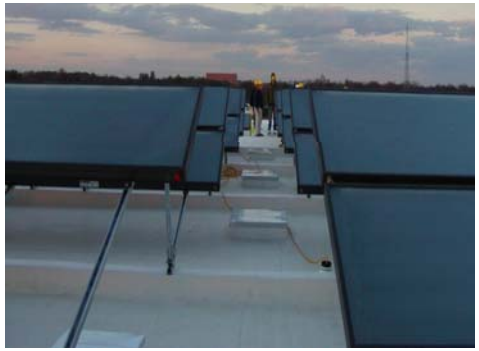
FLS Energy Mission:

Making Solar Mainstream

Turn-Key Capability

- **Design**
- **Engineering**
- **Installation**
- **Operation**
- **Maintenance**
- **Financing**
- **RECs**
- **Utility Negotiation**



Solar Hot Water (Thermal)

Solar Electricity (PV)

Specialize in Large Scale

Solar Thermal Projects

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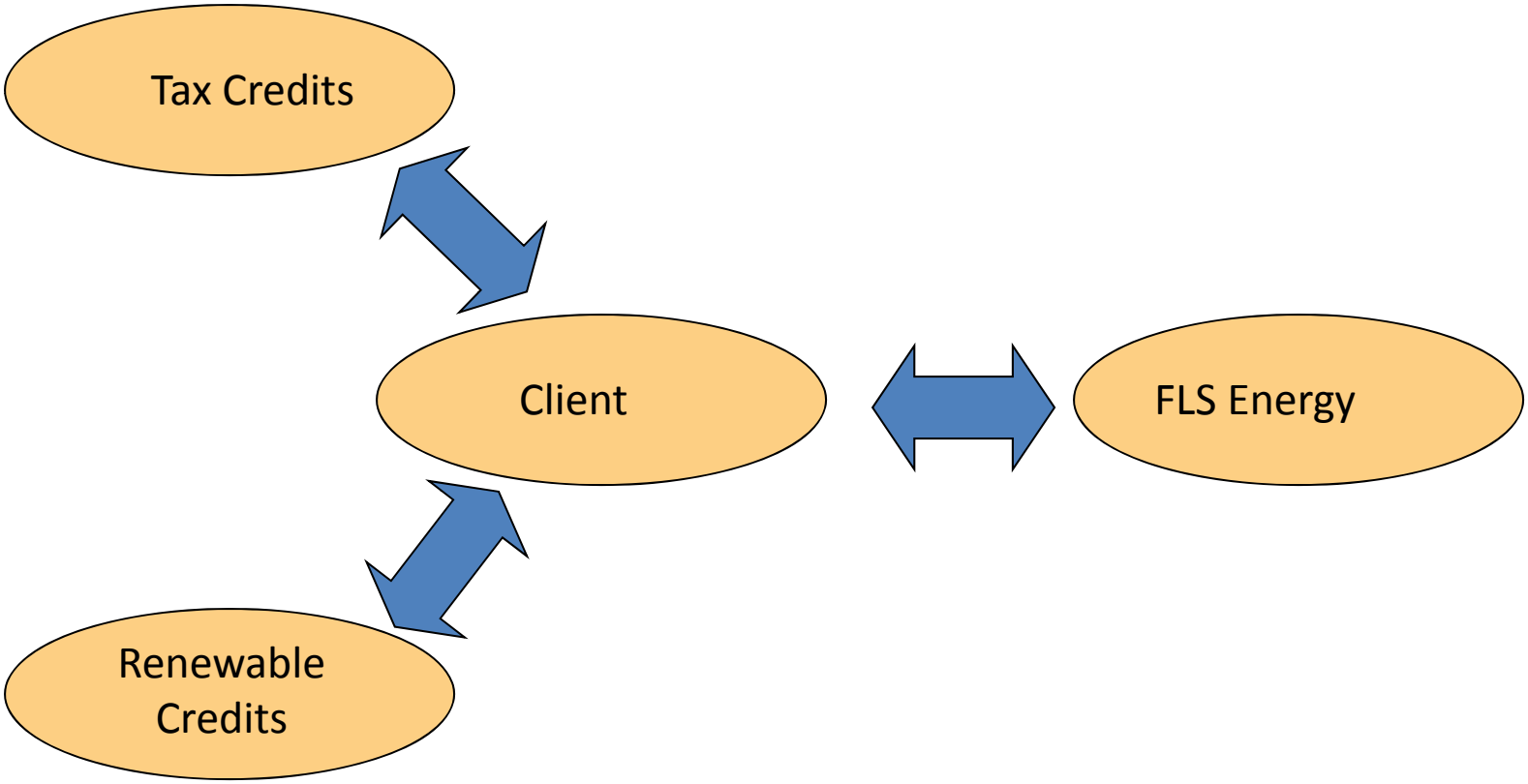
Financing: Traditional Equipment Purchase Model



Incentives Not Available to Government

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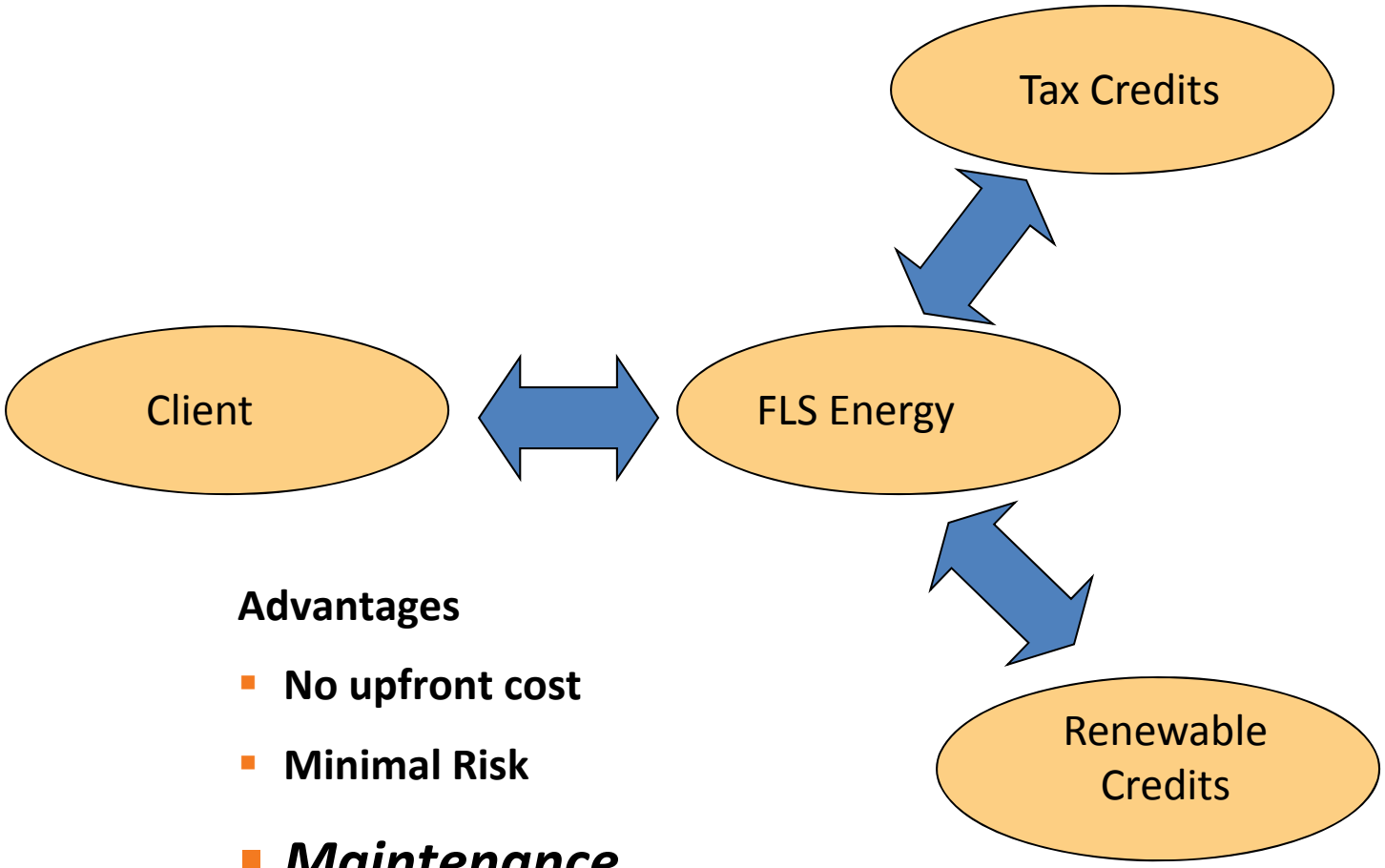
Financing: Solar Energy Purchase Agreement



Advantages

- **No upfront cost**
- **Minimal Risk**
- ***Maintenance***
- **Predictable energy cost**

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Camp Lejeune, Cherry Point, New River

- **Project: Solar Hot Water for 2200 Homes**
  - **(2200) 4x10 AET flat-plate solar collectors**
  - **Provides 75% of Hot Water**
  - **106,000 Gallons/day**
  - **22.5 Billion BTUs/YR**
- **Partner: Lend Lease**
  - **Privatized housing**
- **Solar Energy Purchase Agreement**
  - **Reduced Water Heating Costs by 20% Day 1**

Largest residential Solar Thermal project in the Continental US

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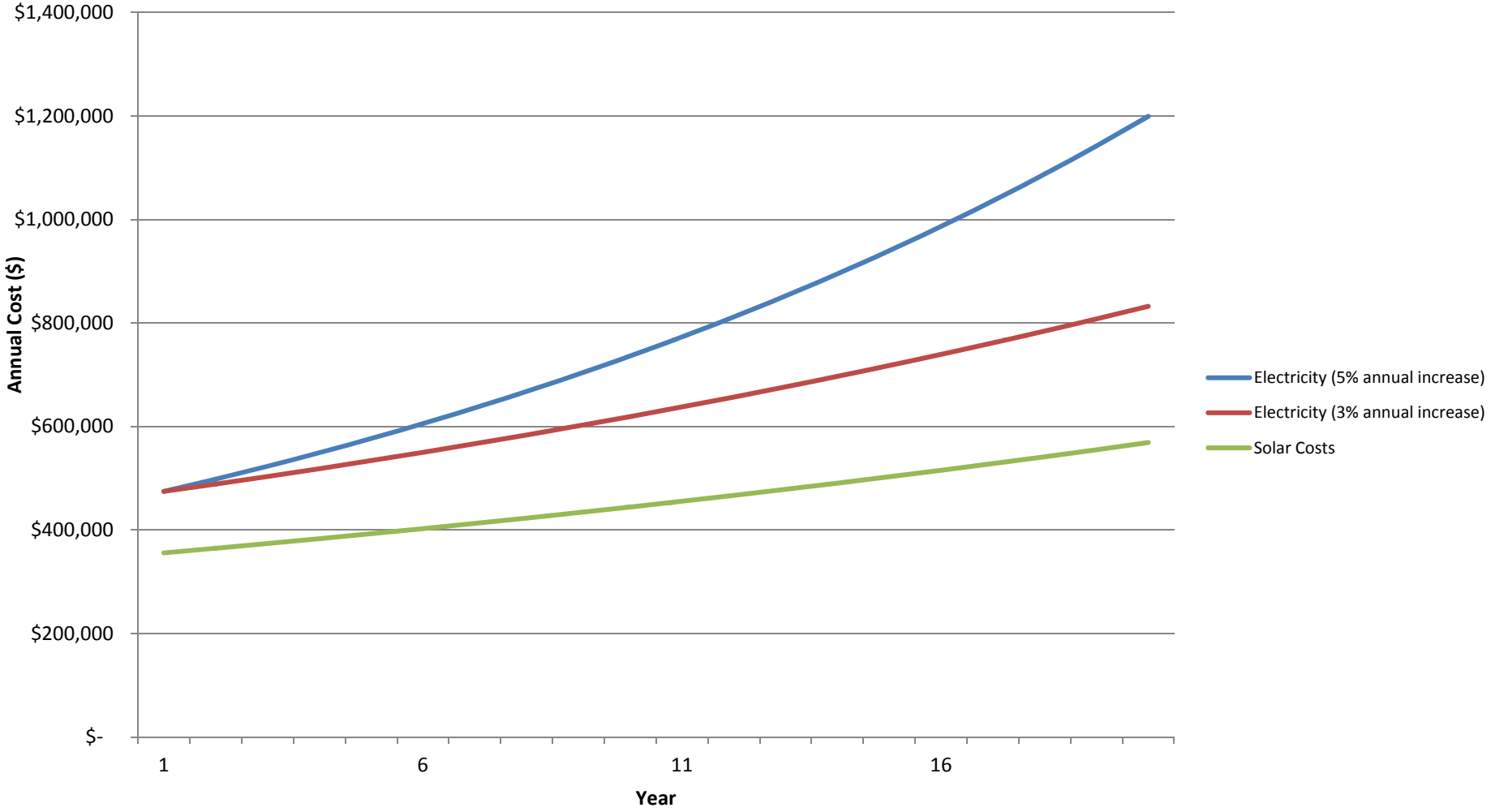
Savings of Solar vs Electricity

Based on 105,600 Gallons of Hot Water Per Day



Net Savings of $80,000/yr

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Questions?

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