



November 8, 2023

Sales Team

RE: Solar Bullet Points

Team,

The following paragraph is something I have been adding to emails going out to some of the potential prospects we are trying to get in to see. This is just an example that can be used, or you can create your own with some of the bullet points that follow.

“We would also like to bring to your attention new opportunities we have available that would let you see an actual ROI on improvements to your buildings roofs instead of just being a Capex cost. Galt Construction has partnered with dGen Energy Partners to provide options to our clients that can create the financing needed for construction projects, help make your buildings more energy efficient, decrease electric cost, lower carbon footprints helping you reach corporate “Green” initiatives, add value to employee equity, and in some instances actually generate income. **This is seriously the most exciting opportunity to hit our industry in the 30 years we have been in business, and we would love the chance to discuss these options with you further!** The incentives making all of this possible are dependent on parameters dictated by our Federal, State, and Local Governments and subject to change, so do not put off what could be a great opportunity. Galt Construction is a company based in the DFW Metroplex that works across the nation, meaning we can provide a service to you wherever you may be.”

- **CREATE THE FINANCING**

- 1) *Going from old roofs to energy efficient systems are eligible to receive 50% Federal tax credits*
- 2) *Added solar panel systems are eligible for 90% Federal tax credits*
- 3) *Some areas will also be eligible for State and Local tax credits*
- 4) *Carbon Credits are generated by installing the roof/solar packages*
- 5) *These tax and carbon credits can be bundled and sold to those needing to decrease their corporate burdens by dGen*
- 6) *Grants and other incentives up to \$1M may be available depending on location*
- 7) *Purchase Power Agreements (PPAs) lower energy cost by up to 30%*
- 8) *Low rate non-secured loans can also be available if none of the above are available*



- **CORPORATE “GREEN” INITIATIVES**

- 1) *Energy efficient roofs lower heat transfer lowering energy cost*
- 2) *Lower heat transfer adds life and lowers maintenance cost to HVAC equipment*
- 3) *Solar Panels create clean power available for use in the attached buildings*
- 4) *These bundles lower a building’s carbon footprint*

- **EMPLOYEE EQUITY**

- 1) *Some properties will require or want to add covered parking with solar panels*
- 2) *Employees then have parking that allows them to keep vehicles cooler during the summer and free from ice and snow during the winter*
- 3) *Carports with solar panels can add EV Chargers at the support columns (soon to be a real need due to car manufacturers phasing out gas engines)*

- **INCOME GENERATION**

- 1) *There is a possibility to combine an insurance claim with a dGen financing package that will allow a building owner to either pocket all/some of the claim or quicken the ROI if purchased outright*
- 2) *Depending on the property’s location, unused power generated by solar panels can be sold to the local power supplier*
- 3) *Fees can be charged for covered parking*
- 4) *Fees can be charged for EV Charging stations*
- 5) *Fees can be charged as pass through charges for going green to residents, guest, and owners for apartments, hotels, condos, and HOA’s*

Most of you have been in one or more meetings between us and Walt, our dGen representative, so this is just a reminder of the main points. To see what is possible, the property address and the past 12 months of electric bills are required. There is no “one example” that can be used to gauge what is available to every property. Remember that not all properties will be eligible depending on how electricity is paid for and if they are a taxable entity.

Hopefully this will be useful for some/all of you to use when speaking with clients. You may even want to copy and paste these bullet points in correspondence with clients that are interested in learning more about this possibility. Now let’s go and make some money.