

## A TENANT FOR YOUR COMMERCIAL ROOFTOPS

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Experts say the US is past the point where solar is 'alternative energy.' In 2018 alone, a new solar project was installed in the US every 100 seconds. Although regulations and incentives vary state-by-state, commercial real estate owners in all 50 states are taking advantage of the benefits of adding rooftop solar to the buildings in their portfolio.

Up to now, the owner of the real estate also owned the solar system and was responsible for all maintenance. Starting in 2019, this isn't necessarily the case for commercial real estate owners and investors in New Jersey. Now, commercial real estate owners in NJ can take advantage of Community Solar due to the newly unveiled/ launched NJ Community Solar Pilot program. Real estate owners in other states, such as Rhode Island, New York, and Maryland, have found great success with similar programs.

### About the Program:

The Community Solar Energy Pilot Program enables utility customers to participate in a solar energy project that is remotely located from their property and is currently under development. Subscribers from the community pay for subscriptions. Funds from the subscriptions go to a Community Solar Project Owner or a Subscription Organization. The solar energy from that project goes into the electricity grid. The power from the grid is then delivered to the subscribers, who receive credit on their electric bills for their involvement.

Commercial real estate owners in NJ can take advantage of this program by working with an experienced Community Solar Project Owner. The Community Solar Project Owner pays the commercial real estate owner for use of their rooftop and is responsible for all aspects of the Community Solar Energy Pilot Program. The Community Solar Project Owner applies for the program, builds and maintains the solar system, and pays the taxes. Commercial real estate owners simply collect the checks!

### Top 5 Perks for Commercial Real Estate Owners:

- ▶ Portfolio's net operating income is immediately increased
- ▶ Additional positive cash flow line item is added to the corporate balance sheet
- ▶ All costs for the solar projects' viability and development process are paid for by the Community Solar Project Owner

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- ▶ Ongoing ownerships costs are absorbed by the Community Solar Project Owner
- ▶ Additional property tax on the solar equipment is paid by the Community Solar Project Owner



For more information, NJ C/I Real Estate Owners can contact:

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Green Skyline Solar is a vertically integrated partner in the deal-flow process in utility scale, Community Solar, and large net-metered solar projects. Green Skyline Solar's investor consortium has leased/ purchased and developed 75% of the first Rhode Island Community Solar program equaling \$50M in investment capital and 20% of the first Maryland Community Solar program equaling \$30M in investment capital. Green Skyline Solar's team has developed over 500mW nationwide.

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