Cost-saving solar solutions for water agencies
Cut costs and lead sustainably with solar

Water agencies spend a significant portion of their operating budget on electricity costs. Pumping, treating and delivering water is energy-intensive work, and as electricity rates continue to rise, many districts are turning to solar as a long-term strategy to cut costs.

A solar solution from SunPower offers many direct benefits to water and waste water agencies:

- Creates local jobs and workforce development
- Acts as a hedge against volatile utility rates
- Makes productive, sustainable use of available land and buildings
- Immediately reduces carbon emissions and helps meet sustainability goals

Why local water agencies are turning to SunPower

SunPower helps water agencies reduce electricity costs through clean, reliable energy. We provide comprehensive, innovative energy management and solar solutions customized to meet agency goals and objectives.

SunPower offers:

- Onsite solar rooftop, carport and ground mounted systems
- Offsite solar solutions when onsite facilities are limited
- Energy management and battery storage solutions
- Custom suite of ownership and financing solutions
- Energy assessment and efficiency
- Remote Operations Control Center with 24/7 monitoring and reporting
- Preventive and corrective maintenance as well as warranty management

The choice of more water agencies

With over 2.5 gigawatts of SunPower® solar power plants operating worldwide SunPower’s experience and expertise are unmatched for water agency projects.

SunPower projects with water agencies include:

- Alameda County Water District
- Castaic Lake Water Agency
- City of Chico Water Pollution Control Plant
- City of Napa Water Department
- City of Pacifica Water Recycling Plant
- City of Thousand Oaks Water Treatment Plant
- City of Vallejo Pumping Station
- East Bay Municipal Utility District
- Elsinore Valley Municipal Water District
- Fallbrook Public Utility District
- Inland Empire Utility Agency
- Lake County Sanitation District
- Las Vegas Valley Water District
- Los Angeles Department of Water & Power
- Metropolitan Water District
- Middlesex Water Company
- Phelan Piñon Hills Community Service District
- Rancho California Water District
- Riverside Public Utilities Water Division
- San Francisco Public Utilities Commission
- San Juan Water District
- Santa Clara Valley Water District
- Sonoma County Water Agency
- West Basin Municipal Water District
- Western Municipal Water District
- Yuba City Water Treatment Facility
The SunPower Advantage

Financially sound, stable company

- Publicly traded company
- Based in the United States with headquarters in Silicon Valley
- Major shareholder is Total S.A., the world’s 10th largest oil and gas company.¹
- Globally diversified with more than 7,000 employees

SunPower is peace of mind

- 100% focus on solar
- More than 30 years of industry leadership
- More than 750 industry patents
- Industry-leading 25-year Combined Power and Product Warranty

Demand Better Solar™

All solar products are not created equal. SunPower relentlessly innovates to bring world record-setting solar technology to your projects. Choose the unmatched efficiency, reliability, durability and sustainability of SunPower’s solutions for your agency.

SunPower panels are the most efficient on the market

More power from the same space

High-efficiency panels enable more watts to be installed on the available space. A SunPower system will deliver 30% more energy from the same space in the first year, compared with conventional panels. After 25 years, the difference grows to 40% more energy due to our lower degradation rates over time.²

---


---

“Our community had a funding crisis with rising electricity rates. We needed a way to cut costs and SunPower helped us find the right solution. This project will be net positive in its first year of operation.”

Don Bartz
General Manager, Phelan Piñion Hills
Community Service District

“SunPower’s solar tracking technology is modular, and goes in very quickly. In August we had dirt fields and by October we had 7.5 acres of trackers installed, following the sun.”

Patrick Shields
Executive Manager of Operations, Inland Empire Utilities Agency
Why efficiency matters

SunPower panels are the most efficient on the market

Modular efficiency ranges of top 10 manufacturers

SunPower® Maxeon® cell technology

Maxeon solar cells are fundamentally better.

- More power and reliability from back-side contact design
- Efficiencies up to 22.8%
- SunPower panels deliver 40% more energy from the same space over 25 years2
- Durable solid copper foundation

Rigorous testing & analysis

- Durability and reliability proven through harsh HALT (Highly Accelerated Lifetime Testing) endurance trials
- High heat, humidity, shading and stress tests conducted in real-world and accelerated test conditions
- Impact resistance testing conducted with ice spheres shot at panels at high speed from various angles
- Millions of hours of performance data incorporated into new designs for continued innovation

Premium product warranty

- Offering the industry’s best 25-year Combined Power and Product Warranty
- No warranty restrictions for coastal applications

Premium performance warranty

- SunPower panels average only 0.25% power loss per year over the first 25 years2
- SunPower predicts its panels will have a useful life of 40 years3

Premium warranty coverage

<table>
<thead>
<tr>
<th>Coverage</th>
<th>SunPower</th>
<th>Traditional</th>
</tr>
</thead>
<tbody>
<tr>
<td>Covers removal of bad panel?</td>
<td>✔️</td>
<td>No</td>
</tr>
<tr>
<td>Covers shipping?</td>
<td>✔️</td>
<td>No</td>
</tr>
<tr>
<td>Covers new panel installation?</td>
<td>✔️</td>
<td>No</td>
</tr>
<tr>
<td>Product Warranty Term</td>
<td>25 years</td>
<td>10 years</td>
</tr>
</tbody>
</table>

Sources: Efficiency ranges from a global search of websites as of November, 2016. Top manufacturers as defined by IHS ranking as of Q4 2016

R2
Understanding policy is our business

Water agencies are able to take advantage of numerous financing options not available to corporate entities, including special incentives, tax-exempt leases and exclusive government subsidies and bonds.

SunPower is committed to working with you to analyze all financing options. We offer guidance and structuring on public financing, as well as incentive and tax benefit expertise. When combined with rebates, exclusive bonds and grants such as Clean Renewable Energy Bonds (CREBs) allow water agencies to dramatically reduce the cost of new solar installations.

Working with existing utility programs

SunPower has been a pioneer in leveraging existing utility programs and advocating for local governments. We provide comprehensive assessment of all available options to ensure the greatest value possible for local governments—whether through net energy metering (NEM), Feed in Tariff (FIT), Renewable Energy Self-Generation Bill Credit Transfer (RES-BCT), or through direct advocacy for equitable utility rate design and storage incentives.

Get started

To find out what SunPower can do for your local government organization, contact us today.

Visit sunpower.com/government or call 1-800-SUNPOWER