Changing the way communities are powered.
CUT COSTS AND EMPOWER YOUR COMMUNITY WITH SOLAR

Local government leaders are discovering that powering their communities with solar energy is an excellent way to significantly reduce energy costs. Adding solar to a local government’s energy mix also offers many additional community benefits:

- Creates local jobs and workforce development
- Acts as a hedge against volatile utility rates
- Provides access to clean, reliable electricity to all through Community Solar and Community Choice programs
- Immediately reduces carbon emissions and helps meet sustainability goals

Why local governments are turning to SunPower

SunPower helps local government agencies of all sizes reduce energy costs and bring reliable solar power to communities. 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
- Strategic partnership for Community Choice and Community Solar programs
- 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
- Alignment with local sustainability and climate action goals
- Strategic partnerships to drive new local jobs and support education

The choice of more government agencies

With over 2.5 gigawatts of SunPower® solar power plants operating worldwide, including one of the largest photovoltaic systems on a U.S. military base, SunPower’s experience and expertise are unmatched for government projects.

Projects with Local Government Agencies include:

- City of Anaheim - Anaheim High School, Police Station
- City of Chicago - Social Security Center, Napa Sanitation District
- City of Chico - Downtown Parking Structure
- City of Chico - Water Pollution Control Plant
- City of Fresno - Municipal Servicer Center & Bus Shelters
- City of Hayward - Animal Control Facility
- City of Livermore - City Hall
- City of Oakland - Municipal Services Center
- City of Ontario - Convention Center & Police Dept
- City of Phoenix - Downtown Garages & Aviation Dept
- City of Vacaville - City Hall
- Napa Sanitation District
- Phelan Piñon Hills Community Service District
- Rancho California Water District
- Riverside Public Utilities Water Division
- San Juan Water District
- Santa Clara Valley Transportation Authority
- Santa Clara County
- Sonoma County Water Agency
- West Basin Municipal Water District
- Western Municipal Water District
- Yolo County
- Yuba City Water Treatment Facility
SUNPOWER® PANELS:

- Outperform conventional panels early in the morning, late in the day and on cloudy days.
- Perform better at high temperatures and maintain performance when first exposed to light.
- Do a better job at absorbing different kinds of light.

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 a quarter century of industry leadership
- More than 700 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 federal 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

“With the amount of power our county uses today, our bill would be nearly $3 million per year. Instead, we’re actually seeing positive cash flow that’s grown every year. The savings and the revenue we generate all relates directly to services for citizens of the county.”

Terry Vernon
Deputy Director of Yolo County General Services

“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 Piñon Hills Community Service District
WHY EFFICIENCY MATTERS

SunPower panels are the most efficient on the market

Module efficiency ranges of top 10 manufacturers

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

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 years$^2$
- 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 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 years$^2$
- SunPower predicts its panels will have a useful life of 40 years$^3$

Premium warranty coverage

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<tr>
<th>COVERAGE</th>
<th>SUNPOWER</th>
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<tr>
<td>Covers removal of bad panel?</td>
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<td>Covers new panel installation?</td>
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Product warranty

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UNDERSTANDING POLICY IS OUR BUSINESS

Local government 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 public entities 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.

Partners for community programs

Community Solar programs are growing exponentially as utilities and local governments seek to offer access to clean energy to more citizens. SunPower offers comprehensive solutions for Community Solar and Community Choice Aggregation (CCA) programs. We can deliver fully completed projects or develop new projects customized for a local government’s needs for a CCA or Community Solar Program.

With over $6 billion in completed solar finances, we can support the start-up and ongoing financing of projects. Our strong relationships with labor groups in California support successful implementation of projects, and our leading technology and vertically integrated supply chain ensure project deliverability and long term performance.

Delivering residential, distributed and utility-scale solar and storage along with other solutions like EV-charging stations, SunPower can satisfy all elements of a CCA or Community Solar Program.

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