

Buy / Lease / PPA



- PPA Solar Power Purchase Agreements
 - 3rd party owns and maintains the system

Solar Project Delivery Methods

	Buying	Leasing	Solar PPA
Upfront Capital?	Yes	Little or None	NONE
Maintenance Required	Yes	Yes	NONE
Performance Risk	Yes	Yes	NONE
System Expertise Required	Yes	Yes	NONE
Purchase Required	Yes	Yes / or Re-Lease	NONE

Lease?

- Understand what utility inflation rate was assumed in your sales pitch (if $> 4\%$ do your homework!)
- Understand how any Payment Escalator works
- Understand how, and under what circumstances, you can terminate the lease and/or transfer it to anyone who may want to buy your home at a later date
- Understand how any operating and performance warranties work
- Understand what final payment you are obligated to make at the end of the Lease (to own the, then old, system).
- Ask why would you be better off with a Lease compared to a purchase with cash or a well structured loan. Why would you agree to a lease?

What am I buying vs What is being provided

You're buying the power !



Not the
System !

