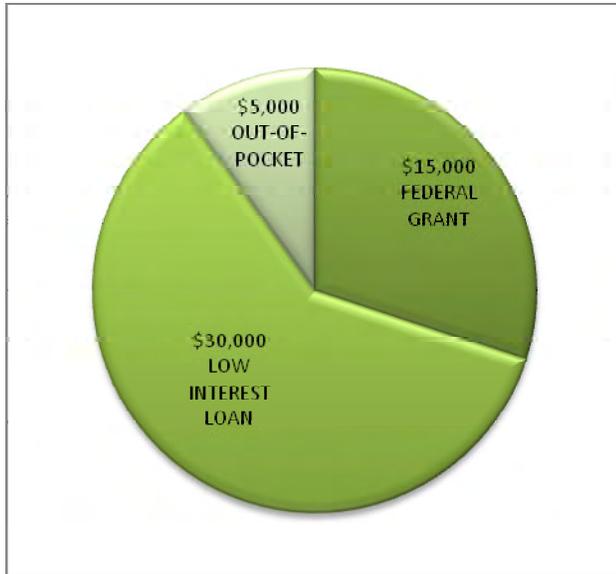




## HOW CAN SOLAR HOT WATER BE A GREAT INVESTMENT?

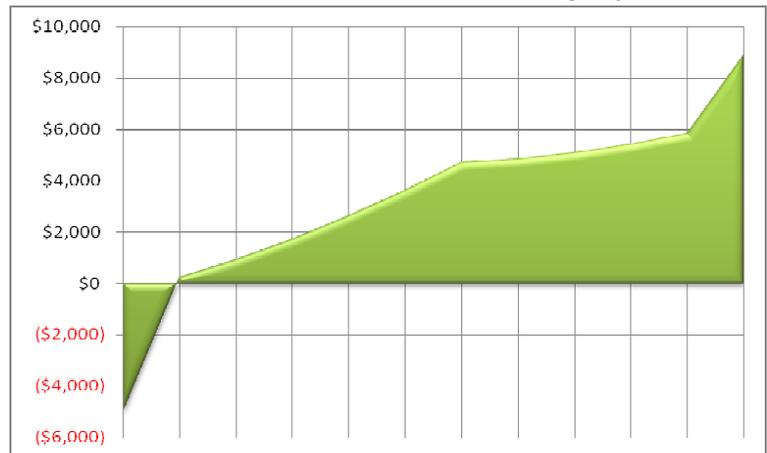


- 10% Out of Pocket Cost
- 30% Federal Grant
- 1%-4% State of Maine Loan

Business investments must pay for themselves and solar water heating isn't any different than other investments – if it doesn't pay for itself, it's not worth doing. If it can't pay for itself within a couple years, forget it.

But right now, for any restaurant, motel, hotel, B&B, or in fact any business using a fair amount of hot water year round, solar water heating pays for itself within the first year. That's because there are

powerful incentives available from both the Federal and the State governments – 30% grant from the US Treasury, and 1%-4% loans from the State of Maine. Out of pocket? The business puts up 10%, that's all. Once the system is installed, the savings begin. Believe it or not, the IRS allows the business to depreciate 85% of the cost over 5 years, with half of it in the first year. That depreciation creates a tax savings that pays for the low interest loan. The fuel savings (yes, heating water with the sun saves a lot of fuel!) are simple income. At a system cost of roughly \$50,000, the initial \$5,000 investment turns into an income stream that starts out positive and stays positive through the life of the system – if the business can take full advantage of the tax savings, that \$5,000 investment is returned in the first year, and rapidly grows at a 45% rate of return, over the life of the system. And what's better, the fuel savings continue for decades after the loan is repaid.



Efficiency Maine administers the loan program, the process is straightforward, the paperwork easy. They schedule an energy auditor to visit your site, to go over recommendations for energy savings. The Federal Grant is a simple application with a guaranteed turnaround of 60 days or less. ReVision Energy engineers and installs the system that is matched to your needs. System installation usually can be completed within a couple of weeks. Is there any other equipment investment that is more advantageous to your business?