

Non-Profit Loan & PPA FAQ

Program Questions	
1 Do I qualify for a non-profit GEMS solar loan?	If your organization is defined as a non-profit or is a not-for-profit entity such as a school or church you are eligible to apply for a GEMS non-profit solar loan.
2 How will GEMS non-profit loan work?	An interested customer applies for a GEMS loan through Pacific Rim Bank. Once pre-qualified based on credit, a local Hawaii installer conducts a site visit and determines the system size and projected savings. Pacific Rim Bank then issues a commitment letter to the customer. Concurrently, customer also signs a prepaid PPA with the Coronal Group. The PPA allows Coronal Group and Panasonic to finance and install the solar system using the local Hawaii installer at no upfront cost to the customer. The local Hawaii installer and Panasonic then receive Net Metering Approval from the utility (HECO, HELCO, or MECO) and begin construction. Once construction is complete and the system is generating electricity the customer begins making loan payments.
3 What is the program size?	\$100MM
4 When should I apply?	Immediately. The 30% federal investment tax credit that is a central component of this program is set to expire end of 2016.
5 Do I get to choose the local Hawaii installer?	If you have a preferred installer who is approved by GEMS, then we'll work with this installer on your solar project. Otherwise, a local GEMS approved installer will be assigned to your project.
6 How much time will a typical system installation take?	A 100 kW system (~15,000 SF) will take 1-2 months to install. However, approval to interconnect from the utility may take up to 4-6 months depending on grid saturation.
Technical Questions	
1 My roof is 20+ years old. Can I still get a PV system?	Yes, Pacific Rim Bank is offering a new roof loan program, which allows you to replace your old roof when getting a brand new solar system.
2 Is there new technology expected in the next 5 years that will make today's solar system obsolete?	The solar industry has achieved significant improvements in cell efficiency over the past decade. So much so that we are now approaching the theoretical limit of solar cell efficiency in converting sunlight into electricity. It is widely accepted across the industry that solar project non-hardware costs (design, permits, utility grid connections, transaction costs) are now greater than technology costs. Any future improvements in cell efficiency are not worth the potential increase in cell cost as the focus of the industry today is reduce non-hardware costs.
3 Is there glare from solar panels?	No, solar modules now have anti-glare coatings as a standard practice.
4 Who will maintain the system?	Panasonic will provide operations and maintenance on the system along with a full production guarantee.
Loan and PPA Structure Questions	
1 Why do I need to sign a loan and PPA?	The loan allows you to prepay the PPA and hence enjoy the savings benefits from the 30% investment tax credit that is otherwise lost.
2 Why do I need to make PPA payments years 1-5?	This is to meet certain stress tests set forth by Internal Revenue Services solar financing guidelines such that Coronal can fully monetize the 30% federal investment tax credit. If there are no payments years 1-5 the 30% investment tax credit cannot be utilized.
3 Do I still save money years 1-5?	Yes, the loan payments years 1-5 to Pacific Rim Bank are adjusted downwards such that even with PPA payments you can still expect savings starting year 1. Please consult with

		your local installer for the savings analysis from total payments due under this solar product.
4	Is there an escalator?	No, total payments are designed to be fixed each year without an escalator. See proposed payment schedule provided by your local installer.
5	How many bills will I receive?	<p>Years 1-5 you will receive 3 bills:</p> <ol style="list-style-type: none"> 1. Monthly utility bill for any remaining electricity you draw from grid 2. Monthly Loan Repayment to Pacific Rim Bank 3. Monthly PPA bill from Coronal/Panasonic <p>Years 6-20 you will receive 2 bills:</p> <ol style="list-style-type: none"> 1. Monthly utility bill for any remaining electricity you draw from grid 2. Monthly Loan Repayment to Pacific Rim Bank

Application Process for Non-Profits

1. Pre-Qualification Credit Approval

- Email Ryan@pacifictimbank.com or Call 808-457-3925



2. Submit Loan Package

- Three Years of Tax Returns or Financial Statements
- Non-Profit Organization Credit Application
- Entity Documents
- Non-Profit Status
- Hawaii Real Estate Ownership (if Leasehold, Ground Lease Agreement)

