

# SOLAR + STORAGE FOR BUSINESSES

## STORE EXTRA SOLAR POWER TO PROVIDE ESSENTIAL BACKUP DURING AN OUTAGE

Solar power can help manage energy costs and reduce your carbon footprint. Adding smart battery storage to a solar system allows it to do even more for your business, providing greater control, convenience and peace of mind. Solar + storage provides clean, renewable power for your facility and saves any extra solar energy in a battery storage system to provide backup power during outages.

### Sized to meet your needs

Battery storage can be sized to meet different goals. You can maintain basic operations — lights on and essential equipment running — during temporary power outages. Or you can size up battery storage to remain fully functional 24/7, even during extended outages.

### Control energy costs

By producing your own clean energy from the sun, you can save significantly on electricity bills — month after month, year after year. An average-sized system can save thousands of dollars annually. Depending on your utility rate plan, you might also be able to maximize net metering and the value of your smart battery storage to control costs by storing your solar energy to use during more expensive peak periods in the day.

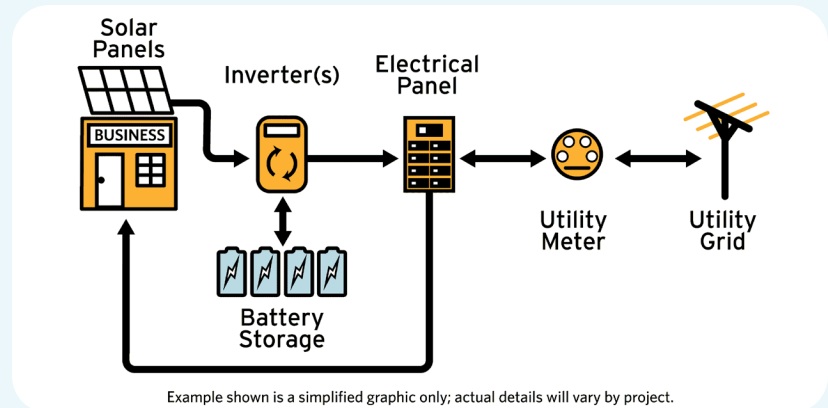
## CASH INCENTIVES

Energy Trust incentives and federal tax credits can significantly reduce the cost of installing solar + storage or adding storage to existing solar. Energy Trust also offers Solar Development Assistance and Battery Storage Development Assistance incentives to help determine your project's potential.

### GET A BID

An Energy Trust solar trade ally can explain incentives and provide a free, custom analysis and bid.

Request a bid at [www.energytrust.org/solarbid](http://www.energytrust.org/solarbid) or use the QR code.



## How Solar + Storage works

- Solar panels use sunlight to produce electricity.
- A solar inverter converts the energy from direct current to alternating current so it can power your building. It also directs the flow of energy to your building and batteries.
- The batteries, which are installed on your property, store solar energy.
- Any solar not needed to power your building or batteries flows onto the electric grid, and you receive a credit on your utility bill.
- During an outage, your building automatically disconnects from the grid and your solar + storage system powers the essential items you have selected, such as lighting.
- The solar panels recharge the batteries every day, so it can provide backup power even during extended outages. The amount available will depend on the size of your system, the season and your energy use.



## SOLAR + STORAGE FAQs

### Why is solar + storage better than solar alone?

If you have a solar system without storage, you will not have power during an outage. Rooftop solar systems are required to turn off during an outage to protect repair crews working on power lines. Solar + storage works differently: During an outage, your system safely disconnects your building from the electrical grid and continues to provide you with electricity. Depending on your utility rate plan, you might also be able to use stored solar power to manage energy costs.

### Will solar + storage power my whole building?

Solar + storage typically won't allow you to fully operate as usual during a power outage. But it will power essentials to maintain basic operations. You choose which items or circuits you want to serve with backup power. This could include things like lighting, cash registers, phone chargers, computers, a refrigerator or a well pump. Solar panels produce energy every day to recharge the batteries, but the amount available will change depending on the weather, the season, your energy use and the number of batteries that you install.

### How much does it cost to add solar + storage?

Costs vary greatly by project. Energy Trust incentives, federal tax credits and accelerated depreciation combined could save up to 50%. Nonprofits, tribes and affordable multifamily housing may qualify for increased incentives for the solar portion of solar + storage projects. The best way to find out how much it would cost for your building is to request a free analysis and bid from an Energy Trust solar trade ally.



Get more from your energy.

Visit [www.energytrust.org/solar](http://www.energytrust.org/solar) or call us at **1.877.777.4018**.



### Why choose solar + storage instead of a backup generator?

Other portable and hard-wired backup power systems depend on fossil fuels, and you could run out of fuel. With solar + storage, the solar panels continue to generate clean, renewable energy to power your essential loads and charge the batteries daily. It's clean, quiet and safe. Plus, solar helps lower your electric bill, and depending on your utility rate plan, you may be able to draw on stored power to further control costs. That means your business benefits from your system every day, not just during power outages. And by installing solar + storage, you can show your commitment to a clean, sustainable future.

### If I already have solar panels, can I add storage and get incentives?

Yes, smart battery storage added to existing solar can qualify for Energy Trust incentives and federal tax credits.

### Are all battery storage systems the same?

Battery storage systems vary, from simple battery backup (typically lead acid) that only works during a power outage to more advanced or "smart" systems (typically lithium-ion) that can be used every day and include building energy monitoring. Most advanced systems have a phone app or computer dashboard that shows your real-time energy use and where you're drawing energy from: your solar panels, battery storage or the grid. Smart storage systems qualify for Energy Trust incentives and can be programmed for a variety of needs.