

## STIMULUS PLAN FOR RENEWABLE ENERGY



Government renewable energy demands are on a steep incline

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## Government Incentives for Solar Systems

Tax breaks, health insurance, city infrastructure and education are all top priorities in terms of the government stimulus plan. But with the need for our nation to save on rising energy costs and protect our environment, the stimulus package also calls for monies to be allocated to a much needed industry, renewable energy.

So what does this mean for Advanced Green Technologies and our Contractors? It means that the light is shining on new opportunities for solar energy! The stimulus plan will enable system owners to gain bonus depreciations and cash grants.

### Bonus Depreciation Reinstated

Solar system owners will once again depreciate 42.5% of their PV system value in the first year. This incentive works similarly to last year but will now count against the alternative minimum tax. So how do you use this to your advantage? Learn how to explain the bonus depreciation to your customers. Also make sure you add this incentive to your financial model.

### Cash Grant

Instead of a tax credit, customers will now receive a 30% cash grant for solar or

wind installations. The program is still in development, but when finalized AGT will provide you with all the necessary details to include this information in your financial model.

As the government moves the stimulus plan forward with the Energy Efficiency and Conservation Block Grant (EECBG), certain areas of business will receive the most impact from the renewable energy benefits. Additional funding will be made for each state, the top ten cities within each state, Native American tribes and many schools across the nation.

The best way for you to take advantage

of this incredible opportunity is to prepare yourself! Make contact with your local schools and governments and let them know that with your solar capabilities, you are here to assist them with allocating these new funds for solar energy. AGT covers all requirements under the EECBG, most notably with our solar data monitoring system. Visit [www.AGTStimulus.com](http://www.AGTStimulus.com) for more information on the EECBG or contact AGT. We are here to work with you to harness these new opportunities!

# Installation Spotlight



## Commercial Projects

### Douglas Roofing

Glenwood Springs, CO  
Douglas Roofing used their own roof for their first solar installation. The solar installation provides both a financial asset for the Contractor as well as a demo example for future clients.

Roof Membrane: TPO  
System Size: 7,612 W  
System Panels: FlexLight 136PVL  
Inverters: 2 PVPowered 3400 kW



### Nike Child Care Center

Beaverton, OR  
This large FlexLight PV system, installed by Snyder Roofing, was placed on Nike's Headquarters and was the company's first solar installation. This system also marks the first time that the FlexLight PVL 952 system was ever installed.

Roof Membrane: Modified  
System Size: 74,254 W  
System Panels: FlexLight 952-T PVL  
Inverters: 2 PVPowered 30 kW and 2 PVPowered 4,800 kW



## Residential Projects

### West Palm Beach, FL Residence

This GE Brilliance crystalline photovoltaic system was installed in March of 2009 by Alphatec Electric. The system is comprised of high power density panels at 200 watts each with bypass diodes across every row to minimize power loss when shaded.

Roof Membrane: Shingle  
System Size: 4,000 W GE Kit  
System Panels: GE Brilliance



### Sarasota, FL Residence

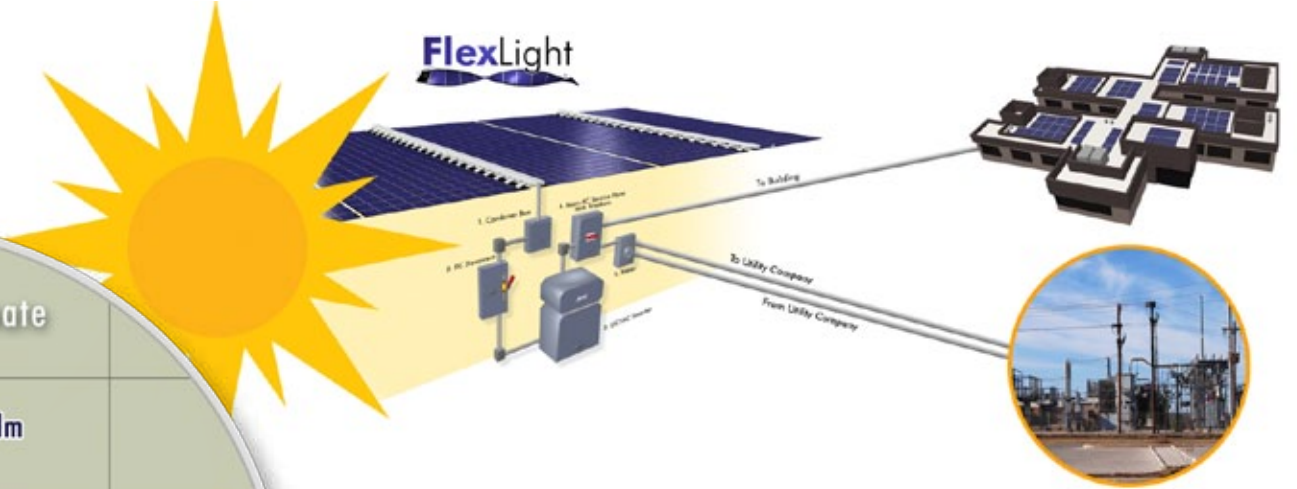
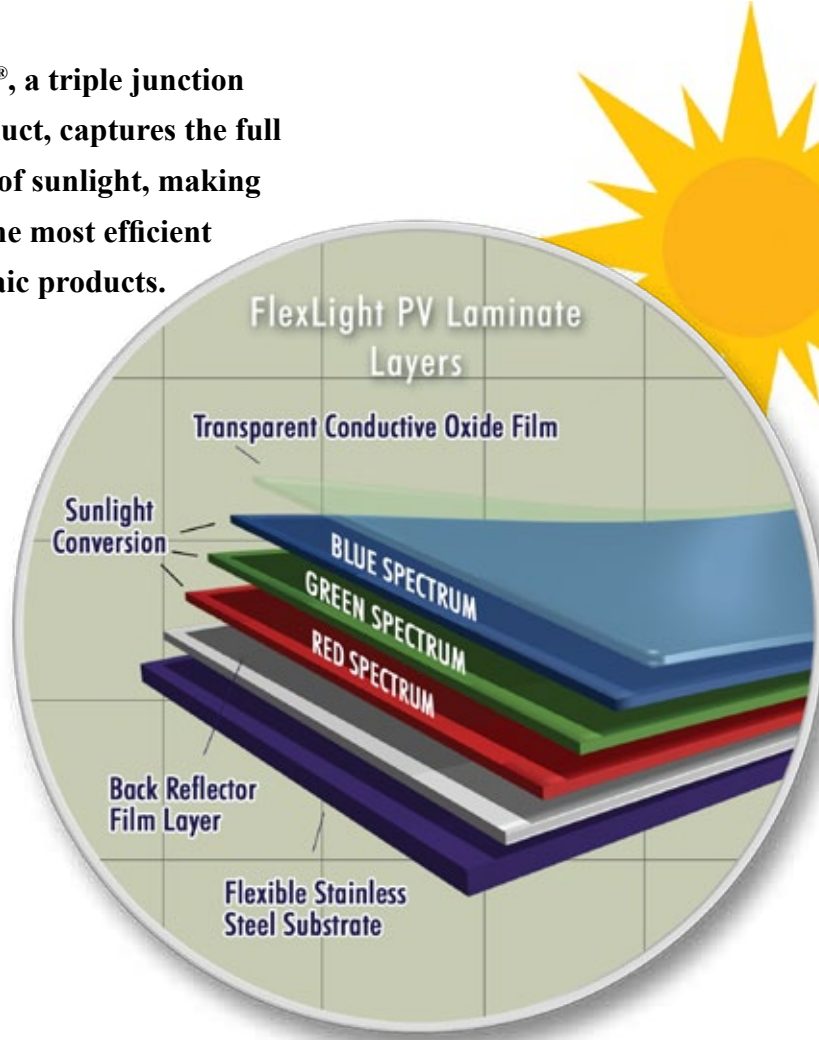
Installed by ECOTechnologies, this FlexLight PV system was completed in October of 2008. At 12 kW in size, the system demonstrates a large PV installation for a residential household.

Roof Membrane: Metal  
System Size: 12,000 W  
System Panels: FlexLight 68 PVL & 136 PVL



# Lighting the Way for PV Technology

FlexLight®, a triple junction solar product, captures the full spectrum of sunlight, making it one of the most efficient photovoltaic products.

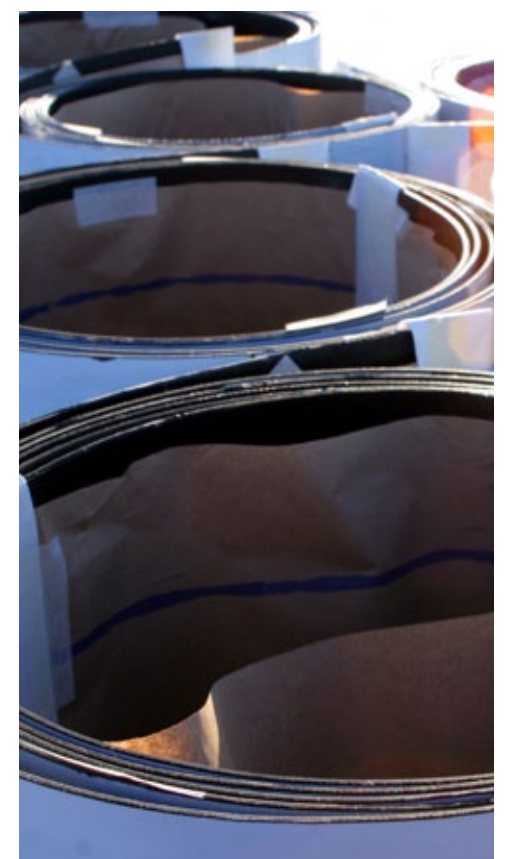


## FlexLight Dominates Solar Industry

As AGT continues to research and investigate new and unique technologies for renewable energy, we have determined that our FlexLight Photovoltaic System is still the leader for solar building-integrated solutions! The advantages of FlexLight are unsurpassed. With a flexible stainless steel substrate, a reflector film layer and a transparent oxide film covering, FlexLight is incredibly efficient, durable and lightweight and adheres directly to roof surfaces with no penetrations. Not only is FlexLight approved for

roofing manufacturer warranties, but it is also hurricane resistant - Miami Dade code approved with Notice of Acceptance. FlexLight also gives you more electricity output per dollar invested than any other photovoltaic system, making it the leader in photovoltaic technology. These benefits vastly outweigh those of competitive products, which ensure that our Contractors are providing customers with the best solar product in the market! For more information on FlexLight PV Systems, please contact AGT.

## Solar Dollar Solutions *Guidance in the World of Financing*



As our economy faces continued challenges in the banking and finance industry, we must keep up-to-date on how the changes being implemented in these markets will affect the financial resources for solar systems. Broad credit markets are constrained, but local banks are still providing financing

for solar systems. If your customers are in need of financing, recommend that they start with their own bank. This is their best option in terms of gaining the necessary approvals. Should the local banks need additional documentation on solar and how this solution leads to decreased energy costs and a strong return on investment, AGT will

provide you with the necessary information. In addition, due to the fact that the IRS is appraising the value of solar systems at \$9.00/Watt, financial institutes may offer customers zero down and zero percent financing for installing a photovoltaic system. Check with your local banks for availability.

If you should have any questions regarding the financial options for your customers to implement solar energy solutions, please contact AGT.

**Advanced Green Technologies**  
 1.877.790.0420 [www.AGT.com](http://www.AGT.com)



Insightful Tips  
from Heather Rich,  
Contractor Development

## Heather's Corner

In business we are always looking for ways to come out on top. Here at AGT we have found the answer, CRM (Customer Relationship Management). This is an important business strategy that will differentiate AGT from our competition. Organizations that pay attention to their customers and take the actions to improve both internal and external customer experience gain a competitive advantage.

The goal of CRM is to provide a complete view of the customer's experience with AGT, throughout the sales process and beyond. When we understand all the interactions that form the customer's experience, we can be more effective at meeting their current and future needs. When AGT can anticipate and respond to the needs of our customers, and align our products and services accordingly, we can begin to build customer value. Customer value means that AGT makes our products and services so satisfying, convenient and valuable to our customers that they want to devote their



time and money to us rather than to any competitor. This software will provide AGT with a complete view of our customers through the sales, marketing and warranty processes. AGT can use this centralized database to access the information and tools they need to be more effective and informed. What a great resource tool for AGT as we strive to assist our Contractors in securing additional customers!



# NEWS AND EVENTS

*Second Quarter, 2009 Trade Show Participation*

## April

**South Florida Facilities**  
April 1-2, 2009  
Fort Lauderdale, FL

**Gateway to Green**  
April 7-8, 2009  
Miami, FL

**Green Cities Conference & Expo**  
April 18-21, 2009  
Portland, OR

**Florida Power & Light Earth Day**  
April 22-23, 2009  
Palm Beach, FL

**Green Expo 2009**  
April 25, 2009  
Fort Lauderdale, FL

**Northwest Solar Expo**  
April 28-May 3, 2009  
Portland, OR

**Florida Maintenance Show**  
April 29-30, 2009  
Tampa, FL

## May

**Environmental, Energy & Sustainability Symposium & Expo**  
May 4-7, 2009  
Denver, CO

**FPL Business & Residential Products Expo**  
May 12-13, 2009  
Palm Beach, FL

## June

**Bay Area Sustainable Buildings Expo**  
June 3-4, 2009  
Santa Clara, CA

**Mia Green Day**  
June 11-12, 2009  
Miami Beach, FL

**Buildings NY/Green Buildings NY**  
June 16-17, 2009  
New York, NY

**Sireme Salon International**  
June 24-26, 2009  
Paris, France

For more information on any articles, products, or topics of this issue of the Going Green Gazette please contact:

**Advanced Green Technologies**



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