UPPER DECK

Energy Cost Savings Is Not A Game

Carlsbad, CA

WWW.HESRENEWABLES.COM

CHALLENGE

With utility prices increasing, abundant sunshine in Southern California, and under-utilized property assets (a large building rooftop), H.G. Fenton wanted to deliver energy savings to its tenant as well as open up a new revenue stream for its Carlsbad commercial real estate investment.

SOLUTION

HES Renewables designed and installed a 780-panel commercial solar system at the Carlsbad property. Ivy Energy's solar billing software was implemented to streamline billing and ensure discounts and charges remained up-to-date with the rising energy costs in California.

QUICK FACTS

390 kW	Total System Size
Rooftop Commercial Solar	Installation Type
641,691 kWh	Estimated Annual Production
$116,840	Total Net Operating Income (NOI) (Year 1)
$4,331,301	Net Cash Flow Total (25 Years)
45%	Estimated 25-Year IRR (Internal Rate of Return)

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CUSTOMER BENEFIT

The large solar system will produce an estimated 633,443 kWh of clean, green energy each year. For the property owner, this energy is sold to the tenant to create an impressive 25-year Net Cash Flow Total of over 4.3 million dollars.

The tenant, Upper Deck, a trading cards and sports memorabilia company, was able to gain a 10% discount on the renewable energy it uses as compared to the utility-delivered energy. The business remained functioning at full capacity while being able to lower energy costs as well as its carbon footprint by operating on green, solar energy produced on site.

"It's incredibly rewarding to bring energy cost savings and increased operations cost predictability to more and more businesses. As utility rates climb, solar's overall value only increases. The payback period on a commercial solar system is impressively quick, allowing solar projects to provide a strong Return on Investment and then continue to deliver tremendous cost savings for decades. A commercial solar system is one of the best investments a company can make."

Wenjie Chen, Vice President, HES Renewables

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