

# LEASOURCE FINANCIAL SERVICES, INC.

1000 River Rock Drive, #218 · Folsom, CA 95630 · Phone: 800-991-0099 or 916-988-7723 · Fax: 800-988-3931 · Email: info@leasource.com

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## *Highlights for the 20-year Solar Lease for Government Customers in California*

- The Solar Lease is designed to meet California requirements for leases to government entities.
- It meets IRS requirements for a 'true lease', making the project eligible for the 30% federal cash grant.
- The grant is applied to the principal balance, lowering net amounts due from Lessee.
- There is no upfront investment required.
- Annual cash flow during the lease term is never negative; payments can even be adjusted to produce positive cash return.
- Ownership of the system by Lessee is guaranteed with an Early Buyout Option (EBO).
- The buyout is optimally exercised after year 5, when the true lease has delivered the full benefit of the cash grant.
- To finance the buyout, Lessee typically takes advantage of low cost, long term tax-exempt financing available to governments.
- Application, approval, and documentation is simple and straightforward.
- Service contracts and extended warranties can be included in the lease, as can other energy equipment, site improvements, etc.

### LEASE HOTLINE

**Voice: 800-991-0099**

**Fax: 800-988-3931**