



# Solar Leasing for Business Sustainability

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### The Corporate Energy Reality Check

Let's cut through the noise - corporate energy costs aren't just rising, they're eating into profitability like termites in a timber yard. Last quarter alone, US commercial electricity prices jumped 4.7%, marking the sixth consecutive quarter of increases. But here's the kicker: B2B solar leasing could've saved medium-sized enterprises an average of \$18,000 monthly based on 2023 Q2 consumption patterns.

Wait, no - scratch that. Actually, the real pain point isn't just cost. It's the sustainability squeeze. Major retailers like Walmart now require suppliers to disclose clean energy usage, while California's new SB 253 mandates emission reporting for companies with over \$1B revenue. You know what they say - adapt or get left in the carbon-choked dust.

### How Solar Leasing Changes the Game

Imagine this: Your manufacturing plant's rooftop transformed into a power station without upfront costs. That's the enterprise solar leasing proposition in a nutshell. Here's the breakdown:

- Zero capital expenditure (CapEx) for system installation
- Predictable energy rates locked for 10-25 years
- Maintenance handled by the leasing provider

A recent deal we structured for an Ohio auto parts supplier demonstrates the math. Their 2.8MW system generates 3.6 million kWh annually - enough to power 330 homes. Through solar power purchase agreements, they're saving 23% versus grid rates while meeting 81% of their energy



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needs.

## The Storage Factor You Can't Ignore

Here's where it gets interesting. Pairing solar leasing with battery systems creates what we call the "duck curve defense." During California's 2020 rolling blackouts, a Bay Area tech campus with Tesla Powerwalls kept servers running while competitors scrambled. Their secret? Stored solar energy purchased at \$0.08/kWh versus peak grid rates of \$1.10/kWh.

## When Giants Go Solar: Real-World Wins

Take Target's 2025 renewable energy commitment as proof of concept. By combining commercial solar leases with virtual PPAs, they've already slashed Scope 2 emissions by 43% since 2017. But smaller players are winning too - a Missouri brewery using our hybrid lease-storage model now powers fermentation tanks day and night, weathering three straight Midwest grid outages without losing a batch.

"The flexibility proved crucial when our production needs doubled post-COVID. We simply added panels to the lease agreement - no new capital outlay."- J. Peterson, COO of Summit Manufacturing

## The Storage Advantage You're Missing

Let's get technical for a second. Modern battery energy storage systems (BESS) achieve 92-95% round-trip efficiency. When layered with leased solar, they create what energy traders call "grid independence lite." During Texas' 2023 heatwaves, a Dallas logistics hub avoided \$220,000 in demand charges by strategically discharging batteries during peak hours.

But here's the rub - most business solar programs don't emphasize storage integration enough. We've seen companies leave 18-31% of potential savings on the table by treating storage as an afterthought rather than a core component.

## Beyond Panels: Future-Proofing Energy

As we approach Q4, the Inflation Reduction Act's 30% tax credit for leased systems makes 2023-2024 the ideal window for action. But the real magic happens when you view corporate solar leasing as the first step in an energy transformation journey. One of our clients - a Midwest college campus - evolved from leased solar to microgrid operator within 42 months, now selling excess power back to the grid.

Yet challenges persist. Supply chain uncertainties and interconnection delays require creative solutions - we're currently piloting pre-approved system designs that cut permitting time by 60%.



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It's not perfect, but as the Brits say, it beats a Sellotape fix.

The question isn't whether solar leasing makes financial sense anymore - the data's clear. It's about how quickly enterprises can adapt their energy strategies before competitors lock in the best sites, rates, and incentives. Because in this new energy economy, hesitation doesn't just cost money... it costs market position.

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