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To Small Farm Owners & Operators and Business, Home, and Land Owners

Re Solar Electric Systems as an Income Source

There will come a time when producing electricity on farms will be as common as producing vegetables, fruits, grains, and livestock. And, it will be done locally and it will produce net income. Net Cost (after Financial Incentives are subtracted from the Real Cost) of solar electric systems, inter-tied to the utility grid, now allow for significant return on investment, much in the form of cash flows and annual savings.

Olympic Energy Systems, Inc. of Port Townsend has been developing solar electric systems since 2001, while more recently developing the Tensioned Cable System (TCS) for mounting solar panels, with less material, less labor, and lower cost. 2/3 of the cost elements for conventionally developed systems (PV panels and inverters) have nearly bottomed out cost-wise, with the remaining 1/3 – mounting hardware and material and labor – having significant potential for cost reductions. Olympic Energy Systems, after years of R&D, has achieved those cost reductions in mounting systems and labor.

The Real Cost of solar electric systems now, when facing future energy cost increases, allows for at least a neutral return on investment, a fair price for Energy Security. Current financial incentives – 30% Federal Tax Credit through 2014, Annual Production Payments by the Utility through 2020, and USDA Rural Development Grants of 25% of System Cost – provide for essentially Cash In Pocket now returns, on the order of thousands of dollars (Present Worth)...money sitting in a bank will not give you that!

A Net Cost Valley (NCV) is set up by the eventual expiration of these financial incentives – Net Cost begins to rise as financial incentives drop off, even as Real Cost continues to come down – they will eventually go up, along with everything else needing energy to make and oil to ship. Thus, the time to invest is now and perhaps through 2014, the expiration date of the federal tax credit. In any case, any deferred decision to invest in solar will likely see fewer financial incentives and higher component costs.

We are available for free initial consultations to discuss your site's solar energy potential, solar electric system options, and analysis of the costs, performance, and returns for the options. Please call.

Jonathan A. Clemens, President

Attachments: TCS G1 UF Solar Handout (1 page) and Economics of Solar Chart (1 page)