

# LAKE STREET SOLAR

AN OPPORTUNITY TO GO SOLAR FOR  
SMALL BUSINESSES AND NON-PROFITS

## WHAT IS LAKE STREET SOLAR?

MNIPL is partnering with local investors to offer Twin Cities small businesses, non-profit organizations, and faith, spiritual, or religious communities a low-cost way to go solar!

These investors are passionate about supporting our community, so they've found a way to use available tax incentives to make rooftop solar accessible for local businesses and non-profits.

- No up-front costs
- Reduced energy rates
- Maintenance is handled by investor
- Purchase system later for a fraction of the cost

Lake Street Solar will pay to install and operate the solar system on your roof, using trusted local installers. **There will be no upfront cost to you.** The investor will maintain the system for the duration of the contract (usually about 8 years), and they'll sell you the energy the solar panels produce at a lower rate than Xcel.

At the end of the contract, you'll buy the system at a steep discount (likely less than 10% of its cost)!

## WHY LAKE STREET SOLAR?

### NO UPFRONT COSTS

Because the investor pays all upfront costs, you won't need to take out a loan or apply for financing

### VALUES-ALIGNED

Lake Street Solar is committed to using local and Black, Indigenous, and People of Color owned installation companies.

### PROVEN EXPERIENCE

Lake Street Solar has supported more than 10 organizations in doing this work so far - **you could be next!**

## HOW DO I GET STARTED?



**SIGN UP  
TODAY!**

Our current round of funding will allow for about 30 projects, and the program will fill quickly. We suggest taking the first step soon!

**The first step** is to learn more about this program by scanning this QR code or visiting [mnipl.org/lake-street-solar](https://mnipl.org/lake-street-solar)! At the bottom of that page, you'll find a sign-up form to set up a conversation with Buff, our solar leader.

**The second step** is to fill out a Letter of Intent indicating your commitment to moving forward with this process. This will be a promise to work with us in good faith with the intention of using Lake Street Solar to create your solar system.

Once that Letter of Intent gets signed, **MNIPL will be there throughout the process to get your new solar system up and running!**

# LAKE STREET SOLAR

## LETTER OF INTENT



Lake Street Solar, LLC is a partnership between Minnesota Interfaith Power & Light and local Twin Cities investors dedicated to helping local businesses and non-profits, including faith, spiritual, and religious communities, get access to solar. As a mission-driven group, our vision is to share the benefits of rooftop solar with more communities and to make it accessible as possible.

### OUR AGREEMENTS TO YOU

- Lake Street Solar installs a solar system on your property at no cost to you. **All costs of installation are covered by Lake Street Solar.**
- Lake Street Solar receives the rebates and tax incentives associated with the construction of that solar system.
- Lake Street Solar maintains the system and sells the energy to you at a rate 5 - 10% below Xcel's electricity rates.
- After approximately 8 years, Lake Street Solar will sell the system to you at a fraction of the cost (often less than 10% of the original price).

Because of our mission to make solar more accessible, this arrangement is the most generous you'll find in Minnesota. Our goal is to get the solar system into your hands as quickly and as affordably as possible.

### THE PROCESS

- Step 1:** Your organization signs this Letter of Intent, which is a promise to move forward with us in good faith and with the intention of using Lake Street Solar to create your system.
- Step 2:** A Lake Street Solar engineer designs a solar system for your property.
- Step 3:** Lake Street Solar applies for all incentives and rebate programs for which you're eligible
- Step 4:** Lake Street Solar presents the design proposal and contract to your leaders, explaining all the aspects of the opportunity, addressing all concerns down to the smallest detail.
- Step 5:** After signing a contract, Lake Street Solar builds the solar system at our own cost, handling all permits and approvals.
- Step 6:** We flip the switch! The system turns on and you begin receiving a discounted price for your
- Step 7:** electricity.
- After the contract period (typically 8 years), you purchase the system for a small fraction of the
- Step 8:** original cost.
- You enjoy free solar electricity for another 25 years (the estimated life of the system)!

### YOUR LETTER OF INTENT

We agree to move forward with Lake Street Solar to explore the opportunity for installing solar on our property. This is not a legal agreement; after the design is completed and the contract is created, we'll have the opportunity to decide if and how we'd like to move forward. That said, because the design and contracts take time and money, we enter this relationship in good faith with the intention to fulfill the partnership in the process outlined above.

---

Name of Authorized Signer

---

Position or Title

---

Date