

# iAIRE NEWSLETTER

[www.myiaire.com](http://www.myiaire.com)

## Cutting-Edge Solar HVAC: Pushing the Boundaries of Technology & Efficiency

### iAIRE Solar HVAC

Customized Excellence, One Green Unit at a Time

## Trailblazing the Global HVAC Market

September 27, 2024

We are excited to share some groundbreaking news that could transform the way you think about **energy efficiency** and **cost savings** for your customers. As part of our commitment to innovation and sustainability, we're proud to highlight our **Solar HVAC Systems** — designed to elevate commercial operations while significantly reducing your customers' carbon footprint.

iAIRE is the **first manufacturer to include a solar panel**, add a VFD to the compressor, and offer control logic as a complete package to an HVAC unit. iAIRE's patented Solar HVAC units harness the sun's energy to create an HVAC system that is up to **50% more efficient** than any other units currently on the market, and because the solar film utilizes all spectrums of the sun's light to produce heat, Solar HVAC offers unparalleled performance in **all locations and any climate**.

### SOLAR HVAC IS COST EFFECTIVE

Solar HVAC offers significant benefits to your customers:

- **Substantial, on-going utility savings** over conventional HVAC equipment
- Unique solar film developed by the NREL, which is **more efficient** than film used in standard solar panels
- Peak demand electrical charges are **eliminated or minimized** due to the inverter on the compressors of Solar HVAC
- Learn more about Solar HVAC on our [website](#)!

In addition to the Solar HVAC utility savings, there are **many incentives** that federal, state, and local governments are providing for solar projects. There are also many utility incentives for these projects. For a complete list of these programs, visit <https://www.dsireusa.org/>.

### FINANCING IS AVAILABLE!

Whether your end-user customers are looking to upgrade their equipment or invest in renewable energy solutions, we have **tailored financing solutions** that can make their projects a reality.

Explore our new financing solutions for energy efficient projects, which are designed to support both not-for-profit and for-profit entities in achieving significant energy savings **without the upfront cost**.

Our aim is to provide the end-user with **flexible, cost-effective solutions** that align with their financial goals and sustainability objectives. We look forward to discussing how our financing options can help building owners achieve their **energy efficiency goals**. Please feel free to contact us for more details or to arrange a consultation.

Warm regards,

Joe Finkam, CEO

Solar HVAC FAQ's

## Financing Solutions

### **Not-for-Profit Entities**

For not-for-profit organizations, we offer a comprehensive package where our investors will acquire the necessary equipment, oversee the installation process, and cover all associated project costs, including taxes. This allows the end-user to benefit from utility savings immediately, with the peace of mind provided by a 6-year parts and labor warranty. At the end of the term, the investor will donate the asset to the end-user's organization, ensuring the building owner continues to benefit from the improvements.

#### Investor Role:

- Acquire equipment, oversee installation, and cover all project costs, including taxes
- Utilize Federal Tax Credit, accelerated depreciation, and state/local incentives
- Provide a 6-year parts and labor warranty

#### Not-for-Profit Role:

- Perform preventative maintenance for 6 years
- Receive utility savings from the project

#### End of Term:

- Investor donates the asset to the Not-for-Profit after 6 years

#### Investor Returns:

- Aims for 11-12% IRR through:
  - Federal Tax Credit
  - Accelerated depreciation
  - Charitable donation
  - Service fees
  - Potentially selling electricity back if photovoltaic solar is installed

### **For-Profit Entities**

For for-profit entities, we present two scenarios that allow the end-user to leverage federal and state incentives, ensuring an attractive return on investment.

#### **Scenario 1:**

Our investors manage the entire project lifecycle, from acquiring the equipment to covering all costs. The end-user maintains the equipment and enjoys utility savings, with the option to purchase the asset at a marginal price at the end of the term.

#### Investor Role:

- Acquire equipment, oversee installation, and cover all project costs, including taxes
- Utilize Federal Tax Credit, accelerated depreciation, and state/local incentives
- Provide a 6-year parts and labor warranty

#### For-Profit Role:

- Perform preventative maintenance for 6 years
- Receive utility savings from the project

#### End of Term:

- Investor sells the asset to the For-Profit at a marginal price

#### Investor Returns:

- Aims for 11-12% IRR through:
  - Federal Tax Credit
  - Accelerated depreciation
  - Charitable donation
  - Service fees
  - Potentially selling electricity back if photovoltaic solar is installed

#### **Scenario 2:**

The end-user can benefit from upfront cash by selling their Federal Tax Credit at a discounted rate to investors.

#### Investor Role:

- Purchase Federal Tax Credit at a 30% discount rate

#### For-Profit Role:

- Receive upfront money for the Federal Tax Credit

Email [sales@myiaire.com](mailto:sales@myiaire.com) to learn more!

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