



## Rooftop Solar PV Array Allows Penn Equipment to Generate More Electricity Than They Use

Central PA business cuts operational costs with a renewable energy system

**H**eadquartered in central Pennsylvania, Penn Equipment has been in business for more than 20 years. The dealership sells, services, and rents forklifts, excavators, tractors, and other industrial equipment.

In the fall of 2009, President Dave Aumiller came up with an innovative way to cut operational costs and, at the same time, invest in the company's future. He recalls, "I had a conversation with a gentleman who was involved with renewable energy, and he told me about the federal and state rebates that were available for renewable energy systems. Six to eight months later, we began installing solar collectors on our roof."

The system is an impressive one. At 74.25 KW, it is installed on 5,600 square feet of roof area and is projected to produce approximately 82 megawatt-hours of electricity per year. It is one of the largest commercial PV arrays in central Pennsylvania.

Aumiller recalls, "When it came time to choose a company to install our solar system, we looked at several contractors. With respect to pricing, they were very comparable. However, Envinity's presentation really stood out. Their Director of Renewable Energy

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The system was designed to generate, on an annual basis, approximately the same amount of electricity that the facility has been using per year. Depending on the actual price of electricity from the utility and the value of the solar renewable energy credits (SRECs) produced by the solar system, Penn Equipment is projected to recoup their total out-of-pocket investment in 5 to 8 years. From that point forward, the system—which has an anticipated life span of 25+ years—will be generating revenue.

Aumiller is happy about the environmental benefits that are associated with the solar array. However, their decision to install the system was driven by economics. He recalls, “Hands down, as a business decision, it had to make sense financially. The fact that it helps with the environment is an added plus. However, if the financial benefits weren’t there, we couldn’t have done it just for the environment’s sake.”

Indeed, the financial benefits were significant. The system was eligible for the 30% Federal Tax Credit, which is in effect until 2016. Furthermore, the PA Sunshine Program offered an incentive of \$1.75/watt for 10 KW and \$1.50/watt for 64.25 KW.

Aumiller says, “Envinity really took care of us. At one point we had an issue where the electric company wanted us to replace a transformer at our expense. Envinity recognized that it was the electric company’s responsibility to replace the transformer, and they advocated on our behalf to make sure that the electric company fulfilled their obligation.”



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He continues, “The system is installed very professionally. The fellows who did the install worked through some awfully hot weather. They kept their chins up and got the job done.”

Penn Equipment is now beginning to see significant return on their investment. Aumiller summarizes, “We’ve had a wet and rainy spring, but now we are seeing substantial savings. Last month we generated more electricity than we used. The system appears to do everything that we expected. From my perspective as a manager, it’s exciting to see the benefits that solar has on our utility bills.”

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