



Takeoff Solar

Enabling solar on rented commercial and industrial (C&I) properties via standardization and risk pooling

Why is the C&I sector stagnant, even in high-sun, high-electricity cost locations?

Financiers need someone to sign a 20-year contract to pay for the power produced (an “offtaker”). They are worried about vacancy or non-payment for any given system.

However, for rented C&I properties, **most leases run only 2-10 years**, a non-starter.

Takeoff Solar solves this issue.

1. We agree to offtake the electricity produced by a large portfolio of these systems for 20 years
2. We resell this electricity to the tenants, with a markup but below utility rates
3. If there's a vacancy on any given system, Standoff Solar continues to pay the system owner using the proceeds of the other systems during the vacancy

By acting as a consistent offtaker for solar energy, we reduce soft costs and enable otherwise infeasible systems

