

## FRANCHISE DISCLOSURE DOCUMENTIVED



The franchise offered is for the establishment and operation of a business that provides various types of solar systems, renewable energy products, and energy consulting services

The total estimated investment necessary to begin operations of a new Solar Universe franchise is \$108,800 to \$209,500. The total estimated investment necessary to convert an existing and operational solar business to a new Solar Universe franchise is \$47,900 to \$204,500. Each of these estimates includes \$35,000 that must be paid to us

This Disclosure Document summarizes certain provisions of your franchise agreement and other information in plain English Read this Disclosure Document and all accompanying agreements carefully You must receive this Disclosure Document at least 14 calendar-days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale Note, however, that no governmental agency has verified the information contained in this document.

You may wish to receive your Disclosure Document in another format that is more convenient for you To discuss the availability of disclosures in different formats, contact our Franchise Development Group, 1152 Stealth Street, Livermore, California 94551, phone (925) 455-4700

The terms of your contract will govern your franchise relationship Don't rely on the Disclosure Document alone to understand your contract Read all of your contract carefully Show your contract and this Disclosure Document to an advisor, like a lawyer or an accountant

Buying a franchise is a complex investment. The information in this Disclosure Document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this Disclosure Document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them

Date of Issuance March 28, 2016



## STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with a state franchise administrator before offering or selling in your state REGISTRATION OF A FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT

Call the state franchise administrator listed in Exhibit E for information about the franchisor, or about franchising in your state

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW

Please consider the following RISK FACTORS before you buy this franchise

- 1 THE FRANCHISE AGREEMENT REQUIRES THAT MOST DISPUTES BE SUBMITTED TO MEDIATION THEN ARBITRATION IN ALAMEDA COUNTY, CALIFORNIA OUT OF STATE ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES IT MAY ALSO COST YOU MORE TO ARBITRATE WITH US IN CALIFORNIA THAN IN YOUR HOME STATE
- THE FRANCHISE AGREEMENT STATES THAT CALIFORNIA LAW GOVERNS MOST 2 ISSUES RELATED TO THE AGREEMENT, AND CALIFORNIA LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS YOUR STATE'S LAW YOU MAY WANT TO COMPARE THESE LAWS
- MOST STATES AND LOCALITIES HAVE SPECIFIC REGULATIONS AND ORDINANCES 3 APPLICABLE TO THE OPERATION OF YOUR BUSINESS, INCLUDING BUT NOT LIMITED TO THE REQUIREMENT THAT YOU OBTAIN A CONTRACTOR'S, ELECTRICIAN'S, OR SIMILAR LICENSE IT IS YOUR RESPONSIBILITY TO INVESTIGATE AND COMPLY WITH ALL APPLICABLE LAWS AND REGULATIONS, AND OBTAIN ALL NECESSARY PERMITS, LICENSES AND GOVERNMENTAL APPROVALS REQUIRED TO OPERATE YOUR BUSINESS
- 4 SOLAR AND OTHER FORMS OF ALTERNATIVE ENERGY ARE AFFECTED BY CERTAIN FINANCIAL, TAX AND OTHER GOVERNMENTAL INCENTIVES AND LAWS IF THOSE INCENTIVES AND LAWS CHANGE THEY MAY AFFECT YOUR BUSINESS
- 5 WE HAVE LIMITED FINANCIAL RESOURCES WHICH MIGHT NOT BE ADEQUATE TO FUND OUR PRE-OPENING OBLIGATIONS TO EACH FRANCHISEE AND PAY OPERATING EXPENSES
- THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE

Effective Date See next page for state effective dates



## STATE EFFECTIVE DATES

The following states require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin

This Franchise Disclosure Document is registered or on file in the following states having franchise registration and disclosure laws, with the following effective dates

State	Effective Date	-
California	Pending	
Hawaii	Pending	
Maryland	Pending	
New York	Pending	

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