Contractor Perspective
What Service does a Solar Installer Provide?
Our Work

• Engineers

• Builders

EPC engineering, procurement, and construction

• Grid-tied (not off grid)

• Behind the meter (used on site)
Net Metering Solar

Distributed
Virtual
Utility Scale

Behind the Meter
What a Solar Contractor Does

- Interrupt
- Nag
- Translucent (not transparent)
- Promise moons
- Outsource sales
- Outsource design
- “use only the best” equipment
- Outsources installation
- Keep you in the dark
- Terrible to get ahold of after
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- Introduced by a neighbor
- Vet the property / meters / rates
- Consult re: the investment
- Come to a fair Agreement
- Design
- Procure
- Permit
- Build
- Net Metering / Permission to operate
- Monitor
- Service
Estimate Electrical Production

Should...

• Project conservatively
• Use national weather data
• Incorporate the actual design
• Incorporate maintenance costs
Assess Investment

Should...

- Project conservatively
- Use national weather data
- Incorporate the actual design
- Incorporate maintenance costs
- Use a realistic utility rate escalator
- Incorporate incentives & funding

Is it better to own, or rent your power?
Thank you