

# Contractor Perspective

What Service does a Solar  
Installer Provide?

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# Our Work

- Engineers
- Builders
- Grid-tied (not off grid)
- Behind the meter (used on site)

**EPC**  
*engineering,  
procurement, and  
construction*



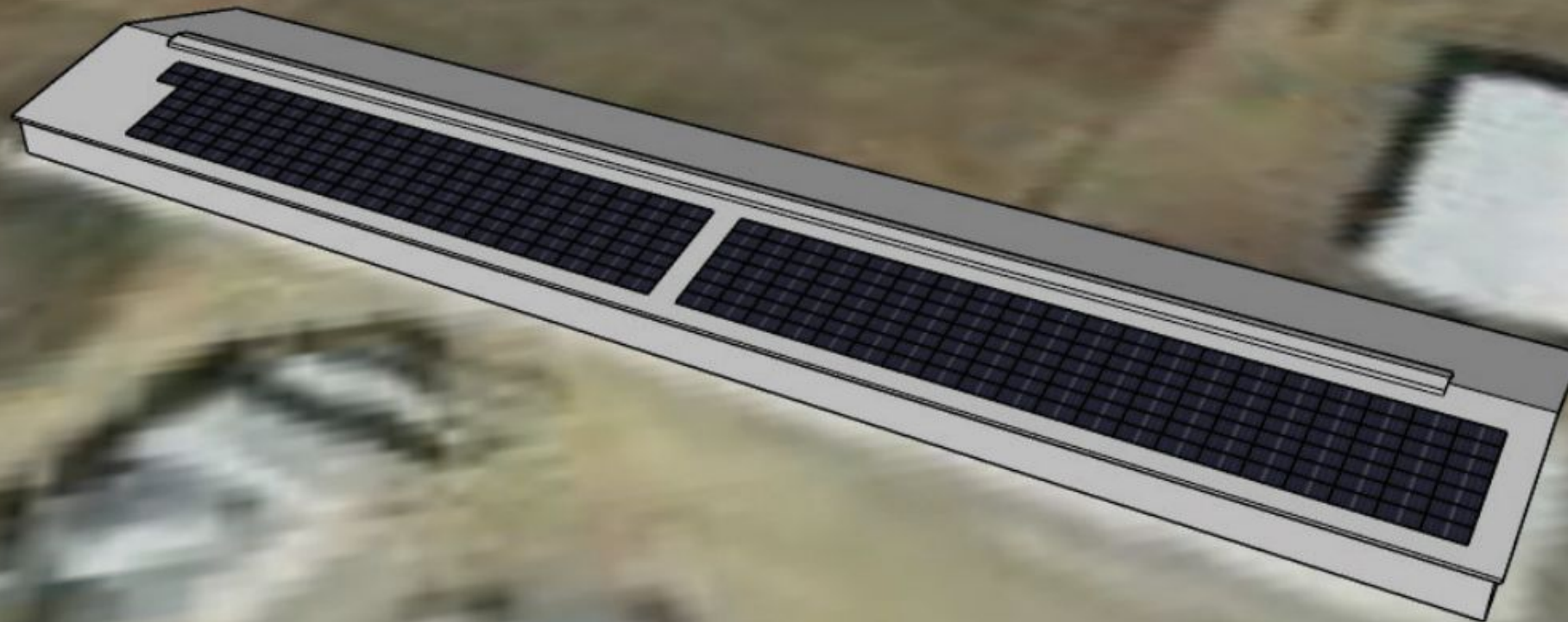
# Net Metering Solar



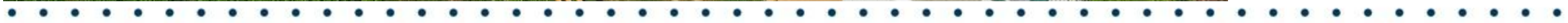
**Behind the Meter**

- Distributed**
- 
- Virtual**
- 
- Utility Scale**

















# 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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- Terrible to get ahold of after
- **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**

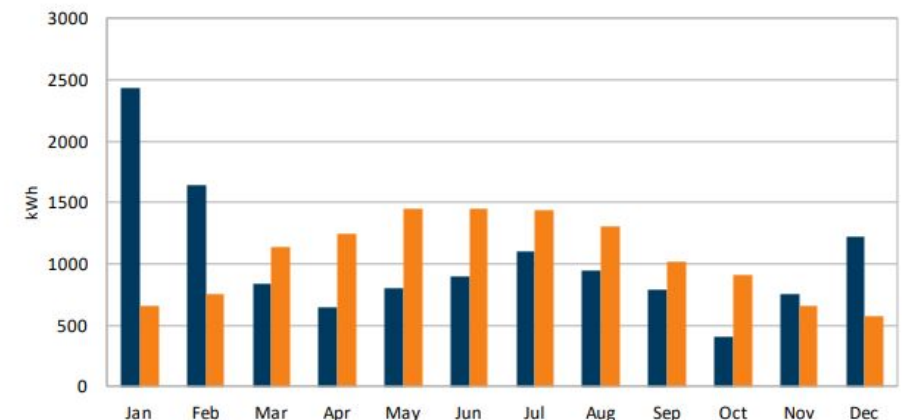


# Estimate Electrical Production

Should...

- Project conservatively
- Use national weather data
- Incorporate the actual design
- Incorporate maintenance costs

Year	Month	Average Power Demand Usage	Solar Power Production	kWh Offset Rate	Dollar Value of Savings	Monthly Solar Offset
2022	Jan	2428	658	\$0.135	\$89	27%
2022	Feb	1647	758	\$0.135	\$102	46%
2022	Mar	840	1134	\$0.135	\$153	135%
2022	Apr	652	1252	\$0.135	\$169	192%
2022	May	798	1446	\$0.135	\$195	181%
2022	Jun	900	1453	\$0.135	\$196	161%
2022	Jul	1104	1442	\$0.135	\$195	131%
2022	Aug	947	1312	\$0.135	\$177	139%
2022	Sep	794	1015	\$0.135	\$137	128%
2022	Oct	402	911	\$0.135	\$123	227%
2022	Nov	749	657	\$0.135	\$89	88%
2022	Dec	1223	570	\$0.135	\$77	47%
<b>Totals</b>		<b>12484</b>	<b>12608</b>	<b>\$0.135</b>	<b>\$1,702</b>	<b>101%</b>





# 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?**

## Your Internal Rate of Return

Internal Rate of Return:	10.79%
Payback Period (Years):	8.1
Price Per Watt:	\$ 2.63
25 yr. Cost of Elec. by not Going Solar:	\$ 941,603
25 yr. Cost of Elec. by Going Solar:	\$ 347,314
25 yr. Savings by Going Solar:	\$ 770,695

Year	System Cost (636,000)	Federal Tax Credit	Depreciable Amount	Federal Depr. Value	State Depr. Value	Annual Insurance	SREC*	kWh Production	kWh Price**	Avoided kWh Bills	Annual Cashflow (636,000)	Cumulative Cashflow (636,000)
1		\$190,800	\$540,600	\$113,526	\$7,632	(\$1,272)	\$7,578	303,100	\$0.090	\$27,279	\$345,543	(\$290,458)
2					\$12,211	(\$1,272)	\$7,532	301,281	\$0.093	\$27,983	\$46,454	(\$244,003)
3					\$7,327	(\$1,272)	\$7,487	299,474	\$0.096	\$28,705	\$42,247	(\$201,756)
4					\$4,388	(\$1,272)	\$7,442	297,677	\$0.099	\$29,446	\$40,004	(\$161,752)
5					\$4,388	(\$1,272)	\$7,397	295,891	\$0.102	\$30,206	\$40,720	(\$121,032)
6					\$2,213	(\$1,272)	\$7,353	294,115	\$0.105	\$30,986	\$39,280	(\$81,753)
7						(\$1,272)	\$7,309	292,351	\$0.109	\$31,785	\$37,822	(\$43,931)
8						(\$1,272)	\$7,265	290,597	\$0.112	\$32,606	\$38,598	(\$5,332)
9						(\$1,272)	\$7,221	288,853	\$0.116	\$33,447	\$39,396	\$34,064
10						(\$1,272)	\$7,178	287,120	\$0.119	\$34,310	\$40,216	\$74,280
11						(\$1,272)	\$7,135	285,397	\$0.123	\$35,196	\$41,059	\$115,339
12						(\$1,272)	\$7,092	283,685	\$0.127	\$36,104	\$41,924	\$157,263
13						(\$1,272)	\$7,050	281,983	\$0.131	\$37,036	\$42,813	\$200,076
14						(\$1,272)	\$7,007	280,291	\$0.136	\$37,992	\$43,727	\$243,803
15	Inverter(s) Replacement Cost					(\$1,272)	\$6,965	278,609	\$0.140	\$38,972	\$44,665	\$288,468
16	(\$2,200)					(\$1,272)	\$6,923	276,937	\$0.144	\$39,978	\$43,429	\$331,898
17	(\$2,200)					(\$1,272)	\$6,882	275,276	\$0.149	\$41,010	\$44,420	\$376,317
18	(\$2,200)					(\$1,272)	\$6,841	273,624	\$0.154	\$42,068	\$45,437	\$421,754
19	(\$2,200)					(\$1,272)	\$6,800	271,982	\$0.159	\$43,154	\$46,481	\$468,235
20	(\$2,200)					(\$1,272)	\$6,759	270,351	\$0.164	\$44,267	\$47,554	\$515,789
21	(\$2,200)					(\$1,272)	\$6,718	268,728	\$0.169	\$45,410	\$48,656	\$564,445
22	(\$2,200)					(\$1,272)	\$6,678	267,116	\$0.174	\$46,582	\$49,788	\$614,233
23	(\$2,200)					(\$1,272)	\$6,638	265,513	\$0.180	\$47,784	\$50,950	\$665,183
24	(\$2,200)					(\$1,272)	\$6,598	263,920	\$0.186	\$49,017	\$52,143	\$717,326
25	(\$2,200)					(\$1,272)	\$6,558	262,337	\$0.192	\$50,282	\$53,369	\$770,695
		\$190,800	\$540,600	\$113,526	\$38,160	(\$31,800)	\$176,405	7,056,209		\$941,603	\$1,406,695	\$770,695

Thank you

