



REDUCE : RENEW : SAVE
Authorized PG&E Solar Installer

ALL Save Energy

14900 W. Hwy 12 Suite "A"
Lodi, CA 95242

Ph: 209.334.6666

Em: larry@AllSaveEnergy.com
www.AllSaveEnergy.com

Questions to Ask Your Solar Installer:

1. Of course ask the same questions you would of any contractor...

- i.e. Are they: Licensed / Bonded / Insured?

2. Do they hold any special certifications? If so, which ones?

- Look for certifications that are issued by the utility companies, or state run programs.

3. Are they installing Top Tier Products, i.e. Made in America, Good Reputation, etc...

- Don't be fooled by a "great warranty"; just because it looks good on paper doesn't mean it actually performs good. That is, a system that is broken can't produce any power for you, and therefore you lose money. So just because a company will replace a faulty part doesn't make up for lost power generation, and therefore lost income. Instead of a good warranty, look for products that have the least amount of warranty claims and speedy turnaround on warranty issues if they do occur.

4. Are they designing and modeling the system through specialized software?

- They should at least be predicting system output with a calculator that is driven by the "PV Watts" algorithm.

5. Ask them to design their own system configuration and be wary if they don't give you examples of the system performance and especially system *cash-flow*.

- If they are not taking those things into consideration, then they likely don't understand the process to reverse engineer a system design, or they're trying to fool you. Also be wary of people overestimating your savings by inflating it as described below.

6. What percentage are they using for escalation of utility rates?

- Historically we've seen rates increase up to 6% annually, and current predictions expect to continue the trend - However, we like to utilize a more conservative number like 5%. The companies using higher power escalation rates are going to reflect an unrealistically high dollar amount for money saved over the life of the system.

7. Are they trying to sell you a system or lease you the equipment?

- We strongly urge you to consider owning in lieu of leasing, your overall benefit is bigger by owning your system.

8. Is Solar Energy System Installation their specialty, or do they do other trades too?

- You wouldn't have dentistry done by your hair stylist would you? Ya, we wouldn't either...

9. What can they offer that their competitors can't?

- We include the following with our base price, that some will charge you extra for or simply can't offer at all:
 - FREE Light Bulb Swap-out to LED's
 - FREE Comprehensive Energy Usage Analysis
 - FREE Secure Power Supply - Utilize power from the sun when the grid goes down!
 - That's right! Most companies will tell you that your PV System won't make power when the Grid is Down - Not our System! You can watch that game, and still keep your beer cold...

Make sure that they are asking you the right questions too:

- Is there more than one meter that you pay the bill for? (Aggregation)
- Is there a large / old appliance or piece of equipment that is drawing a lot of power that will be eliminated or replaced?
 - Are there other mitigation measures that can be taken to reduce your power consumption? i.e. replacing outdoor lighting such as High Intensity Discharge Bulbs with LED's
- What is your service? i.e. Amperage / Voltage / Etc...
 - What is your Rate Schedule? Is your heating gas or electric? Are you on a discount program?
- What is your previous 13 months of usage, or your average power bill over the last 12-24 months?
- Do you plan to use more power than that in the coming years?
- What's your roof pitch? Or is there an option for ground mount?
 - What type of roof framing do you have? Trusses / Rafters / Heavy Timber
- Are you paying cash or financing?
 - If financing, is the interest tax deductible?
 - At what tax rate?
- Do you have enough of the tax liability to utilize the 30% Federal Tax Incentive?