Greater Bangor Solarize

PRICING SCHEDULE

Greater Bangor Solarize Discount

The pricing structure for Greater Bangor Solarize is based upon the total installed capacity of all of those who participate in the bulk buy and place their system under contract prior to September 30, 2017 at noon.

Clients will receive a discount based upon the total number of systems that have been placed under contract by the sales deadline. Each system purchased through the program reduces the costs of everyone's system by $10 per kilowatt of capacity. A maximum Solarize Discount of $290 per kilowatt of capacity is reached once 30 systems have been sold.

Total number of systems installed through Greater Bangor Solarize	Greater Bangor Solarize discount
1	none
5	$0.04 per Watt
10	$0.09 per Watt
15	$0.14 per Watt
20	$0.19 per Watt
25	$0.24 per Watt
30	$0.29 per Watt

For an average sized system, this discount is approximately $1,450-1,750.

Base pricing

During the proposal process, our installation partners worked to develop a simple pricing structure for Greater Bangor Solarize. This pricing was approved by the Greater Bangor Solarize committee and is applied to all projects installed through the program.

The base pricing for this program is as follows:

System capacity (DC)	Base pricing
< 2.3kW	$3.99 per Watt
2.3-3.5kW	$3.29 per Watt
3.6-4.6kW	$2.99 per Watt
4.7-6.4kW	$2.74 per Watt
6.5-10.8kW	$2.64 per Watt
>10.8kW	Case-by-case

During the sales process, we will provide an estimate during our phone consultation and a formal sales quote following our on-site visit. These figures are based upon this base pricing and various adders that may be unique to your particular application. In order to qualify for the Greater Bangor Solarize discount, you must enter into a contract with our installation partners prior to September 30, 2017 at noon.

At the closing of the Greater Bangor Solarize sales window, we will determine which tier has been achieved through the bulk buy and apply the Greater Bangor Solarize discount to your project. This discount could lower base pricing by up to $0.29 per Watt.

Price adjustments

Since each project has its unique qualities, we have developed price adjustments to accommodate the variety of installation details that could be encountered during the project. These adjustments are applied to the base pricing to arrive at your final estimate and quote. In some cases, these adjustments will increase your project cost relative to the base pricing; for some applications, they will reduce system costs relative to the base pricing.

Some of these adjustments are based upon the characteristics of your home and existing electrical system. Others are optional and based on your personal preferences. Below we have summarized the pricing adjustments and the formulated cost for each.

ROOF AND BUILDING CONSIDERATIONS

There are several characteristics of a roof-mounted system that may increase the installed cost of a system. These include:

- **Multiple roofs** – If the solar array needs to be installed on multiple roofs, there is an additional charge of $250 for each subarray. This covers the additional labor costs associated with preparing two roof surfaces and for the additional equipment and materials required to integrate separate arrays.
- **High roof** – If the eave height is taller than 20', it requires additional cost for scaffolding and/or lifts. This results in an additional cost of $0.10 per Watt.
- **Interior conduit runs** – If you would prefer the wiring from the solar array to the inverter be concealed inside the building rather than installed on the outside, there is an additional charge of $200 for the additional labor required to route the wiring through the house. This price adjustment does not include carpentry or finish work required to construct a chase in the house.
- **Long wiring runs –** If the wiring run between the array and the inverter exceeds 60 feet, there is an additional cost of $3 per additional length.
- **Conduit penetration** – On many projects, the conduit between the array and the inverter is wrapped around the edge of the roof. If a flashed penetration is required to run conduit inside of the house or to penetrate an overhang, there is an additional cost of $150 per penetration.
- **Roofing type –** Base pricing is based on asphalt shingle and some types of metal roofing. For standing seam roofs that allow us to attach our equipment to the seam, there is a cost savings of $0.05 per Watt. For cedar shingles, there is an additional cost of $0.20 per Watt. Other roof types, including slate and membrane roofs, are priced on a case-

SUMMARY

Multiple roofs:
+$250 per subarray

High roof:
+$0.10 per Watt

Interior conduit runs:
+$200

Long wiring runs:
+$3/ft above 60'

Conduit penetration:
+$150

Standing seam metal roof:
-$0.05 per Watt

Cedar shingle roof:
+$0.10 per Watt

New construction:
+$0.05 per Watt

High-powered wireless:
+$300

by-case basis.

- **New construction** – Systems installed in buildings under construction that require us to make intermediate site trips for running conduit, etc. have an adder of $0.05 per Watt.
- **Wireless communication upgrade** – In some circumstances, such as when a system is installed on a building with a separate meter than the house, long-range wireless extenders may be the only practical means for connecting the inverter to the internet. We can obtain and install the equipment for an adder of $300.

ELECTRICAL CONSIDERATIONS

Additional electrical work may be needed to prepare the existing electrical service for integration with the solar electric system. Examples of situations that would require a price adjustment include the presence of a standby generator, an existing service panel does not have available space, or a solar electric system that is larger in capacity than the service panel can accommodate. The installation of a line side tap or an electrical subpanel may be required to resolve these deficiencies. The additional cost for this work ranges from $450 for a new subpanel to $600 for a line side interconnection. We can also upgrade your electrical service on a case-by-case basis.

MODULE PREFERENCE

The standard module for the Greater Bangor Solarize project is the REC Twin Peak module and the REC Twin Peak 72 series module. We also offer high-output LG NeOn modules. The LG modules increase system costs by $0.42 per Watt.

INVERTER SELECTION

SMA Sunnyboy is our standard inverter line. We also offer the Maine-made Pika Energy inverter, which results is an additional cost of $2,200 per inverter. Customers wanting to install a larger inverter to accommodate system expansion in the future can do so on a case-by-case basis.

MICROINVERTERS

The use of Enphase S280 microinverters creates additional costs due to equipment and labor. The additional cost is $0.42 per Watt.

OPTIMIZERS

If individual modules in the array are shaded differently than others, we can install a Tigo optimizer on the affected module(s) to increase system performance. There is an additional cost of $120 per optimizers for parts and labor.

ADDITIONAL RAPID SHUTDOWN DEVICES

In larger systems, additional hardware may be needed to meet code requirements related to firefighter safety. These devices cost an additional $450 each.

GROUND-MOUNTED SYSTEMS

When a roof-mounted system is impractical or not preferred, a ground-mounted system may be utilized. A ground-mounted system increases overall system cost due to the need to build a structure to support the solar array. The price adjustment for a ground-mounted system is $0.95 per Watt. If the distance from the

ground mount to the building is greater than 75 feet, there is a price adjustment of $7 per foot for the additional trenching, conduit, and wiring.

DUAL AXIS TRACKER

For applications where a dual axis tracker may be preferable, the AllSun Series 24 is used. These systems are cost effective when a ground mounted system is preferred and the monthly electricity bill averages $170 or more per month. There is a $2.25 per Watt adder for the dual axis tracker. If the distance from the dual-axis tracker to the building is greater than 75 feet, there is a price adjustment of $7 per foot for the additional trenching, conduit, and wiring.

SOLAR SHED

Insource Renewables offers a unique ground-mounted product – the Solar Shed. This is a premanufactured system that is delivered to your home. Since the pricing system for this product is custom, Insource Renewables is simply providing a $150 discount off standard pricing.