PRICING SCHEDULE

Solarize Freeport Discount

The pricing structure for Solarize Freeport is based upon the lowest tier of pricing from last year's program. To secure this low pricing, homeowners must place their system under contract prior to May 7, 2016 at noon.

For an average sized system, this discount is on the magnitude of $500-1,500.

Systems placed under contract between May 7 and September 2, 2016 will receive a smaller discount.

Base pricing

During the initial proposal process, our installation partners worked to develop a simple pricing structure for Solarize Freeport. This pricing was approved by the Solarize Freeport committee and is applied to all residential projects installed through the program. When we provide pricing, it is being formulated from the established base pricing for the system.

The base pricing for this program is $3.00 per watt.

During the sales process, we will provide an estimate during our phone consultation and a 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 Solarize Freeport discount, you must enter into a contract with our installation partners prior to May 7, 2016 at noon.

After May 7th, the base pricing increases to $3.07 per watt. The final deadline for Solarize Freeport 2.0 is September 2, 2016.

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.

SYSTEM SIZING

The base pricing is for an average sized residential system, which ranges from 3.4kW (roughly 12 panels) to 7kW (roughly 25 panels). Systems that are smaller than 3.4kW incur higher costs, since our crews have to perform some of the same tasks on a small system as they do a large system, such as interconnect the system to the existing electrical service, run conductors from the solar array to the service, install an inverter, set up and remove fall protection and staging for roof work, etc. Conversely, larger systems see cost efficiencies.

The pricing adjustments based upon system size are as follows:

System capacity (DC)	Pricing adjustment
< 2.3 kW	+$1.00 per Watt
2.3-3.4 kW	+$0.50 per Watt
3.4-7 kW	no adjustment
>7kW	-$0.10 per Watt

As a simple example, the base price for an 8kW system would be $23,200 – or 8,000W at $2.90 per Watt. The base price for a 2.4kW system would be $8,400 – or 2,400 W at $3.50 per Watt.

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 adjacent roofs, there is an additional charge of $500 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. Subarrays on noncontiguous roofs are treated as two separate systems.
- **Conduit penetration through the roof –** For many systems, the wiring conduit is exposed and wraps around the edge of the roof. A flashed penetration can be installed to conceal the conduit at the roof for an extra $150.
- **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 to cover the costs of roof flashing and the additional labor required to route the wiring through the house. This price adjustment does not include carpentry or finishwork required to construct a chase in the house.
- **Irregular roof layout –** Additional labor is required where the layout of roof members is irregular or cannot be readily determined. As a result, projects where these types are present require a price adjustment of $0.10 per Watt.

SUMMARY

Multiple roofs:
+$500 per subarray

Conduit penetration through the roof:
+$150

Interior conduit runs:
+$200

Irregular roof layout:
+$0.10 per watt

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 interconnection or an electrical subpanel may be required to resolve these deficiencies. The additional cost for this work is $500.

MODULE PREFERENCE

The standard module for the Solarize Freeport project is the REC Twin Peak. We also offer several other options – the U.S. made SolarWorld Sunmodule, a high intensity LG module, and an REC Peak Energy 72-cell module that is larger in size for increasing the capacity on a roof where an additional row of the standard 60-cell REC Peak Energy modules cannot fit.

The SolarWorld panels represent an additional cost of $0.10 per watt. A black SolarWorld module with a black frame and black backsheet is an additional $0.16 per Watt. The LG modules cost an additional $0.27 per watt. The REC Peak Energy XL does not add additional cost.

MICROINVERTERS

The use of Enphase M250 microinverters creates additional costs due to equipment and labor. The additional cost is $0.26 per watt.

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 $1.00 per watt. If the distance from the ground mount to the building is greater than 75 feet, there is a price adjustment of $6 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 $130 or more per month. The base price for a 24-panel, dual axis tracker is $33,800. This is not an adder – it is considered a separate option. If the distance from the dual axis tracker to the building is greater than 75 feet, there is a price adjustment of $6 per foot for the additional trenching, conduit, and wiring.