



# Northwest Electric & Solar

WASHINGTON ELECTRICAL LICENSE #NORTHE876MA

"Every day we help people fulfill their  
desire to protect the planet and future  
generations by choosing clean energy"

-Derek White, Owner

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*This offer is valid for 30 days from  
September 5th, 2023*

# Who We Are

## Our Mission

*Here at Northwest Electric and Solar we install solar photovoltaic systems for residential and commercial projects. We believe in using the top of the line technology and customer service to provide the best experience possible as we all strive forward to a cleaner and energy independent future.*

## Experience and Expertise

- Solar Power World's #1 ranked Solar PV and Energy Storage Contractor in Washington State for 3 straight years.
- Journeyman Electrician on-site for every solar installation, ensuring you receive the highest quality product possible
- Combined solar experience of over 40 years
- Established experience with local utilities: Seattle City Light, member of PSE Contractor Alliance Network, and Registered SnoPUD Contractor

## Workmanship and Equipment Warranty

25 year workmanship warranty, includes all equipment used:

- Modules
- Optimizers/Microinverters
- Inverters
- Mounting and Installation

## Your Point of Contact at Northwest Electric and Solar



### **Sam Smith**

A native of Washington, Sam grew up in the south sound. He got his start in solar down in California years ago but returned home to help the industry grow in his home state, joining NWES in 2013. When he's not selling solar he's taking care of his two little boys and if time permits he loves to get outside to hike, camp and ski.



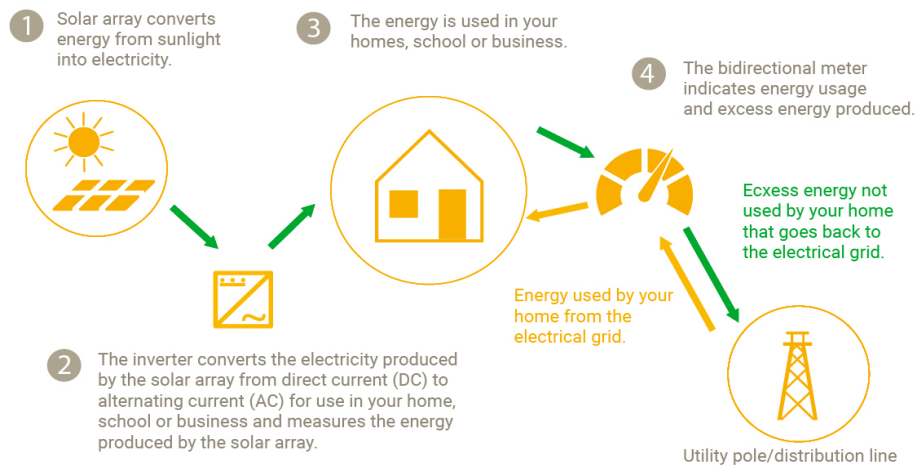
Sam Smith - n/a

# How Solar Works in Washington


## Net Metering

Often the most misunderstood aspect of solar, but also the most important! Net Metering is the process by which you interact with the utility and make sure that you get to use all the energy that you make. Contrary to popular opinion when you send energy back to the grid the utility does not pay you for that energy. Instead, the utility tracks how much energy you send out to the grid, and then lets you pull that amount of energy back at a later time for free!

Because our sun exposure is so seasonal here in Washington state it's very likely that you'll produce more than what you use in the summer, building up a credit with the utility company, and then run off that credit during the winter months when you're likely to use more than what you produce. Your credit with the utility gets reset to zero on March 31<sup>st</sup> of every year so we aim to size your system to your exact electrical consumption profile.



## Federal Tax Credit - ITC



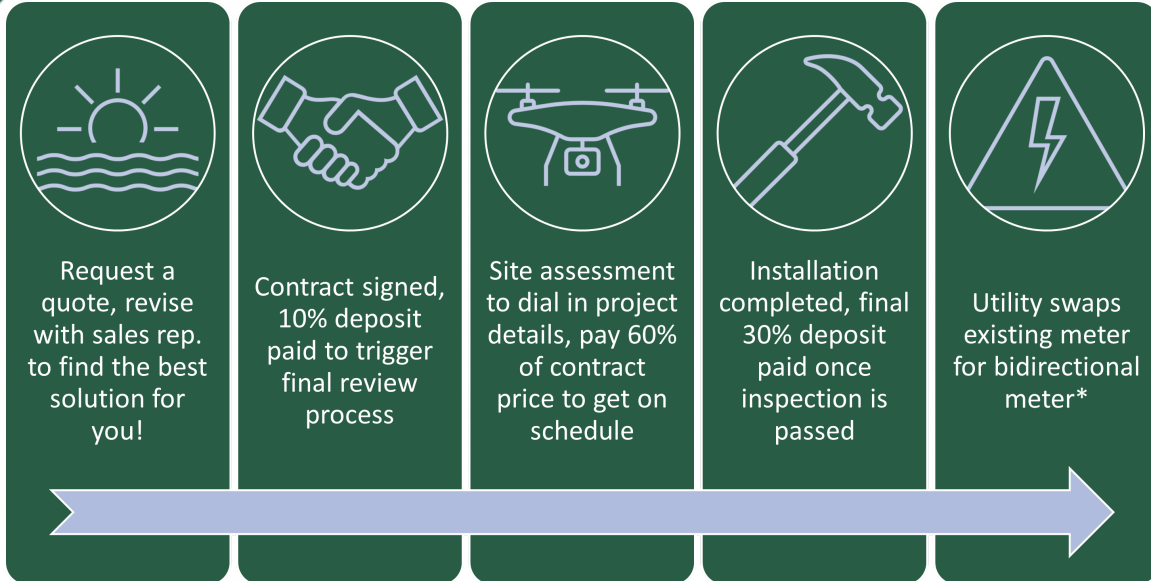
**30%**  
**Federal  
Tax Credit**

The other incentive available for solar installations in Washington state! The ITC is calculated as 30% of your total contract value and is a dollar for dollar credit on your federal taxes. You'll want to fill out IRS form 5695 to take advantage of this incentive. If needed the tax credit can be taken over multiple years, but you do need to have tax liability to take advantage of this incentive!



Sam Smith - n/a

## Going Solar with NWES



\* Utility may take up to 5-10 business days to swap your meter. Energy produced by solar prior to the meter being swapped can be charged against you by the utility.

This proposal offers the best products that we have found on the market. We believe that these products deliver an aesthetically pleasing and reliable system, they are the best of the best and we're excited to offer them to all our clients.

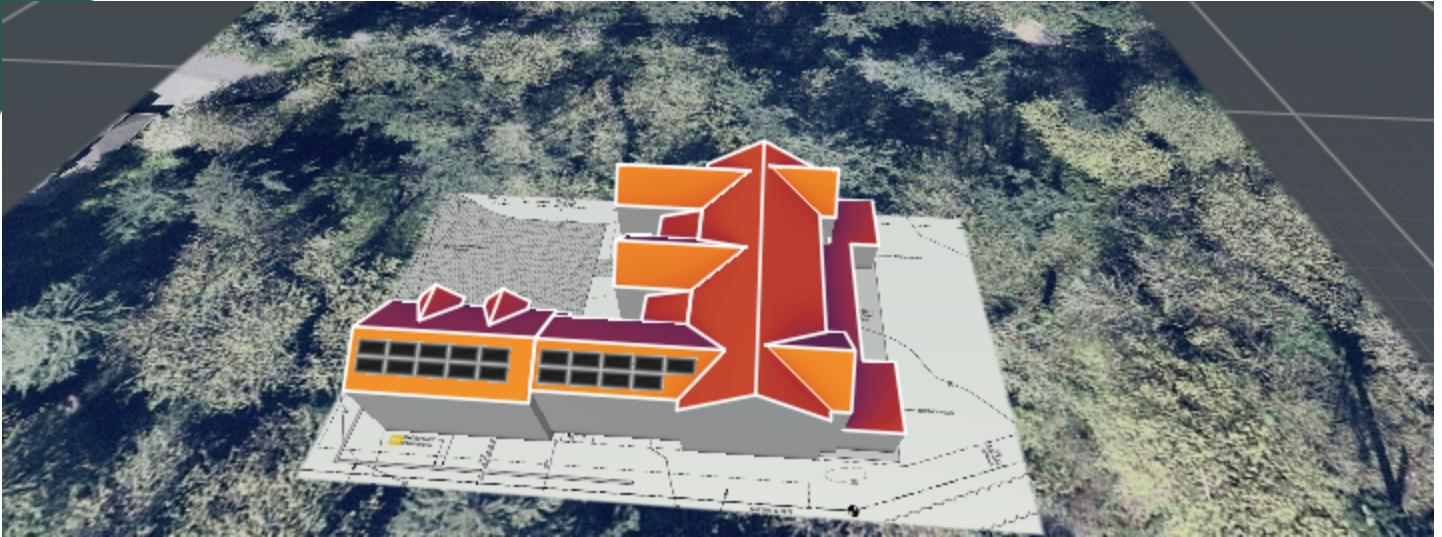
If you've been looking into other products that you're really excited about let us know and we'll see if we can incorporate them into your project. The products that we're offering here are the ones that we believe are the best on the market, and we're happy to explain why we think that, but at the end of the day, our goal is to find the best system for YOU! We want you to be happy with every aspect of your system and if you're excited about the features of particular products we'll work them into your project.



Sam Smith - n/a

# Solar PV System

## 7.70kW System



### System Components

Type	Manufacturer	Model	Quantity
Module	Qcells	Q.PEAK DUO BLK ML-G10+ 405	19
Microinverter	Enphase Energy Inc.	IQ8M-72-2-US	19

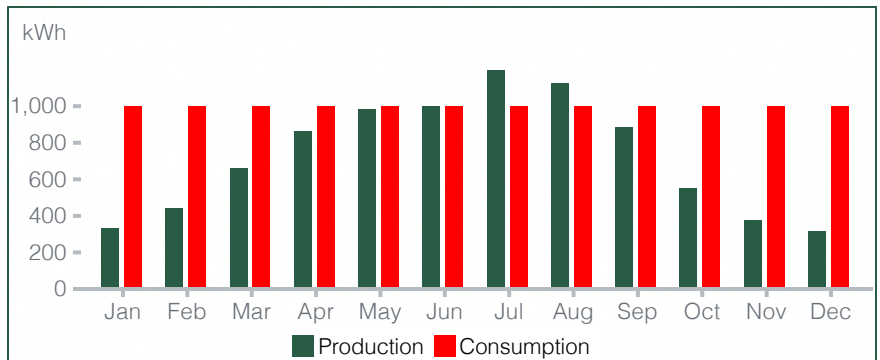
The method of attachment for your home will depend on a few factors including, what your roofing material is made of, what the supporting structure looks like, and what solar modules you choose. In some cases, we do need to get a roofer involved. In this situation, we prefer to work with the roofer you initially had install the roof.

### System Performance

System Size (kWDC): 7.70

First Year Power Output (kWh): 8,724

First Year Energy Offset (%): 73



As you can see production in WA is very seasonal. Regularly monitoring your system to make sure it's operating properly ensures that you'll be producing as much power as possible year-round!



Sam Smith - n/a

# Purchasing Your Solar PV System

Price Per Watt (\$/W): 3.05
Total System Cost (\$): 23,470
First Year Energy Savings (\$): 1,074
Federal Tax Credit (\$): 7,041
System Cost After One Year (\$): 16,699

There are two primary routes that you can go for purchasing your PV system. The overall process for each is very similar, but each method has its own benefits. In each method, NWES collects a 10% initial deposit, begins an in-depth review process and gets you tentatively scheduled. After the review has been completed and any changes to the project have been taken care of NWES bills out an additional 60% (bringing you to a total of 70% paid) to order your materials and lock in installation dates (these may fluctuate slightly leading up to the installation). Once your project has passed inspection from the local permitting authority we will notify the utility that you're ready to start producing power and collect the remaining 30% of your contract value. Please be aware that depending on your utility provider it may take up to 10 business days for your system to be fully operational at this point as some utilities need to replace your electrical meter to properly account for your solar production.

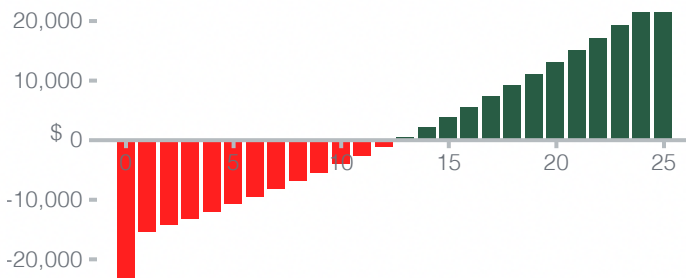
The first method is a simple cash payment for the system price. This offers the lowest overall system cost, quickest ROI, and reduces the number of companies involved in your project.

The second method is to pursue a loan through a third-party vendor. We work with several lending institutions regularly, that have low-interest rate solar lending programs, ask your point of contact for a reference if you're interested in financing your system through a 3rd party lender. This route offers a way to go solar without the large initial investment required by a cash purchase.

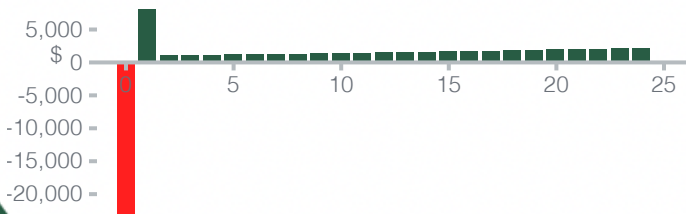
## Cash

25 Year Lifetime Savings (\$): 21,501
Payback Period (Years): 12.6

Cumulative Cash Flow



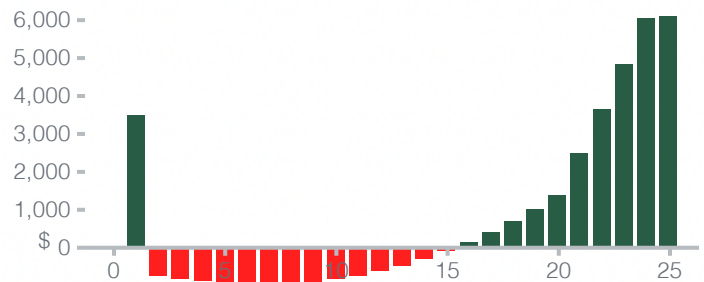
Annual Cash Flow



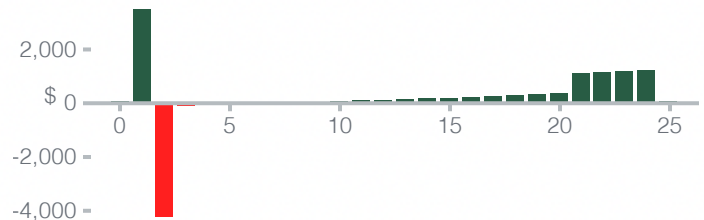
## Loan

Estimated Interest Rate (%): 4.99% for 20 years
Estimated Monthly Payments (\$): 87
25 Year Lifetime Savings (\$): 6,109

Cumulative Cash Flow



Annual Cash Flow



All financial values are estimates. The tax credit is subject to a customer's tax position. All of our performance and financial calculations estimate that utility rates will increase 3.5% which is consistent with the projected national average over the next 20-25 years. We also estimate that individual panel performance will degrade by 0.3 % each year.



Sam Smith - n/a

# Energy Storage Systems - Battery Backup

## What happens when the lights go out?

A common misconception about solar is that getting a PV system alone is enough to keep your power on during a utility outage. If only it was that easy! In order to keep your power on during an outage you need a system to regulate the energy usage in your home, and store excess energy. So while solar can help reduce your utility bills, you won't be fully independent of the grid without a battery backup solution.

NWES is both a Tesla-certified Powerwall installer as well as an Enphase-certified battery installer and has been ranked the #1 Solar PV and Energy Storage contractor in Washington State for the past 3 years by Solar Power World. When paired with a PV system these offerings are eligible for the 30% Federal Tax Credit!

If you're interested in becoming truly energy independent ask your point of contact for more details!

