

# Meet Allterra Solar

With thousands of successful installations completed throughout the last 16 years in business, Allterra has become the region's most trusted solar company.

Our award winning product and service offering provides a solar experience unlike any other and we are excited to demonstrate why over half of our business comes via referrals from satisfied clients

over 1,500 solar panels



## Proposal | SN14858, Solution C

David O'Rourke  
431 Santa Monica Drive  
La Selva Beach, CA 95076

Proposal date Dec 4, 2021

Valid for 30-days

# Preliminary PV Array Layout



## Sales Consultant



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Proposal Date: Dec 4, 2021 | O'Rourke, David: Expansion Project | SN#14858, Solution C

*This proposal is valid for 30 days from the proposal date.*

## Preliminary System Bill of Materials

Manufacturer	Product	Description	Qty	Unit
Enphase Energy	IQ7A-72-2-US [240V]	349VA 240Vac Microinverter for 60-cell, 66-cell and 72-cell PV modules, 295W - 460W +	55.00	each
LG Electronics	LG370N1K-A6	370W, 60 cell monocrystalline module, black backsheet, black frame, 1000V max system Vdc	55.00	each
Allterra Solar	Labor & BOS	All labor & balance of materials	1	-
Enphase	Standard	Enphase web-based system monitoring	1.00	each

# PG&E Rates Keep Going Up

**Cost of Doing Nothing** | PG&E has steadily raised their rates since 1970 and we expect electricity rates to keep increasing.

Energy Cost Today

**\$1,037.58**

Avg. Monthly  
PG&E Bill



Energy Cost Over 25 yrs

**\$518,523**

Total 25-year  
Electricity Cost

**\$12,451**

Forecasted bill  
over next year

**\$0.36 / kWh**

PG&E price for  
electricity

**34,998 kWh**

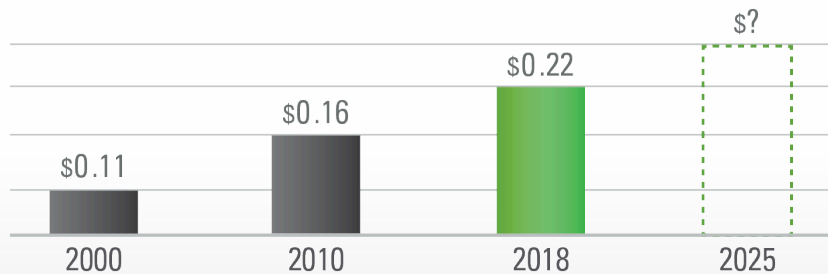
Last year's electricity  
usage

**4.0 %**

Assumed PG&E  
annual rate increase

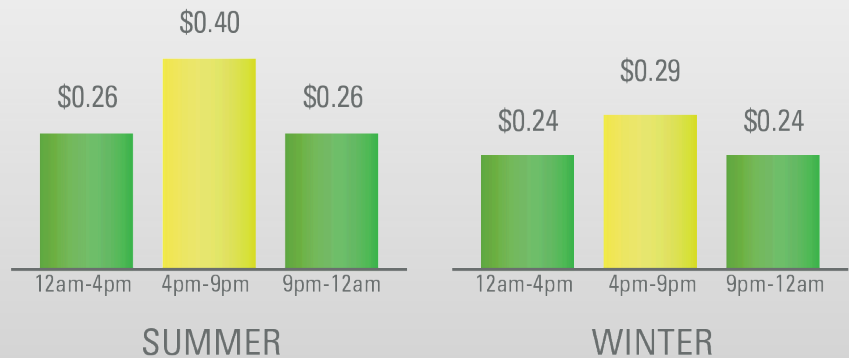
## Rates Have Doubled

Average rates for residences have doubled since 2000.



## TOU Rates

Rates in the summer are higher than the winter months, and the Peak time will be from 4 – 9 PM. Rates go as high as \$0.40/kwh.



# System Details

## Solar PV System | Your Custom Design

Our team prepared a solar design for your home. Design specifications are shown below. All systems include monitoring.

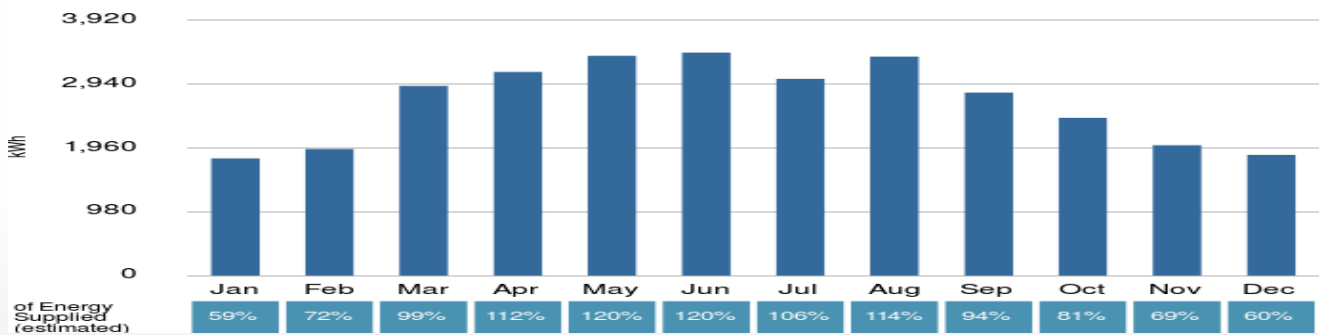
System Size:	20.350 DC kW (STC)
Number of Panels:	55
Solar Panel Type:	LG Electronics LG370N1K-A6
Inverter Type:	55 Enphase Energy IQ7A-72-2-US [240V]

## Solar Power Production | How much electricity will my system generate?

Solar will generate electricity and PG&E will credit your account based on how many kilowatt-hours (kwh) the system produces. Solar power production estimates are shown below. Our estimates are preliminary and actual production values will be provided after our site survey is complete.

Year 1 Production: **32,133 kWh**      PG&E Usage Offset: **92 %**

**Solar Electricity Generated (estimated)**



## PG&E Bill Offset | What will my PG&E bill be after the solar is up and running?

Solar will provide most of the power for your home and reduce your PG&E bill. Our estimates are shown below.

PG&E Today	After Solar
Average Cost	Average Cost
<b>\$12,451/yr</b>	<b>\$1,232/yr</b>
(\$1,037.58/mo)	(\$102.67/mo)

Year 1 Savings:	<b>\$11,219</b>
25-Year Savings:	<b>\$435,828</b>

Note: Your actual savings may vary based on electrical usage, future utility rates and weather.

Current Rate: Master-Metered Multifamily (E1)  
 Post Solar Rate: Residential - Time of Use - Rate D (NEM 2.0) (E-TOU-D-NEM2)

# Return On Investment

## Solar Proposal | How much does the system cost?

Allterra always keeps an eye out for new technology so you can be sure you are getting the best equipment at a competitive price. The system cost includes all permitting, solar equipment, warranties, monitoring, and labor for design and installation. Allterra installs a turnkey solar PV system and provides all the logistical support needed to get your solar power plant up and running. *\*Assumes this project is eligible for the Federal Tax Credit. Consult a tax professional for clarification.*

Total Amount	<b>\$78,699.50</b>
Less Federal Tax Credit*:	<b>(\$0.00)</b>
Net Investment	<b>\$78,699.50</b>

**Average Price for Solar Electricity Over 25 Years**  
**\$0.13 / kWh**

## Return On Investment | There are lots of reasons to go solar.

### Financial ROI

#### Your Financial Benefits

Internal Rate of Return (IRR):	17.09 %
Payback Period (Years):	6.4 yrs
25-yr Project Savings:	\$357,129.00
Home Value Increase:	\$81,400

### Environmental ROI

#### You will offset these harmful greenhouse gases

CO <sub>2</sub> Reductions	35539.10 lbs/yr
NO <sub>x</sub> Reductions	12.18 lbs/yr
SO <sub>2</sub> Reductions	5.82 lbs/yr

### Community ROI

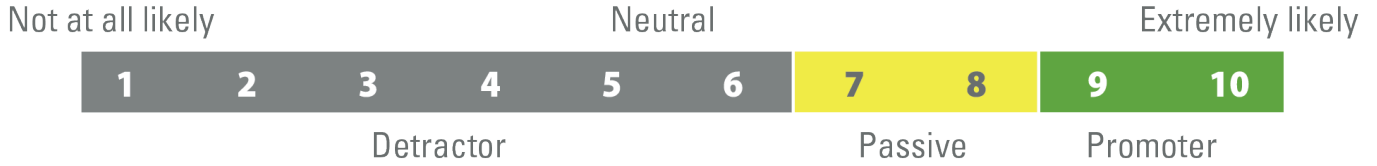
#### Allterra Stats

Solar power added to Grid:	13.761 MW
Enough solar to power:	3058 homes
Energy dollars kept local:	\$2.18 million

# Going Solar is a Great Thing to Do

## Net Promoter Score | Measures customer experience and predicts business growth.

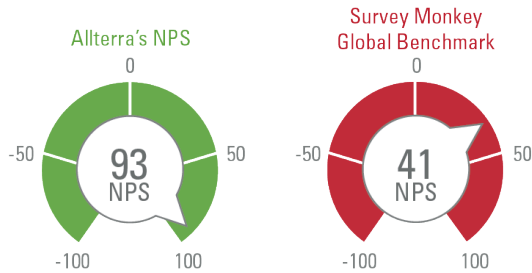
This proven metric transformed the business world and now provides the core measurement for customer experience management programs the world round.



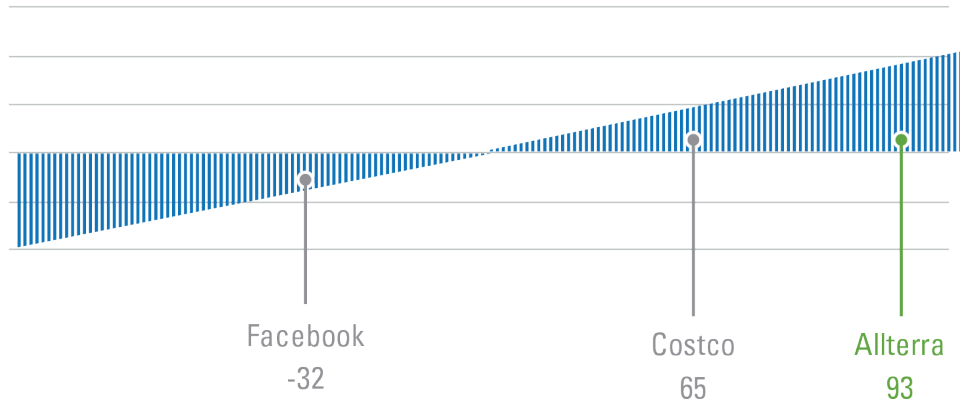
$\% \text{ PROMOTERS} - \% \text{ DETRACTORS} = \text{NPS (net promoter score)}$

### NPS for Allterra

Allterra's NPS is 93, meaning our customers are very happy with us!



Net Promoter Score



## Solar's Impact in the Community

Solar installations create jobs, cut greenhouse gasses, and keep energy dollars in the pockets of local home and business owners instead of going to shareholders of large utilities. Since 2010 Allterra has contributed over \$15 million to our regional economy.

### THE SOLAR SOLUTION

**BEFORE**

**With fossil fuel electricity,**  
energy dollars flow out of our households and community to PG&E executives & investors. Local residents have no choice over where their power comes from, how it's generated, or how much prices will increase.

➔

**AFTER**

**With solar electricity,**  
energy dollars stay in our community because Allterra hires more workers and buys from local suppliers. Solar enables you to generate your own electricity at a fixed rate and keep the thousands in savings in your wallet.



## Testimonials



"This company deserves nothing less than 5 star rating. I have the solar panels for just over 4 years. The system works great. Anytime I have a question, the response comes on the same day, sometimes, within an hour or less. Highly recommend."



"The system works. From the very beginning we had a good experience. Their representative was timely polite, professional & knowledgeable. Everyone has been a good experience. They presented the information timely to us. And the installation was completed within the same scheduled day. Coordinated the building inspector sign off that same day once the product was installed. Everything still works and installation was in 2014"



"I have rarely experienced customer service like I did from Allterra Solar. Every step of the way there was excellent communication, appts were confirmed, they showed up on time, were the most pleasant people to work with. From the quote to the final approval to operate they gave clear information and left nothing dangling. I made some specific requests which were accommodated without a hassle.. I can't recommend this company highly enough and I love my system!"



## **California Public Utility Commission (CPUC) California Solar Consumer Protection Guide**

The CPUC created the California Solar Consumer Protection Guide to ensure customers understand their rights and responsibilities as it pertains to solar. The California Solar Consumer Protection Guide is a brochure produced by the CPUC which is intended to provide information and guidance to homeowners who are interested in installing solar systems on their homes. The Guide is required to be provided to all homeowners before any contract for solar is presented. The CPUC requires that the homeowner initial and sign certain pages within the Guide so that these can be filed with the Utility that the homeowner resides in. A copy of the Guide can be found online at this link: [California Solar Consumer Protection Guide](https://www.cpuc.ca.gov/industries-and-topics/electrical-energy/california-solar-consumer-protection-guide) [https://www.cpuc.ca.gov/industries-and-topics/electrical-energy/california-solar-consumer-protection-guide]

### **Important Assumptions and Disclosures**

1. Tax credits are an estimated amount. As the purchaser and owner of a solar photovoltaic system, you may qualify for certain federal, state, local or other rebates, tax credits or incentives (collectively, "Incentives"). If you have any questions as to whether and when you qualify for any Incentives and the amount of such Incentives, please consult and discuss with your personal tax or financial adviser. Allterra Solar and its financing partners make no representation, warranty or guarantee as to the availability or amount of such incentives.
2. If the Sunlight Financial loan option is selected, the first monthly payment on the loan is due approximately 60 days after installation. The calculation of the monthly payments for the first 18 months following installation (which includes the first 17 payments) (the "Initial Period") assumes that you will pay down the loan during the Initial Period by 26%. If you make aggregate principal payments in such amount during the Initial Period, your monthly payments following the Initial Period will remain the same as during the Initial Period. If during the Initial Period you elect to pay principal in an amount that is less than 26% of your loan amount, your monthly payment beginning upon conclusion of the Initial Period and throughout the rest of the term of the Loan will be increased to amortize the full principal loan balance (which would be greater than the originally assumed amount) over a period which is effectively 18 months shorter. Conversely, if you pay down greater than 26% of the principal balance during the Initial Period, your monthly payments following the conclusion of the Initial Period will be reduced to reflect the payment of a lesser principal balance than originally assumed for the balance of the term. Please carefully review the details of your loan, including the payment amounts, provided in your loan agreement.
3. Before-Solar and Post-Solar Rates are calculated based on Pacific Gas & Electric Company's rate schedules listed by third party provider Genability. The utility rates reflected in the estimated utility costs and savings in this Proposal are based on current rates but may be higher if a publicly announced proposed rate increase is expected to be in effect when your system is activated.
4. Electric bill is estimated assuming annual utility rate escalations 4%. Actual escalation may differ or vary annually.
5. Savings is estimated as the difference between the cost of a solar system and the value of solar, which includes projected utility bill savings. Savings are estimated and do not incorporate the effects of any possible taxes. Savings are shown for discussion purposes only and are not guaranteed.
6. Savings are based on your utility rate on the date of this proposal, during year one of your system's activation.
7. Estimated solar electricity cost is based on projected system costs and estimated system production, assuming typical weather at your location. Your production, and therefore cost per kWh, may vary depending on actual weather experienced in any given year.
8. Electricity Savings are estimated based on your utility rate on the date of this proposal, and represent savings on charges for electricity usage only. Actual monthly bills can include fixed charges that are unrelated to actual electricity usage, and may be subject to minimum monthly bill restrictions. Allterra does not warrant or guarantee savings.
9. Actual consumption over time may vary based on electricity needs, impacting overall savings.