

JOIN THE 51ST STATE SOLAR CO-OP

We're a vendor neutral non-profit organization. Our experts help you through each step of the process to ensure you get the right equipment for your home, quality installation and a strong warranty. Our co-ops leverage the power of bulk purchasing to help you save money.

GOING SOLAR WITH A CO-OP

MONTH 1 THRU 2

1 LEARN

about the co-op

Attend an info session, visit our website

2 SIGN UP

online to participate in the co-op

There is a sign-up deadline usually in month 5 or 6

3 GROW THE CO-OP

tell your friends and neighbors!

MONTH 3

4 SELECT

an installer once co-op reaches 30 members

Solar United Neighbors:

- Issues a competitive RFP on behalf of the co-op – open to all installers!
- Review bids, call references and check licensing, equipment and warranties

Co-op members :

- come together to review bids, select a single installer

MONTH 4 THRU 8

★ SIGN UP DEADLINE

Last chance to join the co-op

5 SCHEDULE

Installer site visit, receive customized proposal based on co-op pricing

6 SIGN A CONTRACT with the installer

7 INSTALL solar system

8 PARTY!

Meet your fellow solar neighbors and celebrate your successes



Co-op financing considerations

- Systems are sized based on the size of available sunny space on your roof, your electricity consumption, and the size of your budget.
- Costs are per watt since panels have different wattages.
- Prices are for a complete, turn-key system and include equipment and installation.
- Solar is a long-term investment and allows you to hedge against rising electrical prices.
- For households that qualify for a free installation under Solar for All, the first 5 years of SRECs will be used to finance the systems and will not be available to homeowners

ADDITIONAL INCENTIVES AND FINANCING OPTIONS:

- Solar Renewable Energy Credits (SRECs) are an additional source of revenue from your solar system. These can be sold upfront or as they are generated. 1 SREC = 1 MWh of solar energy.
- Traditional loans, solar loans, home equity line of credit (HELOC).
- Installers may offer additional financing options.

SAMPLE CASH PURCHASE:

EXAMPLE PRICING ONLY. ACTUAL SYSTEM SIZE WILL VARY.	4kW	8kW
Average DC solar co-op pricing (\$3.00/Watt)	\$12,000	\$24,000
30% Federal tax credit (calculated before SREC sale)	-\$3,600	-\$7,200
Solar Renewable Energy Credit (15- year upfront)	-\$4,000	-\$8,000
Net cost	\$4,400	\$8,800
Estimated year 1 electricity savings*	\$700	\$1,500
Estimated year 10 savings (cumulative)*	\$7,800	\$15,600
Estimated lifetime savings (25 years)*	\$21,900	\$43,800
Net Profit	\$17,500	\$35,000

SAMPLE LOANS:

These are sample prices, actual cost will depend on system size, interest rate, credit score, and other factors. These prices do not include incentives besides 30% tax credit.

Home equity line of credit loan, interest rate 4%, 30% down (then take tax credit)

	4kW SYSTEM - \$12,000		8kW SYSTEM - \$24,000	
	10 YEAR TERM	15 YEAR TERM	10 YEAR TERM	15 YEAR TERM
Monthly loan payment	\$85	\$62	\$170	\$124
Monthly electric savings**	-\$61	-\$61	-\$122	-\$122
Net monthly payment	\$24	\$1	\$49	\$3
Net Profit (after 25 years)	\$11,700	\$10,700	\$23,400	\$21,400

* 2% electricity price increase per year, 13.71 cents/kWh electricity rate, -.5% panel degradation per year, 1,330 yearly production per 1kW of solar, does not include solar renewable energy credits or additional incentives (besides 30% federal tax credit)

** reflects year one average savings – savings will grow each year as electricity costs increase

LEARN MORE: www.SolarUnitedNeighbors.org/51stState
 QUESTIONS? email: dcteam@solarunitedneighbors.org or call: 202-888-3601



Solar United Neighbors is a 501(C)(3) organization.