



51st State Solar Co-op Offer Details

Co-op installer selected!

The 51st State Solar Co-op is excited to announce that your selection committee chose [EDGE Energy](#) as the co-op’s installer. The co-op used a competitive bidding process to solicit bids from area installers. A selection committee made up of co-op members then met for nearly 2.5 hours to review the proposals and select winning bids. The selected installer was chosen for the quality equipment they provide, the care to detail applied to installations and customer interactions, and their confidence in EDGE’s ability to handle a large group of installations. We’re excited to be working with them!

NOTE: *Please keep this information confidential to the group since the pricing was provided as part of a competitive bidding process. See below for more information on why this is important.*

What to expect

Here’s some basic examples on the available offerings and an overview of what you can expect as we begin the proposal and installation phase of the co-op. During your site visit, your assigned installer’s sales staff will walk you through the options below and explain the advantages and disadvantages of the various components as they relate to your specific site. You may also consider a Power Purchase Agreement instead of owning the system. This type of financing is also available from the selected installer and will reflect the group pricing discounts.

The pricing examples below are based on sample system sizes (yours will be custom to your home) and do not include any additional costs (“adders”) that occasionally apply for special situations like upgrading an electrical panel. Any applicable adders are also defined in the winning bids.

Example costs for purchase and loan-financed systems based on group pricing. <i>Your system size will be specific to your home, energy usage and budget. This is to give you a sense of the range of potential system sizes and costs</i>		
Equipment	Cost Before Incentives (4kW system – Avg. Size)	Cost Before Incentives (7kW – Large Size)
Base price: \$2.95/W SunPower 320W DC panels + SMA SunnyBoy TL string inverter (with SPS or SolarEdge Optimizers and inverter)	\$11,800	\$20,650
Tier 1 upgrade: \$3.29/W SunPower 327W AC panels	\$13,160	\$23,030
Tier 2 upgrade: \$3.59/W SunPower 335/345W AC panels	\$14,360	\$25,130
Tier 3 upgrade: \$3.85/W SunPower 360W AC panels	\$15,400	\$26,950



** All systems come with a 25-year installation and workmanship warranty from the installer **
Again, your selected installer will give you a proposal based on this pricing but custom for your home and energy usage. Their proposal will also show you how the applicable incentives affect your specific bottom line.

Additional Bid Components

- 10% off all roof replacement & insulation projects
- +\$0.20/W – flat roof rafter-mount racking*
- +\$0.59/W – parapet to parapet racking*
- +\$0.75/W – slate or shake roof racking
- +\$0.30/W – ground mount on Solar Foundations racking
- +\$10/ft – trenching power lines
- +\$0.08/W – squirrel guards (SolaTrim) and Snow Guards (Alpine Solar)
- +\$1.15+/ft² – roof structure reinforcement (2x8 sisters). Reinforcement scope and costs is based on engineering requirements.
- \$1,000/\$2,900 flat fee – electrical panel upgrade / Heavy-up service
- No extra cost for: life-time monitoring, line side tap, cellular monitoring, and Home Energy Display
- Free check-up & maintenance after 12 months
- Free removal & replacement of panels within 10 years of installation, after 10 years cost will be determined at market rate (usually 10-20 cents/watt)
- \$1,600 flat fee – Clipper Creek Electric Vehicle charger

***If you have a flat roof, then one of these adders will be applied to the base (\$/W) price of the system. It's difficult to predetermine which adder will apply to your roof. When the installer conducts a site visit, they will determine what works best for your house.**

Sharing these numbers

Please don't post this document on public forums or share it outside of the group. This pricing is just for 51st State solar co-op participants. Part of the reason we get such good pricing is the co-op's limited timeframe and the size of our co-op, which allows installers to order materials in bulk. They cannot offer these kinds of prices indefinitely or for single projects, and it's not fair to ask them to do so. So, if you have friends or neighbors interested in going solar, have them sign up for the co-op at: www.solarunitedneighbors.org/51stState.

Next steps: Site assessment

1. Schedule a home site assessment with your installer. The installer welcome letter will explain how to schedule this appointment with your assigned installer. If you haven't been to an info meeting it's a great idea to attend one or [watch this pre-recorded](#)



[meeting](#) before the site visit. That way you'll be prepared to discuss your solar options and make the best possible decision for your home.

2. On the day of the site assessment, someone from your installer will look at your roof to make sure it is in good repair and can support a solar system in addition to examining your main electrical panel. They will also look at your energy bills to determine how much of your energy use you can offset with solar.
 - a. For the meeting, have a copy of your electric bill ready to give to your installer.
 - b. Also, if you have a budget in mind for what you'd like to spend, let them know so they can size your system accordingly. Any amount of solar is great, even if it doesn't offset 100% of your electricity usage!
3. Either during or shortly after your site visit, your installer will give you an individualized proposal for a system for your home (*this may be in person or via email*). The price will be based on the group pricing.
 - a. The system size and components in the proposal can be adjusted according to your preferences and budget. So, make sure to talk to your installer if you have any questions or concerns.
4. After you receive your proposal, you have 30 days to sign your contract with your installer and put down a deposit. After the 30 days, the group pricing will expire unless you are in active consultation with the installer about your project.
5. Once you sign your contract, your installer will coordinate designing, engineering, permitting, installing, and interconnecting your system with your utility company. Your installer will give a time frame for expected installation and interconnection. 3-5 months from contract signing before your system begins producing electricity is fairly typical in this area.

Next steps: Get connected!

- Join the D.C. [listserv](#): Engage in broader conversations about solar in our state. Also, a good place to ask questions of the broader solar community.
- Like Solar United Neighbors of D.C. on [Facebook](#): Like us on Facebook to stay updated. We'll post updates about the group and other solar news.
- Check out our [website](#): A great resource for solar FAQs.

Contact information

For questions related to your installation or your specific project, your installer should be your first contact. Contact information will be provided in the welcome letter.

However, if you have any questions, concerns, or problems at any point of the process, let me know! We're here to help make this process as easy and enjoyable as possible. And, as a nonprofit, we're consumer advocates and installer neutral. Our goal is not to sell systems, but help people go solar and build a strong, vibrant solar community. So, if you are having any problems, please let me know so I can help!



All the best,

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