



THINKING ABOUT  
**GOING  
SOLAR?**





If you've been thinking about solar,  
now is your time!

## THERE'S NEVER BEEN A BETTER TIME TO GO SOLAR.

- Save money on your electric bill
- Inflation-proof your home with a predictable monthly payment
- Keep your family safe in power outages
- Take advantage of the best federal incentives we've had in years



### Great financial incentives

The federal solar incentive tax credit is back in place at 30%, so now is a great time to take advantage of that savings. Additional state and local incentives vary by area, and we're happy to talk through any incentives available to you in addition to the federal tax credit. These may include state and local incentives and solar renewable energy credits.



### Solar loans as low as .49%

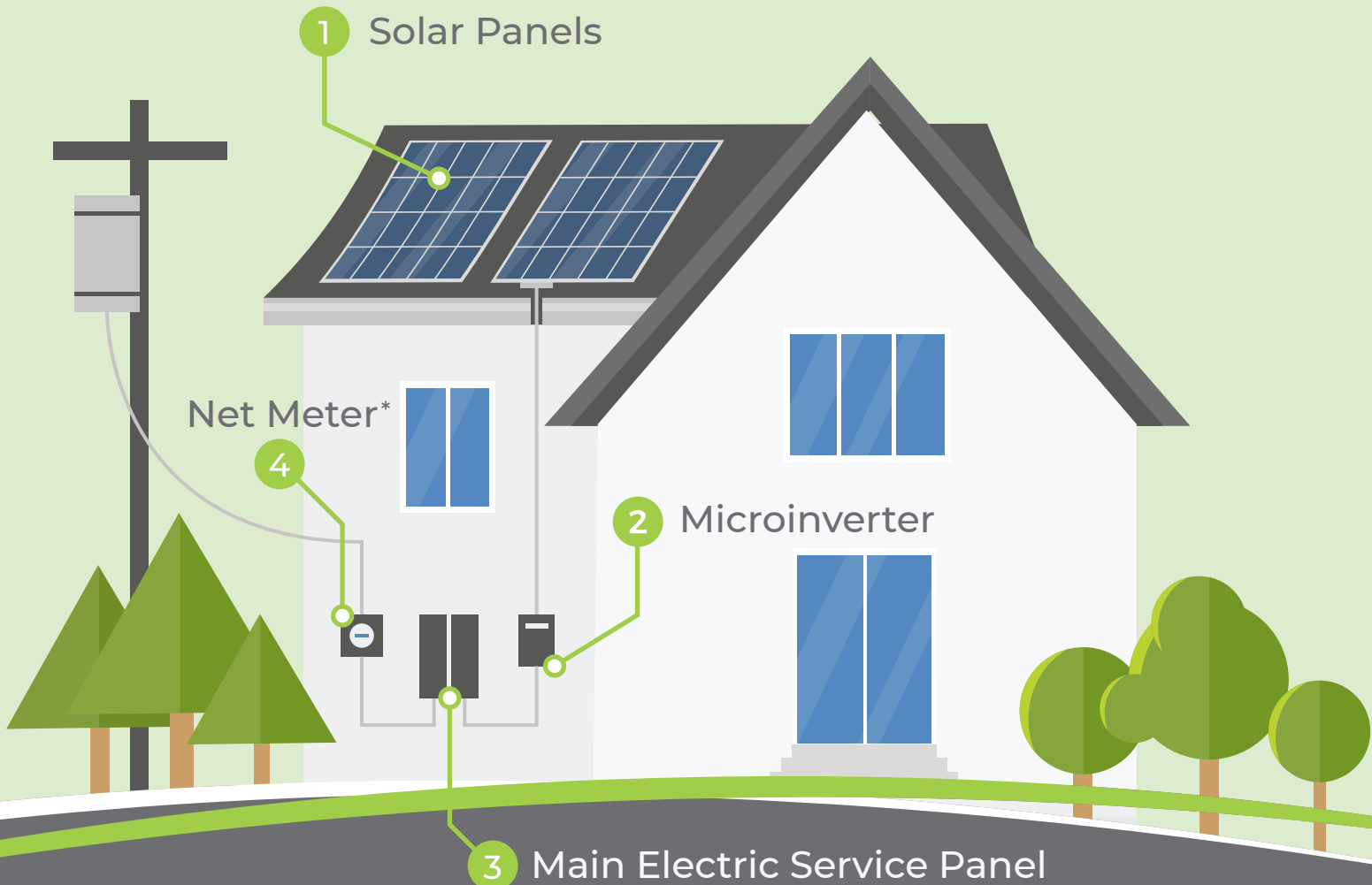
With loan options as low as .49%, we can often lower or 1-to-1 swap your monthly electric payment for the solar loan payment. Our solar consultants will talk through the options with you and help you find the financing method that best fits your budget and your goals.



### Invest in your home

Solar increases your home value. A recent [Zillow study](#) showed that homes with solar systems sold for about 4% more than those with typical energy systems.

# How does solar work?



1

## Solar Panels

Convert sunlight to direct current (DC electricity).

2

## Microinverter

Converts the DC electricity produced by the panels into alternating current (AC electricity).

3

## Main Electric Service Panel

Solar electricity from microinverter flows through this service panel to your home or the grid.

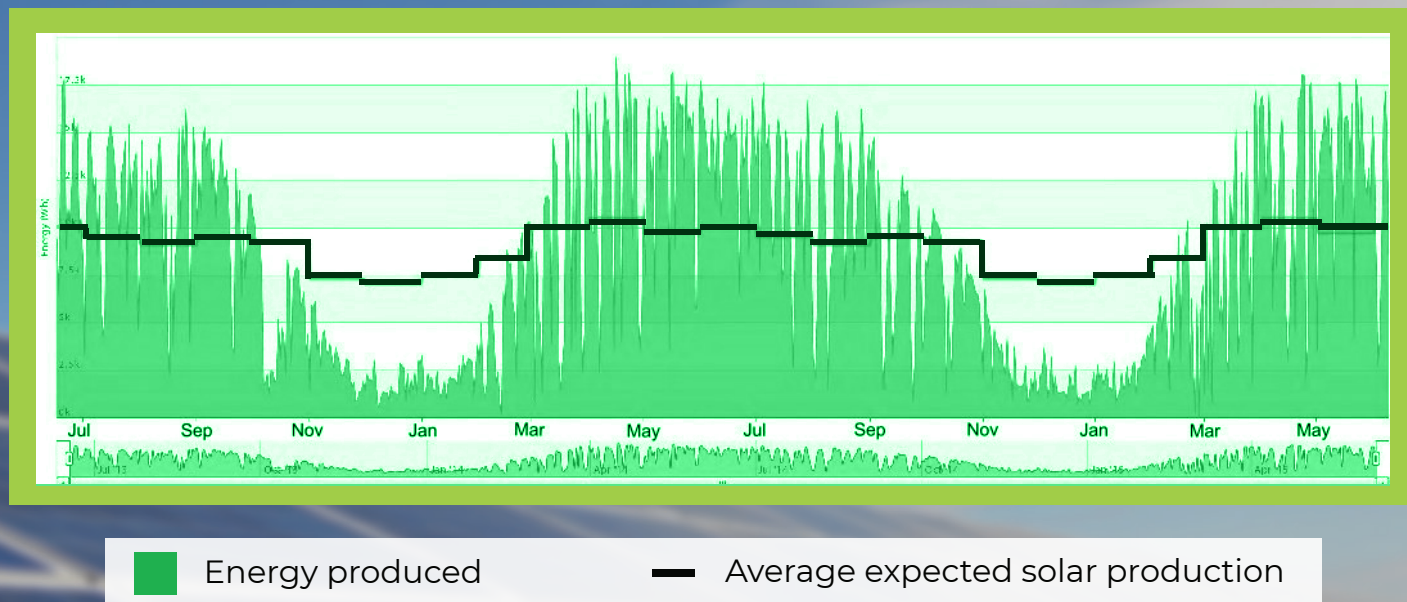
4

## Net Meter

Reads electricity that you use from the grid as well as the excess solar electricity that flows into the grid from your solar system.

\*Note: In some instances the net meter is installed as part of the main electric service panel

# Typical solar production over one year

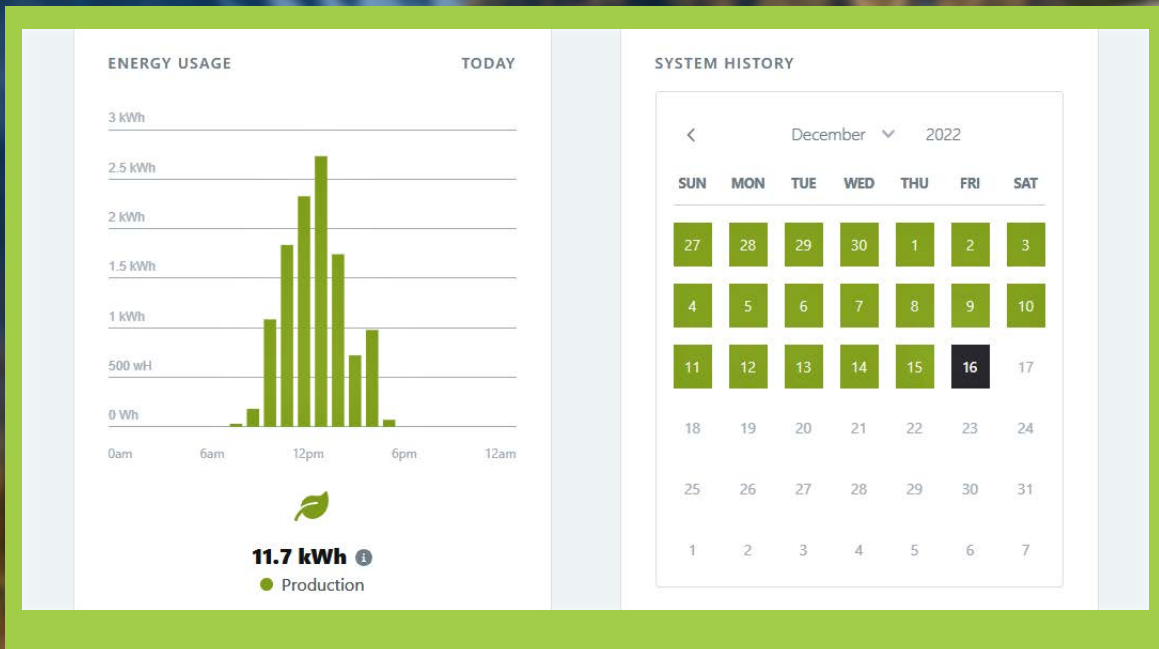


## A SNAPSHOT OF SOLAR PRODUCTION

The chart above is an example of solar production throughout the year. You will see that the green spikes represent an above average production from your array in the summer. The dips represent the effect of the winter season that is generally more cloudy and rainy. The black line represents the average production over a 12 month period. If we extended this chart you would see that the highs and lows would form a pattern, year over year, creating a very predictable forecast for your system.



# Solar panel system monitoring



## SOLAR SYSTEM MONITORING

When your system is turned on, we will provide you with a monitoring system to track your production. You'll be able to see how your system is performing throughout the day and over time, and you can see how much energy you are using from solar power vs. grid power. These stats can all be viewed in real time on your computer, smartphone, or tablet.

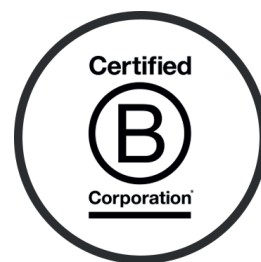
# Why Ipsun?

Ipsun Solar is a values-driven company. We hold ourselves to the highest standards of quality, craftsmanship and customer care. We back that commitment up with membership in the Amicus Solar Cooperative and as a Certified B Corporation, Certified Tesla Powerwall installer and NABCEP certified installer. We are a licensed general contractor in VA: 270516470 and MD: HIC114192, as well as insured, bonded and licensed up to \$5,000,000.



**Amicus** is a member-owned purchasing cooperative of 60 high-quality, independent, values-driven solar energy companies. Its members are carefully chosen, independently-owned solar energy companies working every day to create climate justice, to treat their workers well, and to help their customers join the renewable energy movement.

**Certified B Corporations** are value-based businesses that balance purpose and profit and use business as a force for good. They are legally required to consider the impact of their decisions on their workers, customers, suppliers, community, and the environment. B Corps create workplaces, products and services that make the world a better place.



**NABCEP** (North American Board of Certified Energy Practitioners) is the United States' gold standard for solar professional training and ethics. NABCEP includes rigorous training, an ethics pledge, and ongoing continuous education to maintain certification. We hold two of the top-level NABCEP certifications: PV Technical Sales and PV Installation Professional.

# Cost of NOT going solar

Your power company's rates go up every year...that's a given.

## FOR EXAMPLE

Let's say your rate goes up by 4% every year and your current monthly payment is \$140. By year 10 you will have paid your power company \$20,170.26

This means that you are essentially renting your power & will end up paying your power company MORE than it actually costs to own a solar system.

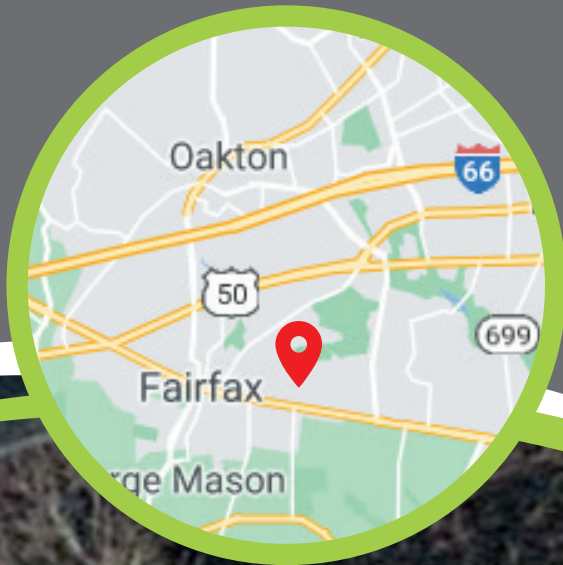
## OWN SOLAR FOR LESS THAN IT COSTS TO PAY YOUR POWER BILL!

4% Rate Increase Forecast										
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Monthly Bill	\$ 40.00	\$ 41.60	\$ 43.26	\$ 44.99	\$ 46.79	\$ 48.67	\$ 50.61	\$ 52.64	\$ 54.74	\$ 56.93
Yearly Bill	\$ 480.00	\$ 499.20	\$ 519.17	\$ 539.93	\$ 561.53	\$ 583.99	\$ 607.35	\$ 631.65	\$ 656.91	\$ 683.19
Cumulative	\$ 480.00	\$ 979.20	\$ 4,406.40	\$ 4,946.33	\$ 5,507.87	\$ 6,091.86	\$ 6,699.21	\$ 7,330.86	\$ 7,987.77	\$ 8,670.96
Monthly Bill	\$ 50.00	\$ 52.00	\$ 54.08	\$ 56.24	\$ 58.49	\$ 60.83	\$ 63.27	\$ 65.80	\$ 68.43	\$ 71.17
Yearly Bill	\$ 600.00	\$ 624.00	\$ 648.96	\$ 674.92	\$ 701.92	\$ 729.99	\$ 759.19	\$ 789.56	\$ 821.14	\$ 853.99
Cumulative	\$ 600.00	\$ 1,224.00	\$ 1,872.96	\$ 2,547.88	\$ 3,249.79	\$ 3,979.79	\$ 4,738.98	\$ 5,528.54	\$ 6,349.68	\$ 7,203.66
Monthly Bill	\$ 60.00	\$ 62.40	\$ 64.90	\$ 67.49	\$ 70.19	\$ 73.00	\$ 75.92	\$ 78.96	\$ 82.11	\$ 85.40
Yearly Bill	\$ 720.00	\$ 748.80	\$ 778.75	\$ 809.90	\$ 842.30	\$ 875.99	\$ 911.03	\$ 947.47	\$ 985.37	\$ 1,024.78
Cumulative	\$ 720.00	\$ 1,468.80	\$ 2,247.55	\$ 3,057.45	\$ 3,899.75	\$ 4,775.74	\$ 5,686.77	\$ 6,634.24	\$ 7,619.61	\$ 8,644.40
Monthly Bill	\$ 70.00	\$ 72.80	\$ 75.71	\$ 78.74	\$ 81.89	\$ 85.17	\$ 88.57	\$ 92.12	\$ 95.80	\$ 99.63
Yearly Bill	\$ 840.00	\$ 873.60	\$ 908.54	\$ 944.89	\$ 982.68	\$ 1,021.99	\$ 1,062.87	\$ 1,105.38	\$ 1,149.60	\$ 1,195.58
Cumulative	\$ 840.00	\$ 1,713.60	\$ 2,622.14	\$ 3,567.03	\$ 4,549.71	\$ 5,571.70	\$ 6,634.57	\$ 7,739.95	\$ 8,889.55	\$ 10,085.13
Monthly Bill	\$ 80.00	\$ 83.20	\$ 86.53	\$ 89.99	\$ 93.59	\$ 97.33	\$ 101.23	\$ 105.27	\$ 109.49	\$ 113.86
Yearly Bill	\$ 960.00	\$ 998.40	\$ 1,038.34	\$ 1,079.87	\$ 1,123.06	\$ 1,167.99	\$ 1,214.71	\$ 1,263.29	\$ 1,313.83	\$ 1,366.38
Cumulative	\$ 960.00	\$ 1,958.40	\$ 2,996.74	\$ 4,076.61	\$ 5,199.67	\$ 6,367.66	\$ 7,582.36	\$ 8,845.66	\$ 10,159.48	\$ 11,525.86
Monthly Bill	\$ 90.00	\$ 93.60	\$ 97.34	\$ 101.24	\$ 105.29	\$ 109.50	\$ 113.88	\$ 118.43	\$ 123.17	\$ 128.10
Yearly Bill	\$ 1,080.00	\$ 1,123.20	\$ 1,168.13	\$ 1,214.85	\$ 1,263.45	\$ 1,313.99	\$ 1,366.54	\$ 1,421.21	\$ 1,478.05	\$ 1,537.18
Cumulative	\$ 1,080.00	\$ 2,203.20	\$ 3,371.33	\$ 4,586.18	\$ 5,849.63	\$ 7,163.61	\$ 8,530.16	\$ 9,951.36	\$ 11,429.42	\$ 12,966.60
Monthly Bill	\$ 100.00	\$ 104.00	\$ 108.16	\$ 112.49	\$ 116.99	\$ 121.67	\$ 126.53	\$ 131.59	\$ 136.86	\$ 142.33
Yearly Bill	\$ 1,200.00	\$ 1,248.00	\$ 1,297.92	\$ 1,349.84	\$ 1,403.83	\$ 1,459.98	\$ 1,518.38	\$ 1,579.12	\$ 1,642.28	\$ 1,707.97
Cumulative	\$ 1,200.00	\$ 2,448.00	\$ 3,745.92	\$ 5,095.76	\$ 6,499.59	\$ 7,959.57	\$ 9,477.95	\$ 11,057.07	\$ 12,699.35	\$ 14,407.33
Monthly Bill	\$ 120.00	\$ 124.80	\$ 129.79	\$ 134.98	\$ 140.38	\$ 146.00	\$ 151.84	\$ 157.91	\$ 164.23	\$ 170.80
Yearly Bill	\$ 1,440.00	\$ 1,540.80	\$ 1,557.50	\$ 1,619.80	\$ 1,684.60	\$ 1,751.98	\$ 1,822.06	\$ 1,894.94	\$ 1,970.74	\$ 2,049.57
Cumulative	\$ 1,440.00	\$ 1,540.80	\$ 3,098.30	\$ 4,718.11	\$ 6,402.70	\$ 8,154.68	\$ 9,976.74	\$ 11,871.69	\$ 13,842.43	\$ 15,891.99
Monthly Bill	\$ 140.00	\$ 145.60	\$ 151.42	\$ 157.48	\$ 163.78	\$ 170.33	\$ 177.14	\$ 184.23	\$ 191.60	\$ 199.27
Yearly Bill	\$ 1,680.00	\$ 1,747.20	\$ 1,817.09	\$ 1,889.77	\$ 1,965.36	\$ 2,043.98	\$ 2,125.74	\$ 2,210.77	\$ 2,299.20	\$ 2,391.16
Cumulative	\$ 1,680.00	\$ 3,427.20	\$ 5,244.29	\$ 7,134.06	\$ 9,099.42	\$ 11,143.40	\$ 13,269.13	\$ 15,479.90	\$ 17,779.10	\$ 20,170.26
Monthly Bill	\$ 160.00	\$ 166.40	\$ 173.06	\$ 179.98	\$ 187.18	\$ 194.66	\$ 202.45	\$ 210.55	\$ 218.97	\$ 227.73
Yearly Bill	\$ 1,920.00	\$ 2,054.40	\$ 2,076.67	\$ 2,159.74	\$ 2,246.13	\$ 2,335.97	\$ 2,429.41	\$ 2,526.59	\$ 2,627.65	\$ 2,732.76
Cumulative	\$ 1,920.00	\$ 1,996.80	\$ 4,073.47	\$ 6,233.21	\$ 8,479.34	\$ 10,815.31	\$ 13,244.73	\$ 15,771.31	\$ 18,398.97	\$ 21,131.73
Monthly Bill	\$ 180.00	\$ 187.20	\$ 194.69	\$ 202.48	\$ 210.57	\$ 219.00	\$ 227.76	\$ 236.87	\$ 246.34	\$ 256.20
Yearly Bill	\$ 2,160.00	\$ 2,311.20	\$ 2,336.26	\$ 2,429.71	\$ 2,526.89	\$ 2,627.97	\$ 2,733.09	\$ 2,842.41	\$ 2,956.11	\$ 3,074.35
Cumulative	\$ 2,160.00	\$ 2,246.40	\$ 4,582.66	\$ 7,012.36	\$ 9,539.26	\$ 12,167.23	\$ 14,900.32	\$ 17,742.73	\$ 20,698.84	\$ 23,773.19
Monthly Bill	\$ 200.00	\$ 208.00	\$ 216.32	\$ 224.97	\$ 233.97	\$ 243.33	\$ 253.06	\$ 263.19	\$ 273.71	\$ 284.66
Yearly Bill	\$ 2,400.00	\$ 2,568.00	\$ 2,595.84	\$ 2,699.67	\$ 2,807.66	\$ 2,919.97	\$ 3,036.77	\$ 3,158.24	\$ 3,284.57	\$ 3,415.95
Cumulative	\$ 2,400.00	\$ 2,496.00	\$ 5,091.84	\$ 7,791.51	\$ 10,599.17	\$ 13,519.14	\$ 16,555.91	\$ 19,714.14	\$ 22,998.71	\$ 26,414.66



# Concept design

Using cutting-edge technology, we provide a FREE estimate and design of solar panels on your home.



## AERIAL PHOTOGRAPH WITH SOLAR PLAN OVERLAY

Project Type: **PV**

Array Info: **(24) PV Modules**







# READY TO TAKE THE NEXT STEP?



We're just a phone call or email away! Send us your last power bill for a **FREE** energy assessment and consultation.

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**THANK YOU**  
for spending some time with us!



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