



Electrical Safety-Efficiency- Renewable Energy

118 Hampson St. Dracut, MA 01826
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June 7, 2019

10 Reasons for NGrid customers to Go Solar, Use a Local Contractor, and Own your System...SOON!

If you are one of the many residents in NGrid electric service territory contemplating the idea of installing a solar energy system, here are some of the benefits that should help make your decision easy:

1. Solar Energy Is Independent, Sustainable, and Reliable

Unlike other sources of energy that deplete the Earth's natural resources and are controlled by specific geopolitical jurisdictions, solar power is generated from the sun over which no one can exercise ownership or control making solar a very reliable and sustainable source of energy that cannot be affected by polarizing issues such as pipelines, climate change, and political preferences

2. Good for The Environment

Solar power generation releases no harmful carbon emissions making it one of the most environmentally friendly and renewable sources of energy, especially when installed by locally sourced labor.

3. Cost Effective and Predictable

Once installed properly, solar power systems require almost no maintenance, and conservative future cost savings from installing a solar system can be determined upfront since the sun's cycle is predictable, and energy prices consistently rise year over year.

4. Save Money On Electric Bills

Thanks to Net Metering, residential solar generators can sell excess power back to the utility at full value. This can virtually eliminate the electrical costs in many properties.

5. SMART program (Solar Massachusetts Renewable Target)

System owners also receive additional compensation from their utility at a current rate of approximately \$.09/kwh depending on your location as a part of the Mass. SMART program for the 1st 10 years of their systems operation. After 10 years, owners of renewable energy systems will be able to sell rights to the Renewable credits at a rate yet to be determined in addition to the value of the electricity itself.

6. The Sooner the Better

Be sure to act early in order to take advantage of the Federal Income tax credit of 30% which is scheduled to drop in 2020. The SMART program incentives are also scheduled to decline in pre-established blocks.

7. Buying Local Creates Jobs, Boost the Local Economy, & Reduces Traffic and Pollution

8. Most Solar systems installed by the Large Corporate Solar companies are owned by those companies (not the home owner) and are installed by a centralized labor force.

9. Local Contractors Rely on Referrals from Satisfied Customers for their continued success.



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10. Purchasing instead of Leasing can earn you an Additional \$45,000 (or more)

By the Numbers:

- An average sized system (8kw) with ideal siting conditions (south facing roof with no shade) costs around \$15,800 after federal and Mass. tax credits are applied (\$24,000 before)
- A 10-year loan with a 6% interest rate, costs approximately \$175/ month. The **total revenue** that this system will generate is around **\$3,301 / Year** (*) for the 1st 10 years of the systems 20+-year service life. With this model, **an additional \$100 / month** is earned *after* the loan payment is made
- This is far more than the 20% savings being promised by many of the leasing or PPA models. After the loan is paid off, the system will produce an additional \$33,010+* over the balance of its rated 20-year service life.
- \$15,800 (Average post tax credit cost)
- \$3,301 annual revenue (Generation & SMART program incentive)
- \$2,100 annual principal & interest payments for a 10-year loan
- \$1,201 annual profit (\$12,010 profit years 1-10 then \$33,010 years 11- 20)
- **\$45,020.00 Net Profit over 20 Years compared to an estimated \$ 9,600.00 (20% savings w/ 20-year lease on \$200/month electric bill)**
(* assumes \$.311/ kWh electric rates and no additional REC's (a conservative estimate)

Solar Works, So Turn to Your Local Experts at Focus Electrical

If you are ready to have the experts at Focus Electrical answer any questions, and guide you to the resources available and needed to get your solar project completed right, on time, and within budget, call us anytime at (978) 95-SOLAR. We have successfully completed over 100 systems to date and yours could be next!

We look forward to the opportunity to guide you towards a more sustainable future,

Jim Conlon
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