



AN INTRODUCTION TO GRID TIED SOLAR

Presented by: Sam Zuckerman
Owner, Maine Solar Solutions

TODAY'S DISCUSSION



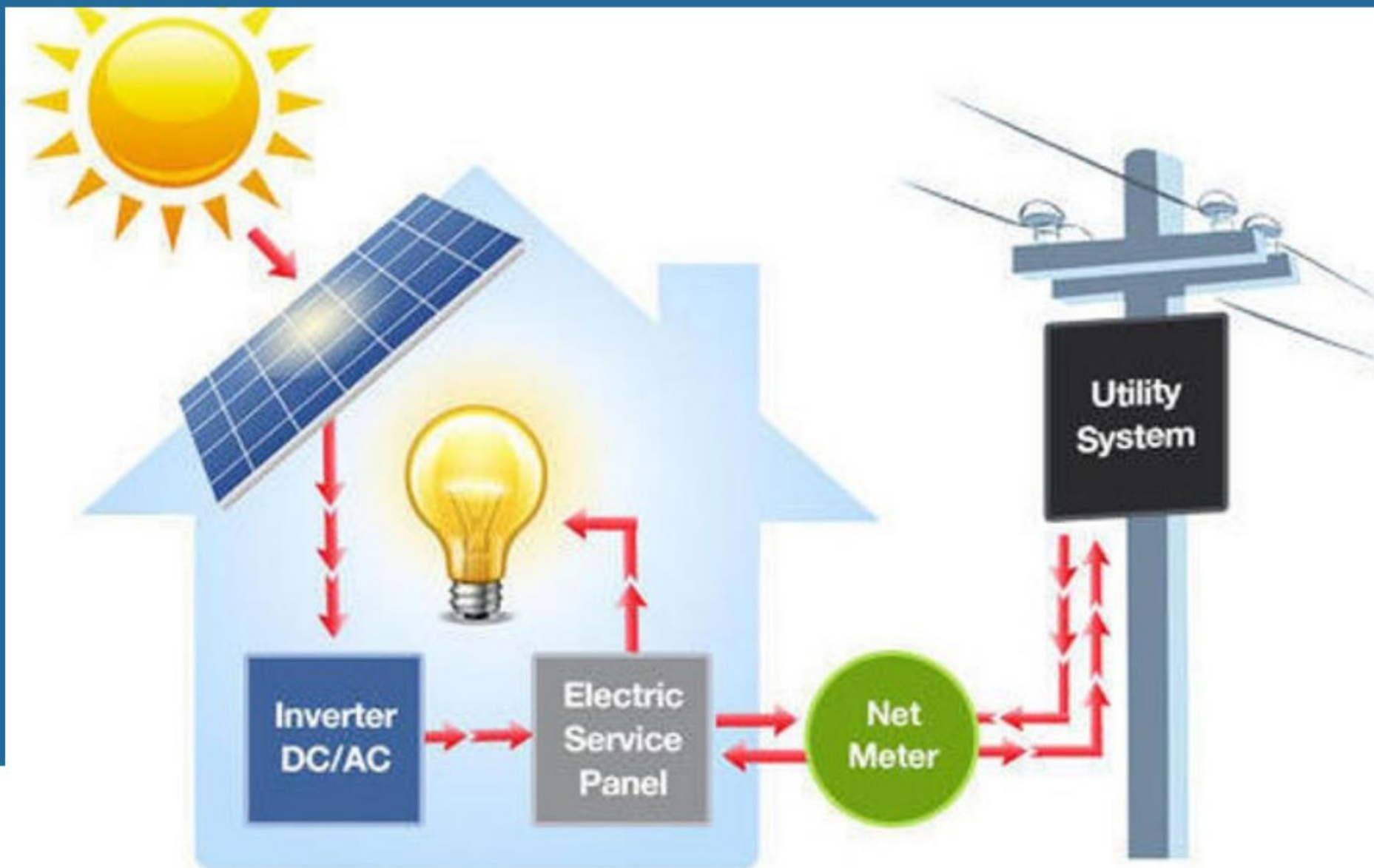
WHAT IS GRID TIED
SOLAR ELECTRIC?



HOW DOES NET METERING
WORK?



WHAT SIZE SYSTEM DO
I NEED?





NET METERING FAQ

WHAT IF THE SYSTEM PRODUCES MORE POWER IN A YEAR THAN I USE?

CAN I USE EXCESS CREDITS FROM MY ARRAY TO OFFSET ANOTHER ACCOUNT?

NET METERING BENEFITS



Get the full value of your solar system whether you use the power right away or send the excess power to the grid



You get a 1 to 1 kWh credit for any excess power your system produces.



Excess kWh's are credited on a rolling 12-month period.



Reduce your bill to the minimum monthly charge of \$13/month.



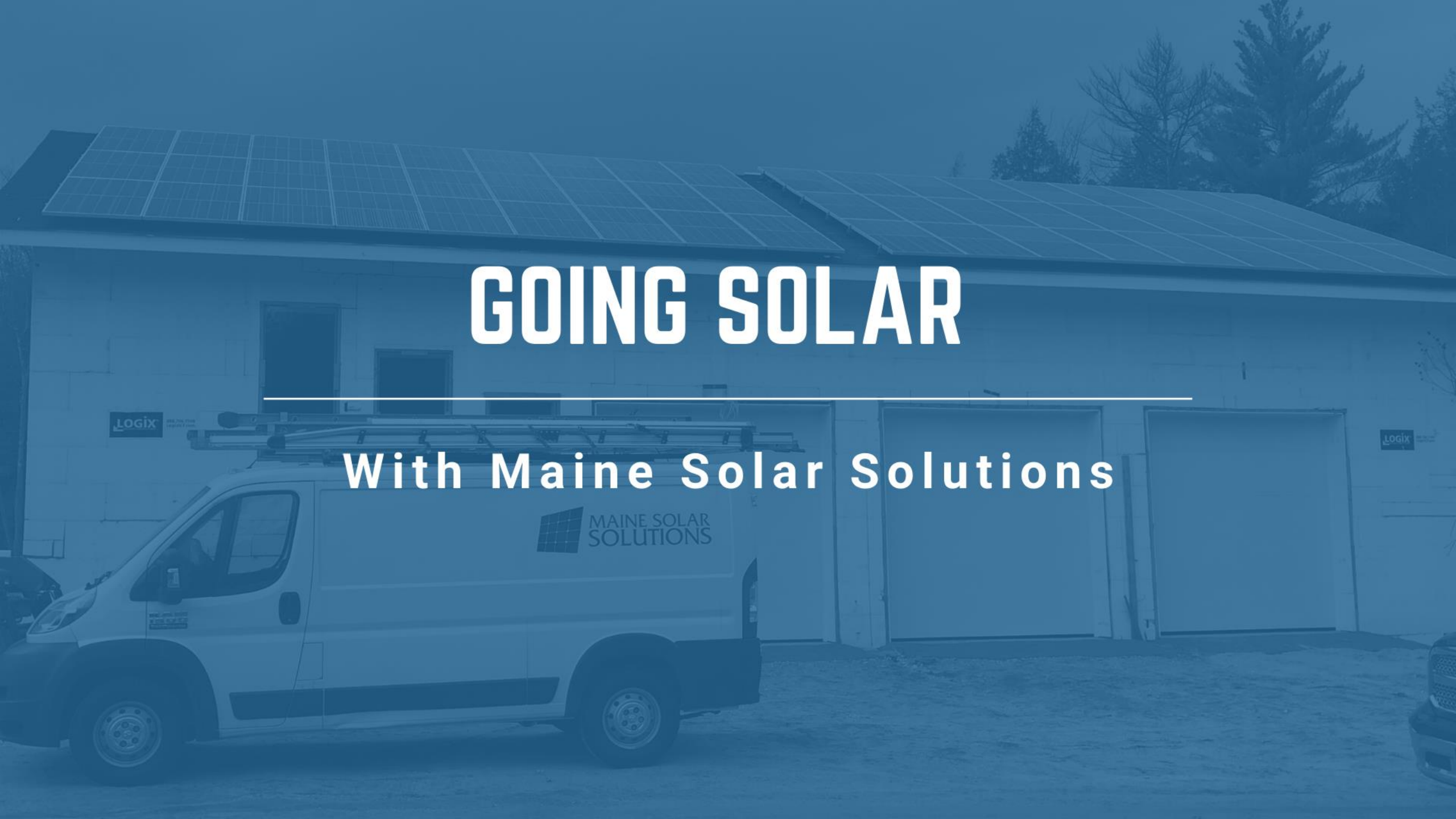
GRID TIED SOLAR FAQ

**DOES A GRID TIED SOLAR ELECTRIC
SYSTEM REQUIRE BATTERIES?**

**WHAT HAPPENS WHEN THE POWER
GOES OUT?**

GOING SOLAR

With Maine Solar Solutions



OUR PROCESS - modified during COVID-19



Step 1:

INTRODUCTORY PHONE CALL

The first step is a brief phone call where we gather some information and schedule a free solar site evaluation. We confirm your address, we determine your annual electricity usage & we answer some of your basic questions.



Step 2:

FREE SOLAR SITE ASSESSMENT

We schedule a thorough onsite solar assessment where we measure the roof and perform a shade analysis. We use this information to prepare a preliminary solar proposal specific to the conditions at your home. We also take pictures that will be used to plan your install.



Step 3:

ONLINE PRESENTATION OF PRELIMINARY PROPOSAL

We present a preliminary solar proposal designed specifically for your home. We educate you as to how solar works, review the net-metering policy and typically present 3 or 4 different panel options. We also educate you & present options such as battery back-up, car chargers and consumption meters.

Based on your feedback and questions we can modify your proposal during our call and once you have narrowed down your choices, we can also present a selection of financing options with varied interest rates and loan terms.



Step 4:

THE SOLAR INSTALLATION

Our qualified and experienced team handles all aspects of your installation. We present a fixed cost proposal. From paperwork to final inspection, we provide a high quality, safe and code compliant installation.



SIZING YOUR SOLAR SYSTEM

www.mainesolarsolutions.com

WHAT SIZE SOLAR SYSTEM DO I NEED?

**WE DESIGN A SYSTEM TO OFFSET
YOUR ANNUAL ELECTRICITY USAGE.**

- We calculate your current annual electrical consumption
- We factor in any electrical loads you may add to your home such as heat pumps, heat-pump hot water heaters or electric cars



CALCULATE ANNUAL USAGE

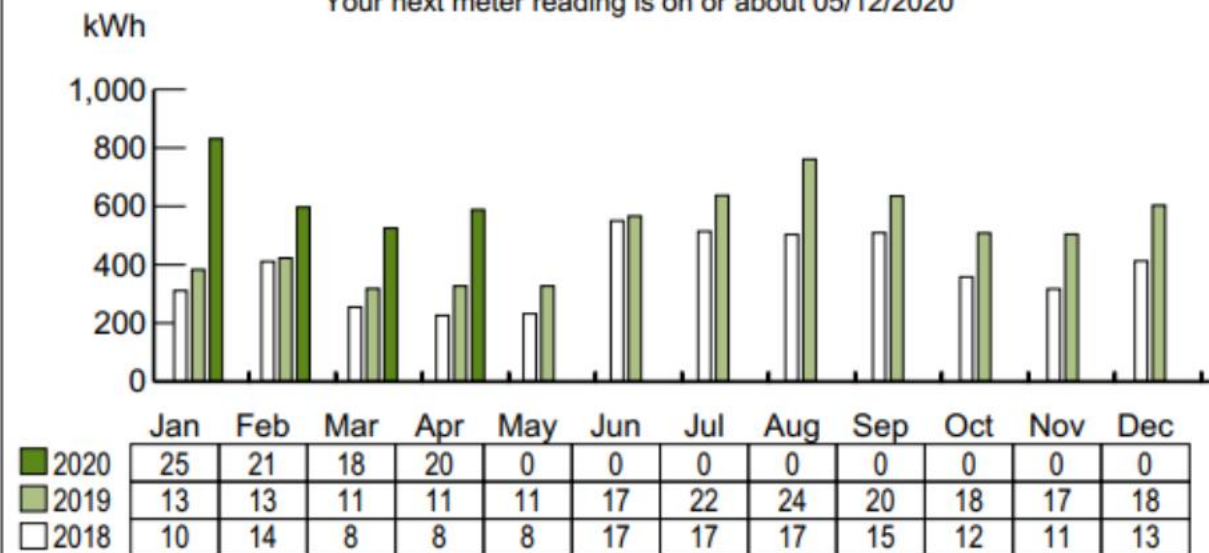
6,800 KWH/YR



Prior Balance	\$83.65
Payments received through 04/13/2020 - Thank you	-\$83.65
Balance Forward	\$0.00
Electricity Delivery Central Maine Power	+\$51.43
Electricity Supply Standard Offer	+\$42.95
Please pay by 05/11/2020	\$94.38

Your Monthly Usage Summary(kWh)

Your next meter reading is on or about 05/12/2020



Your Average Daily Usage (kWh)

WHAT SIZE SOLAR ARRAY DO I NEED?

INFORMATION WE TAKE INTO ACCOUNT TO SIZE YOUR SYSTEM:

- The available space on your roof
- Your roof pitch
- Orientation to south (azimuth)
- Shade readings
- Geographic location of your home



WHAT SIZE SOLAR ARRAY DO I NEED?

SYSTEM DESIGN FAQs

- What is the best angle for solar panels?
- My house doesn't face directly south - is that ok?
- What's the best type of roofing to install on?
- Do I need to remove trees if they shade the array?
- Do I have to install solar on my roof?

A photograph of a white, two-story house with a grey shingled roof. A large array of solar panels is installed on the left side of the roof. The house has white horizontal siding, a central front door with a small porch, and a two-car garage with white doors. There are several windows, including a large double window in the dormer on the left and a circular window in the dormer on the right. The house is surrounded by trees and landscaping, including a driveway on the left and a walkway leading to the front door. A blue banner with white text is overlaid on the bottom left of the image.

**4 KW SOLAR ARRAY
5,000 KWH/YEAR**



**7.5 KW SOLAR ARRAY
9600 KWH/YEAR**

A two-story house with a grey roof and a large solar array installed on the right side. The house has yellow siding on the upper level and grey siding on the lower level. There are several windows and a chimney. The house is surrounded by green trees and a lawn.

**11 KW SOLAR ARRAY
14,200 KWH/YEAR**



SYSTEM COMPONENTS

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MAJOR SYSTEM COMPONENTS

- Solar Panels
- Racking System
- Inverter & Optimizers
- System Monitoring

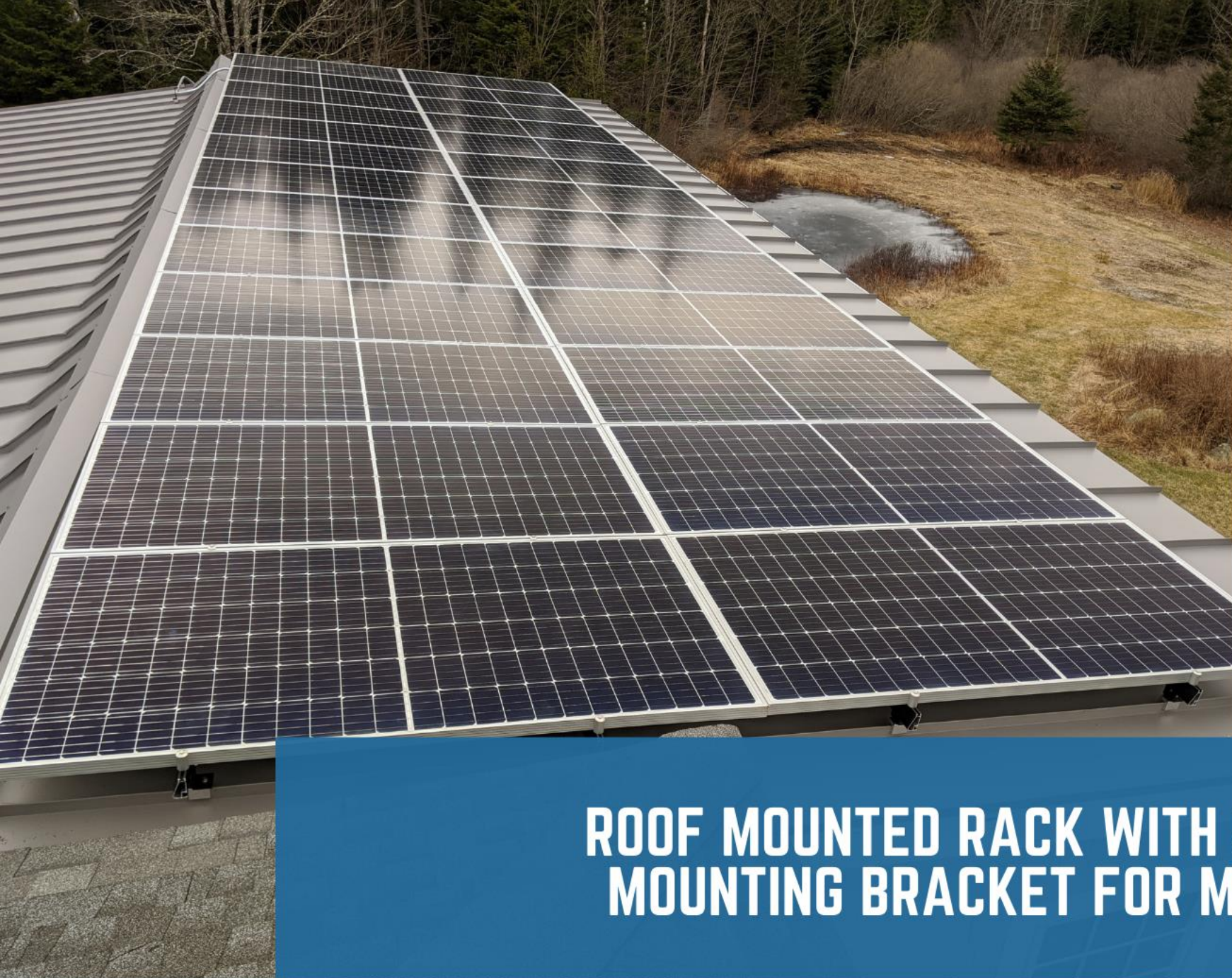
THINGS TO KNOW WHEN CHOOSING SOLAR PANELS:

- Wattage
- Efficiency
- Size
- Appearance
- Country of Manufacture
- Cost





**ROOF MOUNTED RACK WITH FLASHED L-FOOT
MOUNTING BRACKET FOR SHINGLED ROOFS**



**ROOF MOUNTED RACK WITH SEAM CLAMP
MOUNTING BRACKET FOR METAL ROOFS**

A photograph of a red barn with a standing seam metal roof. The roof is covered with a large array of solar panels. The barn has several windows and two air conditioning units mounted on the exterior wall. A blue banner is overlaid on the bottom left of the image.

STANDING SEAM METAL ROOF

A photograph of a house with a steep asphalt roof covered in black solar panels. The house has light-colored vertical siding on the main level and dark grey siding on the upper level. A green door is visible on the main level. A red cupola sits on the roof. In the background, there is a red house and some trees under a blue sky with clouds.

ASPHALT ROOF (ALL BLACK PANELS)



ASPHALT SHINGLE ROOF



GROUND MOUNTED SOLAR ARRAYS

INVERTER



- Track production
- Monitor performance
- Run production reports
- Provide remote access for troubleshooting



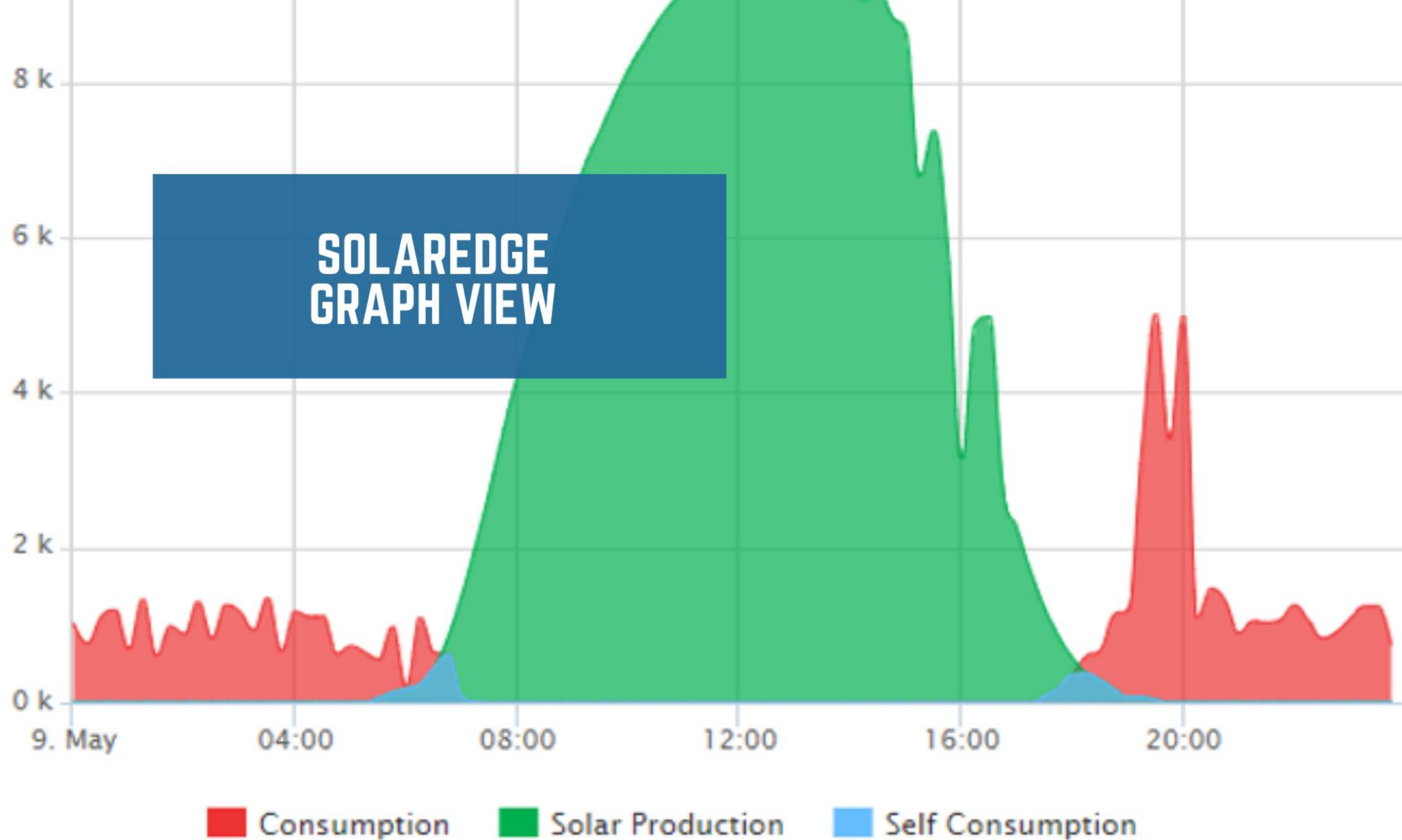
**OPTIMIZERS ARE
MOUNTED ON THE ROOF
—
ONE PER PANEL**

SYSTEM MONITORING



- Track production
- Monitor performance
- Run production reports
- Provide remote access for troubleshooting

SOLAREGE GRAPH VIEW



THE BENEFITS OF OWNING A SOLAR ELECTRIC SYSTEM

- Fix your cost of electricity by pre-purchasing a lifetime of electricity production
- Reduce or eliminate your carbon footprint by combining with heat pumps and heat pump hot water heaters
- Couple with a battery for back-up power during outages
- Earn a 22% federal tax credit



MAINE SOLAR
SOLUTIONS



BATTERY BACKUP

TESLA
POWERWALL
CERTIFIED INSTALLER

Protect your home during blackouts.
Backup power during grid outages.

Grid Independence:

Store excess solar electricity in batteries during the day. Use your stored solar power at night.

Your solar electric system can charge the batteries during an outage.

When combined with solar, battery backup qualifies for federal tax credit.

BATTERY BACKUP FAQ



Can I add batteries later?



How long will the battery last?



Can I run my whole house with a battery back-up?



FREQUENTLY ASKED QUESTIONS



- What about snow on the panels?
- How long do solar panels last?
- What if my roof needs to be replaced?
- What if I have shade on my roof?
- What if my home doesn't face directly south?
- Do you offer financing?
- Is there a tax credit or state incentive?
- How long does an install take?

**CONTACT US VIA
OUR WEBSITE,
EMAIL OR CALL
TO SCHEDULE A
FREE SOLAR SITE
ASSESSMENT**

EMAIL ADDRESS

info@mainesolarsolutions.com

PHONE NUMBER

(207) 871-7191



**MAINE SOLAR
SOLUTIONS**

**THANK YOU,
FOR ATTENDING!**