

Whether you're 30, 60, 80, our oldest is 103 years old ! It always makes sense to save \$\$.

WHICH OF THESE ARE YOU?



What is Sensible Solar ?

A simple explanation is a professionally done discovery analysis that gives you the just the right amount of solar, guaranteeing you the best mix of energy vs. cost. We have a unique partnership with Element Energy Co to bring you outstanding programs.

We create programs suited perfectly for your needs and lifestyle and present a Solar Savings Report (SSR) at a private sit-down meeting in your home or business.

Adding solar is a commonsense hedge against inflation as the sun's energy captured daily will never go up in price. APS just implemented 11% rate increase for 2024 and a request for another 11% 2025. SRP rates increased 8% in November of 2024 with more to follow.

With inflation growing at an annualize rate of 5%+ solar is a smart move saving \$ every month.

We are experts in the current APS & SRP programs which are difficult for the average consumer to understand. A brief summary:

APS offers two rate plans: Time of Use and Time of Use with Demand Charge. The main difference between these plans is that the Time of Use with Demand Charge plan has lower rates, but an additional monthly usage charge. The Time of Use plan has higher rates but no extra charge. Add more complexity is on-peak and off-peak charges vary with the season.

SRP has four different rate plans each with their own unique characteristics.

Many SRP customers are unknowingly on the wrong plan at high per kWh rates. Each of the four plans charges customers based on usage throughout the month and incur fixed monthly charges. The electricity rates vary based on the time of the day the electricity is used, which are referred to as Time-of-Use Rates. Two of the four plans have lower rates than the others, but also incur a monthly Demand Charge. Rates change multiple times monthly and yearly.

SOUND CONFUSING? WE ARE EXPERTS GETTING YOU OFF THE RATE HIKE LADDER

Decades of expertise on every style of home & roof type.

In Arizona we service the entire Valley of the Sun, Prescott, Payson and more.

Note: We have put solar on 2000+ homes in Sun City.



Sensible Solar Az

Authorized Element Energy Wholesaler

 **ElementEnergy**



Programs to Enhance your life

Whether you are 25, 35, 55, 65, 75, 90 our oldest is 103
It is always 'Sensible' to save money.

We create a customized program which incorporates just the right amount of solar and through our sophisticated rate & usage analysis place you on your utility's best rate plan for maximum short- and long-term savings.

Lately everything is going up in cost. On a 'fixed income' or retirement income you have no control over electric rate increases. Should you call and ask to lower your rates their answer is conserve all day and especially during the peak hours of 4-7 pm, they advise 'conserve, don't run air conditioning, don't wash your clothes, cook as little as possible, limit computer use, etc.'. Solar electricity produced on your own roof, puts you in control. It provides reliable clean inexpensive energy, as much as 40% lower in cost. Solar frees you to use your electricity when you need and want.

IMPORTANT! Most people don't realize that they are on an endless contract with their electric utility. Most of us have been programmed our whole adult lives to automatically, mindlessly pay this bill every month regardless of the cost. They bill, you pay. We show you that solar is a sensible low-cost alternative. Switching to solar you escape high-cost utility electricity and are once and for all free of the rate-hike ladder. Rate increases are in the works for 2024 and beyond. Equal pay or economy billing programs do not stop these rate increases from being charged to you - the increases are just spread out over time!

Solar frees you to use your own power when you want.
You produce your own electricity - reliable, clean and low-cost energy.

SOLAR ENHANCES YOUR LIFE



Sensible Solar Az

 ElementEnergy



Programs to Enhance your life

Ways solar enhances your life

- * Frees you to use power whenever you need or want
- * Frees up your money due to much lower electric costs
- * You become part of the solution by using renewable energy
- * Your solar reduces future threats of brown and black outs
- * Within a trust, passes on to family members low-cost energy
- * Passive income produced during fall, winter and spring
- * Adds equity value, according real estate studies nationwide

SENSIBLE SOLAR PROGRAMS

We have a unique partnership with Element Energy Co, Sun City Solar Az™ & Our World Energy™ to bring you these outstanding programs to purchase, finance or the \$0 Program.

ESSENTIAL SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100% of your electricity, add extra power for electric vehicles, and future-proof you from any future rate increases. Average reduction in electric costs of 30% to 40%. Your utility bill charges are offset by your own energy. Those who finance or lease, instead of buying, will have only one bill, a much lower solar bill. You will continue to receive utility statements, but they will only include credits.

You also qualify for a 25-year rate increase cap of 1.9% and a 10-year energy buyback.

SNOWBIRD SOLAR

A specialized program provides power year-round for those leaving their home for 2–6 months per year. Average reduction in electric costs of 30% to 40%. No more utility bill charges; only one low-cost solar bill, less than what you are currently paying. You will still receive a utility statement, but it will only reflect credits. Maximizes energy buy-back (net billing) income, transforming your roof into an energy producer, generating passive income of \$100 or more per year.

You also qualify for a 25-year rate increase cap and 10-year energy buyback.

EV SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100% of your electricity, add extra power for electric vehicles, and future-proof you from any future rate increases. Average reduction in electric costs of 30% to 40%. Your bill is eliminated; you will not have one again. Those who finance or lease, instead of buying, will have only one bill, a much lower solar bill. You will continue to receive utility statements, but they will only include credits.

You also qualify for a 25-year rate increase cap of 1.9% and a 10-year energy buyback.

ULTIMATE SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100% of your electricity with extra power to future-proof you from rate increases. Average reduction in electric costs of 30% to 40%. We integrate batteries to provide 24/7 power during any brownout or blackout. Your utility bill charges are offset by your own energy. You will still receive a utility statement, but it will only reflect credits.

You also qualify for a 25-year rate increase cap of 1.9% and a 10-year energy buyback.

TWO WAYS TO OBTAIN SOLAR

Solar has come down in price in the last 10 years, vastly improved technically, and now has output easily providing all the energy you need during the day and even paying for the nighttime energy you get from the grid. Here's the great part: in the fall, winter, and spring, you're using roughly 50% or less of the power your rooftop solar is producing! It is metered, and every kilowatt you don't use, your utility pays you. This goes onto your bill as a credit, rolls over each month, and the excess amount is refunded every January to you in a check!

The first way to obtain solar is to buy it

Buying gives immediate ownership, and the systems we design produce all the electricity for your needs. The average amount of time for a return on investment is 8 to 12 years. At this point, your yearly utility savings have paid for your investment. From this point on, your electricity is truly free. With the federal 30% tax credit, this is a very attractive way to capitalize and get your system working if you have taxable income. State gives \$1000.00.

Our Solar Program is the second option

Currently, you are on a power purchase agreement with your utility; electricity is delivered to you and you are billed for it at the end of each month. **It is an endless billing contract** for which you have no control over the cost. The cost of electricity has been continually going up for the past decade, with no end in sight. **Your utility is a monopoly; they bill you.** Their solution to cut your bill is to not wash clothes, delay cooking meals, cut back on operating computers, etc. until after peak hours! Worse yet, in the heat of the summer, it is suggested to cut off completely or raise the thermostat on your air conditioning at the hottest part of the day to save money! **There is a better way, and solar provides a truly 'sensible' solution, freeing you from the utility monopoly.**

Our solar program is very simple and sensible: a complete solar collection system installed in your home at no cost to you. There is never a down payment or any payment for the cost of the system. Based on your energy usage, we create a system that perfectly meets your energy needs. **You pay on a monthly basis only for the output of the system that creates all the power your home needs.** Your average savings is 30 to 40% per month.

How? Fact: The electricity you buy from your utility is expensive and historically increases every year. On average, utility customers pay 16–19 cents per kWh, but electricity produced by your own system is 10–12 cents—so inexpensive that it frees you to use electricity at the time and in the way you want. **Freedom for you!**

This much lower solar payment is fixed for 25 years. You now have a totally predictable cost each month for your electricity. Think of it this way: it is like a fixed-rate mortgage versus a variable-rate mortgage. Not at all like the 'equal pay plans' of utility companies, which merely spread the cost of high-priced electricity over 12 months. Solar frees you from their monopoly once and for all, plus the utility pays you back for each kWh you don't use.

Month by month, you're saving 30 to 40%—truly amazing. The length of our solar program term matches the 25-year no-deductible warranty on your panels, inverters, electrical components, and roof.

So very simply, you are switching bills from your high-priced utility bill to a much, much lower-cost bill from your new solar company. There is absolutely no risk, only benefits.

The big plus is that all future rate increases and fee increases are reduced or eliminated since you're using your own power. Another big one is that you are no longer taxed for your electricity.

Lastly, our solar program is fully transferable to a new home owner or, within a trust, to a family member. There are no fees or costs to transfer. Note: Your system can be purchased anytime during the term with no pre-payment penalties at a pro-rated cost.

People searching for homes want low-cost energy, especially when it is locked in for many years.

SOLAR IS AN AMAZING INVESTMENT



**Your utility rates are getting higher every year, aren't they?
Yet sunlight is free and abundant.**

Solar power instead current APS or SRP power is a very smart decision.

Do I really save \$\$ or does the cost of a solar system offset any savings that I might get??

I state unequivocally you will save !

Note: Beware of online Solar Companies who quote you low prices with great savings, but later if you choose to do an appointment, discover that these telephone and online offers are many times a 'bait and switch' with higher prices given in person.

**Steer clear of all advertisements that you can get free solar from the government !
These are scams to get your personal data and then sell it.**

Our face-to-face private personal service

**My company schedules to meet in your home to show a
free customized energy analysis Solar Savings Report (SSR)**

SSR is our professionally created program creating a 'totally accurate' month-by-month report showing remarkable savings specifically crafted for your home.

We always engineer to produce an excess of power to allow for unexpected high usage.

Our professional analysis factors past usage and other parameters that many competitors do not and 'online programs' cannot do. It is a 12-48-point proprietary program our company utilizes.

THE AMAZING \$0 SOLAR

Power Purchase Agreement (PPA)



These amazing benefits over purchasing:

We install a complete solar system at no charge to you ever

We give a 25-year rate increase cap guarantee

You get a power buyback rate guarantee

We Provide 25-year maintenance – \$0 deductible

We include a 24/7 system monitoring for worry-free solar

You get a 25-year power performance guarantee

We guarantee No Lien on your property or you for the system

We guarantee no-cost transfer with no-qualifying to new owner or family member

Our Amazing \$0 Solar PPA is a wonderful arrangement in which a third-party developer installs, owns, and operates an energy system on a customer's property.

The customer (you) receive the system's electric output for a predetermined period.

Instant financial savings are achieved because the energy system produces electricity at a cost that is substantially lower than the utility's retail rate (usually 30%–40% less). Our engineers' free analysis of your energy consumption results in a specially designed system for you.

You receive stable and low-cost electricity with no upfront cost.

You can purchase the system down the road at a discount with no pre-payment penalties.

A truly a win-win situation

SOLAR ENERGY CAPTURED BY SOLAR PANELS NEVER INCREASE IN COST

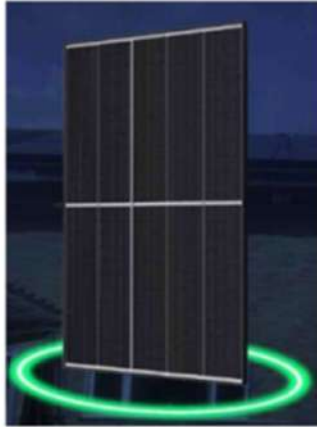
OUR EXTREME WEATHER EQUIPMENT

STATE OF THE ART TECHNOLOGY*

Q-Cells Peak Duo™ Tier One panels and Enphase™ IQ8 micro inverters

Made in the USA used in 17 countries worldwide

*Stress rated to withstand Arizona temps, 60 mph golf ball and 240 mph 1" ice pellet impact



Enphase IQ8+ Microinverter



Ready for today and tomorrow, build on a distributed architecture platform. This modular microinverter design allows you to expand your system quickly and easily as your need grows.

Make yourself independent of your electricity provider. Your new solar panel supplies you with powerful solar energy—400+ watts. So you simply use self-generated electricity for your refrigerator, washing machine, lighting, pools, computers, etc. That saves money! The black on black solar panel design provides a modern look and fits ideally into virtually any architectural style. Every panel has its own micro inverter for matchless performance.

Patented full-screen technology: no maintenance required. With conventional solar modules, dust, dirt, leaves, and rainwater often collect on the frame and block the incidence of light. This lowers the efficiency of the panel and makes regular cleaning necessary. Save yourself the trouble!

Thanks to patented full-screen technology with full-surface lamination and rounded edges, the frame of your new solar panel forms a flat plane with the solar cells. Wind and rainwater flow off unhindered and wash away impurities. This way, you increase the power yield by 6–15% without any additional effort!

Note: You do not need the services of companies to clean your panels; it is unnecessary and can even void panel warranties. Because the panels in Arizona are mounted on the roof rather than the ground, any fine dust is normally blown off by the wind or washed away by the monsoons or even the infrequent rains we get. Sunlight normally penetrates any fine dust with no appreciable degradation of output, as multiple studies show.

State-of-the-art half-cell technology for highest efficiency: A solar cell is divided into two half cells using modern half-cell technology.

The advantage? The electrical losses are reduced, so that the performance of the solar cell and thus also that of the solar module increases. You benefit from more solar energy compared to conventional panels.

Optimal solar power yield thanks to bypass diodes. Not every solar cell gets the same amount of sun at all times. Sometimes one is partially in the shade, and sometimes dirt and dust have accumulated on another. These cells deliver little or no power and impede the flow of electricity, which affects the overall performance of the solar panel. Thanks to bypass diodes, these obstacles are easily bypassed, and your panel continues to produce a high yield. Defects are also prevented in this way.

Solid technology for strong performance: The mono-crystalline solar module has a high efficiency and a long service life, to enjoy your power generator for a long time. 25-year warranty for materials and workmanship.

EXPERT REVIEW OF QCELLS SOLAR PANELS

By Catherine Lane Updated 01/29/2024



Qcells is a Tier 1 solar panel manufacturer that makes high-performance photovoltaic (PV) and energy storage products for the residential, commercial, and industrial solar energy markets. Its solar panels are near the top of the market for efficiency, performance, and warranty structure, and they are used by installers worldwide.

Qcells is one of the most popular solar brands in the U.S. If you're shopping for solar and comparing offers from solar installers, you've probably seen a quote that includes Qcells panels and wondered if they're any good. Well, we think they're great. In fact, we liked them enough to crown Qcells as #1 on the SolarReviews Best Solar Manufacturers list.

Qcells are high-quality, high-reliability panels sold at a good price. Qcells solar panels' quality, the company's huge investment in American manufacturing, and their commitment to long-term support are all reasons we recommend Qcells modules to anyone looking for a new solar installation.

Key takeaways

- Qcells is SolarReviews' #1 solar panel manufacturer in 2023.
- The company produces high-quality monocrystalline silicon solar panels for home, commercial, and industrial use, and manufactures many of its products for the U.S. market in Dalton, Georgia.
- The company's newest technology advancement is Q.ANTUM NEO, which has allowed its Q.TRON panels to reach 22.0% efficiency ratings.
- Bottom line: Qcells are among the top panels you can buy for your home, with performance, cost, and warranty that equals that of other Tier 1 solar panels.

Is it Qcells, Q CELLS, or Hanwha Q CELLS?

Qcells solar panels have a history just as long as the modern solar industry. The company has been sold and rebranded a few times since its inception and has grown from humble roots into a worldwide manufacturer. Founded in 1999 in Thalheim, Germany, as Q CELLS AG, the company quickly grew to be one of the top solar module manufacturers in the world. Unfortunately, the late-2000s worldwide economic downturn and strong competition from government-subsidized Chinese solar panel companies took their toll, and in 2011, the company filed for insolvency. The Hanwha Group, a South Korean company with a robust solar business, purchased its assets.

In the years since, Hanwha has brought together its German engineering team and world-class manufacturing capabilities to reinvigorate the Q CELLS brand, becoming one of the world's top 10 solar module manufacturers.

In 2018, Hanwha removed its name from the brand, leaving its products simply called "Q CELLS". It further streamlined the brand name in 2022, becoming the less-shouty "Qcells."

However, you'd be forgiven for using any format of the brand name. Hanwha still owns the company, and even the Qcells North America website includes the old all-caps style of the name in various places.

Qcells now has manufacturing facilities worldwide, most notably its huge U.S. facility in Dalton, Georgia, the largest solar manufacturing plant in the Western Hemisphere, upon its completion in 2019. The company currently makes more solar panels in North America than any other and is set to continue to grow its production capacity in Georgia. Any Qcells panel you buy in America will likely have been made by workers in Georgia.

OUR WORLD-CLASS INSTALLATION COMPANY



Element Energy & Sensible Solar Az™ partner with Our World Energy™ experts who never take the satisfaction of our customers for granted. That's just one of the many reasons why they're dedicated to an unwavering philosophy of making customers the top priority when it comes to solar, battery storage and roofing. QCell™ top installer.

**LOCAL SOLAR INSTALLATION EXPERTS, LOCATED OFF THE 101 & THUNDERBIRD IN PEORIA,
HONEST RELATIONSHIPS. REAL TALK.**

Mission: Offer energy peace of mind, ensure client satisfaction, and provide real customer value.

Our customers are always #1.

We proudly offer a full bumper-to-bumper guarantee with a 25-year warranty on the panels, inverter, roof, racking and workmanship.

Our world revolves around powering yours.

Our Energy™ Assurance:

- *We want you to be a customer for life.**
- *We will find a way to make it work.**
- *We will find a way to make it right.**

*** Top Rated 4-5-Star consumer reviews across multiple review platforms.**

*** Our Solar Systems Deliver at 106%+ Over Production.**

*** NABCEP Certified.**

*** 93% First-Time Inspection Approval Rating.**

*** Exclusive PPA, Finance & Purchase Options.**

TOP INDUSTRY CERTIFICATIONS:

*** QCell™ Certified Elite Installer**

*** Enphase™ Elite Installer**

*** Enphase™ Battery Storage Platinum Installer**

*** UNMATCHED 25-YEAR WARRANTY on Panels, Inverters, Workmanship, Roof, Racking with Performance Guarantee**

Glassdoor reviews. Dec 10, 2022 · Our World Energy has an overall rating of 4.7 out of 5, based on over 27 reviews left anonymously by employees.



Review from John L 5 stars 09/21/2023

***** and his crew were here so that we could upgrade 100 amp service to 200 amps. In spite of all the obstacles they encountered, they did a great job were very professional, and took care of every unforeseen circumstance that came along.



Review from Matthew A 5 stars 09/20/2023

***** and his crew did an amazing job with the install and got it done faster than expected

MORE REVIEWS



Review from Patricia R

5 stars 09/20/2023

Great friendly company and workers very professional and helpful of what they were doing..Their communications are awesome with text or call when having questions. Would highly recommend!!



Review from Ryan S

5 stars 09/19/2023

Very helpful and kept in touch for every step of the process. Addressed my concerns and was pleasant to work with. ***** was great at communicating with me about each phase of my project.



Review from Alex B

5 stars 09/15/2023

***** was amazing, she kept in touch with me via email, text message and phone calls. What ever it took, she made sure that the guys in the field had my phone number and they called whenever they were coming. Always had plenty of notice. I was coordinating the install for my friend ***** at his home, and ***** made sure to keep me in the loop for all updates, etc. Absolutely top notch, professional all the way 100% amazing company. I would wholeheartedly recommend them to anybody who is interested in solar for their home, or RV.



Our World Energy Response

09/18/2023

We are pleased to hear that you've had a great experience with OWE this far and will continue to provide the best customer service in the future. Thank you for taking the time to leave us this review, we truly appreciate the feedback! We hope to have yourself as customer in the near future! Thanks again!



Review from Jayanth Y

5 stars 09/19/2023

I reached out to QCells to find the authorized installers in my area and Qcells recommended OWE. Sales Representative, **** spent more than 3 hours after his working hours, answered all our questions patiently and at the end everything has been delivered as he promised. After talking to my friends, I was in an impression that the panels installation, approvals will take months but to our surprise everything was done much earlier. Project coordinator *** stayed in touch with me almost every other day to keep me informed about installation, inspections and permit. Seif answered to every single message and call that I made. ***** did an amazing job. They showed up on time, spent almost 7 hours and left only when everything was 100% done. I would definitely recommend Our World Energy to all my friends and family. Thank you again! :)



Review from Shawn C

5 stars 09/18/2023

Our first steps to getting our solar power was getting the site survey which was done by ***** here in ***** , ** and he did such a great, professional job for **...from ** asking questions to getting the job done fast, safely and easy. We look forward to the next step and can't wait. Thank You *****



ELECTRICITY PRICES



THE TRUE COST SOLAR VS. UTILITY

According to the U.S. Bureau of Labor Statistics current national average price is \$0.17-18 for "Electricity per KWH". Data collected by a national survey and varies slightly from region to region. APS is a monopoly, 'they bill and you pay'. Historically rates have gone up 5% per year which doesn't sound like much, but consider that rates have doubled since 2002 and are on track to double again in 8 years. Your high summer bill \$175 will be \$350, your \$285, \$570 - unsustainable. 2024 the rate hike of 11% implemented with a proposed 2025 11% before the Rate Board. Why continue to buy high cost electricity? Our \$0 program puts a complete solar system on your roof for nothing out of pocket ever, you pay only for low cost solar, rate is locked for 25 years.

Data below will surprise many of Solar savings vs. Utility electricity costs

Chart based on 5% average rate increase per year

Your Current Average Utility Bill	10-years of Payments	15-years of Payments	20-years of Payments
\$100/mo. Utility Bill	\$18,129.00	\$30,168.00	\$40,879.00
Solar Energy Cost	\$11,784	\$19,662	\$26,571
Solar saving average 35%	-\$6,345	-\$10,506	-\$14,308
\$150/mo. Utility Bill	\$27,194.00	\$45,232.00	\$67,450.00
Solar Energy Cost	\$17,676	\$29,358	\$43,843
Solar saving average 35%	-\$9,518	-\$15,874	-\$23,607
\$200/mo. Utility Bill	\$36,256.00	\$60,473.00	\$89,935.00
Solar Energy Cost	\$23,566	\$38,308	\$58,457
Solar saving average 35%	-\$12,896	-\$21,165	-\$31,477
\$250/mo. Utility Bill	\$45,321.00	\$75,593.00	\$112,419.00
Solar Energy Cost	\$29,459	\$49,135	\$73,072
Solar saving average 35%	-\$15,862	-\$26,458	-\$39,347
\$300/mo. Utility Bill	\$54,390.00	\$90,711.00	\$134,902.00
Solar Energy Cost	\$35,353	\$58,962	\$87,686
Solar saving average 35%	-\$19,037	-\$31,749	-\$47,216

“I DON’T NEED SOLAR - I’M A SNOWBIRD”



Why Solar is a great investment for Snowbirds

“I am only here part of the year, solar is not for me, it won’t really save any money”

Having worked as a solar specialist and expert for many years, I can attest to the fact that switching to solar energy from your existing utility is a very wise financial move that also generates passive income and shields you from future rate increases. Your roof becomes a money producer while you are away each and every month.

First, traditional energy has always been more expensive, regardless of how much of it you use. APS recently enacted the biggest raise in their history for you and its 2.8 million customers. When compared to utility energy, which costs between 16-19 cents per kilowatt-hour and is constantly rising, solar energy only costs 10-12 cents!

Secondly, take note of the charges on the left side of your bill: 22+ are taxes, surcharges, and other miscellaneous fees. Despite the fact that you have been paying for these for years, many customers are unaware that they account for 25–40% of your bill - \$25+ in fees for customers with an average monthly bill of \$70, \$250+ annually and \$1250+ over the course of five years! Junk fees you have to pay. Solar output pays these as we show.

How does solar help me when I am gone during the hot months? It's really easy: if you keep your house closed up and adjust the thermostat to 80–90 degrees, your air conditioner won't run as frequently, resulting in lower energy consumption and a lower annual bill. Solar energy performs even better because the energy produced and absorbed by your panels exceeds your energy consumption in the fall, winter, spring, and even summer. This extra energy is reinjected into the electrical grid of APS. By law, APS is required to pay you for each kWh and record it on your bill as energy credits. This buyback, which varies based on usage, is sufficient to cover the 22+ fees, surcharges, taxes, and other miscellaneous fees you were previously required to pay.

Solar unequivocally reduces the cost of electricity every month, amazing and true.

Homeowners regardless of your age, with low or even moderate year-round bills benefit greatly because **solar reduces the overall cost of your electricity by 30-35%.**

Typical energy costs and savings:

\$70./month bill = \$840/year paid to APS, solar payment just \$546, **savings in one year \$294 and in 5 years \$1470.**

\$95./month bill = \$1140/year paid to APS, solar payment just \$798, **savings in one year \$342 and in 5 years \$1710.**

\$115/month bill = \$1380/year paid to APS, solar payment just \$966, **savings in one year \$414 and in 5 years \$2070.**

A substantial savings by simply switching energy sources. Now multiply by 10 years!

We show you how to obtain a system with our Senior program with no out-of-pocket cost ever.

We handle the installation, maintenance, and warranty of the complete system.

The solar company's bill is typically 30–35% less than what you are currently paying, and your APS bill and associated ‘junk fees’ are completely eliminated.

HOME WITHOUT SOLAR

On my personal bill the total cost of electricity was \$87.33

However my total bill was \$198.19

\$110.86 was charged for 16 surcharges, fees, and taxes - 55% of my bill !

Very typically from 30-55% of your bill are 'junk' charges.

Total it up for a year on your bills (average of 40%) and you are overcharged:

\$75/month bill = \$300-\$400 extra charges

\$125/month bill = \$500-\$600 extra charges

\$175/month bill = \$800-\$900 extra charges

\$250/month bill = \$1000+ extra charges

With Solar we offset these expensive 'junk' charges completely.

Your electricity bill
June 23, 2023

C Johnson

Your account number
765514869

Service plan: Fixed Energy Charge Plan - Tier 1

Meter number: R30546
Meter reading cycle: 16

Charges for electricity services

Cost of electricity you used

*Customer account charge	\$2.14
*Delivery service charge	\$37.83
*Environmental benefits surcharge	\$5.03
*Federal environmental improvement surcharge	\$0.17
*System benefits charge	\$3.99
Power supply adjustment	\$24.15
Metering	\$3.19
Meter reading	\$2.11
Billing	\$2.36
Generation of electricity*	\$87.33
Federal transmission and ancillary services	\$13.89
Federal transmission cost adjustment	\$0.47
*LFCR adjustor	\$3.33
Cost of electricity you used	\$185.99

Taxes and fees

*Regulatory assessment	\$0.45
*State sales tax	\$10.44
*County sales tax	\$1.31
*City sales tax	\$0.00
Franchise fee	\$0.00
Cost of electricity with taxes and fees	\$198.19

Total charges for electricity services \$198.19

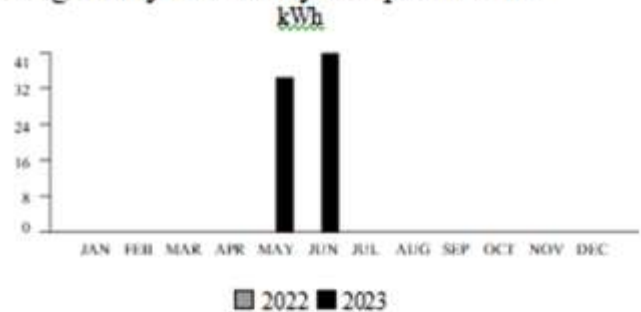
Tier 1, Your Current Monthly Average is 966 kWh

Your tier is for an average monthly energy usage of 600 kWh or less. By November, if your annual average is more than 600 kWh, you will be placed on a higher-priced tier in December.

Amount of electricity you used

Meter reading on Jun 23	43218
Meter reading on May 23	41952
Total electricity you used, in kWh	1266

Average daily electricity use per month



Comparing your monthly use

	This month	Last month	This month last year
Billing days	31	32	N/A
Average outdoor temperature	85°	80°	N/A
Your total use in kWh	1266	1128	N/A
Your average daily cost	\$6.39	\$5.59	N/A

HOME WITH SOLAR

NOTE THE CUSTOMER BILL OF -\$4.99 BILL, APS OWED THEM!

THEY PAID NOTHING FOR THE MONTH AS THE ENERGY CREDITS FROM THEIR SOLAR OUTPUT WERE APPLIED AND ELIMINATED THE 16 'JUNK' FEES BILLED.

SOLAR POWER COMPLETELY OFFSET THESE FEES.

WE SIZE YOUR SYSTEM LARGE ENOUGH TO DO THIS OFFSET RELIABLY EACH AND EVERY YEAR.

Your electricity bill
April 12, 2023

Your account number

Service plan: Time-of-Use 4pm-7pm Weekdays,RCP

Meter number: 1543334
Meter reading cycle: 09

Charges for electricity services

Cost of electricity you purchased

Customer account charge	\$2.04
Super Off-peak delivery service charge	\$0.05
On-peak delivery service charge	\$1.11
Off-peak delivery service charge	\$4.45
Environmental benefits surcharge	\$2.78
Federal environmental improvement surcharge	\$0.03
System benefits charge	\$0.60
Power supply adjustment*	\$3.64
Metering*	\$5.64
Meter reading*	\$2.04
Billing*	\$2.28
Generation of electricity super off-peak*	\$0.03
Generation of electricity on-peak*	\$8.80
Generation of electricity off-peak*	\$9.52
Federal transmission and ancillary services*	\$2.10
Federal transmission cost adjustment*	\$0.15
LFCR adjustor	\$0.50
Cost of electricity you used	\$45.76

Taxes and fees

Regulatory assessment	\$0.11
State sales tax	\$2.60
County sales tax	\$0.46
City sales tax	\$1.34
Franchise fee	\$0.61
Cost of electricity with taxes and fees	\$50.88

Net electricity credit

Solar Export Credit	-\$55.87
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Total charges for electricity services **-\$4.99**

* These services are currently provided by APS but may be provided by a competitive supplier.

Amount of electricity you purchased

Meter reading on Apr 12	1458
Meter reading on Mar 13	1267
Total electricity you used, in kWh	191
On-peak meter reading on Apr 12	212
On-peak meter reading on Mar 13	175
On-peak electricity you used, in kWh (4pm - 7pm Monday - Friday)	37
Off-peak electricity you used, in kWh (All other hours and certain holidays)	149
Super off-peak meter reading on Apr 12	75
Super off-peak meter reading on Mar 13	70
Super off-peak electricity you used, in kWh	5

Amount of electricity you sold

Meter reading on Apr 12	2391
Meter reading on Mar 13	1797
Total electricity you sold, in kWh	594
On-peak meter reading on Apr 12	27
On-peak meter reading on Mar 13	11
On-peak electricity you sold, in kWh (4pm - 7pm Monday - Friday)	16
Off-peak electricity you sold, in kWh	578.00

Comparing your monthly use

	This month	Last month	This month last year
Billing days	30	28	N/A
Average outdoor temperature	47°	39°	N/A
Your total use in kWh	191	185	N/A
Your average daily cost	(\$0.17)	\$0.28	N/A

Your Monthly Plan Comparison — You're already on the plan that saved you the most money — **Time-of-Use 4pm-7pm Weekdays.**

WE INSTALL SOLAR PANELS ON ALL MAJOR ROOF TYPES

FULL 25-YEAR WARRANTY

If you're considering installing a [residential solar system](#), you might be wondering if your roof type is appropriate for a solar installation. The good news is that solar panels can be installed on just about any roof type, but the installation process and mounting hardware might vary from material to material. We explore the most popular types of roofs solar panels and how each has a unique installation process.

You might also be concerned about if the installation will increase your homeowners insurance.

For systems that are leased the answer is 'no increase' to your policy cost, as a third party is using your roofspace and provides a special 25-year coverage for their system and the roof under it. When your system is installed most homeowners policies cover you, or have inexpensive add-on coverage for solar. Just ask your agent.

No one roof type is best for solar panels there are mounting solutions for every roof out there.

Tile roof installations, featuring no damage to the tiles at all.





Before any work we perform a certified roof inspection to verify roof integrity. The inspection determines the condition of the underlay and roof material and certify it is safe to install on. Then we issue a 25-year policy on your system and the roof beneath. Peace of mind.

Note: Solar panels increase the life of the roof under them as the roof is now shielded from sun.

Solar can be installed on nearly any roof

The most commonly used roof materials our solar installers encounter:

- Asphalt shingles
- Foam (flat roofs)
- Slate tiles
- Concrete
- Rubber
- Clay (not recommended as they break easily)
- Wood (cedar shingles require special techniques)
- Metal

While solar panels can be safely and effectively installed on all of the above roof materials, the exact installation processes differ. As such, there is no “best” roof for solar – panels can go on just about any roof material. Below, we’ll look at several of the various roof materials and how installers secure solar panels to each.

Installing solar panels on tile, foam, concrete, metal and shingle roofs

Many properties have these roof types, which may seem like a barrier to installing solar. However, solar racking companies and installers have crafted many smart and safe ways to make putting solar panels on these roofs over the past three decades.

Mounting and how they are fully sealed for peace of mind.

Professional Installers drill studs into your roof and attach [panel mounts](#) at those locations. The space around the brackets is both sealed and surrounded with a **flashing** – a metal plate used to stop any water infiltration – to finish the job. Sealant is warranted for Arizona climates 30+ years.

For flat roofs we can do a ballast mount with no penetrations (see illustration below).





Concrete Tile roofs

Regular concrete tiles pose no problems and are very common on peaked roofs here in Arizona as our expert licensed and bonded installers take extra care in the process doing many of these monthly.

Unlike traditional roofing material, tiles are usually removed and replaced during a solar installation. This is for two reasons: first, tiles are relatively fragile and may break when installers walk on your roof. Second, in order to properly secure your solar panels, your installer needs to bolt the feet of your solar racking equipment directly to your roof. With tile roofs, this area can only be accessed properly by lifting tiles up.

As such, to properly anchor your solar panel racking, solar installers will typically remove tiles at the areas where they need to attach racking feet to your roof. Metal hooks and flashing are drilled into the roof, and your tiles are slid back into place above the mounting feet. Depending on the shape and dimensions of the tiles on your specific roof, installer has uniquely shaped hooks and flashing so they fasten properly under the tiles. Companies like SnapNrack™ make specialized mounting inserts for all types of tiles.



Excellent Link to view installation technique for concrete tile:

<https://video.search.yahoo.com/search/video?fr=mcafee&ei=UTF-8&p=installing+solar+on+clay+tile+roofs&type=E210US91088G0#id=5&vid=f11461f1345a3bd6c5297f4f1012653d&action=view>

ROOF WARRANTY 101:

WILL INSTALLING SOLAR PANELS VOID POLICY?

Solar panels are installed without voiding your roof warranty.

Read on to find out!



Solar panels are a big investment for most homeowners, especially for those needing a new roof to support them. Since solar panels will last 25+ years, the last thing you'll want to deal with is roofing problems after installation like damage, leaks or cracks.

Concerns about potential roof damage and a lack of roof warranty coverage have left many homeowners unsure about making the switch. In this article, we debunk the myth surrounding solar panels and roof warranties, shedding light on the facts and providing clarity for those considering a solar installation.

Understanding the Solar Panel Installation Process

Solar panels are attached to mounting brackets that are secured by large bolts drilled into the roof rafters. While this sounds scary, systems are engineered to protect the roof's integrity and prevent damage that could arise from their installation or operation. When installed correctly, solar panels can prolong your roof's life by protecting it from the elements! For flat roofs a special racking system can be used requiring no roof penetration.

Damage from an improper installation is not covered under a roof's warranty, but is under the workmanship warranty from your contractor. We provide a worry free, 25-year warranty on the installation. .

Key Takeaways About Solar Panels & Your Roof Warranty

The fear that installing solar panels will void your roof warranty is a common misconception. Solar panels can be safely installed without compromising the integrity of your roof as long as proper guidelines are followed. The best way to prevent roof damage is by hiring a licensed solar contractor such as Our World Energy™, who is our solar installation company, that strictly follow guidelines from the solar panel manufacturer, the roofing manufacturer and city & county building and fire codes. This way, you enjoy the benefits of renewable energy while maintaining warranty coverage for your roof. So, go ahead and embrace the power of solar while keeping your home protected. To address the concerns of homeowners, many roofing manufacturers have released official statements regarding solar panel installations.

While statements may vary between manufacturers, the overall consensus is that installing solar panels does not void the warranty on the roof itself.

Roof warranties (you have) generally only safeguard against manufacturing defects or material failures in the roofing system itself. However, if your solar contractor has a workmanship warranty, any damage to your roof or home would be covered under that.

We feature a 25-year warranty on your roof where it is installed with no deductibles. We maintain all roofing and electrical licenses in Arizona that meet or exceed all state standards for safe and certified installation.



What Roofing Manufacturers Suggest

To address the concerns of homeowners, many roofing manufacturers have released official statements regarding solar panel installations. **While these statements may vary between manufacturers, the overall consensus is that installing solar panels does not void the warranty on the roof itself as long as specific guidelines are followed.**

Some manufacturers may require that the installation be carried out by certified solar professionals to maintain warranty coverage, ensuring that the panels are installed correctly and without compromising the roof's integrity.

Choosing A Licensed Solar Contractor

Preventing roof damage from solar panels starts with choosing a licensed solar contractor.

This will help ensure that the installation is carried out correctly, following industry best practices and any guidelines set forth by the manufacturer to keep your roof warranty intact.

Choosing a solar contractor with roofing experience safeguards your home from roof leaks and damage during installation. It's like having two experts work on your home without having to pay more!

Key Takeaways About Solar Panels & Your Roof Warranty

The fear that installing solar panels will void your roof warranty is a common misconception. Solar panels can be safely installed without compromising the integrity of your roof as long as proper guidelines are followed.

The best way to prevent roof damage is by hiring a licensed solar contractor that will follow guidelines from both the solar panel manufacturer and the roofing manufacturer. This way, you can enjoy the benefits of renewable energy while maintaining warranty coverage for your roof. So, go ahead and embrace the power of solar while keeping your home protected.



U.S. DEPARTMENT OF ENERGY

Homeowner's Guide to the Federal Tax Credit for Solar Photovoltaics. **This webpage was updated March 2023.**

Disclaimer: This guide provides an overview of the federal investment tax credit for residential solar photovoltaics (PV). It does not constitute professional tax advice or other professional financial guidance and may change based on additional guidance from the [Treasury Department](#). Please see their [published Fact Sheet](#) for additional information. The below guide should not be used as the only source of information when making purchasing decisions, investment decisions, tax decisions, or when executing other binding agreements.



Photo courtesy of Dennis Schroeder, National Renewable Energy Laboratory.

What is a tax credit? A tax credit is a dollar-for-dollar reduction in the amount of income tax you would otherwise owe. For example, claiming a \$1,000 federal tax credit reduces your federal income taxes due by \$1,000. The federal tax credit is sometimes referred to as an Investment Tax Credit, or ITC, though is different from the ITC offered to businesses that own solar systems.

What is the federal solar tax credit? The federal residential solar energy credit is a [tax credit](#) that can be claimed on federal income taxes for a percentage of the cost of a solar PV system paid for by the taxpayer. (Other types of renewable energy are also eligible for similar credits but are beyond the scope of this guidance.)

The installation of the system must be complete [during the tax year](#).

Solar PV systems installed in 2020 and 2021 are eligible for a 26% tax credit. In August 2022, Congress passed an extension of the ITC, raising it to 30% for the installation of which was between 2022-2032. (Systems installed on or before December 31, 2019 were also eligible for a 30% tax credit.) It will decrease to 26% for systems installed in 2033 and to 22% for systems installed in 2034. The tax credit expires starting in 2035 unless Congress renews it.

There is no maximum amount that can be claimed.

Am I eligible to claim the federal solar tax credit? You might be eligible for this tax credit if you meet the following criteria:

- Your solar PV system was installed between January 1, 2017, and December 31, 2034.
- The solar PV system is located at a residence of yours [in the United States](#):
 - You [own the solar PV system](#) (i.e., you purchased it with cash or through financing but you are neither leasing the system nor paying a solar company to purchase the electricity generated by the system).
- The solar PV system is new or being used for the first time. The credit can only be claimed on the "[original installation](#)" of the solar equipment.

What expenses are included?

The following expenses are included:

- Solar PV panels or PV cells (including those used to power an attic fan, but not the fan itself)
- Contractor labor costs for onsite preparation, assembly, or original installation, including permitting fees, inspection costs, and developer fees
- Balance-of-system equipment, including wiring, inverters, and mounting equipment
- **Energy storage devices** that have a capacity rating of 3 kilowatt-hours (kWh) or greater (for systems installed after December 31, 2022). If the storage is installed in a subsequent tax year to when the solar energy system is installed it is still eligible, however, the energy storage devices are still subject to the **installation date requirements**.
Note: A private letter ruling may not be relied on as precedent by other taxpayers.
- Sales taxes on eligible expenses

REBATE FROM MY ELECTRIC UTILITY TO INSTALL SOLAR. Under most circumstances, subsidies provided by your utility to you to install a solar PV system are excluded from income taxes through an **exemption in federal law**. When this is the case, the utility rebate for installing solar is subtracted from your system costs before you calculate your tax credit. For example, if your solar PV system installed in 2022 cost \$18,000, and your utility gave you a one-time rebate of \$1,000 for installing the system, your tax credit would be calculated as follows:

$$(\$18,000 - \$1,000) * 0.30 = \$5,100$$

However, payments from a public utility to compensate for excess generated electricity not consumed by the taxpayer but delivered to the utility's electrical grid (for example, net metering credits) are not subsidies for installing qualifying property and do not affect the taxpayer's credit qualification or amounts.

PAYMENT FOR RENEWABLE ENERGY CERTIFICATES. When your utility, or other buyer, gives you cash or an incentive in exchange for renewable energy certificates or other environmental attributes of the electricity generated (either upfront or over time), the payment likely will be **considered taxable income**. If that is the case, the payment will increase your gross income, but it will not reduce the federal solar tax credit. *Note: A private letter ruling may not be relied on as precedent by other taxpayers.*

REBATE FROM MY STATE GOVERNMENT, Unlike utility rebates, rebates from state governments generally do not reduce your federal tax credit. For example, if your solar PV system was installed in 2022, installation costs totaled \$18,000, and your state government gave you a one-time rebate of \$1,000 for installing the system, your federal tax credit would be calculated as follows:

$$\$18,000 * 0.30 = \$5,400$$

STATE TAX CREDIT State tax credits for installing solar PV generally do not reduce federal tax credits—and vice versa. However, when you receive a state tax credit, the taxable income you report on your federal taxes may be higher than it otherwise would have been because you now have less state income tax to deduct. (*The Tax Cuts and Jobs Act of 2017 placed a \$10,000 limit on state and local tax (SALT) deduction through 2025. Therefore, if a homeowner is still paying more than \$10,000 in SALT after claiming a state tax credit, the state tax credit benefit would not effectively be reduced by the federal tax rate, as it would not impact federal taxes (due to the SALT limit).*) The end result of claiming a state tax credit is that the amount of the state tax credit is effectively taxed at the federal tax level.

BENEFITS OF OUR PROGRAMS

EVERYDAY, LUXURY HOMES & EQUESTRIAN PROPERTIES

Your power source now is the sun which is forever free and abundant in Arizona year-round.

You reduce or completely eliminate buying high-cost utility electricity.

Freedom. You keep your APS or SRP utility account but switch to power from your own solar system. **Your appliances don't know the difference in solar electricity from utility electricity as they are identical**

You become an energy producer.

Solar gives you both short & long-term financial savings, equity value & protects the environment.

WARRANTY



25
YEARS



25-YEAR PERFORMANCE. The panels we use hold the records for the highest efficiency solar panels, with output production at 90% of original production in year 25, compared to 70% for conventional panels. Our 24/7 monitoring ensures that in the unlikely event a panel under-performs, we diagnose, then service the panel quickly for free.

25-YEAR PRODUCT. The panels are designed in America and built to last and feature an unbeatable 25-Year Lifetime Warranty covering 100% of repair or replacement costs including labor, no questions asked. A 25-year maintenance included with no deductibles.

25-YEAR WORKMANSHIP. We guarantee the quality of our workmanship because we use certified installation crews and licensed electricians, along with a full-time service department here in Arizona, enabling us to offer the most complete warranty in the industry.

ROOF. Bumper-to-bumper warranty 10-25 years – peace of mind.

GOOGLE / ANGI REVIEWS

Element Energy Co. 1017 S Gilbert Rd #101, Mesa, AZ

Note: Other companies spelled "Element Energy" located in CA, UT & FL have gotten numerous bad reviews definitely not representing solar well.

We have no connection with them, we are Element Energy Co.

We are based and operate only in Arizona **with excellent ratings:**

For more reviews go to this Google link and click on Google Reviews: <http://g.co/kgs/jM5n3b>



Carrie. I was really impressed with this company. Element was so great at explaining everything I needed to know about solar. They are clearly taking steps to make sure their representatives are well informed. I like that they were patient with me and willing to go the extra mile.

Response from the owner -Thanks Carrie! We pride ourselves in making sure our clients have a great experience.



Kathy Sears Broc did a great job helping us get our Solar Energy, the crew did an excellent job on the installation, and we're thrilled to be using Solar Energy.

God Bless Them All. 🙏🙏🙏👍😊



LYN HUNT had solar at a home where I lived in the past. I was interested in looking for solar at my new home. Danny at Element Energy Co helped me get a system for much less money than what I paid before! I have already recommended 3 others.



Luke Lake We recently had solar installed and are very happy with the work they did.

Danny Pickett spent a lot of time with us to make sure solar was worth it for us. Thank you so much!!!



5.0 Verified Reviews

Brenda B.

James was amazing! Came out immediately and got me connected EXCELLENT!!

Professional Courtesy Well-groomed and Knowledgeable!!

Don C.

We are super happy with the service and the solar panels. I am referring friends and family to Elements Energy

Service Provider Response

Thank you for your business!!! Let us know if we can help you in any way!!

Katrina B.

The salesman and the crew were amazing such a great experience would highly recommend this company to everyone

Jonny S.

Staff and service was top notch. Everything went as it should from the beginning to the end of the project. They are friendly, professional, and honest all the way through. I definitely recommend these guys if you are looking to go solar.

COMMON OBJECTIONS TO SOLAR WITH ANSWERS

1. I'm good. I'm ok with no solar. I have plenty of money.

Fact: What is actually meant by that statement? Should you really be spending thirty to forty percent more than you have to for energy? **The cost of solar power never changes because the sun is free.** Solar power is clean, non-polluting, and dependable for over 25 years after installation. Solar energy puts you in charge of your energy expenses. Traditional energy is becoming more and more costly. Arizona utility boards have approved significant multi-year price increases that are currently being implemented. The rates for APS and SRP are rising steadily, with no end in sight.

2. You really don't save any money. Solar is Expensive.

Truth: Solar energy is less expensive than conventional energy. Over the past ten years, the cost of solar panels has decreased by more than 50%. You can generate solar energy for 10–12 cents per kWh, while utility companies charge 16–19 cents for it! Our custom-designed system, unequivocally, "always saves you money. Many "solar objectors" never had an energy analysis; we create your Solar Savings Report (SSR) using a custom usage program that clearly illustrates the savings that solar power always provides.

3. I'm going to wait until the technology improves. I don't like China.

Fact: We are using fifth-generation panel technology, which means that after 25 years, panels can produce 90% of their original power. These panels are rated for more than 30 years, and, like big-screen TVs, they are lighter, more dependable, and come with 25-year warranties. Lately, there haven't been any significant technological advancement—basically, only cosmetic ones.

We are now getting panels and inverters made and manufactured in the United States. Great.

4. I don't like the look of the panels and would not want them on my roof.

Fact: Although south and west are the best orientations for solar panels, they can occasionally be placed on less visible roof areas, on top of nearby structures like garages, or as ground-mounted installations.

Ultimately, one's preference for the aesthetics of solar panels on a roof versus the constant cost savings is what matters most. **Notably, we have clients who acknowledged they were unaware of roof-top installations on their street when we pointed them out!**

Our new black-on-black panels blend in with many roof styles.

5. I don't have the money right now.

Fact: We offer programs that allow you to install solar panels on your roof for no money ever, so you can start saving the moment the panels are turned on. Our free consultation shows you how to get a high-quality system without any gimmicks.

Solar programs are easy to qualify for you just need a credit score of 650 or higher.

6. I may be selling in the near future and don't think it's a good idea now.

Fact: Installing solar increases equity value. This is a great reason to meet with us for free, expert advice. We are happy to show options that are guaranteed to be transferable and do not require qualifying for a new owner. You save money while deciding when to market your house, which is a wise decision.

7. I am concerned about roof damage or voiding of a roof warranty I already have.

Fact: Before we install, your roof is inspected and state-certified. We then provide a 25-year bumper-to-bumper roof warranty. We only use the best certified installers in the nation.

Installations on flat roofs can be completed without any penetrations.

Note: Solar installations **do not void** any existing roof warranty you may have.

8. Free Government solar. Stay away, scams to capture and sell your personal data called Data mining.

REAL ESTATE AGENTS & THE RESALE OF YOUR HOME



We've discovered that while some real estate brokers are negative about solar-powered homes, a growing number are up-to-date on solar technology and will be happy to list your house and effectively market it.

Good news is that Solar Homes are now in a special category on the MLS as energy green homes and now are selling on average 10-20% faster than comparable homes without solar.

Solar-powered homes are a wise investment for energy savings, according to facts and studies, and when they are put on the market, they increase the resale value by an average of 4.1%.

According to nationwide studies, solar-powered homes not only sell in fewer days than non-solar homes but also for more. Solar homes are in high demand in Arizona, particularly given the built-in savings they provide to potential buyers who must contend with rising energy bills annually.

Is it Harder to Sell a House With Solar? Answer May Surprise You

Scott Laskey, Jan. 25, 2021

If you've installed or are considering installing a solar system on your home, you may be wondering what you can expect when it comes time to sell that house. Fortunately, selling a home with solar panels isn't as difficult as many people think – you just have to understand the ins and outs of what buyers want and be aware of the potential challenges.

In most cases, having solar increases your home's value and

makes it more attractive to buyers. Nationwide equity studies show 4.1% increase.

Are Solar Panels a Selling Point?

Solar panels are a selling point for the majority of home buyers. In addition to being low-maintenance, solar panel systems raise the value of a home, reduce or eliminate utility bills, and enable homeowners to take advantage of tax credits and rebates that can save them money.

Solar-powered homes sell quicker and for more money than those without them, according to the National Renewable Energy Laboratory.

SOLAR POWER IS A WIN-WIN SITUATION FOR ALL CONSUMERS.



At the door and during our in-home discovery meeting **some are concerned** about entering into a multi-year solar agreement instead of paying cash.

Understanding here is important.

You must reorient your perspective to these facts:

You are already in an endless contract with the utility to deliver you electricity.

You were never given a choice when you moved in.

Don't like your utility? Stop paying, and they disconnect!

A monopoly can raise your rates yearly, change peak rates and surcharges.

You have no say or control over their actions '**they bill you pay**'. Not a good place to be.

When you switch to solar power you immediately get off their system.

Our programs always provide you with plenty of power to never pay an electric utility bill again.

You are now protected for 25+ years. Panels & equipment life is 30-40 years.

Utility control is ended. You now produce your own clean energy from your own roof.

Switching power to your own reduces dramatically the 16 fees off the left side of your bill that amount to \$30-\$75+ per month. These are the not-so-hidden fees that most don't notice.

Currently renting your electricity from the utility is virtually the same as being on a variable rate mortgage which can change unpredictably with the economy.

Our solar fixed-rate agreements protect you with a predictable payment structure.

Further, you have the option of purchasing the system at a discount a any point with no pre-payment penalties plus also qualify for the 30% Federal tax credit.

Transfer to a new owner or family member is simple as Arizona law grandfathers them in automatically.

The terms we offer are designed to keep payment low, manageable within your budget parameters.

A full 25-year system warranty, completely protects your investment.

CONTACT FOR OUR FREE / NO OBLIGATION HOME ENERGY DISCOVERY MEETING



We prepare and present your personalized Solar Savings Report (SSR)

Vital information to help decide if Solar is a good fit for you.

Our Solar Consultant/Engineer creates your SSR with a custom solar program based on usage, square footage, and analysis of current rate program with your utility, roof space and orientation.

We then meet and show a custom system built just for you.

At this “discovery meeting” we show by charts and graphs amazing savings solar always gives.

We go over thoroughly the \$0-down, cash and financing options

Many find it is enjoyable and relaxed with opportunity for much back-and-forth.
Ample time for questions / answers, to help in your decision making.

YES, I WOULD LIKE TO HAVE A

FREE NO-OBLIGATION SOLAR ANALYSIS



WE ARE CONFIDENT THAT WE WILL PUT A SMILE ON YOUR FACE



A personal note
from me to you
Carl Johnson
Energy Specialist

It is my personal goal as a Solar Specialist is to be honest.

Monthly and in the long run, solar is a sensible hedge against the ever-increasing electric rates you have no control over.

Solar is a great product – your roof becomes an “asset”.

I will not lie or mislead you to get the “sale”. That is my moral code.

I have no daily quota to meet as some “door knockers” do.

I am not a ‘salesman’ I am an energy specialist and expert with considerable training.

We schedule an informational meeting to present a free Solar Savings report based on your energy usage and lifestyle.

Here you can safely ask anything, we encourage the hard questions.

**We show your personalized energy analysis & proposal that detail the
\$\$ savings that many are amazed at. Numbers don’t lie.**

Afterwards, I am confident that you will be equipped to make an intelligent decision.

No “pressure” at this meeting.

Solar owners tell us unequivocally, “We love our solar” and “Solar is saving us money”.

One solar owner jokingly told me “You’re crazy if you don’t have solar in Arizona”.

A PERSONAL NOTE

Carl Johnson Solar Representative, Specialist and Expert

For more than two years, I have been demonstrating and teaching homeowners about solar energy, and I have developed a unique program named Sensible Solar Az. It is a trademark in Arizona with the intention of demystifying solar energy and highlighting its many advantages for you as a customer: cheap, steady electricity; freedom from constantly rising rates; the fact that solar energy is always cheaper; the advantages solar has for the environment; and your utility's Net Billing program, which reimburses you for each kWh of electricity your solar system generates on your roof but that you do not use.

I'm a different kind of person who has come to your door. I'm a senior citizen from Sun City who has received extensive training in the residential solar industry. I also have extensive technical knowledge of every aspect of solar, but most importantly, I have firsthand experience because my wife and I have a solar system installed on our home. For this reason, I can confidently guide you through the entire process of obtaining and owning solar.

The majority of the "door knockers" who have visited your home are typically young adults between the ages of 20 to 30 who are dispatched in groups to canvass a neighborhood with pre-rehearsed sales pitches; some of these individuals are from out-of-state businesses. These "door knockers" are promised substantial commissions for "selling" you solar energy, but they have little to no knowledge of the technology. This sales technique has been used for years, and regrettably, some homeowners have been duped by dishonest salespeople looking to make a "quick buck." Faulty analysis of energy needs or supplying inferior equipment has happened way too much.

I never use "scripted" sales pitches; instead, I aim to educate and demonstrate how solar can be a significant part of your life, regardless of your age—30, 50, 70, 90, or our oldest at 103. A crucial step in the process is listening to your concerns, particularly "why solar for me." Being truthful and open with our clients is something we value most.

Danny Pickett, the founder and owner of Element Energy, our partner company, is a Mesa native and a family man with four children who has lived in the Valley for eight years. Between us and our installation partners, we have over twenty years of combined solar experience. As locally based, we ensure that every installation is completed correctly and complies with all applicable state, county, and city codes and regulations.

In order to better serve you, we have downloads of our customer ratings on our website and information packet. We know that this comprehensive information will address with answers most of your questions.

Upon reviewing this packet, if you haven't already made an appointment, we encourage you to do so by calling me. I'll immediately begin the complimentary, no-obligation process.

We simply need the past 12 months of your energy usage from the utility; we give it to our engineers to create a custom system, and then schedule a sit-down meeting to present your solar savings report.

We show you this tailored program on a laptop, complete with rooftop satellite imagery showing its location. We provide you with the knowledge you need to determine whether solar is a "good fit" for you. We demonstrate how to pay for it with cash, financing, or the incredible \$0 PPA program.

Blessings – Carl Johnson

WHY WAIT ?



0\$ Program



Below are typical reactions when we recommend our free no-obligation Solar Analysis Discovery meeting.

I'm don't have time, I'm really busy right now, I have too many things going on, I'm able to pay my bill, I'm going to wait till later in the year, Maybe next year, I need to do more research, I'm not in a hurry.

Our analysis and Discovery meeting are informal. All it normally takes is one hour in the comfort of your home for us to show the amazing benefits of solar energy vs. traditional expensive utility energy. We educate and answer any question you might have. We have a well-received 'no pressure' approach.

It always makes sense to conclusively find out if solar is a good 'fit' for you, and in less time than most television movies take to watch!

Fact. Most people have been programmed their whole lives to pay the electric bill and have never been presented a risk-free way to escape from the traditional expensive increasing cost of electricity. You have to 'buy' electricity every month, why not be smart and pay less?

Hundreds of studies all over the United States have conclusively shown solar provides clean reliable power for much less than the utility companies. People who had solar installed 20-30+ years ago are still receiving the benefits. Hundreds of thousands of Arizonians switched to solar with the growth accelerating each month.

We have 1000+ seniors in Sun City on the Amazing \$0 program which effectively shields you from endless price hikes. Remember they are a monopoly, 'They bill, you pay'. We demonstrate to you just how easy the transition is.

No investment required. The \$0 Program requires no outgo of money for the system ever, so there is no stress associated with signing up and starting saving money the day the system is operating.

We provide the collection system (panels, inverters and all associated hardware) at no cost to you ever. We act as general contractor obtaining all permits from the county, city and homeowner associations. Panels, inverters and hardware are now manufactured and built in the USA with 25 year warranties.

We do everything so you can relax, producing your own solar power and saving money in 1-2 months.

Doing nothing or delaying switching to solar is not a good idea as this year you are forced to pay 13.6% each month more than in 2023 plus the new 25% increase for any on-peak usage.

Delay till 2025, another rate increase is proposed of 11%, so in just 2 years a whopping 25% increase!

Fact: The energy from the sun is forever free - it never goes up in price!

Why wait to meet with us, when each month you are paying excessively for your utility energy? Whereas your own solar the day it is turned on immediately saves you 30%-40% off your electricity costs each and every month. Your new solar rate locked in for 25 years whereas APS goes up and up.

Most importantly your system will never cost you, you only pay for the inexpensive energy it produces.

Solar is a win, win for you as a consumer, it is definitely the wave of the future in America.

Great future benefit is that your program transfers with no fees to new title holder. Whether a sale or transfer within a trust, they get all remaining warranties and the same low electric rate when you signed.

NEXT STEPS



You've perused our printed materials and website and would now like us to perform a free, no-obligation solar assessment on your house.

Here are the steps:

1. Contact us by phone or text to schedule, and we will coordinate a convenient day and time.
2. If you know how to do it, go to your utility website and download the last 12 months of usage. Upload them to us. Otherwise, we can schedule a phone call with you and a utility representative and get the usage.
3. Allow one hour for the meeting. It is meant to be an informal interactive time, so jot down any questions or concerns you have, and we will be happy to answer.
4. We present the entire program on the company laptop, showing a satellite overlay of the system at your residence. We also graphically show usage charts that clearly show cost comparisons between solar and utility energy. We go over the three ways to obtain solar specifically tailored for you: the \$0 dollar program, the cash purchase program, and the finance program.
5. Should you choose to proceed with the next step at the meeting, we provide the ease of electronically signing all paperwork the same day. We then submit all the paperwork for permits to your municipality. Once the permits are approved, your custom system is installed after receiving final approval from your utility that it is safe to operate. In just two to three months, you will become your own solar energy producer and start saving money!
6. We make the entire process easy and stress-free.



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SCAN QR CODE
View our Solar Programs