



TWO WAYS TO OBTAIN SOLAR



Overview

Solar has come down in price in the last 10 years, vastly improved technically, now with output easily providing all the energy you need during the day. At night, since you're still hooked up to the grid, you use your utility's energy. In the fall, winter, and spring solar produces full power, but you're only using roughly half of it. It is metered and every kilowatt you don't use, your utility under law has to buy back from you. The amount of buyback, which is called net billing, more than covers the nighttime energy supplied to you by your utility.

The first way is to buy it.

Buying gives immediate ownership, and if the system is sized properly, it will produce all the electricity for your home during the day. The average amount of time, depending on your usage, for return on investment is 8 to 12 years. After this point, your investment has been paid back in full. From this point on, your electricity is truly free.

The second way is a \$0 Solar agreement.

Currently you are on a power purchase agreement with your utility: electricity is delivered to you and you are billed for at the end of each month. **It is an endless billing contract** for which you have no control over the cost. **Your utility is a monopoly, they bill you pay.** The only way to save is to conserve, which is a poor way to do it, as it is very inconvenient to wait to wash clothes, cook meals, operate computers, etc. during peak hours. Worse still, in the heat of the summer, it is suggested to cut off or raise the thermostat on your air conditioning during these peak hours, which happens to be the hottest part of the day! **There is a better way, solar is the solution.**

Our Solar program is very simple: a complete solar collection system installed in your home at no cost to you. There is never a down payment nor 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 increasing every year. On average utility customers in pay 15–18 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 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 full warranty on your panels and all components, plus a roof warranty.

So very simply, you are just switching bills from the high-priced billing from your utility to a much lower bill from your solar company. The big plus is that all future rate increases and fee increases are reduced or eliminated since you're using your own power. A big one is that you are no longer taxed for your electricity.

Lastly, our \$0 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 after just 5 years with no pre-payment penalties at a pro-rated cost.

People shopping for a home want low cost energy and will buy especially when locked in for many years.



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 13.62% 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, and pay only for low cost solar energy locked in 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

Google Reviews

Element Energy Co. Mesa, AZ

Note: We partner with **Element Energy Co.** Other companies named "Element Energy" located in CA, UT & FL have gotten numerous bad reviews not representing solar well. We have no connection with them.

We are based and operate only in Arizona **with over 25 excellent ratings:**

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



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

I 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 helped me get a system for much less money than what I paid before! I have already recommended 3 others.



A personal note
from me to you
Carl Johnson
Energy Specialist

SENSIBLESOLARAZ.COM



SCAN QR CODE
View our Solar Programs

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

You know that monthly and in the long run, solar is a sensible hedge against the ever-increasing electric rates we all have no control over.

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

We schedule a Discovery meeting to present to you a free Solar Savings report.

We show this personalized energy analysis & proposal that detail the \$\$ savings.

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



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