



SENSIBLE SOLAR AZ™ SUN CITY SOLAR AZ™



SOLAR TECHNOLOGY PROGRAMS

What is Sensible Solar?

A simple explanation is a professionally done discovery analysis that gives you exactly the right amount of solar, guaranteeing you the best mix of energy vs. cost.

We partner with Arizona's best installer to bring you these outstanding programs.

ESSENTIAL SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100%+ of your electricity to future proof you from any future rate increases. Average reduction in electric costs is 25% to 40%. Maximizes energy buy-back (net billing) income, as your roof becomes an energy producer generating passive income typically \$100+ per year.

A Tesla® storage battery system is available for complete independence – see section Ultimate Solar. Your utility bill charges are offset up to 100% by your own energy produced by your solar. Freedom! You qualify for a 25-year rate increase cap of 0.0%-1.9% and 10-year APS energy buyback.

SNOWBIRD SOLAR

Specialized program powers year-round for those leaving their home for 2-6 months per year. Average reduction in electric costs is 25% to 40%. One low-cost solar bill is less than what you are currently paying. Maximizes energy buy-back (net billing) income, as your roof becomes an energy producer generating passive income typically \$100+ per year.

A Tesla® storage battery system is available for complete independence – see section Ultimate Solar. Your utility bill charges are offset up to 100% by your own energy produced by your solar. Freedom! You qualify for a 25-year rate increase cap of 0-1.9% and 10-year APS energy buyback.

EV SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100%+ of your electricity and add extra power for electric vehicle(s) to future proof you from any future rate increases. Average reduction in electric costs is 25% to 40%.

A Tesla® storage battery system is available for complete independence – see section Ultimate Solar. Your utility bill charges are offset up to 100% by your own energy produced by your solar. Freedom! You qualify for a 25-year rate increase cap of 0-1.9% and 10-year APS energy buyback.

ULTIMATE SOLAR

We replace your current power completely with solar power and the Tesla® Powerwall 3® battery.

We engineer your system to produce 100%+ of your electricity with extra power to future proof from all APS rate increases. Tesla® battery integration provides 24/7 power during any brownout or blackout!

Your utility bill charges are offset up to 100% by your own energy produced by your solar. Freedom!

THE TECHNOLOGY REVOLUTION

Solar technology has advanced significantly, improving efficiency and cost-effectiveness.

Our panel manufacturing now satisfies worldwide IOS (The [IEC 62108 standard](#) specifies the criteria for the design qualification and type approval of concentrator photovoltaic modules and assemblies suitable for long-term operation in general open-air climates).

We ensure safe and steady power production for 30+ years. The really good news is all equipment we use is fully manufactured in the United States, as opposed to China, who produces lower-quality panels. We exclusively use extreme weather panels, the same panels used in Saudi Arabia and the Middle East that are engineered for the extreme heat and hermetically sealed against dust and dirt.

More good news is that the inverters we use Solar Edge®, Tesla®, and Enphase® are fully proven in the real world with millions of units powering homes exceeding 97% conversion efficiency, approaching the theoretical maximum. Full 25-year warranties with guaranteed repair or replacement with no-deductibles.

Converting to self-generating electricity on your own roof is a wise and smart decision, especially in Arizona especially as smart technology is increasingly being used in the home. When rooftop (or ground mount) solar is paired with a battery, your home is powered day and all night. Even in the event of a power outage, whether a few minutes, several hours, or longer you breeze through with no interruptions, A/C, appliances, internet, computers, unaffected. Your devices function normally and you can recharge them without having to think about power loss.

That is the logical difference between staying with expensive utility energy and switching to clean, reliable and low cost solar energy. Our highlighted product is the new Tesla Powerwall 3 battery. The new power wall is the pinnacle of battery technology with tremendous storage and output power, incredibly intelligent technology carrying you through the summer's most harsh temperatures, due to load sensing and peak shaving technology. By supplying power from the battery during peak hours, you permanently avoid the high expense of on-peak energy. We professionally program your system to automatically power your home at night and during peak times.

We ask for one hour of your time for our Solar Discovery Meeting, which is the initial stage. At it we in-person develop an optimal system based on your usage, climatological data, utility voltage, variation, seasonal movement of the sun across your roof, luminosity, and the orientation of your roof planes using our advanced solar design programs, Aurora and Solo—used by engineers worldwide. A panel system architecture that optimizes production versus cost is produced by a intricate set of computations with satellite overlay. We detail all with satellite overviews and spreadsheets of cost, number of panels and specifications.

We provide ample time to discuss your goals and aspirations during this meeting, and can easily customize should you envision changes for the future such as: swimming pool, spa, RV garage/workshop, Arizona room, electric vehicle, or if snowbird transitioning to full-time.

With the 30% federal investment tax credit, known as the ITC, and a \$1000 state of Arizona refund, purchasing solar is a highly intelligent and prudent investment both short and long term.

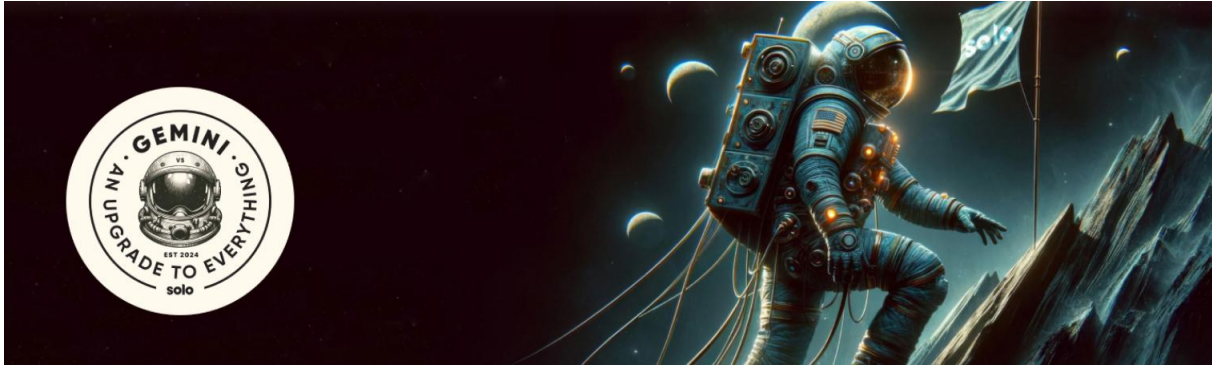
We additionally have a program we call The Amazing 0\$, in which we install the system on your roof at no cost to you. You produce your own energy at a substantial cost savings. We warrant, maintain and monitor it for 25 years at no cost to you. You become eligible for Net Billing from APS, a 10-year program where they buy back every kWh of energy you do not use.

SOLAR IS NOT JUST THE FUTURE, IT IS ABSOLUTELY THE PRESENT

CARL JOHNSON
OWNER AND TECHNICAL EXPERT

GEMINI® & AURORA® SOLAR DESIGNS ARE GO FOR LAUNCH!

We create amazing solar systems for our customers with the best system in the world
Superior features. Enhanced designs. Wildly accurate.



The New Standard of Solar Proposal & Quote Technology

Solar Design Accuracy, Revolutionized

Discover Gemini® & Aurora®—an upgrade to everything - quantum leap for residential quotes, production estimates, proposal accuracy, and overall stability and reliability. Gemini® & Aurora® represent the pinnacle of solar proposal technology, blending advanced machine learning, 3D modeling, and comprehensive simulation tools. It elevates every step of the solar design process, from initial imagery retrieval to final panel placement, ensuring unmatched precision and efficiency; more than just an upgrade; it's a complete reimagining of solar proposal capabilities.

Enhanced Design Tools and More Robust Insights

With features like per-panel shading analysis, advanced tree modeling, and automated roof measurements leverages real-time data and state-of-the-art imaging to deliver proposals that are not only precise but also tailored to each site's unique environmental conditions. These systems simplify complex design decisions, making solar more accessible and effective.

Leading Solar Energy Innovation Gemini® & Aurora® are at the forefront of solar technology, setting new industry standards with its robust auditing and simulation capabilities. Its comprehensive approach includes a proprietary Solar Audit Tool and rigorous DNV auditing, establishing a new benchmark for proposal accuracy and reliability; committed to spearheading future of solar with solutions that anticipate the needs and exceed the expectations of homeowners.



Comprehensive DNV Auditing

Gemini completed an exhaustive 2,600-home DNV audit, surpassing all industry standards for testing and validation.



Per Panel Shading and Production

Harness every ray of sunlight by maximizing each panel's potential with per panel shading and TSRF data.



Revamp Landscapes with Advanced Tree Modeling

Easily correct outdated satellite imagery with advanced tree modeling tools.



Enhanced Roof Measurements

Customizable AHJ-supplied fire setbacks and unparalleled roof measurements using the latest imaging technology.



Smart Stringing

Maximizes energy production by actively optimizing the electrical connectivity between panels.



Proprietary Solar Audit Tool

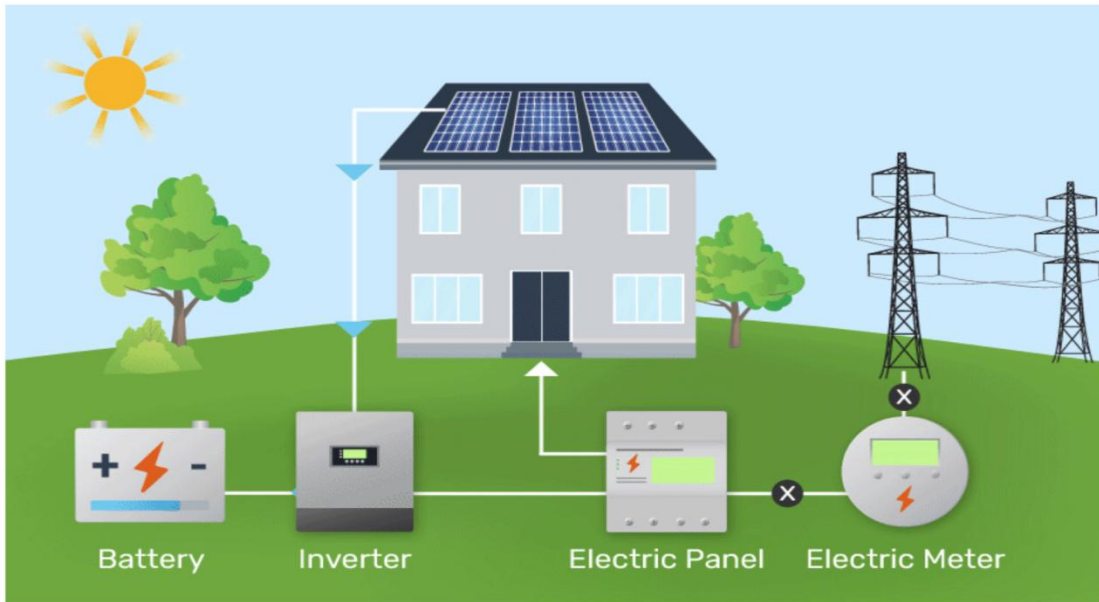
Our Solar Audit Tool allows extensive simulation and fine-tuning, setting new standard in production modeling.



Superior Imagery, Shading, and Coverage

Leverage high-definition imagery for hyper-accurate shading and sun exposure analysis.

THE FUTURE IS HERE NOW POWERED HOME WITH SOLAR & BATTERY



Powerwall 3 Battery



Electric or Hybrid Vehicle



Battery Benefits

- 1 Provides Electricity After the Sun Goes Down**
Use stored energy at night and during lower solar production days helping avoid Peak Time of Use Charges.
- 2 Provides Relief From Power Outages**
Keep the power on when you the grid is down. Battery systems are build to a Homeowners kWh needs.
- 3 Stores Excess Energy Generation**
With battery storage, the extra electricity charges up your battery for later use, instead of going to the grid.



Tesla® Powerwall 3 is an intelligent system that can be customized to your energy needs, with the ability to charge from solar so energy is always available on demand all day.

Seamless Backup. When the grid goes down, solar energy will continue to power your home and charge your Powerwall®. With Storm Watch® enabled it communicates with the National Weather Service and prioritizes charging in anticipation of severe weather. In the event of Powerwall® changing status due to severe weather, you will receive a text push notification from the Tesla® app.

Self-Powered Home. At night it provides energy that you generate from solar during the day.

Time-Based Control. If your utility offers Time-of-Use rates, you can use less expensive solar energy you've already generated to avoid electrical charges during expensive rate periods.

Monitoring. Each installation includes a complete energy monitoring solution for your home. You can see on a special app how your home both produces and uses energy at any given time.

Tesla® Powerwall 3® Features and Specifications

Power Output. The Tesla Powerwall 3® specifications offer a major power upgrade, with a maximum continuous discharge of 11.04 kW—more than double the 5 kW capacity of the Powerwall 2®. This 120% increase allows the Powerwall 3® to handle high-energy appliances like air conditioners and heat pumps, making it highly effective during power outages.

Storage Capacity. The ®Powerwall 3 offers 13.5 kWh of storage capacity. If your household uses 20-25 kWh per day, a single unit can deliver 6 to 8 hours of power during an outage. Actual battery backup system duration depends on your energy usage and consumption habits.

Integrated Solar Inverter. One of the most notable features of is the inclusion of a built-in solar inverter, capable of supporting up to 20 kW of DC solar input.

Round Trip Efficiency. The Powerwall 3® boasts a Solar to Home/Grid efficiency of 97.5%. If power is going via the battery (Solar to Battery to Home/Grid) the efficiency rating is 89%. These figures are comparable with many of the leading battery options on the market.

Installation and Expandability. Tesla® has introduced design improvements to make installation faster and more cost-effective, including a built-in DC isolator and reusable packaging. Additionally, Tesla® plans to launch “Powerwall 3® Energy Expansions” in early 2025, allowing homeowners to expand storage capacity without significant additional infrastructure.

Battery Chemistry. Tesla® has confirmed that the Powerwall 3® uses Lithium Ferro Phosphate (LFP) chemistry, moving away from Lithium Nickel Manganese Cobalt Oxide (NMC) used in the Powerwall 2. This change enhances safety, durability, and environmental sustainability by eliminating cobalt, a toxic and expensive component. However, LFP batteries typically have a lower energy density compared to NMC batteries. The LFP chemistry has been widely adopted as the leading option for most solar battery manufacturers on the market.

OUR HIGH OUTPUT EXTREME WEATHER PANELS - MADE IN USA

Now 410 & 430 watt models



Q.PEAK DUO BLK ML-G10+
385-405
ENDURING HIGH PERFORMANCE

25 YR
Warranty

TOP RESEARCH
TOP BRAND PV
MODULES
2021

Q CELLS
Trust Security

BREAKING THE 20 % EFFICIENCY BARRIER
Q-ANTUM DUO Z Technology with zero gap cell layout boosts module efficiency up to 20.9%.

THE MOST THOROUGH TESTING PROGRAMME IN THE INDUSTRY
Q CELLS is the first solar module manufacturer to pass the most comprehensive quality programme in the industry: The new "Quality Controlled PV" of the independent certification institute TÜV Rheinland.

INNOVATIVE ALL-WEATHER TECHNOLOGY
Optimal yields, whatever the weather with excellent low-light and temperature behavior.

ENDURING HIGH PERFORMANCE
Long-term yield security with Anti LID Technology, Anti PID Technology*, Hot-Spot Protect and Traceable Quality Tra Q™.

EXTREME WEATHER RATING
High-tech aluminum alloy frame, certified for high snow (5400 Pa) and wind loads (4000 Pa).

A RELIABLE INVESTMENT
Inclusive 25-year product warranty and 25-year linear performance warranty*.

* APT test conditions according to IEC / TS 62804-2:2015, method A(-) -1000V, 96h
* See data sheet on rear for further information.

THE IDEAL SOLUTION FOR:
Rooftop arrays on residential buildings

Engineered in Germany

Q CELLS



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 on your bill as credits, rolls over each month, with the excess amount is refunded every Jan. in a check!

The first way to obtain solar is to buy or finance

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. Your yearly utility saving has paid for your investment and after this point your electricity is truly free.

Our Amazing 0\$ 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.** Save money? Their solution 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 as you become your own power station.**

Our solar program is 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 produces all the power your home needs.** Your average savings is 25 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 16–20 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!!**

This much lower solar payment is fixed for 25 years.

You 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.

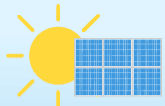
Solar frees you from their monopoly once and for all, plus the utility pays you back for each kWh you don't use.

Month by month, you're saving 25 to 40%—truly amazing.

The length of our solar program term matches our 5- 25-year warranty on panels, inverters, components, and roof.

So simply, you switch bills from your high-priced utility 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. Big one is that you cannot be taxed for your electricity.

Lastly, our solar program is guaranteed transferable to a new home owner or, within a trust, to a family member both with no transfer fees. Your system can be purchased after five years with no pre-payment penalties at a pro-rated cost. Selling in the future? Home shoppers want low-cost energy, especially when locked in for many years.

 + 11 Pros of Solar Energy	
Renewable and low-carbon energy source	Low maintenance costs
Reduced electricity bills	Technology development
Diverse applications	Long product lifespan
Solar panels are silent	Potentially boost property value
Easy to scale up system size	Financing options available
Increased independence from the national grid	



THE TRUTH ABOUT INCENTIVES, REBATES AND SPECIAL OFFERS



With the growth of solar enterprises in Arizona, my goal is to demystify solar while simultaneously providing essential information so that people can avoid being scammed, lied to or dealing with people who misrepresent what should be a simple commercial transaction.

There are companies that are solely focused on solar, and there are those who have integrated solar into their present industries to boost cash flow. The obvious difficulty is that when a contractor business, electrical firm, or roofing company adds a solar component, they have competing interests and, in many situations, cannot match the quality and reliability of a pure solar provider.

Consumers are looking for long-term dependability and stability, particularly when purchasing a system with a 5-25-year warranty. If the solar industry ever becomes less successful, it will be the first to be eliminated, and they will return to their core business.

Rebates, incentives, and special offers are frequently used as enticements to differentiate themselves from competitors or seal a sale. The hidden element is that because the public knows so little about solar, costs may be raised to cover any deal made to the consumer. For example, "We will give you \$1,000 if you sign up for solar with us today." Some promote time-based incentives, and in some circumstances, deadlines are made up and used as 'scare' tactics to promote urgency.

Fact. There are real deadlines for utility price hikes, APS energy buyback changes, Federal and State programs.

Fact. The federal government and Arizona both offer legitimate rebates and tax benefits.

Some solar companies exploit these as scare tactics to get folks to act immediately. For example, the auto industry used to do these sales techniques frequently, but many dealerships have since converted to offering 'one price' so that automobile shoppers do not have to haggle back and forth, and get transparency.

In my years of dealing solar, folks simply want a straightforward contract with transparency and a provider that will be there for them should they ever require servicing or have questions in the future. My goal in representing and setting people up with solar is fair pricing with top quality USA made equipment.

The final item to be wary of is those who organize educational meetings for homeowner organizations. Most homeowner organizations do not allow companies to come in and solicit during a meeting.

However, there are increasingly individuals who claim to be neutral educators, solar teachers, but would direct a person from the meeting to their firm or a company that will pay them a kickback, despite the fact that the meeting is promoted as free. Some even claim that they have been approved by APS.

Note: There is currently no official approval from APS.

THE TRUE COST OF APS ENERGY

16+ Fees, Taxes & Surcharges that Solar effectively reduces and eliminates

How to read your APS bill

If you live in the Grand Canyon State, there's a good chance you're a customer of Arizona Public Service (APS) – they are the largest utility company in AZ, serving more than 11 million customers.

Many electricity customers throughout the country receive their electric bill every month and pay it without really diving into the details of what they're actually paying for...and we're here to help break it down. We review the important parts of your APS bill, and how that changes once you install solar panels and for many a battery storage system. Solar effectively removes you from buying most if not all of your electricity from APS, but instead produce your own at a much lower cost.

How APS calculates your monthly electricity bill

There are two factors in how much you'll owe on your electricity bill: electricity usage and your rate plan/schedule.

Electricity usage

How much electricity you use in a given month is calculated in kilowatt-hours (kWh). This number may change significantly from season to season based on your consumption habits – many people use more electricity during summer months when they run their air conditioning units, and will see lower electricity bills during colder months. It's important to keep track of how your monthly electricity usage changes over time, rather than just looking at the overall cost of your bill. Seeing that your electricity bill is increasing because of an uptick in consumption (which you can control), rather than due to a change to utility rates, gives you the opportunity to change your electricity usage habits and save money.

Understanding your electricity consumption is especially important because this impacts which rate plans you're eligible for; APS established tiers that specify the number of kWh of electricity you can use before jumping up a plan and paying a more expensive rate – more on that topic below.

Rate plan

Next up, rate plans: you may or may not know which rate plan you're on (or even that you have the opportunity to change it). Utility companies have default rate options that remain in place unless you proactively request to be on a different rate.

APS offers plans that not only vary in pricing, but in structure: two of the most common types are a **fixed-rate plan** and a **time-of-use plan**. If you're on a fixed-rate plan you're charged a fixed rate for each kWh of electricity you use. However, you're placed on different fixed rate plans depending on how much electricity you use.

APS' time-of-use (TOU) plans (e.g., Saver Choice, Saver Choice Plus, Saver Choice Max), on the other hand, charge a different rate for electricity depending on the day, time, and season. This type of rate structure is called a "time varying rate", since the cost of electricity varies based upon the time that you use it. You can benefit from lower rates during times when demand for electricity is lower (morning and late at night), but pay more during "peak hours" when demand for electricity is high (evening hours).

Types of electricity bill charges

Electricity bills often have a lot of confusing terms and line-items, making it difficult to identify the all-in rate you're paying for electricity. However, most of these line items can be categorized into three separate buckets: **supply**, **distribution/transmission**, and **miscellaneous**. These rates cover the electricity you use, getting the electricity to your home or business and any other charges and fees related to the maintenance of the grid.

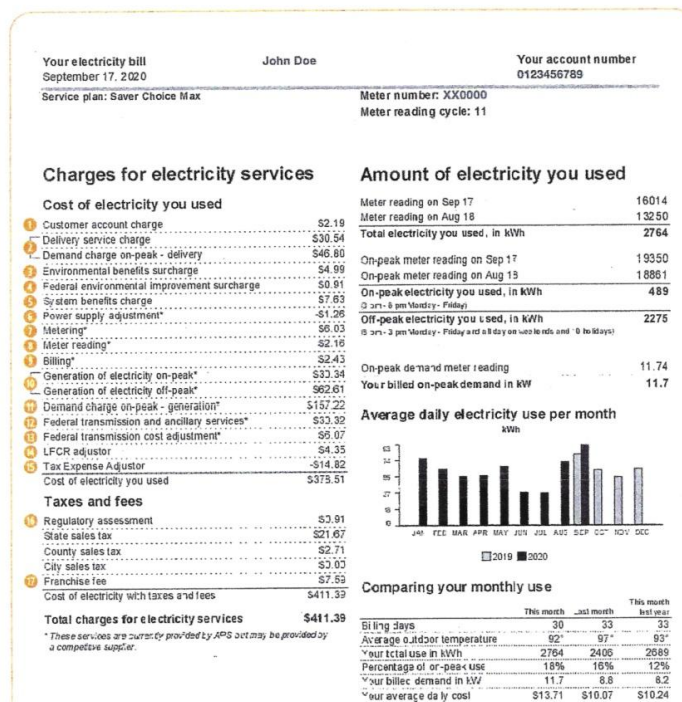
Supply

It's easiest to think of supply charges as paying for the actual electricity you use. APS labels most of their supply charges as "generation" on their bills. Utilities across the state of Arizona and the country charge different amounts for electricity supply depending on the power plant it comes from and the cost of the fuel (i.e., coal or natural gas). Also vary by season, higher rates typically occurring in hot summer months when demand for electricity is higher.

Distribution and transmission

Distribution and transmission charges, sometimes referred to as delivery charges, are the fees from APS to send you the electricity. The utility company uses these charges to build and maintain the poles and electrical wires that deliver electricity from power plants to your property. You can think of the delivery charge as effectively the same as paying for shipping and handling for any product you buy online.

Miscellaneous charges (16+) In addition to paying charges for electricity supply and demand, utility companies often include a number of miscellaneous charges. Sometimes, these charges are a fixed amount unrelated to how much electricity you use, while other times they're presented as a volumetric rate, where you pay more each month based on how much you use. Some examples of this on an APS bill are the customer account charge, meter reading, LFCR adjustor, a billing charge, local & municipal taxes and an environmental benefits surcharge.



- 1 Customer account charge**-The minimum charge for having service available, whether you used electricity or not.
- 2 Delivery service charge**-A charge, based on your kWh usage and/or kW demand, to build and operate the equipment for delivering electricity to your home, including lines, poles, transformers and substations.
- 3 Environmental benefits surcharge**-A charge to cover the costs of programs approved by the Arizona Corporation Commission, including energy efficiency and renewable energy projects.
- 4 Federal environmental improvement surcharge**-A charge to recover a portion of the cost of investments and expenses for environmental improvements at APS's generation facilities designed to comply with environmental standards mandated by federal laws or regulations.
- 5 Systems benefits charge**-A charge to cover the costs of programs approved by the Arizona Corporation Commission, including low-income assistance, demand side management, customer education, environmental, renewables, long-term public benefit research and development, nuclear fuel disposal and nuclear power plant decommissioning programs as well as other programs approved by the Commission.
- 6 Power supply adjustment**-An adjustment mechanism to recover fluctuations in fuel and purchased power costs.
- 7 Metering**-A charge for providing and servicing the meter.
- 8 Meter reading**-A fixed fee to determine your energy use.
- 9 Billing**-The cost of calculating and providing your monthly statement.
- 10 Generation of electricity**-The cost of producing the electricity you used this month.
- 11 Federal transmission and ancillary services**-The cost for moving high voltage electricity from generating facilities and other sources to the APS distribution lines.
- 12 Federal transmission cost adjustment**-A cost, based on your kWh usage, to adjust for annual changes in transmission-related costs procured to serve retail customers.
- 13 LFCR adjustor**-A charge to recover fixed costs of providing service, such as power poles, wires, and other delivery infrastructure, that are lost due to mandated energy efficiency and rooftop solar.
- 14 Tax expense adjustor**-An adjustor that provides a reduction to customer bills based on recent changes to the federal corporate income tax rate.
- 15 Regulatory assessment**-A cost imposed on customers of state-regulated utilities to help fund the Arizona Corporation Commission and Residential Utility Consumer's Office.
- 16 Franchise fee**-A charge by a municipality for APS's use of the public rights-of-way for its facilities.

What will my APS bill look like after going solar?

After you install solar panels, you will continue to receive your monthly electricity bills from APS. Each monthly bill will include a summary of the amount of electricity you purchased (i.e. how much electricity APS delivered to you from the grid) and the amount of electricity you sold (i.e. how much solar electricity you exported to the grid). This is net metering in action: a solar incentive that allows you to claim credits for any excess solar electricity you send to the grid. *(Note: Arizona export rates—the amount you are paid for excess solar sent to the grid—are lower than import rates—what you pay for electricity.* You can use these credits to counterbalance what you pull from the grid at times when your system isn't generating enough electricity to meet your needs (like at night).

Net metering credits: RCP rates

Towards the bottom of your bill, you'll also see a "Net electricity credit" balance: this shows how much credit you received from exporting solar to the grid. APS customers sell their extra solar electricity at **resource comparison proxy rates (RCP rates)**, slightly lower than retail values for electricity. What you see as the "net electricity credit" balance is credit APS is providing based on kWhs of solar electricity you sent back to the grid and applicable RCP rate. RPS rates change each year, but once you go solar, you lock in your RCP rate for 10 years. Additionally, APS' RCP rates cannot drop in value by more than 10 percent from one year to the next. From September 1st, 2024 until August 31st, 2025, this rate is \$0.068 cents per kWh.

Grid access charge

Importantly, if you choose to go on APS' "Saver Choice" plan, you'll also notice a new line item on your bill after going solar: **the grid access charge**. This fee, not a component of APS' other TOU plans, is a charge for connecting your solar panel system to the grid. The charge ranging from \$3-10 per month.

Solar, a real bargain, as you reduce eliminate 16+ fees, taxes & surcharges amount to 40-65% of your bill.

Does Installing Solar Panels Put a Lien on Your Property Title?

So you're interested in switching to solar energy, but you aren't sure whether you should own or lease a solar energy system and whether it will place a lien on your home. In this blog, we'll look at the differences between owning and leasing your solar panels.



Solar Financing & UCC-1

When financing a solar energy system for your home, some lenders require a Uniform Commercial Code financing statement ([UCC-1](#)) to be filed also. **It is important to note that not all lenders or banks will file a UCC-1.** For example, at Our World Energy does not file a UCC-1 when providing solar loans to customers.

A UCC-1 statement is a legal notice that some creditors file to publicly declare their right to seize assets from anyone who defaults on a lease granted to them for their solar project. In other words, it allows the lender the right to repossess the solar panels in case of a default. **This is not a lien on your home.**

A buyers' mortgage lender who is unfamiliar with solar financing may mistake a UCC-1 filing to be a lien on your home when performing a title search - but it isn't. Mortgage lenders place liens on houses, auto lenders place liens on vehicles, solar lenders and banks that file UCC-1 statements on solar projects do not place liens on anything but the solar panels.

A UCC-1 is a filing by the solar lender or bank that indicates their legal right to repossess all solar equipment in the event that you fail to keep up with your payments on the solar lease and in some cases solar loans. This ensures that the asset of the lender, your solar panels at the time, remains protected until paid for in full. They do not legally claim or hold any ownership over any other part of your home.

The UCC-1 filing appears on your property title to give notice to anyone running a title search that the solar panels are on your property.

If you decide to purchase your solar panels outright, you do not need to concern yourself with the UCC-1 statement. This is because you own the system. UCC-1 statements are filed only when you lease or take out a loan on your solar system with certain banks.

Solar Leases

When signing a [solar lease](#), you are basically renting the solar panel system. With a lease a UCC-1 financing statement will be filed with the agreement and a lien will be placed against the panels. Solar leases do not allow you the tax credits and financial incentives that come with owning a solar system.

With a lease, you pay a fixed monthly "rent" in return for use of the system.

Your property value does not increase under a solar lease because you do not own the solar. It does in many cases become a selling feature to a prospective buyer who benefits from lower fixed cost energy for years.



A PERSONAL NOTE

Carl Johnson Company Founder, Owner, Specialist and Expert

For years, I have been demonstrating and teaching homeowners about solar energy, and I have developed a unique program named Sensible Solar Az™.

It is trademarked in Arizona created to demystify solar energy and highlight its many advantages for you: inexpensive reliable energy produced on your own roof creating a shield from yearly utility rate increases. I also created Sun City Solar Az™ to service specifically residents of Sun City.

I am a senior citizen who has lived in the valley for over 22 years and has substantial experience in the residential solar market. I have technical knowledge of all aspects of solar and firsthand experience because my wife and I own solar, I effectively take you through the entire process of purchasing and owning solar.

The fact is solar energy is always less expensive than utility energy with added benefit that the utility is required by law to buyback and pay you for each kWh of electricity you don't use! In the fall, winter, spring your roof actually becomes and income producer; if you are a snowbird your roof generates income in the summer!

Many households have seen "door knockers" market solar; typically, young individuals aged 20 to 30 are dispatched in groups to canvass areas with pre-rehearsed sales pitches; while some are from local companies, an increasing number are from out-of-state corporations based in California and Nevada. These "door knockers" are promised large commissions for "selling" you solar systems while having little to no experience with the technology, being non-homeowners, and having never owned solar.

I eliminate the middleman and deal directly with our installation partner, saving you money and greatly simplifying the process of getting solar; that maintains, warranties, and monitors your system. Experts in integrating the Telsa™, Powerwall®, Enphase™, Solar Edge™. Most built in the United States.

We never uses "scripted" sales pitches with you; instead we endeavor to educate of 'how solar can be a significant part of your life', regardless of your age—30, 50, 70, 90, our oldest is 103.

Listening to your concerns, especially "why solar for me?" is a vital phase in the process. We appreciate being truthful and open with our clients the most. Our mission is to educate. We encourage you to read our website, which has a lot of current information, including in-depth information about the technology with over a dozen valuable downloads.

Between us and our installation partner, we have a decade of solar experience.

Our Arizona top-rated installer is privately owned to ensure every installation complies with all applicable state, county, and city codes and regulations. Peace of mind, decades of clean and reliable power production.

We set up an informal Discovery Meeting to develop a personalized Solar Savings Report and proposal. During this discussion, we will present you this customized proposal, complete with rooftop satellite images and financial data. Everything needed to establish whether solar is a "good fit".

SERVICES AND SERVICE ENHANCEMENTS



Solar Service



Solar + Battery Storage Service



Add-on Battery Service



Protection Service



ROOF REPLACEMENT



EV CHARGERS



STANDBY GENERATORS

SENSIBLE SOLAR Az™ SUN CITY SOLAR Az™

CARL JOHNSON
Energy Specialist & Expert
480-399-1462 cell & text

Founder and Owner
info@sensible-solar-az.com

SENSIBLESOLARAZ.COM



SCAN QR CODE
View our Solar Programs



Business ID: 1000036348

BBB Rating: A+



Free Appointment



Use this QR code or go to our website
Use the 'Get a FREE Quote' link.
Fill out the 1 minute form.
We will contact you and start
you on your solar journey.