







How I got into Solar?









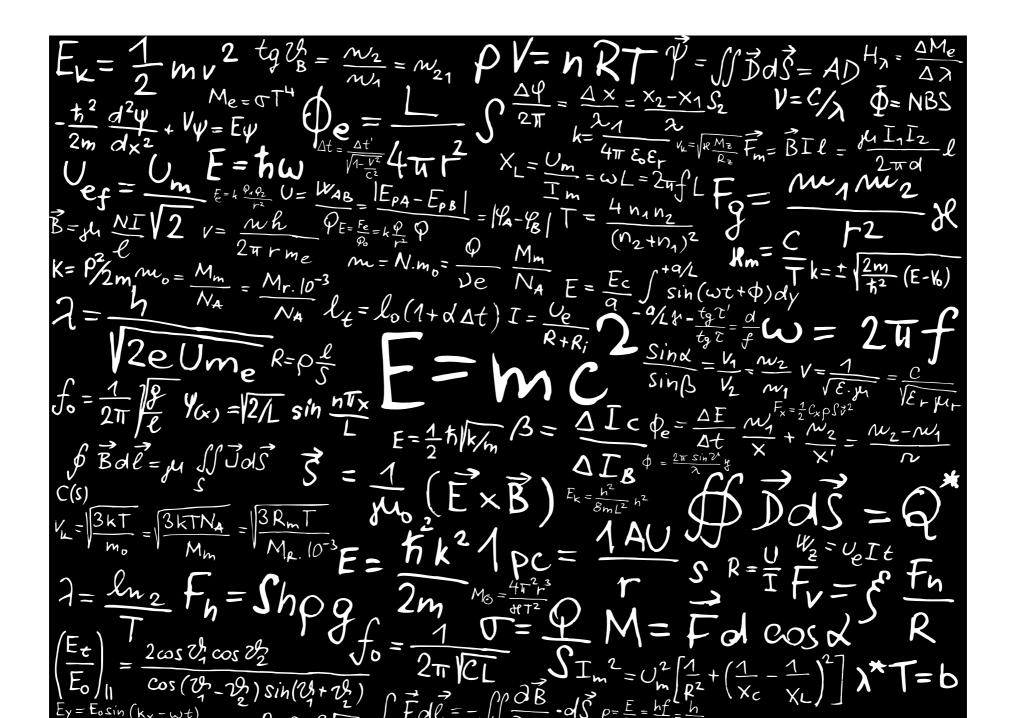




Questions/Topics we should cover?



With 'Cosmic Joe' Jordan





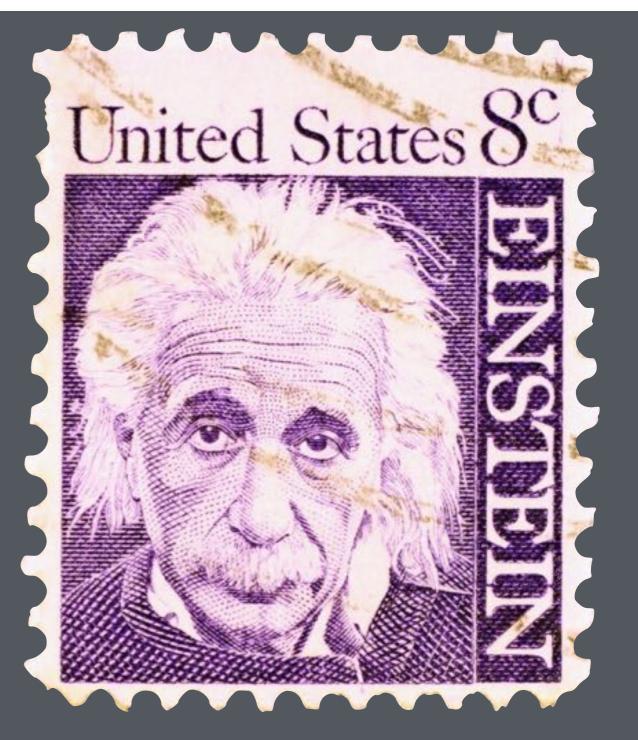




The Photoelectric Effect*:

Solar panels use light energy from the sun to generate electricity through the Photoelectric Effect.

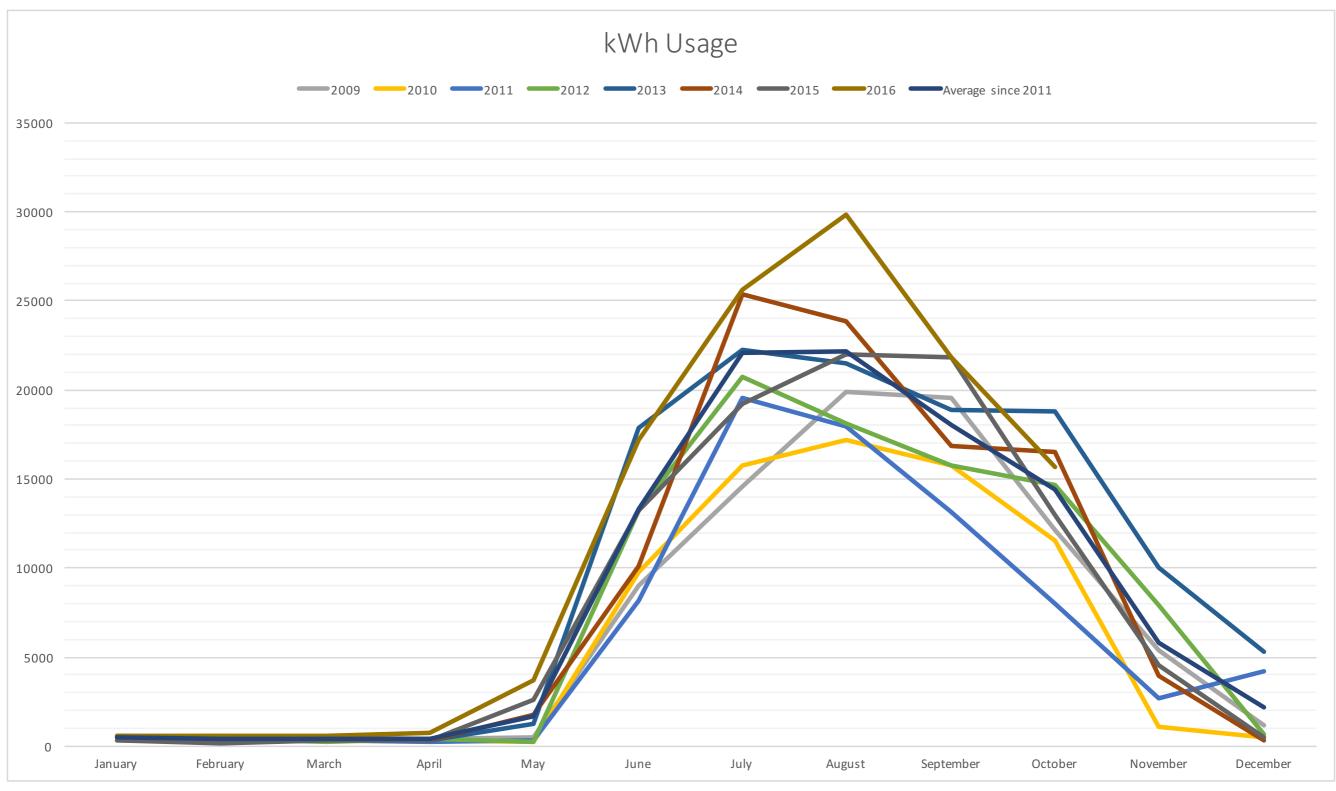
*Albert Einstein was awarded the Nobel Prize in 1921 for his discovery of this law of physics.







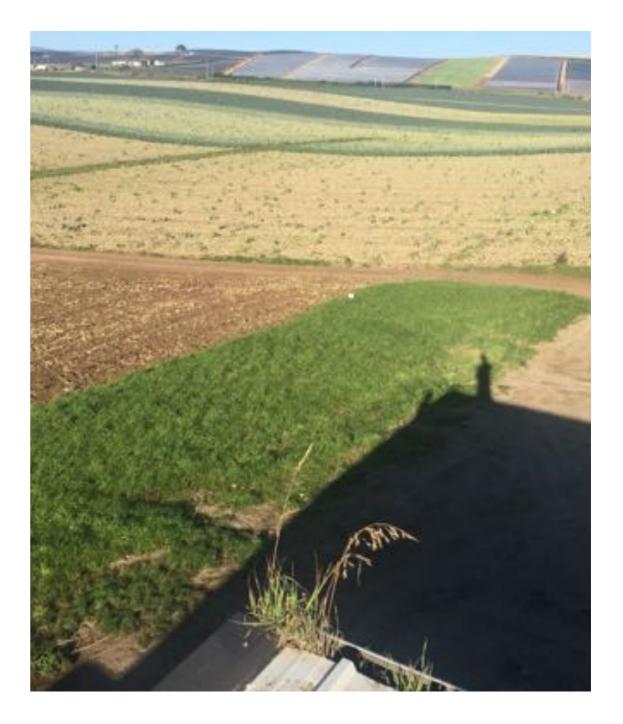
Brussels Sprouts Farm



Sprouts Farm: Annual Usage of Electricity in kWh (2011-2016) Average: 101,331 kWh/Year



- Shading Analysis
- Roof Structures
- Electrical Service
- Ground Mount
 Potential

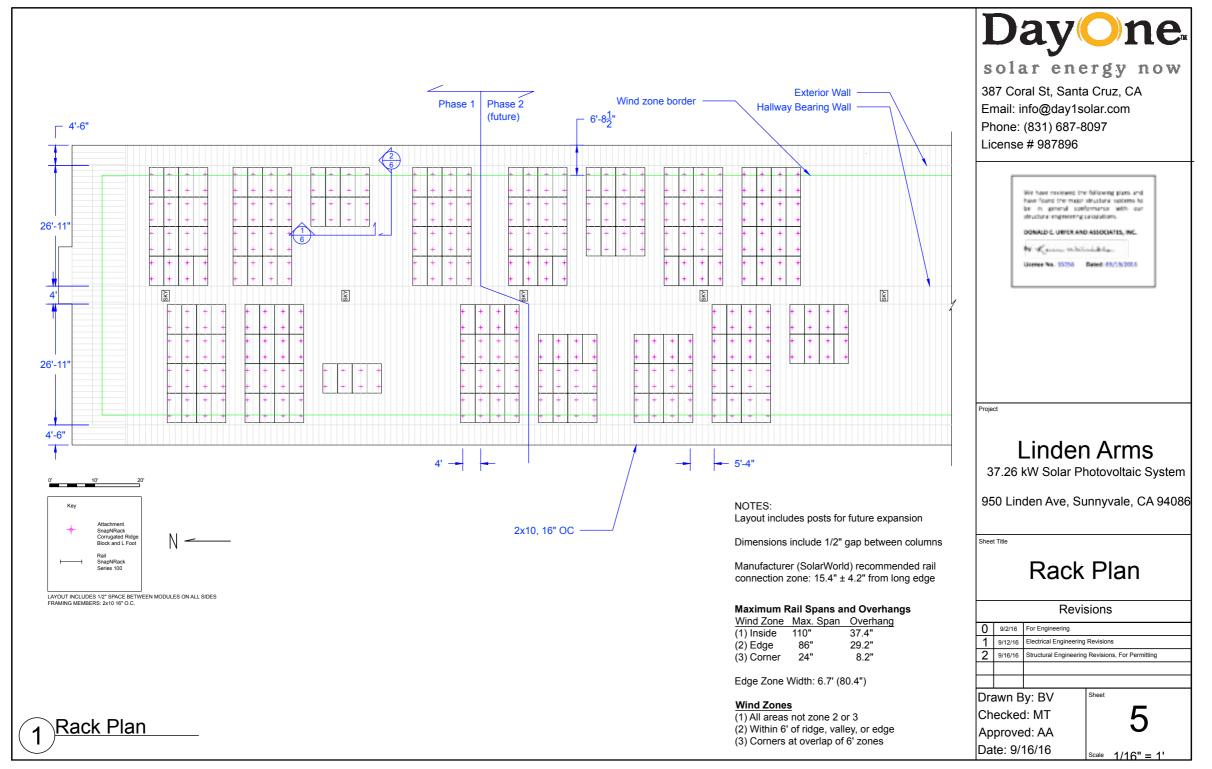




- Sized for annual electrical usage
- Can benefit several meters (NEMA)
- Roof or Ground mount









65.2 kW Ground Mounted Solar PV System (will generate 92% of usage in year 1)

- (192) SolarWorld 340 watt modules
- (6) SMA America SB 7.0-US Inverters
- (3) SMA America SB 3.8-US Inverters
- Complete System Monitoring
- SnapNRack Ground Mount Racking System
- Concrete Piers
- Engineering, Permit and Fees



Gross System Cost: \$204,014 (Less 30% Federal Tax Credit)

Net System Cost: \$142,810

- Tax Credit: \$61,204
- MACRS
- System Payback: 6 years
- Cumulative Savings: \$566,216. (at year 25)
- IRR (Internal Rate of Return: 13.39%)

Warranties

- Solar Modules: 25 years
- Inverters: 10-25 years

what's a Demand Charge?

A Demand Charge accounts for the maximum average rate of energy consumed by a utility customer over a 15 minute interval in a monthly billing period.

If this period occurs during your utility's peak-rate period, it can cost you Big Bucks!

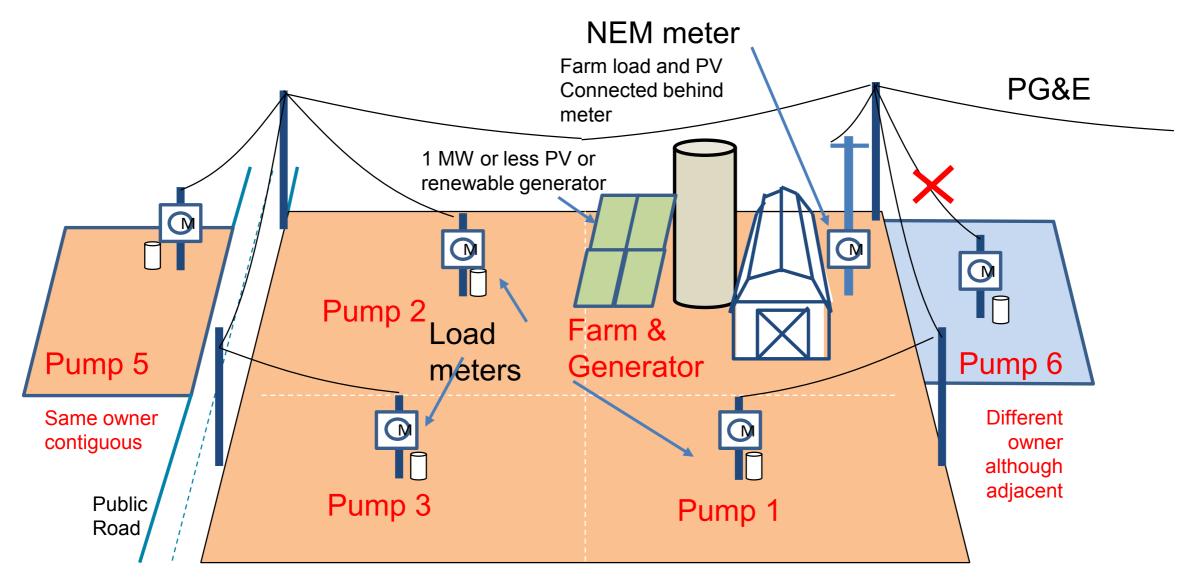
If you have solar, you are generating your own power during peak-rate periods, avoiding costly demand charges.

Net Energy Metering

Electrical Loads



NEMA: Big Picture



(A) Aggregated accounts are located on the property where the Eligible Renewable Electrical Generation Facility is located or on property adjacent or contiguous to that property as long as those properties are solely owned, leased, or rented by the Eligible Renewable Customer-Generator.

(F) For purposes of this paragraph, parcels that are divided by a street, highway, or public thoroughfare are considered contiguous, provided they are otherwise contiguous and under the same ownership.











- Locally Owned, Employing Local People
- Certified Monterey Bay Green Business

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Cosmic Joe Jordan

- NASA Scientist
- •TED X Speaker
- •Teacher
- •Solar Guru

Thank you, Friends!





[pictures of systems we've done, to talk to in response to questions]



AG-1: A 'non-time-of-use' rate for analog metered customers.

• Very few still on this rate

AG-4: Customers are generally considered small to medium.

- Higher energy charge and lower demand charge than AG-5
- **AG-5**: Customers are generally considered large, with high annual operating hours.
- Lower energy charge and higher demand charge than AG-4

Time-of use options:

- A and D options are billed on connected load demand
- B,C,E and F options are billed on actual demand as registered on the meter.





- 1. Case Study: Brussels Sprouts Farm
- 2. Solar and our utility (PG&E)
- 3. The Science Behind Solar, with 'Cosmic Joe' Jordan
- 4. Q&A





- PACE
- Equity Line of Credit
- Cash



PACE Investor Provides capital for project



Repays financer

Property Owner Completes project & repays through property tax bill





