

A Buyer's Guide to Going Solar

PRESENTED BY: **SOLAR-FIT**



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The world is turning toward the sun.

Over **one million American homes** are now powered by solar energy. In addition, Apple, Google, Microsoft, the US military, and many other commercial and industrial interests are now utilizing solar power for the environmental and monetary benefits, as well as national security concerns.

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1.

Why solar power?



- ✓ Clean
- ✓ Renewable
- ✓ Inexhaustible
- ✓ Quiet
- ✓ No Emissions
- ✓ Homeowners and business owners can earn available energy credits and increase the value of their homes and businesses
- ✓ **And the energy is FREE, courtesy of the sun!**

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2.

Why now?



Pollution, climate change, and fossil fuel dependency have become global concerns. Whether we live in Florida, New York, California or anywhere else in America, we will all be impacted by these factors as the population of our planet increases.



The price of solar power has dropped to the point that qualifying homeowners and business owners can essentially “trade their electric bills for solar” without disrupting their existing budget.



Homes with solar have a greater value at the time of resale since a portion or a majority of the new owner’s utility cost will be FREE.



Utility costs keep increasing with no end in sight. They’re eroding our disposable income. But many of us feel we have no choice but to keep on paying. Distributed solar power changes that, allowing each of us to produce and benefit from the “homegrown energy” that we create on our rooftops.



Qualifying homeowners and business owners can now **own a solar system for ZERO money down** and let the utility savings pay for their new energy system.



Homeowners and business owners may qualify for a **30% Federal Solar Tax Credit**.

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3.

What types of solar systems are available?

SOLAR POWER SYSTEMS – PHOTOVOLTAIC:

Solar power systems turn the sun's energy into electricity to power our homes and businesses. This home grown power source will allow you to essentially “watch your power meter spinning backwards” and keep your hard earned money in your piggy bank.



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SOLAR STORAGE SYSTEMS:

Sonnen Lithium technology battery systems to provide back-up power and nighttime energy savings through “state of the art” solar power storage. As more utility companies move to time of use and demand charges, advanced energy storage systems will play an important part in your overall energy savings and your family’s security in the future.



SOLAR POWERED MINI-SPLIT HEAT PUMPS:

These site-specific applications utilize the sun’s energy to provide power to mini-split heating and cooling systems. These units provide heat and cool air to specific locations in your home or business and can save on the operational cost of your central unit.

What system is right for you? Your State Licensed Solar Contractor will guide you through the process of helping you analyze your energy usage and suggest the best solar solutions based on your family or business needs.

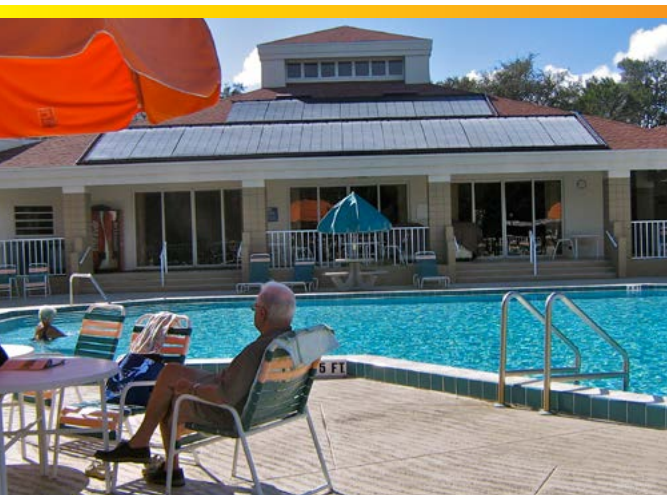


SOLAR THERMAL SYSTEMS:

These solar systems use the sun's energy to heat water for our household use and our swimming pools.

Heating household water electrically can be as much as 25% of your power bill. A solar water heating system can make a huge difference in energy savings.

Solar pool heating is by far the most cost effective means of heating a pool in Florida. Since most pools are screened, an unheated pool may only provide 3 months of comfortable swimming temperatures. A properly sized solar pool heating system with a solar blanket can extend your swimming season to up to 10 ½ months in some cases, allowing you to make the most of your swimming pool investment.



INVESTMENT TIP: Look for systems with advanced technology featuring hydraulic compression connections for your solar pool panels. Avoid solar pool systems with rubber hoses that will deteriorate in the Florida sun. The key to happiness is high performance and zero maintenance.

4.

How do I choose the right solar contractor?

Selecting the right solar contractor for your installation is undoubtedly the most critical element of enjoying a trouble-free solar system and protecting your investment dollars.



12 Questions to Ask Potential Solar Contractors

Asking these questions will provide reassurance that you've found a contractor that has exercised the best business practices possible to assure a great result and secure investment for your family or business.



1

HOW LONG HAVE YOU BEEN IN BUSINESS UNDER YOUR CURRENT BUSINESS NAME?

Check the answer with SunBiz.org. This is the state website that lists legitimate contractors.

2

HOW MANY LOCAL SOLAR INSTALLATIONS HAVE YOU COMPLETED SINCE YOU STARTED IN BUSINESS UNDER YOUR CURRENT BUSINESS NAME?

Building departments will supply back-up documentation if requested.

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3 DO YOU HAVE AN IN-HOUSE INSTALLATION CREW OR DO YOU SUBCONTRACT YOUR INSTALLATIONS?

This can be an extremely important factor contributing to the quality of your installation.

4 DO YOU HAVE A PHYSICAL LOCATION THAT I CAN VISIT?

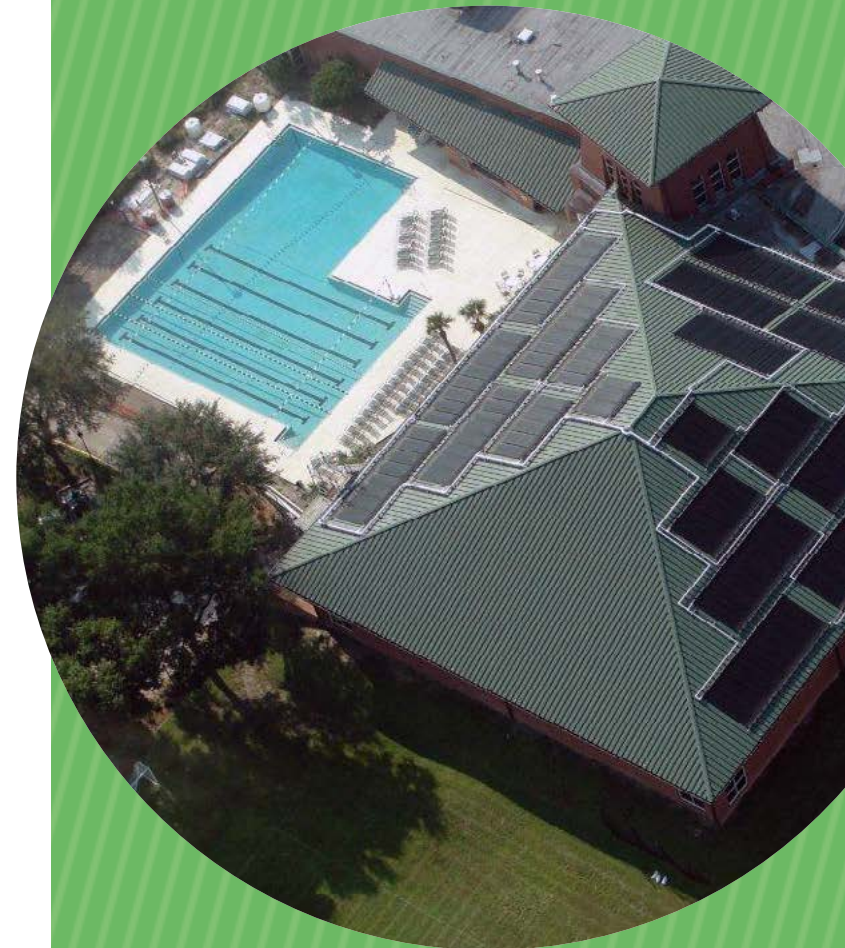
Absolutely take the time to visit the location and speak with the Operations Manager and the staff. These are the folks that will be your lifetime partners in assuring the success of your solar investment.

5 COULD YOU NAME THREE LOCAL INSTALLATIONS THAT YOUR COMPANY HAS COMPLETED?

Take the time to call and visit these homeowners or business owners to gauge their level of happiness with the contractor.

6 DO YOU INSTALL SOLAR THERMAL AND SOLAR AIR CONDITIONING OR JUST SOLAR ELECTRIC SYSTEMS?

This will help you gauge the scope of work and their ability to provide the most cost effective renewable energy options.



7 MAY I HAVE A COPY OF YOUR WORKMAN'S COMPENSATION AND LIABILITY INSURANCE POLICIES?

It is vital that the company is properly insured to protect your property.

8 MAY I HAVE A COPY OF YOUR STATE CERTIFIED SOLAR CONTRACTOR'S LICENSE?

Visit the [Florida Department of Professional Regulation website](#) to verify that the license number is correct, and that the qualifier is the company owner.

9 DO YOU OFFER SOLAR STORAGE AS AN OPTION WITH YOUR INSTALLATION? IF SO, IS THE SOLAR STORAGE SYSTEM RECOGNIZED AS A WORLD LEADER?

This may be an important addition to augment your solar investment, either now or down the road.

10 DO YOU BACKGROUND CHECK ALL OF YOUR EMPLOYEES, AND IF SO, WHAT SOURCE DO YOU USE?

Conscientious solar contractors always do background checks before hiring employees to insure their customer's protection. Ask for the name of the background checking authority to be sure they are in compliance.

11 DO YOU HAVE A LISTING WITH THE LOCAL BETTER BUSINESS BUREAU?

Always a good reference source to back-up your research.

12 FINALLY, ASK YOUR LOCAL BUILDING DEPARTMENT WHICH SOLAR COMPANIES ARE PULLING PERMITS IN THEIR JURISDICTION.

They will not make recommendations, but they will tell you if the contractor you are considering is doing work in your area.

5.

Is going solar expensive?

The price of select solar technologies has **dropped over 75%** in the last 8 years. This fiscal benefit when combined with specialized renewable energy financing programs has made solar available to nearly every homeowner or business owner. In many cases, solar adopters can now enjoy all the benefits of solar for **ZERO DOWN** and without disrupting their current budget. They can essentially trade their electric bill for solar power!

“ They can essentially trade their electric bill for solar power! ”



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6.

Is the process disruptive to our lifestyle?

Selecting the ideal solar contractor is once again very important in this regard. The experienced professional solar contractor will be familiar with the required permits and the grid-interconnect agreements making the installation process seamless and a breeze.



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7.

What are the potential federal tax credits?



RESIDENTIAL

Solar system investments may provide a 30% federal solar tax credit to qualifying residential customers.



COMMERCIAL

Solar system investments may provide a 30% federal solar tax credit and special depreciation consideration to qualifying commercial customers.

Please check with your tax advisor for information specific to your application.

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8.

How do I get started?

Ready to start saving money while doing your part to protect the environment? The Internet is a great resource for information and researching potential contractors for your project. When you locate a vendor that looks good initially, cross check their social media presence and read their reviews. Once you are satisfied that the cover looks

good, give them a call and set an appointment for your free in-home solar analysis.

If you take the time to ask the questions outlined earlier, you will be well on your way to selecting the ideal partner to guide you and your family to energy freedom.

USEFUL RESOURCES:

flaseia.org

seia.org

dsireusa.org

us.sunpower.com

heliocol.com

sonnen-batterie.com

umasolar.com

veluxusa.com

arcticfoxproducts.com



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NEW SMYRNA BEACH
386.409.8949

DELAND
386.734.3993

DAYTONA BEACH
386.441.2299

ST AUGUSTINE/JACKSONVILLE
904.824.0503

PALM COAST
386.445.7606



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SOLAR-FIT.COM

solarcontact@solar-fit.com • 1523 Ridgewood Avenue, Holly Hill, FL 32117