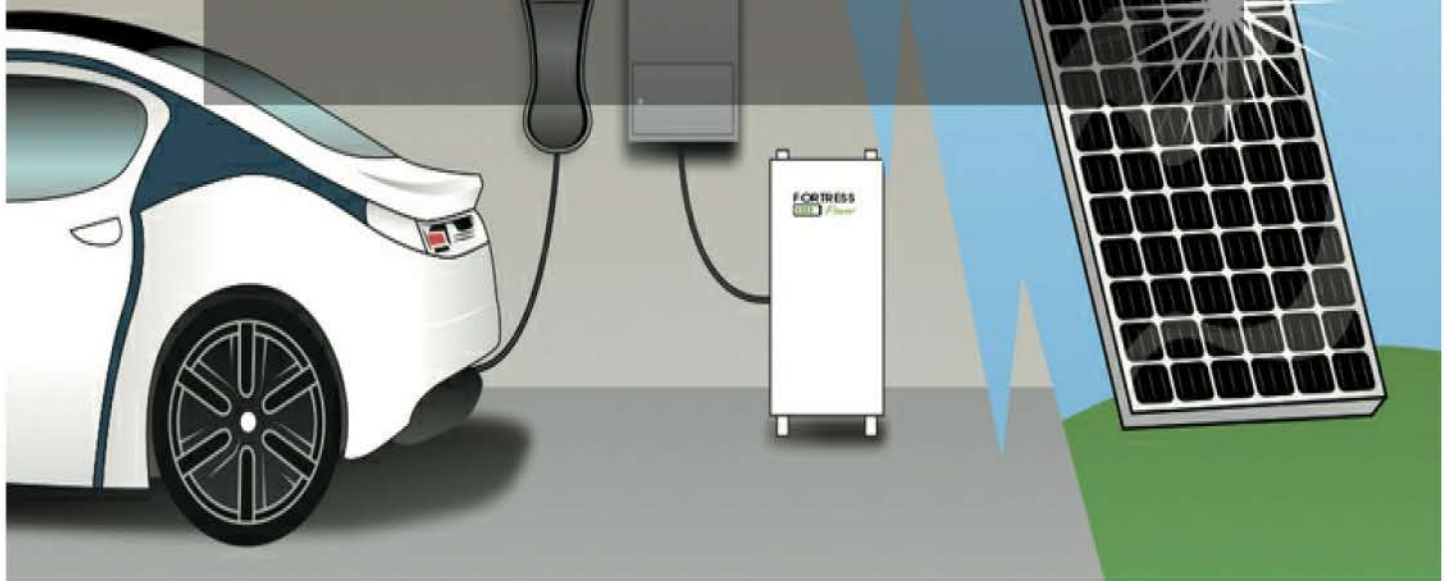




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## PROPOSAL FOR A 6.48 KW SOLAR PROJECT



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# FINANCIAL ANALYSIS

## PRICING

Price for turnkey solution	\$20,412.00
Gross Cost	\$19,334.40
Estimated Total Incentives	-\$4,253.57
<b>Cost after Rebates &amp; Incentives*</b>	<b>\$15,080.83</b>

\*Note: Not everyone is eligible for credits, incentives, or rebates or can fully use them. Please consult your tax professional or legal professional for further information.

## NEW SOLAR BILL

Old monthly bill	\$120.00
Estimated Monthly Solar Payment	\$0.00
Estimated New Utility Bill	\$33.25
<b>Estimated New Monthly Bill</b>	<b>\$33.25</b>

## SAVINGS

Payback Period	11.5 years
Return on investment	5.0% per year
Estimated Solar Savings Over 25 Years	\$33,845
<b>Estimated Net Savings</b>	<b>\$18,765</b>

**Cost of NOT going solar: \$49,219.65 over 25 years**



# PROJECT OVERVIEW

System size

6.48 kW DC

Estimated Solar Savings Over 25 Years

\$33,845.45

Estimated first year production

8,046 kWh AC



3,303 Trees planted



26.84 Vehicles off the road



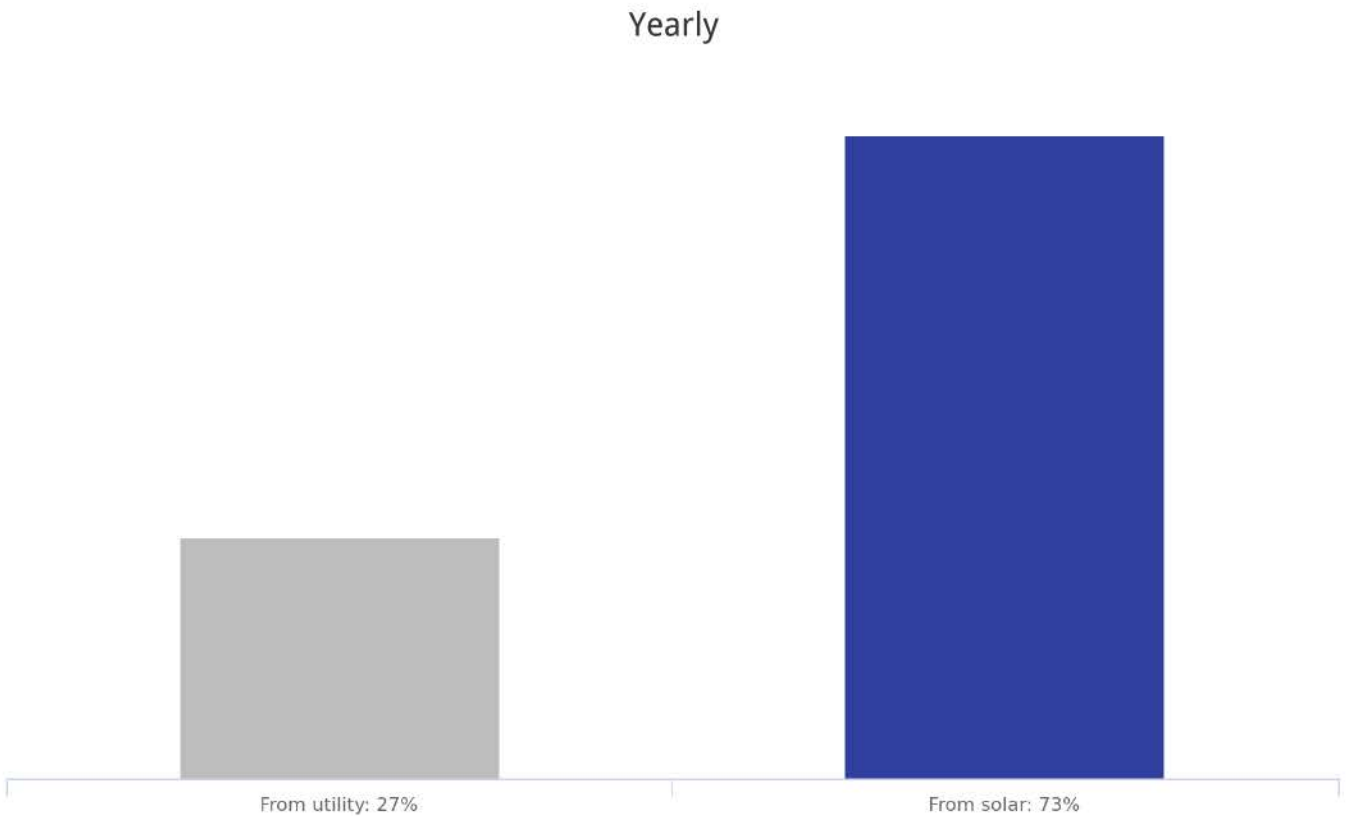
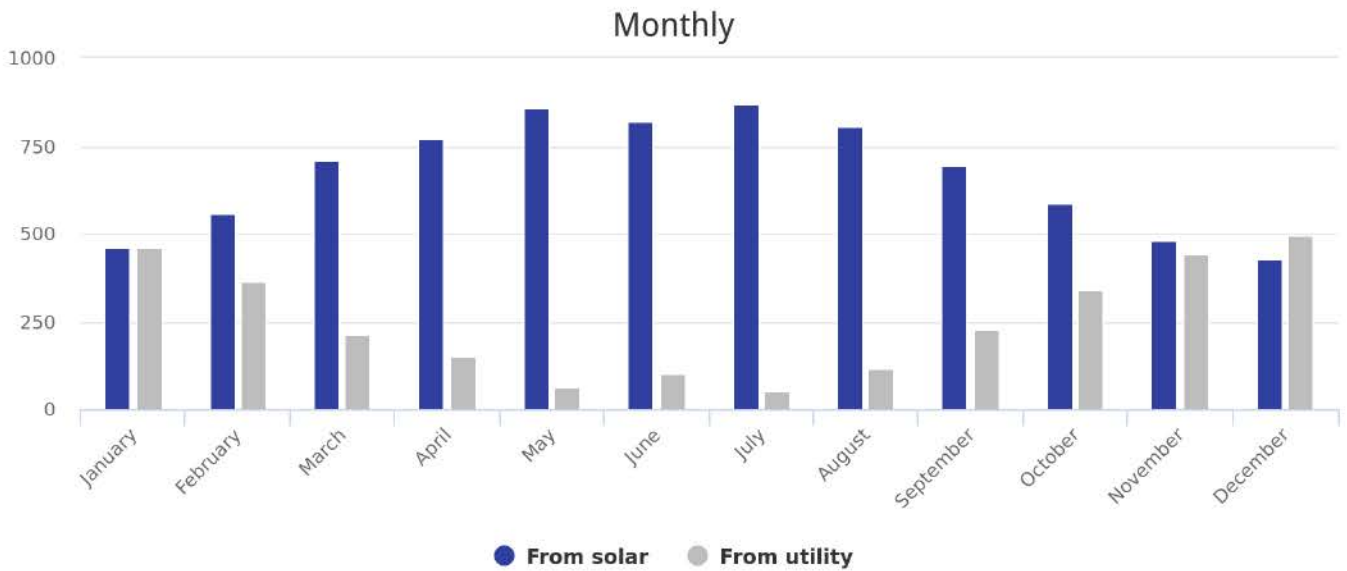
299.58 Barrels not consumed

Source: United States Environmental Protection Agency





# USAGE BREAKDOWN







## MONTH-BY-MONTH DETAILS

Paid back on: 2032

Month	Production (AC) †	Grid Usage	Utility Bill	Net Credits	Solar Savings †
January 2021	462.7 kWh	460.4 kWh	\$59.85	0.0 kWh	\$60.15
February 2021	559.6 kWh	363.5 kWh	\$47.25	0.0 kWh	\$72.75
March 2021	708.3 kWh	214.7 kWh	\$27.91	0.0 kWh	\$92.09
April 2021	770.2 kWh	152.9 kWh	\$19.88	0.0 kWh	\$100.12
May 2021	861.6 kWh	61.5 kWh	\$10.00	0.0 kWh	\$110.00
June 2021	821.7 kWh	101.4 kWh	\$13.18	0.0 kWh	\$106.82
July 2021	869.1 kWh	54.0 kWh	\$10.00	0.0 kWh	\$110.00
August 2021	807.9 kWh	115.1 kWh	\$14.97	0.0 kWh	\$105.03
September 2021	692.8 kWh	230.3 kWh	\$29.94	0.0 kWh	\$90.06
October 2021	585.5 kWh	337.6 kWh	\$43.88	0.0 kWh	\$76.12
November 2021	480.9 kWh	442.2 kWh	\$57.48	0.0 kWh	\$62.52
December 2021	425.8 kWh	497.3 kWh	\$64.65	0.0 kWh *	\$55.35
<b>Total</b>	<b>8,046.2 kWh</b>	<b>3,030.8 kWh</b>	<b>\$398.99</b>	<b>\$0.00</b>	<b>\$1,218.03</b>

\* The monthly roll-over of NET credits ends at December of each year.

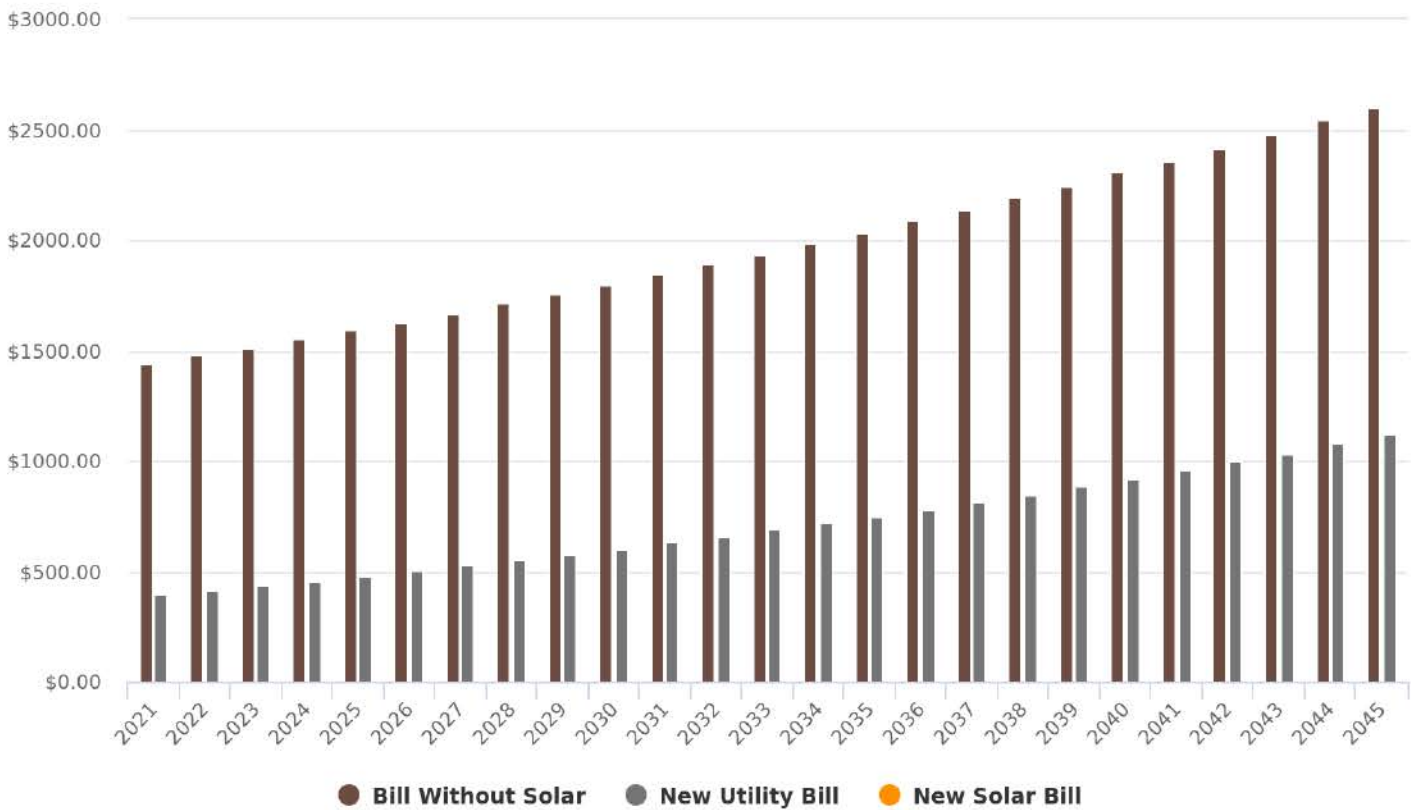
† Production and Solar Saving values shown on this chart are an Estimate.

Estimated production assumes equipment is maintained and free from damage or other impediments.

Estimated projected usage is based on your current utility bill.



## YEARLY BREAKDOWN



Assuming a 2.50% escalation rate on utility rate.



## COST BREAKDOWN

Description	Price	Discounts	Total Price
<b>Base Price</b> Based on a 6.48 kW installation	\$20,412.00		
<b>Yard Sign Discount for 1/2 year / One year with free energy audit</b> 1 x -\$300.00		-\$300.00	
<b>2021 Install Scheduling Discount (Only valid til last day of Dec. of 2020)</b> -4.00% of base project price		-\$777.60	
<b>Note: Standard permitting to be covered by Belmont Solar</b> 1 x \$0.00	\$0.00		
<b>Winaico 340W High-Efficiency Array (Maximum Durability &amp; Performance)</b> 6480 Watts x \$0.00/Watt	\$0.00		
<b>Note: Preliminary design. Before site visit and refinements. Pricing may be subject to change until final design</b> 1 x \$0.00	\$0.00		
<b>New Item</b> 1 x \$0.00	\$0.00		
<b>Note: Any structural engineering or structural reinforcement that may be required, is not included. To be billed upon client approval, before start of install</b> 1 x \$0.00	\$0.00		
<b>Gross Cost</b>	\$20,412.00	-\$1,077.60	<b>\$19,334.40</b>
<b>Federal Tax Credit</b> Residential Renewable Energy Tax Credit - 22%		-\$4,253.57	
<b>Cost after Rebates &amp; Incentives*</b>	\$20,412.00	-\$5,331.17	<b>\$15,080.83</b>

Some of your applied incentives are yearly or production-based. These incentives do not affect the initial system cost and the rebates are reflected in the usage breakdown, in 'Savings' details.

### Solar Renewable Energy Credits

Solar Renewable Energy Credits (May 2020) - Annual estimation

\* The annual savings from Solar Renewable Energy Credits (SRECs) specified here is only an estimation and the actual value is determined by the market, unless noted otherwise.

-\$165.15 \*

\*Note: Not everyone is eligible for credits, incentives, or rebates or can fully use them. Please consult your tax professional or legal professional for further information.



# MATERIALS & SPECIFICATIONS

Panels	16 x LG - 72 Cell LG405N2W-V5 (405W) at 170° (S) (Tilt of 22.62°)
Mount Type	Flush
Other	Balance of System







## PROJECT STEPS

Step	Details	Charge
Contract Signature	File opening and centralizing all information	\$2,000.00 Charged at this Step
Site Assessment	Complete Site Evaluation & Final Measurements	
Design Refinement & Permit Application	Customer signatures for the township permit & the utility application. Paperwork submission for incentives and approvals	
Permitting Approval	Township & utility company approval for project (30% of project minus Deposit amount paid, is due)	\$5,200.32 Charged at this Step (30%)
Installation	Delivering Materials to Location, Beginning of Installation and Wiring	\$10,400.64 Charged at this Step (60%)
Final Connection!	Installing Meter & Connecting Inverters	\$1,733.44 Charged at this Step (10%)
Monitoring Access. Feedback/Follow-up	User/System Owner, Provided with Access to System Performance. (For sites with internet service)	



## CUSTOMER SIGNATURE

I hereby agree to move forward with the solar project as described above and agree to terms of the contract provided by the installer, Belmont Solar, joined to this proposal.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date of Signature (MM/DD/YY)

## YOUR REPRESENTATIVE



**Ben Zook**

Email: [ben@belmontsolar.com](mailto:ben@belmontsolar.com)

Phone: 717-951-1933



# TERMS & CONDITIONS

## Terms and Conditions

General Terms & Conditions for solar system installation performed by Belmont Solar:

1. This quote is void after fifteen days from creation date, unless otherwise agreed upon.
2. Work to be completed in a timely manner, subject to delays beyond the control of Belmont Solar.
3. The property owner is to furnish suitable access for deliveries and access to job site.
4. Rebates and tax savings are not guaranteed.
5. 2% per month finance charge on overdue accounts, as well as all applicable collection fees.
6. Unforeseen job requirements or other changes may require additional funding via change orders.

Long, boring version of terms & conditions: :)

1. This quote is void after fifteen days from creation date unless otherwise agreed upon.
2. The timeline proposed in this offer, cannot be guaranteed by Belmont Solar, and Belmont Solar cannot be held accountable for any delays resulting from situations beyond the control of Belmont Solar (rain, snow, permit approval delays etc.)
3. Belmont Solar and its staff will require access to your property to proceed with initial project assessment, construction, inspection and required maintenance. The client will be contacted prior to Belmont Solar visits and will need to arrange property access allowing Belmont Solar to fulfill its portion of the agreement. Belmont Solar. will require all necessary forms filled, and client cooperation is required in order for Belmont Solar to be able to complete its part of the contract.
4. Rebates & Tax Savings: Belmont Solar will (a) assist you with the completion of forms, and will be filling out and supplying the technical details main paperwork for, township and utility permits, any SREC application, (b) supply you with a copy of the required documents to apply for any Federal tax credits (including the "Investment Tax Credit") upon required payment(s) for each step by the client. The client is responsible for prompt signature of the required documents for the application process. Please Note: Federal, State, Local, Utility program savings and rebates are subject to availability, qualification, and can change without notice. Belmont Solar will not be held accountable for the denial of, loss of, and/or decreased amount of any rebate, income, savings, and/or delays resulting from the same. The example rebates and tax savings are for illustrative purposes only. All quoted tax rebates, tax credits, rebates, and incentives are subject to availability and qualification and Belmont Solar makes no warranty that you will qualify. Please consult your tax advisor.
5. The client hereby agrees to pay 2% per month finance charge on all/any overdue accounts, plus all/any applicable collection fees. Belmont Solar reserves the right to access, remove or disable any equipment, if the client does not pay for products or services in a timely manner as outlined in the contract.
6. Change orders required due to non-visually apparent pre-existing conditions can/may require a change order and additional funding at the facility owner's expense. Any work performed by Belmont Solar on existing systems, is to 'appear' to be in operational and functional condition upon completion. Pre-existing conditions, work performed by others, tampering of any type, at any time. Regardless if visually apparent, or not. Shall not be warranted by Belmont Solar.





# TERMS & CONDITIONS

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## 7. Warranties:

- Complete, "Triple-ten", 10 year top-to-bottom system warranty
- 10 year complete workmanship warranty
- 10 year complete product warranty
- 10 year power production guarantee

- 25 year limited product warranty on solar panels
- 25 year limited warranty on racking system
- 25 year limited power output warranty on solar panels

(Warranties listed above do not apply to online monitoring functionality, or to a battery system. Physical damage, modifications performed by other parties and any incident normally covered by homeowner's insurance is not covered. See Belmont Solar warranty sheet for full details)

8. First year of power production is guaranteed as outlined in the system design & not to degrade any more than 1% per year for the first ten years. Power production guarantee is based upon tilt, orientation, azimuth, equipment performance, and local weather. Does not include excessive shading from trees or other location obstacles. Power production guarantee is not applicable to battery backup system, or any system where user's solar access window at the location changed, or in a case of physical damage to the system.

9. Permits: Installations are to be completed in accordance with all laws, codes and other requirements applicable under federal, state and local authority (e.g. permits, inspections). It is the client's responsibility to ensure that all appropriate permits (e.g. local, state) have been signed, and in ensuring that Deed Restrictions or Home Owner Association Restrictions do not prohibit the installation of the proposed PV system. It is the client's responsibility to sign and return all required documents to Belmont Solar or the appropriate party in a timely fashion.

EXCEPTION: If the "No Permitting Discount" option has been selected on the contract, then ALL permitting, inspection, net-metering, rebates, costs, time etc. are completely the customer's responsibility and Belmont Solar will in no scenario be held responsible for anything permitting related. (Not recommended & not standard)

10. Prior to final pricing, Belmont Solar reserves the right to conduct a site visit/audit to verify that the preliminary design is correct. Since availability can change, solar modules offered are subject to change. The total price or price per watt may need to be changed slightly.

11. Monitoring is reliant on the client to have an onsite, compatible router and reliable online access within 250' of the inverter or other main monitoring equipment, for the no-additional-cost portion of the monitoring offer to be applicable. If above 250' of ethernet cable required to reach the router, then it is advised to use a 5 yr. cellular monitoring option at a nominal, additional cost.





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## TERMS & CONDITIONS

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12. All payments must be made according to the scheduled agreement. Personal Check, Wire Transfer, Cash, are all acceptable methods of payment. All goods remain the property of the Belmont Solar until the final payment has been completed. (Credit/debit card payments require a 3% processing fee). After midnight on the third day after a signed agreement. Any permitting costs incurred, can not be refunded to the client. Nonrefundable permitting/engineering costs are \$2,000 unless verbal or written permission has been granted by the client to proceed beyond the usual permitting, engineering costs.

13. Insurance: Homeowner is to maintain appropriate homeowner's insurance. Belmont Solar maintains appropriate contractor's insurance. Belmont Solar is not responsible for damage caused by accumulated snow and/or ice and/or hail on or around a solar array. Note: for your safety, please be aware that a solar array may have a higher potential to release a sudden avalanche of snow, compared to the pre-existing roof surface.

14. In the extremely unlikely event that a misunderstanding cannot be resolved with a good conversation and whole-hearted effort on both sides, then arbitration needs to be used before any civil/legal action can be started. Any unlikely civil/legal action must be filed in a Lancaster County court.

Terms updated 07/23/2020



# TERMS & CONDITIONS

## Additional information specific to your solar project:

Client name: [REDACTED]

Address of project: [REDACTED]

### Solar Panels:

- Manufacturer: LG
- Model: 72 Cell LG405N2W-V5
- Watts: 405
- Count: 16

### Pricing & Payment information:

#### Extra costs:

- Note: Standard permitting to be covered by Belmont Solar: 1 x \$0.00 \$0.00
- Winaico 340W High-Efficiency Array (Maximum Durability & Performance) 6480 Watts x \$0.00/Watt \$0.00
- Note: Preliminary design. Before site visit and refinements. Pricing may be subject to change until final design 1 x \$0.00 \$0.00
- New Item: 1 x \$0.00 \$0.00
- Note: Any structural engineering or structural reinforcement that may be required, is not included. To be billed upon client approval, before start of install: 1 x \$0.00 \$0.00

#### Discounts:

- Yard Sign Discount for 1/2 year / One year with free energy audit 1 x -\$300.00 -\$300.00
- 2021 Install Scheduling Discount (Only valid til last day of Dec. of 2020) -4.00% of base project price -\$777.60

#### Rebates & Incentives applied to the project:

- Solar Renewable Energy Credits (May 2020): Yearly or production
- Residential Renewable Energy Tax Credit - 22% -\$4,253.57based

Gross price of system \$19,334.40

Cost after rebates and incentives: \$15,080.83

### Project specs:

- System Size: 6.48 kW