



Go Solar!



www.southerntiersolarworks.org
stswinfo@southerntiersolarworks.org
607-873-9220

Southern Tier Solar Works is a five-county community solar program working to double the total amount of solar PV installed at area residences and small businesses to date, and to leave the market with a permanently increased annual rate of solar power adoption.

RESIDENTIAL PARTNERS FOR THE PROGRAM

Our Installer Partners for this program have been selected after an extensive competitive process. We are excited about their experience, their outstanding reputations, the soundness of their businesses, the quality of their work, customer service, and their affordable pricing. Our Installer Partners are:

Halco

Halco provides full home energy upgrade services throughout Central New York, including Southern Tier counties. The company's priority with homeowners is to "reduce before you produce" which means the focus is on not only the building shell, but major mechanical appliances as well. Renewable energy sources like geothermal, wind and solar then are used to achieve 'Net-Zero' living for many Halco customers. Halco has installed over 3 MW of Solar in the past 2 years and is a leading installer of residential Electric Vehicle charging stations.

Taitem

Taitem "technology as if the earth mattered" Engineering is an Ithaca-based certified B-corporation founded in 1989. They have installed hundreds of solar electric systems across the Finger Lakes and Southern Tier. Their team includes in-house licensed engineers and NABCEP certified solar installation professionals who are dedicated to providing the highest quality solar electric systems.

ETM Solar

ETM specializes in solar energy systems. They install solar electric systems and solar hot water heaters on residences and commercial buildings. They have a variety of financing and leasing options for residential and small commercial systems. They are building a shared-solar project for customers who don't have a good place to put a solar array on their own property. ETM is a woman-owned business, and ETM's website is on a solar-powered server and they have a solar electric system on their building. At ETM, their goal is to give the best customer service, install the highest quality systems and to be here for decades to come.

Proudly partnering with:



Below is the basic program pricing and offerings for our three Installer Partners. All Partners will give you the same type of vetted technology and quality products and service, but each company has a unique history, focus, and pricing.

PURCHASE PRICING SUMMARY BEFORE INCENTIVES

For purchasing a system, the price is typically discussed as the cost per watt (W) of system size.

Low interest loans for purchases are available from NYSERDA and private lenders, and typically result in monthly payments similar or slightly less than your current monthly electric bill. The table below provides the detailed cost and technology offerings from each of the Installer Partners. All costs are for the base offerings listed before incentives to allow the simplest comparison between the partners.

	ETM	Halco	Taitem
Pricing (\$/W)	\$2.70	\$2.68	\$2.82
Solar Modules	Trina 270 PV	Hanwa Q.Cell	Q Cells Q Peak G4.1
Inverter	Enphase Microinverter	Solar Edge Inverter with Power Optimizer	Fronius Primo
Roof Racking	Enphase Enlighten	Iron Ridge	Iron Ridge
Monitoring	Enphase Enlighten	SolarEdge	Fronius
Installer Partner Warranty	25 Years	25 years on module, 25 year on power optimizer, 12 years on inverter	25 years on panels, 10 on Inverter, 25 on Roof Racking

Proudly partnering with:



EXAMPLE SOLAR PV SYSTEM PURCHASE IN PROGRAM

System Size (W)	7,000	
Annual Electric Usage (kWh)	7,961	
Current Average Cost Per (kWh)	\$0.12	
Monthly Electric Bill	\$79.61	
Average Below Market Price from our Installers (\$2.73/W)	\$19,110	
NYSERDA Rebate (\$0.40/W and \$0.80/W)**	-\$2,800	-\$5,600
Price after NYSERDA	\$16,310	\$13,510
Federal Tax Credit (30% of the Total After NYSERDA and Often Credited Upfront)	-\$4,893	-\$4,053
State Tax Credit (25% of the Total After NYSERDA and Often Credited Upfront)	-\$4,077.5	-\$3,377.5
Final Cost	\$7,339.5	\$6,079.5

*Note this is for basic roof-mounted system on a good site. Additional items may be needed in other situations.

**For low-to-moderate income households, the NYSERDA incentive of \$0.40/W doubles to \$0.80/W

Proudly partnering with:



LEASE PRICING SUMMARY AFTER INCENTIVES

Leases are typically 20 -year agreements with a solar provider where you pay nothing upfront, they monetize all of the incentives for you (so they are a big help if you are unable to use the available tax credits), and they install a system on your home and bill you a known monthly amount for the resulting clean solar electricity. Different from purchases upfront or through low-interest loans, solar leases are typically discussed as the cost per kWh of electricity after incentives. Today in our region, most residential customers pay \$0.10 to \$0.15 per kWh, and thus the cost to go solar with a lease is typically similar or less than one's current monthly electric bill. The table below shows the leases available from our Installer Partners.

	ETM	Halco	Taitem (Average \$/kWh)
Lease Provider (Escalator)	SunPower (0.0%)	N/A	Sunpower (0.0%)
Price per kwh first year	\$0.14	N/A	\$0.10
Additional Price per kwh for a Groundmount	\$0.02	N/A	\$0.02

* 20 year lease

*25 year lease

Proudly partnering with:



ADDER SUMMARY FOR PURCHASES BEFORE INCENTIVES



Do you want web-based monitoring?

	ETM (\$/W or Fixed Fee)	Halco (\$/W or Fixed Fee)	Taitem (\$/W or Fixed Fee)
Web-Based Monitoring	Included	Included	Included

Don't have a roof that could be used for solar?

Frame Ground Mount (\$/watt)	\$0.60	\$0.48	\$0.20
Pole Ground Mount (\$/watt)	\$1.30	\$1.32	\$1.08
Trenching	\$10/ft. after first 100 ft.	\$7.50 after first 100 ft.	Included

Want a more custom panel or a battery system?

American Made Modules (\$/watt)	\$0.30	\$0.30	\$0.29
High Efficiency Modules	\$1.20 (Sunpower 327w AC Module)	\$1.68 (Sunpower 335w)	\$1.28 (Sunpower)
Battery Backup	\$9,700 flat fee	Priced per project	Priced per project

Want an extended warranty or guarantee?

Extended Workmanship Warranty 20 years	Included	Included	N/A
Extended Inverter Warranty	N/A	Priced per project	\$0.10

Proudly partnering with:



Have a lot of shading or a complex roof?

	ETM	Halco	Taitem
Microinverters	Included	\$0.20	\$0.07 (DC optimizers)
Roof Vent Relocation	Included	\$500 per job	Priced per project
Multiple Roof Arrays - per roof after the first roof	\$0.05	\$300 per roof	\$0.20/watt
Standing Seam Metal Roof	Included	Included	Included
Cedar Shingles	Priced per project	Priced per project	Priced per project
Flat Racking on Flat Roof	Included	Included	Included
Tilt Racking on Flat Roof	\$0.05	\$0.25	\$0.07
Roof Height above two stores	\$0.15	\$600 per job	\$0.30/watt

Have roof or site that needs repair and upgrade?

Structural Analysis of Roof	Included	Included	Included
Engineering Report on Roof	Included	Included	Included
Rafter Reinforcement	Priced per project	Priced per project	Priced per project
Electric Panel Upgrade	Priced per project	Priced per project	Priced per project
Electric Subpanel	Priced per project	Priced per project	Priced per project

Have a much smaller or larger electric usage?

Systems Smaller than 2kW	\$1.13	\$1.50	\$1.50
Systems Larger than 10kW	-\$0.10	\$0	-\$0.20

Proudly partnering with:

