

# A Buyer's Guide to **Going Solar**

**AEGIS**  
SOLAR ENERGY





# Join the World's Energy Revolution

Millions of homeowners have made a very smart decision. They have decided to use the earth's greatest and most sustainable resource to power their homes. Here comes the sun.





# Get smart about solar!

Installing a world-class solar system yields immediate benefits for your family. Suddenly, the cost of your electricity is no longer a worry. So, run your air conditioner without a care; put in that fourth load of laundry; keep the hot tub at the perfect constant temperature – and so much more!

Solar energy is reliable, sustainable, safe and will have you smiling all day once your satisfyingly low electric bill arrives in the mail.

# 7

## Smart Steps for Going Solar

In this simple guide you'll learn:

- How clean energy will bring new ease and comfort to your family
- If solar is the right solution for your home
- How to choose a highly qualified solar provider
- How to ask the right questions about system costs and payment options
- What happens during installation

Understanding these basics will help you move ahead with confidence!



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# Is solar right for your family?



Consider these important points:



## Will solar save me money?

Yes! If your electric bill is \$100 a month or more and your roof is suitable for solar, you will save. The amount of money you'll save varies depending on the size of your system, the amount of electricity you use, and utility rate increases (historically, 3.6% a year in New England). In general, solar customers save anywhere from 60-100%.



## Sun Exposure

The more south-facing your roof, the better. But roofs facing east or west can also work. To make your roof more “solar-friendly,” our solar consultants may suggest trimming trees.



## 1. Is solar right for your family?



### Your Roof

Is your roof structurally sound? Our inspection and review by professional engineers will ensure it is, or recommend reinforcements if needed. Solar can be installed on asphalt shingle, rubber, standing-seam metal, and corrugated metal roofs. We recommend your roof have at least 10 years of life remaining in it.



### Expected Power Generation

Your system's output will depend on roof direction (azimuth), roof angle (pitch), the number of panels, and panel choice. Our experienced solar consultants can calculate your system's power capability once we see your home and discuss your energy goals.





### Incentives

Currently, Connecticut provides upfront rebates on top of the generous 30% tax credit the federal government already offers for purchased solar installations (leases don't qualify). However, this tax credit is due to terminate at the end of 2019. State rebate levels are declining every year. The combination of state and fed incentives pays for 40% or more of the system cost.



### Home Resale Value

Installing solar panels can help you sell your home faster and possibly at a higher price. The "[Selling Into the Sun](#)" study by U.S. Department of Energy's Lawrence Berkeley National Lab shows how installing solar increases property values.



### Environmental Benefits

Solar energy allows you to produce electricity without noise or air pollution from a clean, renewable and incredibly powerful resource. A typical 8,000-watt system will prevent the release of 13,900 pounds of carbon dioxide into the air each year.



# 2

## Researching Solar Providers



It's all about the comfort of your family and saving money—so don't settle!

- Consider the longevity and stability of the company. You want a provider that will be responsive to questions and honor the 25 year warranty that comes with most solar panels.
- Ask for references and a verifiable track record of success installing residential systems. Sites like [SolarReviews](#) and [Facebook](#) are great independent resources to check a provider's ability to deliver a superior customer experience.
- Ensure that the solar company can explain in detail how they will treat your home and property each day during the installation.



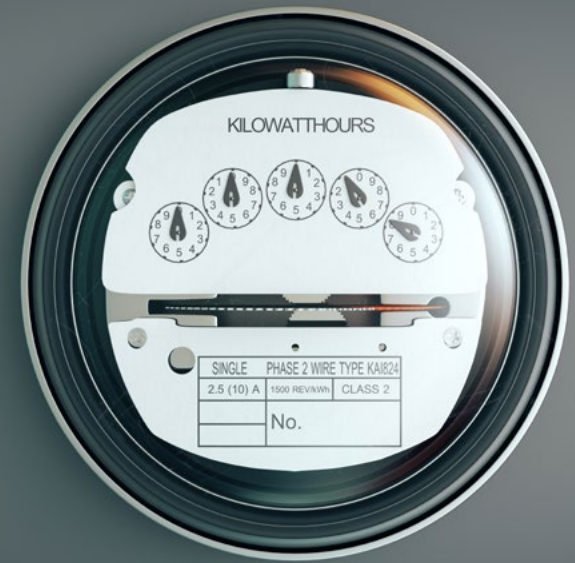
## 2. Researching Solar Providers

- Make sure the installer is fully licensed and insured. Although not required, certification by the North American Board of Certified Energy Practitioners (NABCEP) provides assurance that the installer has the right training and experience to install a solar energy system that is safe and performs as it should.
- Find out who is performing the system installation. The best installations are done by a closely supervised licensed crew of professionals. When sub-contracting, it is important to find out if company representatives are present during the process. At Aegis Solar Energy, we are always on-site and don't use sub-contractors.
- Finally, is the solar company local? Providers with deep roots in a community will care about their local reputation, and have strong relationships with utility companies and town inspectors. This will go a long way toward streamlining the permitting and interconnection process.



# Net Metering

Talk to the solar provider to understand how net metering works. When you switch to solar, your traditional electric meter will be changed to a net meter. With net metering, your meter acts as a gate – dumping excess electricity created by your solar array onto the grid during the day and drawing needed electricity from the grid at night.



# 3

## Understand the Bottom-Line Cost Benefits

Once you've decided to get a consultation and estimate from a solar company, remember—cheaper isn't necessarily better. Expert system design, installation, and high-quality panels are paramount to the ultimate success of your solar installation.

During your consultation, make sure you get a clear understanding of your projected return on investment. For example, if you decide to purchase a solar system outright, you will see more upfront costs but more savings in the long run. If you lease the equipment, you will have no upfront costs but less savings over time. These are critical distinctions. So ensure you get a solid and clearly presented estimate. And take the time to understand the warranties and financing options that work best for you and your family. The best installers will guarantee your system, including its performance, making solar risk-free.





# 4

## Choose Your Provider

You've done your research, and you're ready to choose your solar provider. Your final decision will be based on a mix of considerations including:

- Price
- Long-term savings
- Provider reputation
- The system's ability to meet your family's energy goals
- Warranties
- The assurance you feel with the company and sales person



On the day the provider's truck shows up at your house, you'll be confident you made the right choice!

# 5

## Getting Permission From Your Town

Your community requires several permits and inspections for your solar, which your installer should take care of for you. A reputable installer will have strong working relationships with local officials, and knowledge of your town's requirements.





# 6

## Let's get started!

The installation crew arrives on time, and you meet the crew lead. The crew lead will be your main contact for all questions related to the installation. You should also have the phone number and email for a specific person in the office to answer any other questions you may have.

Installation generally requires 2-3 days although this may vary depending on the size and scope of the installation, not to mention the weather.



# 7

## Getting Final Approval From Your Utility

Once your solar system is installed, it will be connected to your utility grid via an interconnection to begin generating electricity.

**Generally speaking, 3 things will occur:**

- 1 Local building and electrical inspectors conduct their final inspections.
- 2 Your utility is notified of the project's completion. A new meter may be installed at this stage.
- 3 Your utility approves your connection to the grid. Aegis Solar Energy notifies you that you can turn on your system and start making clean solar energy!

Once again, a highly qualified solar provider will streamline and simplify this process for you.



# **Congratulations!**

## **Start saving. Start enjoying.**

Following installation, it's important that your solar installer provides you with resources to answer your questions about:

- How the system works
- How you can monitor its production
- What maintenance, if any, is required

The best monitoring systems are web-based and easy to use via your computer or smart phone. So keep an eye on your system's performance. And make sure your system remains connected to the internet.

A photograph of a person in a light-colored shirt and safety glasses working on a roof, installing large solar panels. The image is partially obscured by a diagonal red line that separates the photo from the white background of the text area.

# We are passionate about solar!

The wonderful benefits you and your family can enjoy with the right provider and system will be appreciated for many years to come. We invite you to visit the [Aegis Solar Energy website](#). And you can sign up [here](#) or call us at [\(203\) 208-1856](#) for a free consultation and estimate.