

COMMUNITY EDUCATION

Deciding whether to invest in solar for a homeowner or community can be difficult. Especially sorting through an abundance of misinformation as to the benefits, cost, and whether it will work without grid power.

NATIVE Solar seeks to remedy this lack of unbiased information and to educate your residents about not renting electricity by going solar.



SUN ENERGY

BATTERY USAGE



SOLAR ADVANTAGES

NATIVE Solar's 14 years of experience allows for quick and experienced discernment of local rate considerations. We can then show specific benefits and options to the homeowner. Solar energy presents a cleaner form of energy with the advantages of instant savings. Solar has reached 'grid parity' meaning it is equal or less than the price of power from the electricity grid. Additionally, Congress has recently renegotiated the Solar Tax Credit. The credit is available to homeowners at 26% until 2022, when it will drop to 22% in 2023, and 0% in 2024.

TAKE THE POWER BACK

Solar energy presents an opportunity for homeowners to take power generation into their own hands and a potential solution to power outages and rising rates from your utility company. It also presents the option of storing additional energy or selling back unused energy in the event that energy production exceeds use. And yes, systems can be designed to backup power during extended outages caused by adverse weather conditions.



CONSIDERATIONS

When considering whether a home energy system is right for your residents, there are few mandatory considerations.

1. You have a majority of homeowners in your community (vs renting).
2. Homeowners decide if a loan or cash is the best option. If you choose a loan, decent credit is required (FICO > 660).
3. Verify the roof is a good candidate for solar. This will depend on roof layout, shading, and position of home.



HOW DO YOU CHOOSE THE RIGHT SOLAR PARTNER?



The biggest consideration is sorting through misinformation and misleading promotions promoted at the homeowners expense. Be weary of companies promising 'free solar' or monthly profit. Additionally, it is imperative to choose a reputable company with strong installation standards and a stable background to ensure continued customer service support. Buy local. When there is a natural disaster, or limited travel for any reason, those closest will be able to serve your system best.

COMMUNITY INCENTIVE PLAN FOR HOA'S

- **Homeowner Education**
NATIVE Solar will host a Solar 101 during your next Board meeting in 5 to 15 mins, or even share the value proposition with a 60 seconds video.
- **Our Commitment**
When your HOA community buys a certain number of new systems, you are eligible for a complimentary solar system on community building of choice or a donation to a community fund.

