

QB FID

103 Customer Name		Jan
669 Customer Email		Feb
272 Customer Phone		Mar
207 Customer Address		201600114 Apr
821 Sales Name		9/9/2016 May
Sales Phone		9 Jun
847 Sales Email		Jul
364 2 Utility		Aug
739 2 Energy Rate		Sep
Harry Stiles		Harry Stiles Oct
Sales R Us		Sales R Us Nov
371 333 Lafayette Avenue		333 Lafaye Dec
387 New York, 11238		New York, 11238
369		Jan
370 2 Module Wattage		Feb
357 2 Number of Modules		Mar
326 Building Order		Apr
379 2 Inverter - Inverter Summary		May
		Jun
468 2 Total System Price		Jul
470 2 ITC		Aug
388 2 Rebate Calculation		Sep
469 2 Native Incentives		Oct
472 2 - Final Out of Pocket		Nov
		Dec
499 2 Financing - Financing Type		
445 2 Down Payment		
467 2 Energy Escalator		
973 Interest Rate		
849 Number of Payments		
437 2 Circuit Monitoring		
421 2 Critter Protection (In ft)		
423 2 Site Prep or Roof Work		
425 2 Other Expense (labor) notes		
427 2 Other Expense (material) notes		
422 2 Include an energy audit?		
361 2 Conduit Painting		
434 2 SMA Webbox Monitoring		
332 Attachment Type		
935 Interconnection Type		
466 2 Include EE Package (LED, Nest)		
861 2 Related Finance - Code		

517 Image
1038 Dividend 3rd Party Warranty

Battery Loads

Battery Type
Battery Trx Switch
Critical Loads Panel
Battery Monitoring
Battery Final Cost
SolarEdge Situation

Consumption - Jan	
Consumption - Feb	
Consumption - Mar	
Consumption - Apr	
Consumption - May	
Consumption - Jun	
Consumption - Jul	
Consumption - Aug	
Consumption - Sep	
Consumption - Oct	
Consumption - Nov	
Consumption - Dec	

Production - Jan	
Production - Feb	
Production - Mar	
Production - Apr	
Production - May	
Production - Jun	
Production - Jul	
Production - Aug	
Production - Sep	
Production - Oct	
Production - Nov	
Production - Dec	

2 - Total Consumption	
2 - Total Production	

Pwwatts - Totals for
each month

Payment 1	Payment 1 Notes
Payment 2	Payment 2 Notes
Payment 3	Payment 3 Notes
Payment 4	Payment 4 Notes

GME	
Date of Proposal	

201600114



0.00kW Solar Proposal

Client:
 0
 |
 Proposal Date:



Committed to Your Satisfaction

We are certified Solar and Energy Efficiency Professionals.

We make sure each project is picture perfect.

Built to Last

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Net-Zero Home Construcion | Solar Power | Rainwater Collection | Deep Energy Retrofits

Design Layout

Solar Cost of Electricity

#DIV/0! per kWh


Yearly Energy Produced:

0,000 kWh

Lifetime (30yr) Energy Savings:

\$0

Panel Manufacturer	0
Panel Wattage	watts
Number of Panels	0
Inverter Manufacturer	0
Inverter Model	0

 *“NATIVE is a great company to work with, they do high quality work and offer custom solutions. I have had my solar system for over a year and I could not be happier. Last year, I saved over \$2,000.” - Ben W.*

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year 1
Old Bill	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Bill	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Savings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Grid Power vs. Solar Power

30 Year Energy Bill Comparison

Utility Bill Savings

\$0.00	Avg./Month
\$0	Year
\$0	10 Years
\$0	20 Years
<u>\$0</u>	<u>30 Years</u>

Energy consumption estimated if not provided to NATiVE. Solar energy production calculated with PVWatts (US Dept. of Energy). Projected energy costs are based on an average annual increase of 0.0%, the national average is 4.8%.

N *“Fantastic from start to finish. Very professional and high quality workmanship. NATiVE is the only choice for solar – easy and professional.” - Anne*

**Net System Price
\$0.00**

**Your Solar Energy Rate
#DIV/0!**

**The Cost of Doing Nothing
\$0**



Financial Analysis Assumptions/Disclaimers:

- 1.) Energy costs are assumed to increase at a rate of 0% per year.
- 2.) Federal Tax Credit - calculated at 30% of the post-rebated system.
Consult with your CPA or tax attorney.
- 3.) Cashflow analysis excludes adders such as monitoring, etc.

Year	Investment	Credit	Savings	Cash Flow	Cumulative
1	\$0	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0	\$0
21	\$0	\$0	\$0	\$0	\$0
22	\$0	\$0	\$0	\$0	\$0
23	\$0	\$0	\$0	\$0	\$0
24	\$0	\$0	\$0	\$0	\$0
25	\$0	\$0	\$0	\$0	\$0
26	\$0	\$0	\$0	\$0	\$0
27	\$0	\$0	\$0	\$0	\$0
28	\$0	\$0	\$0	\$0	\$0
29	\$0	\$0	\$0	\$0	\$0
30	\$0	\$0	\$0	\$0	\$0

PAY LESS FOR SOLAR TODAY!

Defer as much as \$55,000 of your out of pocket cost for 12 months, at no interest, with NATiVE's Same-As-Cash (SAC) Loan.

Here's A Great Example Of How To Take Advantage

Instead of Paying (post rebate):	\$0	For Your Solar System
Defer Payment On:	\$0	For 12 months at 0%
And Then Only Owe:	\$0	Out of Pocket
You Also Save:	\$0	In Your First Year With Solar

When you receive your solar tax credit next year, use the money to pay off the Same-As-Cash Loan at NO INTEREST, period.

Why Wait?

Call: 877-477-5900

How to Apply for Financing:

You can apply for the SAC loan and receive your approval within 5 minutes!

Contractor #:	6376
Promotional Code:	0
Amount:	\$0.00



NATIVE's Business is built on Referrals - Refer Family and Friends Today!

Join the NATiVE Referral Program

Send us potential clients and make money at the same time!

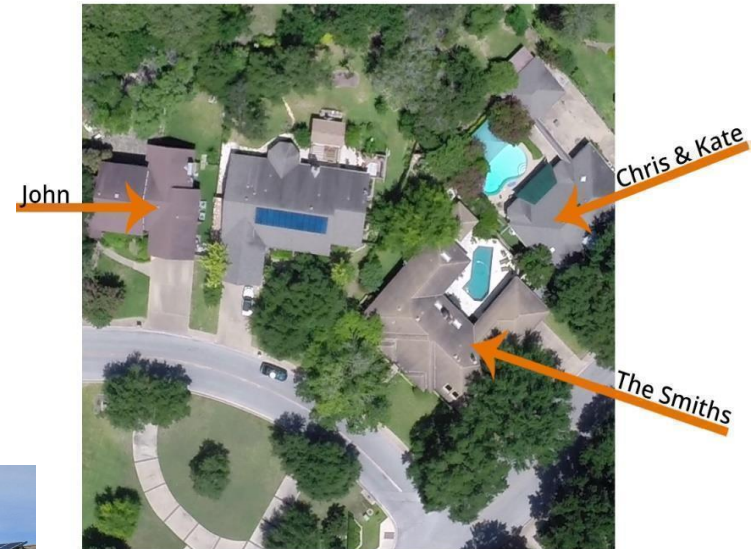
Details:

\$500 for each referral that "goes solar" with NATiVE

* Referral payment is made when when the new customer contract is processed.

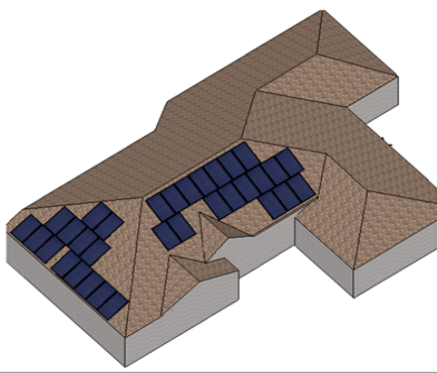
Visit our website to submit a referral:

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- Jen B.



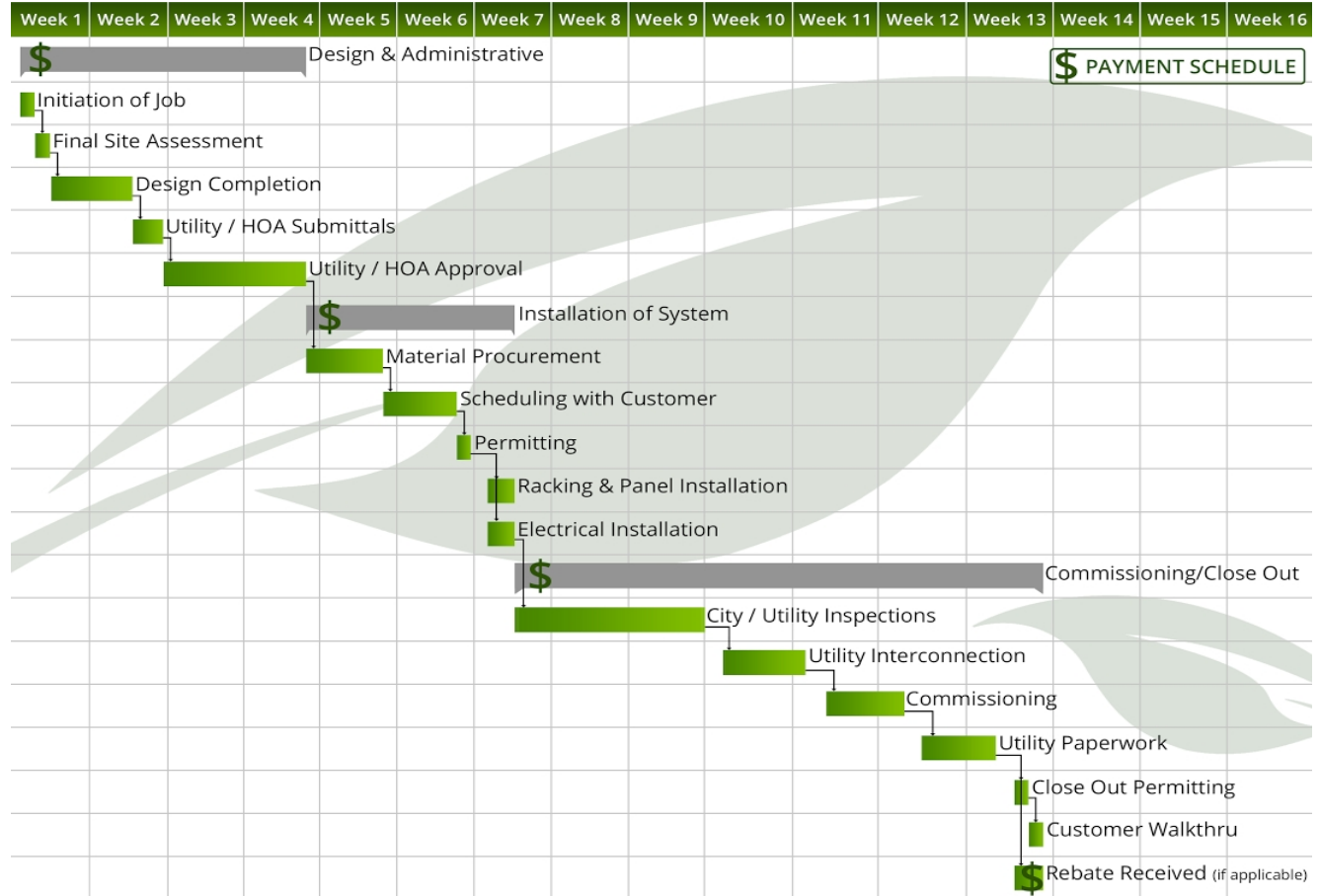
DESIGN.



BUILD.



SAVE.



“Our experience with NATiVE could not have been more positive. The team communicated with us in an effective way throughout the installation process, completed the installation without any issues or problems, and conducted themselves in very professional manner throughout the project.” - Jorie

Solar System Price Breakdown	
System Price	\$0.00
	\$0.00
	\$0.00
Out of Pocket Cost	\$0.00
30% Tax Credit	\$0.00
Final Out of Pocket Cost	\$0.00

Payment Schedule		
\$0.00	\$0.00	
\$0.00	\$0.00	
\$0.00	\$0.00	
\$0.00	\$0.00	0

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0

Solar Proposal Summary		
Panels:	0	- watt
Inverter:	0	
Attachment Type:	0	
Solar Monitoring:	Included	
Circuit Monitoring:	0	
Electrical Upgrade:	0	
Conduit Painting:	0	
Critter Protection:	No	
Other Options:		
<p>Turn Key Installation: Construction of PV Racking system, PV module installation, electrical interconnection with existing system, code compliant labeling, and permitting</p>		
Miscellaneous:		
0		
0		

Signature: _____

0

0

Date: _____



"Thank you NATiVE for a seamless installation, professionalism and quality workmanship. We all love our new solar panels!" - Kris O.



0.00kW Solar Proposal

Client:

0

|

Proposal Date:



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Design Layout

Solar Cost of Electricity

#DIV/0! per kWh

Yearly Energy Produced:

0,000 kWh

Lifetime (30yr) Energy Savings:

\$0

Panel Manufacturer	0
Panel Wattage	watts
Number of Panels	0
Inverter Manufacturer	0
Inverter Model	0

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New Bill	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Savings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Grid Power vs. Solar Power

Down Payment
\$0

Monthly Payment
#NUM!

30 Year Energy Bill Comparison

Utility Bill Savings

\$0.00 **Avg./Month**

\$0 **Year**

\$0 **10 Years**

\$0 **20 Years**

\$0 **30 Years**

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Your Solar Energy Rate

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Year	Payments	Savings	Cashflow	Cumulative
1	\$0	\$0	\$0	\$0
2	\$0	\$0	\$0	\$0
3	\$0	\$0	\$0	\$0
4	\$0	\$0	\$0	\$0
5	\$0	\$0	\$0	\$0
6	\$0	\$0	\$0	\$0
7	\$0	\$0	\$0	\$0
8	\$0	\$0	\$0	\$0
9	\$0	\$0	\$0	\$0
10	\$0	\$0	\$0	\$0
11	\$0	\$0	\$0	\$0
12	\$0	\$0	\$0	\$0
13	\$0	\$0	\$0	\$0
14	\$0	\$0	\$0	\$0
15	\$0	\$0	\$0	\$0
16	\$0	\$0	\$0	\$0
17	\$0	\$0	\$0	\$0
18	\$0	\$0	\$0	\$0
19	\$0	\$0	\$0	\$0
20	\$0	\$0	\$0	\$0
21	\$0	\$0	\$0	\$0
22	\$0	\$0	\$0	\$0
23	\$0	\$0	\$0	\$0
24	\$0	\$0	\$0	\$0
25	\$0	\$0	\$0	\$0
26	\$0	\$0	\$0	\$0
27	\$0	\$0	\$0	\$0
28	\$0	\$0	\$0	\$0
29	\$0	\$0	\$0	\$0
30	\$0	\$0	\$0	\$0

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Send us potential clients and make money at the same time!

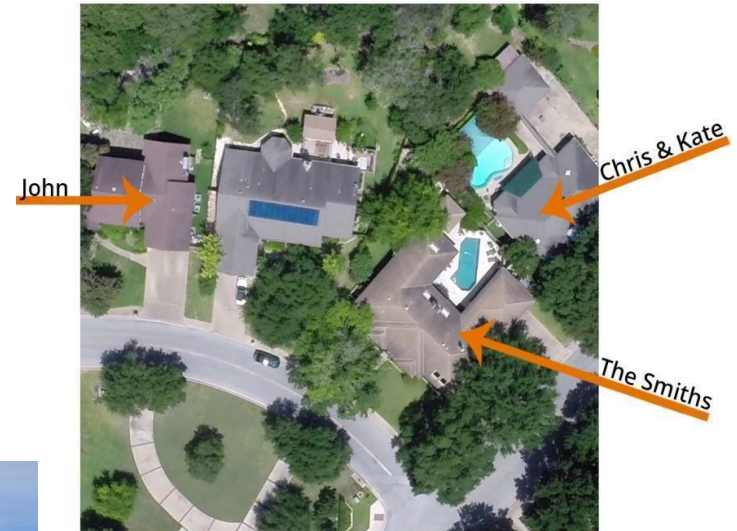
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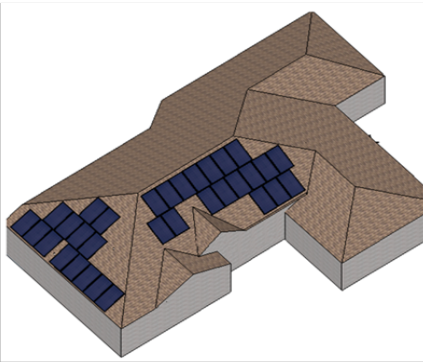
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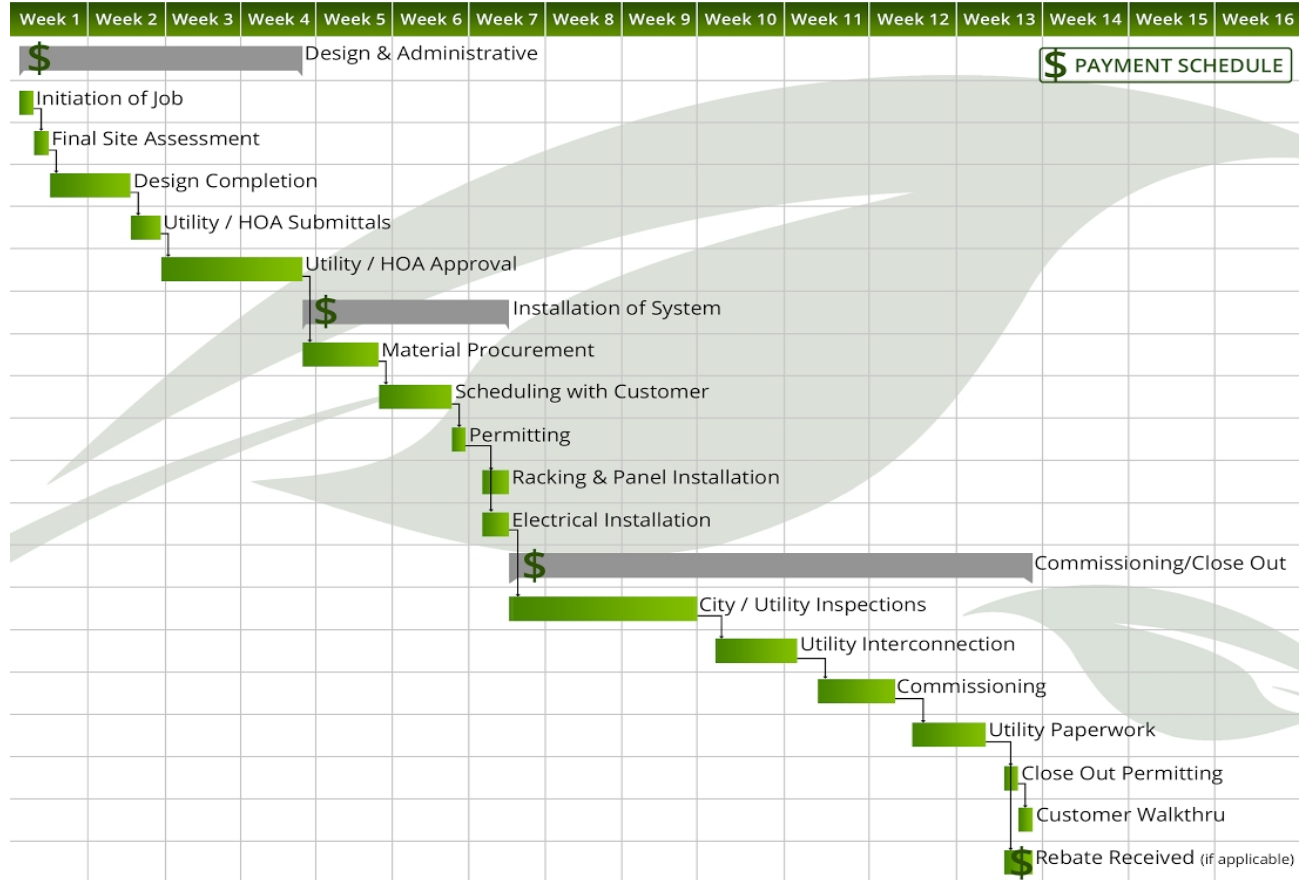
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BUILD.



SAVE.



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Purchase Price	
System Cost	\$0.00
	\$0.00
	\$0.00
Down Payment	\$0
Loan Amount	\$0.00
	\$0.00
Federal Tax Credit	\$0.00
Net System Price	\$0.00

Monthly Payment

#REF!

After Federal Tax Credit is used to buy down the principal

0

Payment Schedule		
	\$0.00	< Home Owner.>
\$0.00	\$0.00	< Financing Co.>
\$0.00	\$0.00	< Financing Co.>
\$0.00	\$0.00	< Financing Co.>
\$0.00	\$0.00	0

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0

Solar Proposal Summary	
Panels:	0 - watt
Inverter:	0
Attachment Type:	0
Solar Monitoring:	Included
Circuit Monitoring:	0
Electrical Upgrade:	0
Conduit Painting:	0
Critter Protection:	No
Other Options:	FALSE
Turn Key Installation: Construction of PV Racking system, PV module installation, electrical interconnection with existing system, code compliant labeling, and permitting	
Miscellaneous:	0
Financing:	0
Customer has 3 days from the signature date on this contract to cancel the contract with no cancellation fees	
	0

Signature: _____

0
0

Date: _____



“Thank you NATIVE for a seamless installation, professionalism and quality workmanship. We all love our new solar panels!” - Kris O.

Battery Backup Proposal

Tesla Powerwall

NATiVE Inc.
 P.O. Box 1794
 Dripping Springs, TX 78620
 www.buildnative.com
 1.855.253.6284

Customer Information:
 0
 0
 0
 0

Summary of Equipment and Pricing

0		
Inverter Conversion Kit	included	
Critical loads panel	included	
Monitoring	included	
Transformer	included	
Wiring Equipment	included	
Installation	included	
Total System Price		\$0.00
Federal Tax Credit		\$0.00
Final Out of Pocket Cost:		\$0.00

Native does not guarantee the availability of the Federal Tax Credit. Please consult with your CPA or Tax attorney.

Payment Schedule:
 50% at signing of contract
 50% at completion of install

Critical Loads Assumptions and Estimated kWhr Needs

Critical Loads	Quantity	Hours	kWhrs needed
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
Total			0

Signature:

 0
 0

Date:

[NATiVE Terms & Conditions](#)
[NATiVE Limited Lifetime Warranty](#)



Battery Backup Proposal

Sonnen Battery System

NATiVE Inc.
 P.O. Box 1794
 Dripping Springs, TX 78620
 www.buildnative.com
 1.855.253.6284

Customer Information:
 0
 0
 0
 0

Summary of Equipment and Pricing

0	
Inverter	not included
Critical loads panel	included
Monitoring	included
Transformer	included
Wiring Equipment	included
Installation	included
Total System Price	\$0.00
Federal Tax Credit	\$0.00
Final Out of Pocket Cost:	\$0.00

Native does not guarantee the availability of the Federal Tax Credit. Please consult with your CPA or Tax attorney.

Payment Schedule:
 50% at signing of contract
 50% at completion of install

Critical Loads Assumptions and Estimated kWhr Needs

Critical Loads	Quantity	Hours	kWhrs needed
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
0	0	0	0
Total			0

Signature:

 0
 0

Date:

[NATiVE Terms & Conditions](#)
[NATiVE Limited Lifetime Warranty](#)



Notes:
This model is intended to illustrate the terms and monthly payment structure for loans of varying amounts and designed to be imported into your existing sales proposal tool (if preferred vs. our Proposal Tool on the EmpowerPortal). The specific terms, size and economics of each loan will, of course, vary on a case-by-case basis.
Loan can pre-paid by Homeowner at any time without penalty. Cell '120' turns optional pre-payments on and off. Gross Utility Savings in Cell '117', less monthly debt expense, drive annual economics.
Assumes Homeowner paydown of 30% of Loan principal by month 16 (inclusive of non-ITC related principal payments); APR would otherwise increase to 9.99%.

Assumptions		Savings		Switches		SREC Calculation									
Loan Data		Illustrative Utility Data		EE Lighting Upgrades		EE Lighting		EE Thermostat							
System Size (KW)	.0 kW	Initial Monthly Utility Bill	1.40x	Bulbs Upgraded	Old	New	EE Lighting	EE Thermostat	Year	Production	SRECs (#)	Price	Value	Cumulative Value	
Implied Cost per Watt	#DIV/0!	Post-Solar Utility Bill	-	Lamp Power (watts)	60.0	10.0	Off	Off	1	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Contract Price	-	Savings Before Debt Service	-	Daily HOU per Lamp	6.0	6.0			2	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Less: Upfront Rebate & Discounts	-	Utility Price Inflation	-	Annual Usage (kWh)	1,314	219			3	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Less: Initial Downpayment	-	Annual Degradation	0.50%	Cost per kWh	-	-			4	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Loan Amount	-	Use Savings to Paydown Loan?	-	Electricity Cost (USD)	\$0.00	\$0.00			5	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Term	20 years\			Year 1 Savings		\$0			6	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Payments Per Year	12	Loan Economics - Summary Statistics		Year 1 Monthly Savings (\$)		\$0.00			7	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Total Monthly Payments	-	Loan Payoff (Months)	0 months\	Year 1 Savings (kWh)		1,095			8	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Interest Rate ("APR")	-	Loan Payoff (Years)	0 years\	Year 1 Monthly Savings (kWh)		91			9	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Initial Payment Date	1/1/2015	Cumulative Interest Paid	-	EE Thermostat Upgrades					10	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Monthly Pmt (Post-Buydown)	\$0.00	\$0.00 Cumulative Homeowner Savings	-	Monthly Savings		\$20.0			11	kwh\	0.0	\$0.0	\$0.0	\$0.0	
				Energy Efficiency Life (Months)		180			12	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Incentive Prepayments		SREC Payments							13	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Mandatory Buydown Due	month\ 16	Value per SREC to Homeowner	-						14	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Estimated Buydown Date	month\ 16	Annual SREC Price Change (%)	-						15	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Other Incentives Buydown Date	month\ 16	Years of SRECs	0 years\						16	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Mandatory Buydown (%)	30.0%	Year 1 Production	kwh\						17	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Mandatory Buydown		Total SREC Value	-						18	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Local Incentive (\$)	-	Servicing Costs							19	kwh\	0.0	\$0.0	\$0.0	\$0.0	
State Incentive (\$)	-	Additional Servicing Costs	0.45%						20	kwh\	0.0	\$0.0	\$0.0	\$0.0	
Other Incentive (\$)	-	Term	15 years\						Total				\$0.0		
Expected ITC Amount (\$)	-	Cumulative	-												
Total Incentives	-														
ITC Buydown, Less Other Incentives	-														

Today
9/14/2017
9
2017

Solar Production
1,453 kwh\
Energy Escalator
0.0%
Annual Degrade
0.50%
Energy Cost
0

Grid	#DIV/0!
Solar	#DIV/0!

Monthly Payment	Dividend
#NUM!	No

Efficiency Loss	
Industry Assumption	0.005
Sunpower (data)	0.01
Sunpower (panels)	0.0025

Production Delta - Sunpower vs Phono
0.838002959

HVAC Efficiency Los
0.05

Discretionary Adders

Cash Flow Adjusted
\$ - Total System

	Year 1	Year 2	Year 3
Consumed	0	0	0
Produced	0	0	0
Conserved	0	0	0
Grid Supply	0	0	0
Produced \$	0	0	0
Grid Supply \$	0	0	0

Energy Cost	0.00	0.000	0.00
-------------	------	-------	------

Cost of Energy	0	0	0
Savings from PV	0	0	0
Energy Bill with PV	0	0	0

Spray Foam Cumulative Savings			
Logic			

Month	Consumption	Grid Usage
Jan	0 kwh	0 kwh
Feb	0 kwh	0 kwh
Mar	0 kwh	0 kwh
Apr	0 kwh	0 kwh
May	0 kwh	0 kwh
Jun	0 kwh	0 kwh
Jul	0 kwh	0 kwh
Aug	0 kwh	0 kwh
Sep	0 kwh	0 kwh
Oct	0 kwh	0 kwh
Nov	0 kwh	0 kwh
Dec	0 kwh	0 kwh
Total	0 kwh	0 kwh

Dividend \$0 CF Calculation

Year	Neg. CF
1	\$ -
2	\$ -

3	\$ -
4	\$ -
5	\$ -
6	\$ -
7	\$ -
8	\$ -
9	\$ -
10	\$ -
11	\$ -
12	\$ -
13	\$ -
14	\$ -
15	\$ -

Total \$ -
 Dealer Fee Adder \$ -

AUSTIN ENERGY RESIDENTIAL SOLAR RATE ROI CALCULATOR

system size - kw DC	0
derate	0.77
\$/watt - dc	#DIV/0!
rebate	\$0.00
Install cost	\$0.00
AE rebate	#DIV/0!
FTC	\$ -
Out of pocket	#DIV/0!

kWh charges

Residential Solar
Power Supply Ad
Regulatory Charge
Community Bene

TOTAL

Monthly charge

user consumption

Jan	0
Feb	0
Mar	0
Apr	0
May	0
Jun	0
Jul	0
Aug	0
Sep	0
Oct	0
Nov	0
Dec	0

TOTALS 0.00

SUNPOWER COMPARISON TABLES

	Year 1	Year 2	Year 3
Sunpower Out of Pocket	#REF!		
Consumed	#REF!	#REF!	#REF!
Sun Power Produced	#REF!	#REF!	#REF!
Grid Supply	#REF!	#REF!	#REF!
Produced \$	#REF!	#REF!	#REF!
Grid Supply \$	#REF!	#REF!	#REF!
Energy Cost	0.00	0.00	0.00
Savings from PV	#REF!	#REF!	#REF!
Energy Bill with PV	#REF!	#REF!	#REF!
Cash Flow	#REF!	#REF!	#REF!
Power Offset	#REF!	#REF!	#REF!
Panel Efficiency	#REF!	#REF!	#REF!
Phono250 Out of Pocket	#NAME?		
Phono250 Produced	#REF!	#REF!	#REF!
Grid Supply	#REF!	#REF!	#REF!
Produced \$	#REF!	#REF!	#REF!
Grid Supply \$	#REF!	#REF!	#REF!
Energy Cost	0.00	0.00	0.00
Savings from PV	#REF!	#REF!	#REF!
Energy Bill with PV	#REF!	#REF!	#REF!
Cash Flow	#REF!	#REF!	#REF!
Power Offset	#REF!	#REF!	#REF!
Panel Efficiency	#REF!	#REF!	#REF!

PV Watts	Conventional	Sunpower
Jan	#REF!	#REF!
Feb	#REF!	#REF!
Mar	#REF!	#REF!
Apr	#REF!	#REF!
May	#REF!	#REF!
Jun	#REF!	#REF!
Jul	#REF!	#REF!
Aug	#REF!	#REF!
Sep	#REF!	#REF!
Oct	#REF!	#REF!
Nov	#REF!	#REF!

Dec	#REF!	#REF!
Total	#REF!	#REF!

Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0

0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0

Solar Production	Solar Contribution
0 kwh	#DIV/0!
0 kwh	#DIV/0!
0 kwh	#DIV/0!
0 kwh	#DIV/0!
0 kwh	#DIV/0!
0 kwh	#DIV/0!
0 kwh	#DIV/0!
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0 kwh	#DIV/0!
0 kwh	#DIV/0!
0 kwh	#DIV/0!
0 kwh	#DIV/0!

Combo Finance Purchase Loan Duration 0

Year	Investment	Rebates	Energy Savings	Tax Credit
1	\$ -	\$ -	\$ -	\$ -
2	\$ -		\$ -	
3	\$ -		\$ -	
4	\$ -		\$ -	
5	\$ -		\$ -	
6	\$ -		\$ -	
7	\$ -		\$ -	
8	\$ -		\$ -	
9	\$ -		\$ -	
10	\$ -		\$ -	
11	\$ -		\$ -	
12	\$ -		\$ -	
13	\$ -		\$ -	
14	\$ -		\$ -	
15	\$ -		\$ -	
16	\$ -		\$ -	
17	\$ -		\$ -	
18	\$ -		\$ -	

19	\$ -		\$ -	
20	\$ -		\$ -	
21	\$ -		\$ -	
22	\$ -		\$ -	
23	\$ -		\$ -	
24	\$ -		\$ -	
25	\$ -		\$ -	
26	\$ -		\$ -	
27	\$ -		\$ -	
28	\$ -		\$ -	
29	\$ -		\$ -	
30	\$ -		\$ -	

\$ 0.10600
\$ 0.02829
\$ 0.01343
\$ 0.00561
\$ 0.04733
\$ 10.00

Tiers	Oct-May	June-Sept
<500 kwh	\$ 0.0320	\$ 0.0320
501-1000	\$ 0.0570	\$ 0.0570
1001-1500	\$ 0.0784	\$ 0.0784
1501-2500	\$ 0.0859	\$ 0.0859
>2501	\$ 0.0934	\$ 0.0934

kwh

Energy Adjusted (Conserved)	PV production	Net energy usage	Consumption bill	Resi Solar rate	Total Bill	Payment to AE	built up credit
#DIV/0!	0	#DIV/0!	#DIV/0!	-	#DIV/0!	\$ -	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!	-	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!	-	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	0	#DIV/0!	#DIV/0!	-	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!	-	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	0	#DIV/0!	#DIV/0!	-	#DIV/0!	#DIV/0!	#DIV/0!
0.00	0.00	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	#DIV/0!	

	SunPower	Competing Mc
OutPut	#REF!	#REF!
		#REF!

	SunPower	Competing Mc
Lifetime Savin	#REF!	#REF!
		#REF!

Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0

0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0

Cash Purchase

Cash Flow	Lifetime Savings
\$ -	\$ -
\$ -	\$ -
\$ -	\$ -
\$ -	\$ -
\$ -	\$ -
\$ -	\$ -
\$ -	\$ -
\$ -	\$ -
\$ -	\$ -
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\$ -	\$ -
\$ -	\$ -
\$ -	\$ -

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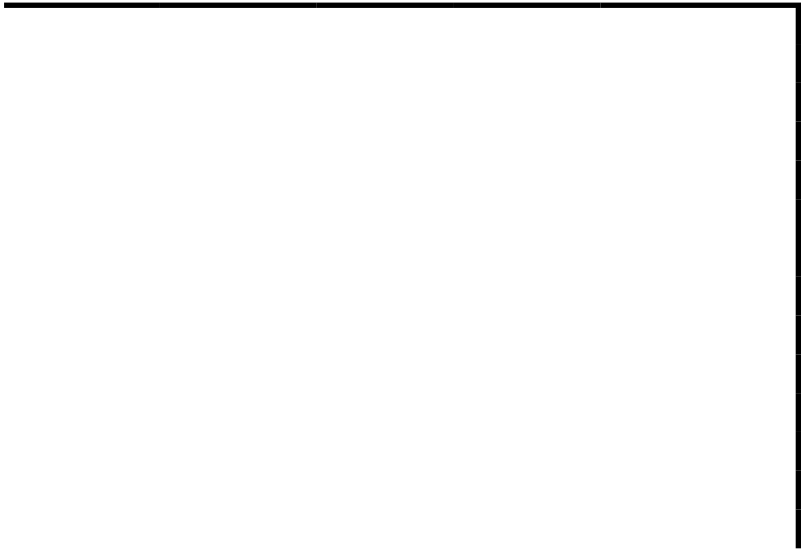
Year	Investment	Rebates and Incentives	Energy Savings	Tax Credit
1	\$ -	\$ -	\$ -	\$ -
2			\$ -	
3			\$ -	
4			\$ -	
5			\$ -	
6			\$ -	
7			\$ -	
8			\$ -	
9			\$ -	
10			\$ -	
11			\$ -	
12			\$ -	
13			\$ -	
14			\$ -	
15			\$ -	
16			\$ -	
17			\$ -	
18			\$ -	

odule

odule

\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1
\$ -	\$ -	1

\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700
\$ 900	\$ 2,200	\$ 4,200	\$ 4,700	\$ 6,700



kwh tiers - cost **total monthly cost**

501-1000	1001-1500	1501-2500	>2501	
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
				#DIV/0!

0	0	0	0	0
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0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
0	0	0	0	0
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\$0	0
\$0	0
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\$0	0
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\$0	0
\$0	0
	\$0
	0

Year 38	Year 39	Year 40
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0

0.00	0.00	0.00
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0	0	0
0	0	0
0	0	0

Month	Consumptior Production	
Jan	0.00	0.00
Feb	0.00	0.00
Mar	0.00	0.00
Apr	0.00	0.00
May	0.00	0.00
Jun	0.00	0.00
Jul	0.00	0.00
Aug	0.00	0.00
Sep	0.00	0.00
Oct	0.00	0.00
Nov	0.00	0.00
Dec	0.00	0.00

Number of Referrals

Year 38	Year 39	Year 40
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
0.00	0.00	0.00
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
0.00	0.00	0.00
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!
#REF!	#REF!	#REF!

cost \$ -

Year	Solar	DJIA	10-yr T bond	5 yr CD	
-20	#DIV/0!	22.6%	9.9%	5.5%	1997
-19	#DIV/0!	16.1%	14.9%	5.5%	1998
-18	#DIV/0!	25.2%	-8.3%	4.5%	1999
-17	#DIV/0!	-6.2%	16.7%	5.5%	2000
-16	#DIV/0!	-7.1%	5.6%	5.6%	2001
-15	#DIV/0!	-16.8%	15.1%	4.1%	2002
-14	#DIV/0!	25.3%	0.4%	3.2%	2003
-13	#DIV/0!	3.2%	4.5%	3.1%	2004
-12	#DIV/0!	-0.6%	2.9%	3.6%	2005
-11	#DIV/0!	16.3%	2.0%	3.9%	2006
-10	#DIV/0!	6.4%	10.2%	4.1%	2007
-9	#DIV/0!	-33.8%	20.1%	3.7%	2008
-8	#DIV/0!	18.8%	-11.1%	2.6%	2009
-7	#DIV/0!	11.0%	8.5%	2.1%	2010
-6	#DIV/0!	5.5%	16.0%	1.6%	2011
-5	#DIV/0!	7.3%	3.0%	1.2%	2012
-4	#DIV/0!	26.5%	-9.1%	0.9%	2013
-3	#DIV/0!	7.5%	10.8%	0.8%	2014
-2	#DIV/0!	-2.2%	1.3%	0.9%	2015
-1	#DIV/0!	13.4%	0.7%	0.9%	2016

- 0
- 1
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- 10
- 11
- 12
- 13
- 14
- 15
- 16
- 17
- 18

