



SOLARIZE DUNWOODY

#Sunwoody

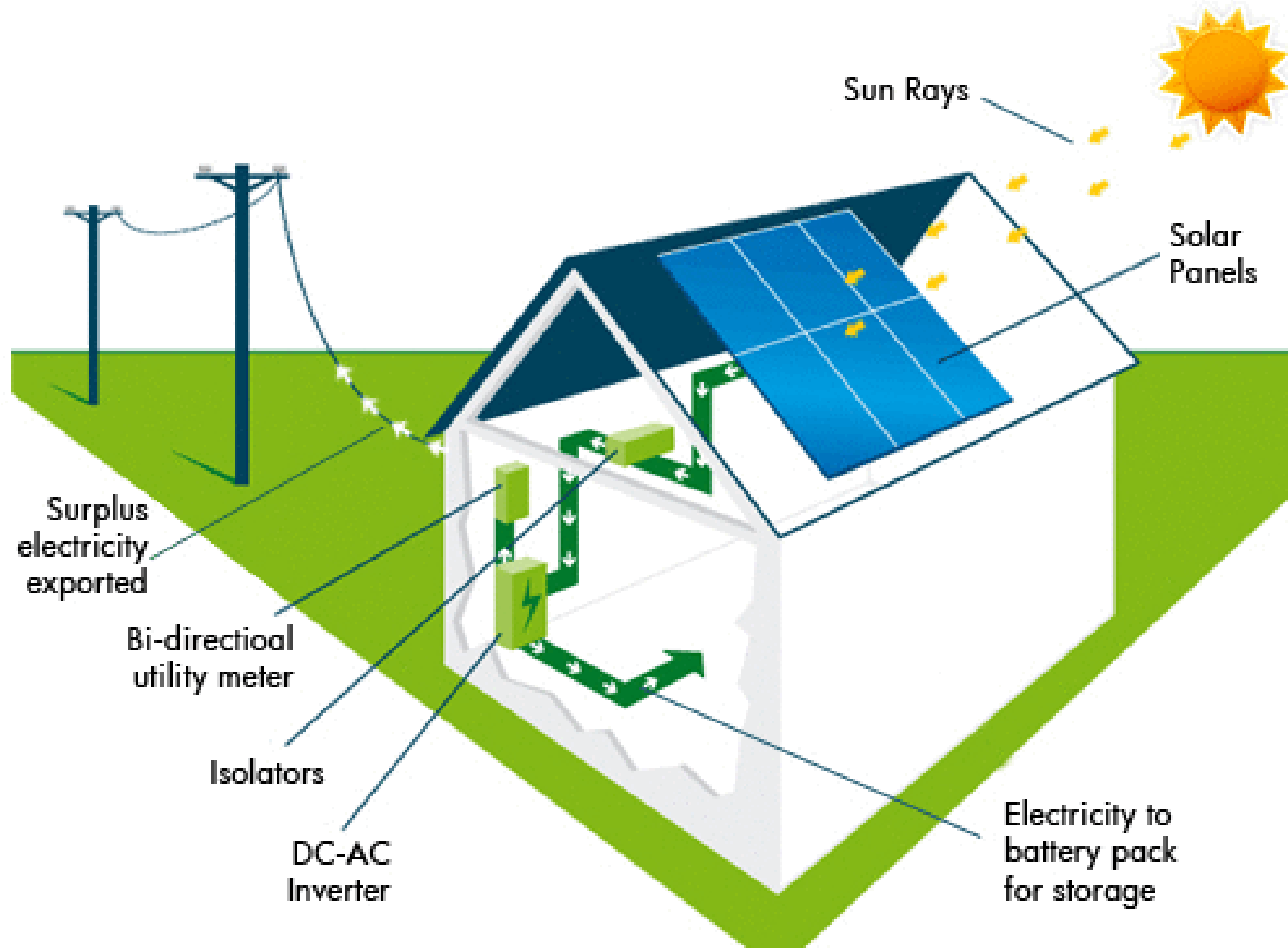
Community solar bulk purchase program for the residents of
Dunwoody



Solar is...

- ❑ More affordable: cost dropped 70% since 2010
- ❑ Growing: 68% average annual growth in last decade
- ❑ Creating jobs: US 260,000; GA 4,000
- ❑ Here in Georgia: 3rd fastest, 8th overall





Why Solar?

- ❑ Return on investment - no return paying utility bill
- ❑ Hedge against price volatility with coal/gas, Vogtle cost overruns
- ❑ Solar adds value to homes and businesses
- ❑ Tax incentives
- ❑ Very little operating and maintenance required.
- ❑ Energy independence
- ❑ Good for Georgia's economy.
- ❑ Clean and renewable energy



Solarize Installations



What is Solarize?



- ❑ Community-based, grass roots
- ❑ Solar photovoltaic bulk-purchasing
- ❑ Removes barriers
- ❑ Makes solar more affordable and accessible



- ❑ Started in 2009 in Oregon
- ❑ DOE funded program
- ❑ Over 250 Solarize programs across country
- ❑ Now in Georgia!



**SOLARIZE
DUNWOODY**
#Sunwoody

Components of a Solarize Program



EDUCATION



COMPETITIVE BIDS



BULK PURCHASING



LIMITED TIME



COMMUNITY INSTALLATION

Solarize Residential Tiered Pricing

TIER I	TIER II	TIER III	TIER IV	TIER V	TIER VI
50 kW	> 50 - 100	> 100 - 150	> 150 - 200	> 200 - 250	> 250+
\$2.90	\$2.85	\$2.80	\$2.75	\$2.70	\$2.65

Current Solarize Pricing		Tier I (0-50kW)	Tier II (51-100kW)	Tier III (101-150kW)	Tier IV (151-200kW)	Tier V (201-250kW)	Tier VI (251-300kW)
System size (kW)	5.0	\$2.90	\$2.85	\$2.80	\$2.75	\$2.70	\$2.65
Base Price		\$ 14,500	\$ 14,250	\$ 14,000	\$ 13,750	\$ 13,500	\$ 13,250
Federal Tax Credit	30%	\$ (4,350)	\$ (4,275)	\$ (4,200)	\$ (4,125)	\$ (4,050)	\$ (3,975)
Net Price		\$ 10,150	\$ 9,975	\$ 9,800	\$ 9,625	\$ 9,450	\$ 9,275
Rebate		\$ 1,250	\$ 1,000	\$ 750	\$ 500	\$ 250	\$ -

Solarize Benefits

Participant

- Removes barriers and uncertainty
- Streamlined process
- Free solar evaluations
- Reduced cost of solar

Contractor

- Reduced customer acquisition cost
- Defined permit process and cost
- Limited geographic area
- Lasting community relationship

Community

- Economic development
- Increased resiliency
- Reduced electricity cost
- Good for environment

Solarize Dunwoody

In partnership with Solar Crowdsource





Largest Solar and EV Charging Installer
in the Southeast

Atlanta based since 2008

Utility, Commercial and Residential-scale
Installer

Electrical Contractor licensed in
GA, NC, SC, AL, MS, TN

Participants in Tybee, Savannah and
DeKalb/Decatur Solarize programs

A photograph of a single-story house with a dark grey gabled roof. The roof is covered with solar panels. A white pergola with several columns extends over the front porch area. The house has brick walls on the left side and light-colored siding on the right. There are trees with bare branches and some with pink blossoms in the background. The sky is blue with some clouds. The text 'Hannah Residential Solar' is overlaid on the right side of the image, with a short yellow horizontal line below it. Below the title, the text 'Sustainably Powering the Home' is displayed. Further down, a paragraph describes the home as a solar powerhouse. In the bottom right corner, the word 'Residences' is written in a yellow, stylized font.

Hannah Residential Solar

Sustainably Powering the Home


Turning the home itself into a solar powerhouse, generator energy by taking advantage of sun's rays —lowering costs and doing right by the environment.

Residences

PV Components

Modules



 Hanwha Q CELLS



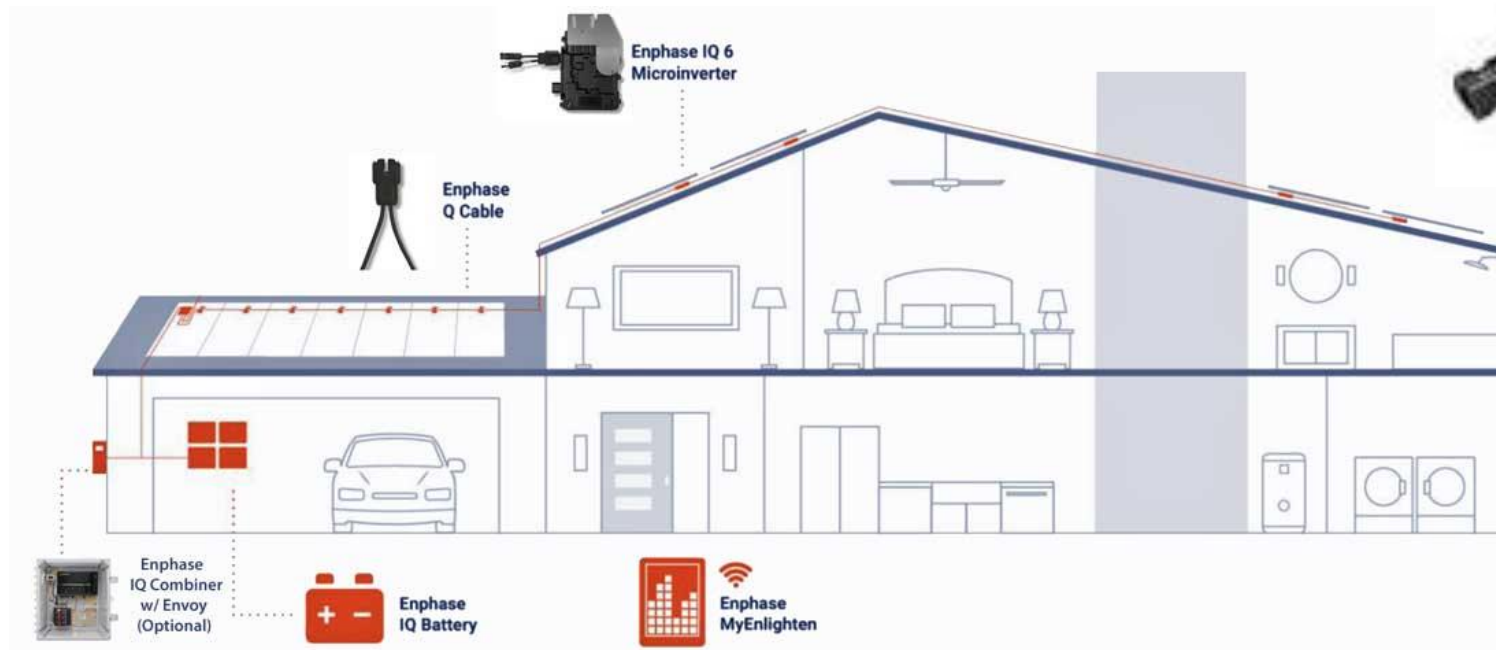
 Silfab



- All-black Monocrystalline Solar Panels
- 290 Watts
- 25 Year Production Warranty
- 18% Efficiency

PV Components

Inverters



The IQ 6 and IQ 6+ Micro extend the reliability standards set forth by previous generations and undergo over a million hours of power-on testing, enabling Enphase to provide an industry-leading warranty of up to 25 years.

A white, rectangular Tesla Powerwall battery unit is mounted on a light-colored wall. To the left of the battery is a window showing an interior view of a modern building. To the right is a large window looking out onto a dark, nighttime cityscape with some lights visible. The Tesla logo is visible on the front of the battery unit.

TESLA Powerwall

Sustainably Power the Home

Tesla batteries integrate with solar to harness the abundant power of the sun and reduce our reliance on fossil fuels.

Residences

Tesla Powerwall

Specifications



Usable Capacity

13.5 kWh

Depth of Discharge

100%

Efficiency

90% round-trip

Power

7kW peak / 5kW continuous

Supported Applications

Solar self-consumption
Time of use load shifting
Backup
Off grid

Warranty

10 years

Scalable

Up to 10 Powerwalls

Operating Temperature

-4°F to 122°F / -20°C to 50°C

Dimensions

L x W x D: 44" x 29" x 5.5"
(1150mm x 755mm x 155mm)

Weight

276 lbs / 125 kg

Installation

Floor or wall mounted
Indoor or outdoor

Certification

North American and International
Standards
Grid code compliant

Tesla Powerwall

Components



Powerwall Usage Scenarios



Backup Power



Self-Powered Home



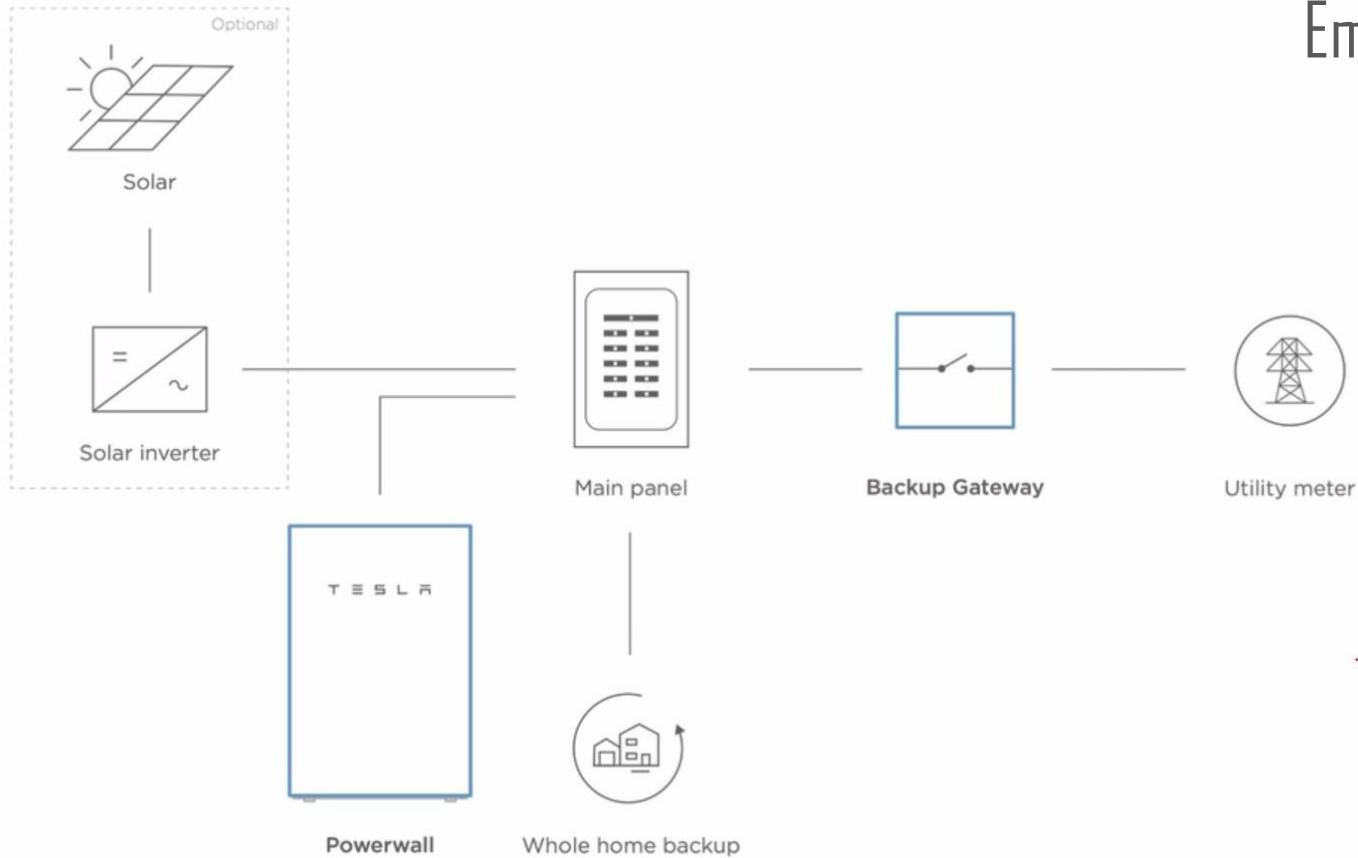
Load Shifting



Home Energy Monitoring

Powerwall Usage Scenarios

Emergency Backup



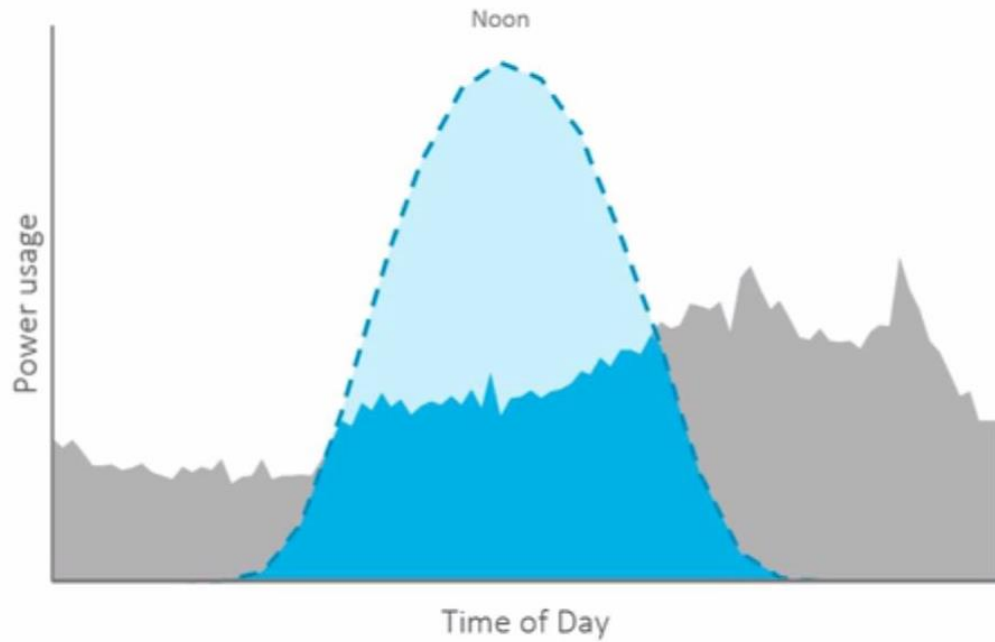
BACKUP FEATURES

- Nearly instant startup
- No maintenance
- Recharges with a solar system

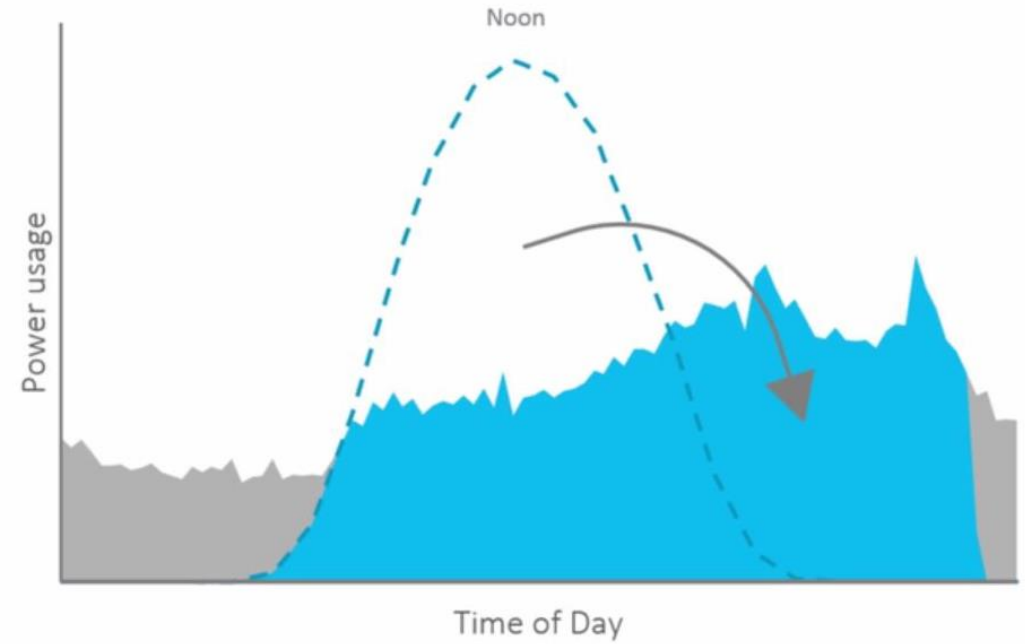
Powerwall Usage Scenarios

Self-Powered Home

Solar Only



Solar and Powerwall



Powerwall Usage Scenarios

Load Shifting

Georgia Power Time of Use Rate Plan:

On Peak

June through September from 2PM to 7 PM

20¢/kWh

Off Peak

Oct through May 7AM to 11AM,

June through September 7AM to 2PM and 7PM to 11PM :

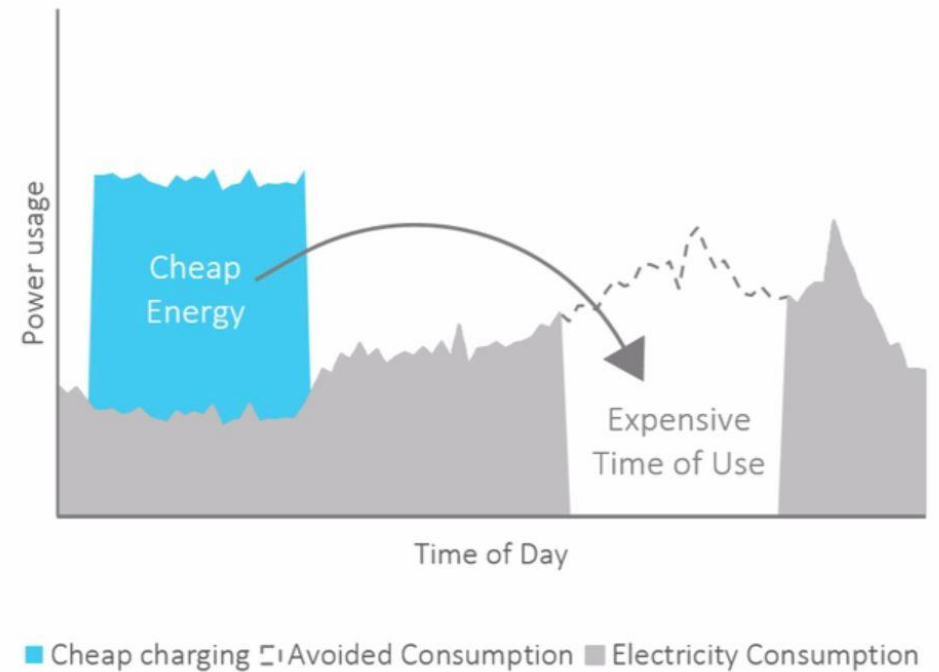
6.5¢/kWh

Super Off Peak

11PM to 7AM Monday through Sunday for all Calendar Months :

1.4¢/kWh

With Powerwall



Powerwall Usage Scenarios

Home Energy Monitoring

Control Your Energy From Anywhere

Seamlessly monitor and automatically manage your Powerwall, solar panels, Tesla vehicle, anywhere with the Tesla App.





Hannah Commercial Solar

Making Solar Work for Business

Give customers a bigger reason to choose your business, while controlling expenses and doing the environmentally responsible thing.

Commercial / Industrial



PV Components

Modules

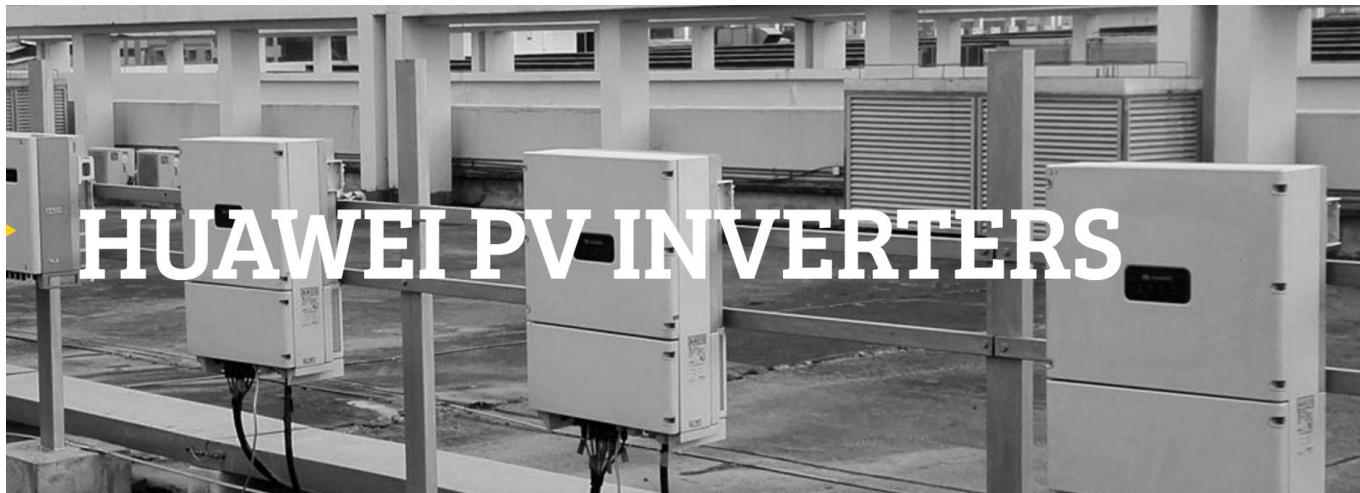


- Polycrystalline Solar Cells
- 72-cell, 325 Watts
- 25-Year Production Warranty
- 18% Efficiency
- Severe weather resilience



PV Components

Inverters

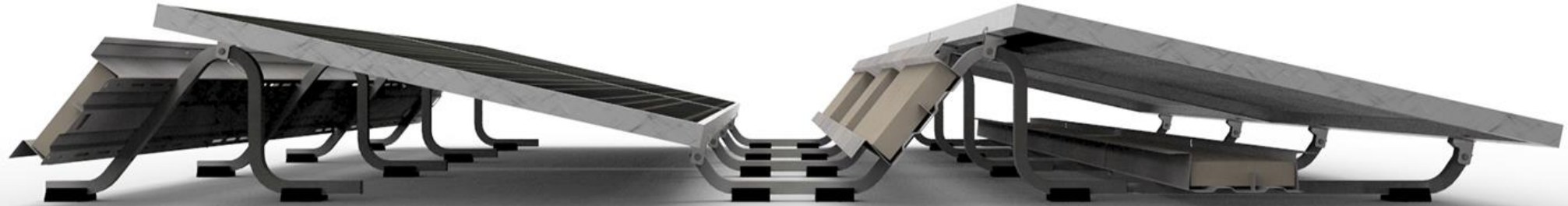


Huawei is a leading global information and communications technology (ICT) solutions provider and the SUN2000 solar inverters maximize energy yields for rooftop and ground-mounted photo-voltaic (PV) power plants.



PV Components

Racking



Industry best
25
year warranty

Non-penetrating rooftop racking




Commercial Pricing

Commercial Solarize Pricing (per project kW)

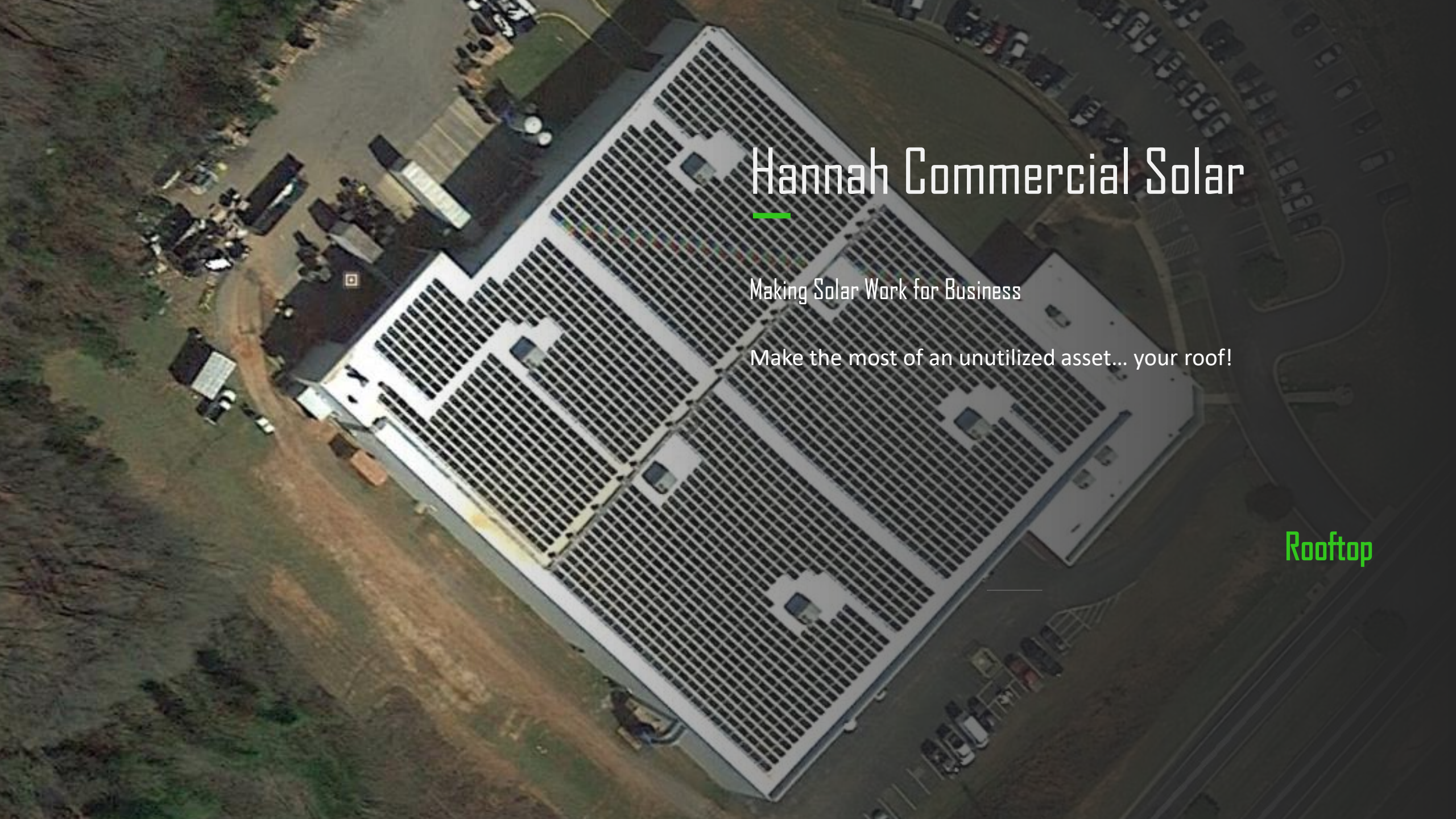
Commercial installations are very different from residential with commercial systems generally costing less per watt due to the size, scope and materials used for these systems. Therefore Solarize Dunwoody separates residential and commercial pricing to reflect this difference. The commercial pricing outlined below is exclusive to participants of the program and based on the size of the project — the larger the project, the greater the savings.

up to 25 kW	25 - 75 kW	75 - 125 kW	125+ kW
\$2.05	\$1.90	\$1.75	\$1.65

Commercial Pricing

SYSTEM NAMEPLATE SIZE:		COST BASIS		RETURN / RECOVERY ON INVESTMENT										
99.8 KW SYSTEM			YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6						
MATERIALS, DESIGN, ENGINEERING	\$	159,586	<div>HANNAH SOLAR <i>Be A Solar Powerhouse.</i></div>											
TURNKEY INSTALLATION & TAX	\$	65,454												
TOTAL INSTALLED COST:	\$	225,040												
FEDERAL INCENTIVE (30%)		\$							67,512					
TOTAL DEPRECIABLE AMOUNT (85%)	\$	191,284												
MACRS DEPRECIATION (35% Fed Tax Rate)	% OF COST:													
1st Year	20%	\$	14,538											
2nd Year	32%			\$	23,260									
3rd Year	19%				\$	13,956								
4th Year	12%					\$	8,374							
5th Year	12%						\$	8,374						
6th Year	6%							\$	4,187					
STATE DEPRECIATION (6% State Tax Rate)	% OF COST:													
1st Year	20%	\$	2,295											
2nd Year	32%			\$	3,673									
3rd Year	19%				\$	2,204								
4th Year	12%					\$	1,322							
5th Year	12%						\$	1,322						
6th Year	6%							\$	661					
ANNUAL KWh GENERATION		146,765	146,765	146,031	145,301	144,574	143,851	143,132						
KILOWATT VALUE (OFFSET/SELL BACK)	\$	0.109	\$	15,997	\$	15,917	\$	15,838	\$	15,759	\$	15,680	\$	15,601
ANNUAL TOTAL REVENUE AND CREDITS	\$	-	\$	100,343	\$	42,850	\$	31,997	\$	25,454	\$	25,376	\$	20,449
RUNNING TOTAL OF COST RECOVERY:	\$	-	\$	100,343	\$	143,193	\$	175,190	\$	200,645	\$	226,020	\$	246,470
COST RECOVERY AS A % OF TOTAL COST			45%	64%	78%	89%	100%	110%						



An aerial photograph of a large, rectangular commercial building with a flat roof. The roof is covered with a dense array of solar panels, organized in a grid pattern. The building is surrounded by a parking lot with several cars and a dirt area. The text "Hannah Commercial Solar" is overlaid in white, with a green underline. Below it, the text "Making Solar Work for Business" and "Make the most of an unutilized asset... your roof!" are also in white. In the bottom right corner, the word "Rooftop" is written in green.

Hannah Commercial Solar

Making Solar Work for Business

Make the most of an unutilized asset... your roof!

Rooftop

A large, modern solar canopy structure is installed over a parking lot. The canopy is made of a wooden frame with solar panels mounted on top. It is supported by several thick wooden posts that are anchored in concrete bases. The parking lot is paved with asphalt and has white lines marking the spaces. In the background, there is a building with large windows and some trees. The sky is a mix of blue and orange, suggesting sunset or sunrise.

Hannah Commercial Solar

Making Solar Work for Business

Customers will take notice and visitors and employees will applaud it... canopies put your solar and your commitment to the environment front and center for all to see.

Canopies

Thanks

Let's Shine!



Takeaways

- ❑ Save money by group purchasing power
- ❑ Have confidence with quality installation
- ❑ Enjoy the benefits of a solar investment
- ❑ Engage in community-wide transition to clean renewable energy
- ❑ Sign up at solarizedunwoody.com to get started





SOLARIZE DUNWOODY

#Sunwoody

www.solarizedunwoody.com

Thank you

Sustainability
Committee
Dunwoody

DHA
DUNWOODY
HOMEOWNERS
ASSOCIATION
serving since 1970

