

## **How does “Going Solar” take money out of the pocket of Eversource?**

In short, if you install a solar system at your home you will be producing your own clean electricity. This electricity will be used to power your home, thus you will not need to buy this electricity from Eversource.

## **How much money does Eversource lose when a homeowner goes solar?**

On average, when a home goes solar Eversource will lose \$1,600 in revenue next year. Based on expected rate increases, this works out to roughly \$50,000 in lost revenue over the next 20 years. Thus, for every 50 homes that go solar Eversource will lose \$2.5 million in revenue over 20 years.

## **Solar panels only produce electricity when the sun is out. What happens when it’s cloudy or at nighttime?**

[Net Metering!](#) During the day, especially in the summer months, your system will be producing more electricity than your home requires at that time. The excess electricity is fed back into the electricity grid and the meter on your home rolls backwards crediting you for this electricity. Then, at night when the panels aren’t producing your home will receive the electricity it requires from the electricity grid and your meter will run forward. At the end of the month Eversource will calculate your “net” usage. If you ended up taking in more electricity from the grid than you exported you will receive a bill for the difference. If you exported more than you imported you will receive a credit on your bill to be used in a future month.

## **What happens if I have a small roof or it is shaded and I can’t produce enough electricity to cover all of my needs?**

The majority of homes fall into this category. If your home can only produce 50% of your electricity needs then you will be paying Eversource 50% less money than you are now. You will also be protecting yourself from future Eversource rate increases on 50% of your electricity.

## **Why is now a good time to go solar?**

That is the question many homeowners struggle with. If it’s a financial decision then solar is a no brainer. You will save money by going solar. In fact, on average, a Massachusetts homeowner who goes solar this year is estimated to save over 70% on electricity expenses over the next 20 years. In addition, the value of your home will increase while your carbon footprint greatly decreases.

### *Electricity rates are consistently rising*

Currently in National Grid and Eversource areas homeowners are paying \$.21 per kwh on average. Just three years ago the rate was \$.16 per kwh. That’s a 30% increase in 3 years! Though [rates ebb and flow](#) throughout the year the trend continues to go up.

*The solar industry has something for everyone*

From solar panels to finance programs there have never been more options available to homeowners interested in going solar.

**Solar Panels:** The efficiency of solar panels has been slowly but steadily improving year by year. We are now offering panels rated as high as 330 watts per panel. This allows for more solar energy to be produced in a smaller footprint. In addition, as the efficiencies increase and new panels are introduced some older panels (that were cutting edge just a year ago) are closed out creating great value opportunities.

**Finance Programs:** We have multiple finance partners that specialize in low interest renewable energy loans that require \$0 upfront investment. In addition, the state offers the [Mass Solar Loan](#) for any Massachusetts homeowners. You will be taking a fixed cost (electricity bill) and moving that money to a solar loan payment. Your net out of pocket expense will be lower than it is without solar, and when the loan is paid off all of the electricity generated from your system will be free!

\*Be sure to check out the Mass Solar Loan [Income Based Loan Support](#) feature. If you qualify the state will pay for 20-30% of your system cost.

*The price of solar has come down, AND there are great incentives still available.....for now.*

As the cost of solar has decreased so too have the financial incentives to go solar. The biggest pending change is with the state solar incentive, SREC's. Currently the state SREC program is one of the most lucrative in the country. Unfortunately the [state incentive will be changing](#) next year to a tariff based program that will reduce the incentive by 25%+. There is still time to lock in a spot in the SREC program but time is running out.

### **How does a homeowner go solar?**

**Step 1:** Provide your address and a copy of your electricity bill. This will allow us to calculate how much electricity can be generated at your home and size your system to your needs.

**Step 2:** Meet for a solar consultation to find out your solar options

**Step 3:** Decide how you would like to finance the purchase (i.e. \$0 down solar loan, home equity, savings, etc...)

**Step 4:** Sign an install agreement

Once an install agreement is signed the install process will begin. Your system will be installed in 2-3 months.

### **Places where we have done community programs as Astrum Solar or Direct Energy Solar**

2012: Lincoln/Wayland/Sudbury (137 installs)

2013: Concord (195 installs)

2014: Needham (98 installs), Andover (78 installs), Lexington/Bedford (157 installs)

2015 Plainfield/Ashfield/Buckland (116 installs)

2016 Belmont (74 installs)