

**Solar power and battery storage
at crowdsourced prices.**

Join the movement for a cleaner
and more resilient St. Thomas.



SIGN UP TODAY: www.SolarizeSTT.com

COMMERCIAL • RESIDENTIAL • NON-PROFIT

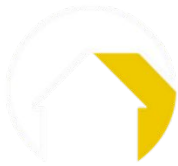
Welcome to Solarize St. Thomas



SOLARIZE

ST. THOMAS

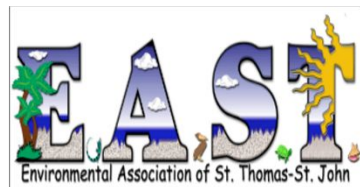
solarizeSTT.com



Community
Action NOW!



St. Thomas East
Rotary
Eco Club



**Community-Based Clean Energy
Group Purchasing Program**

Why Solar Energy and Battery Storage Now?

Federal tax credit phasing out

- 26% this year renewed through 2022

Save up to 30% with group purchase discount for limited time

- Reduce electricity bills
- Avoid blackouts
- Become more resilient

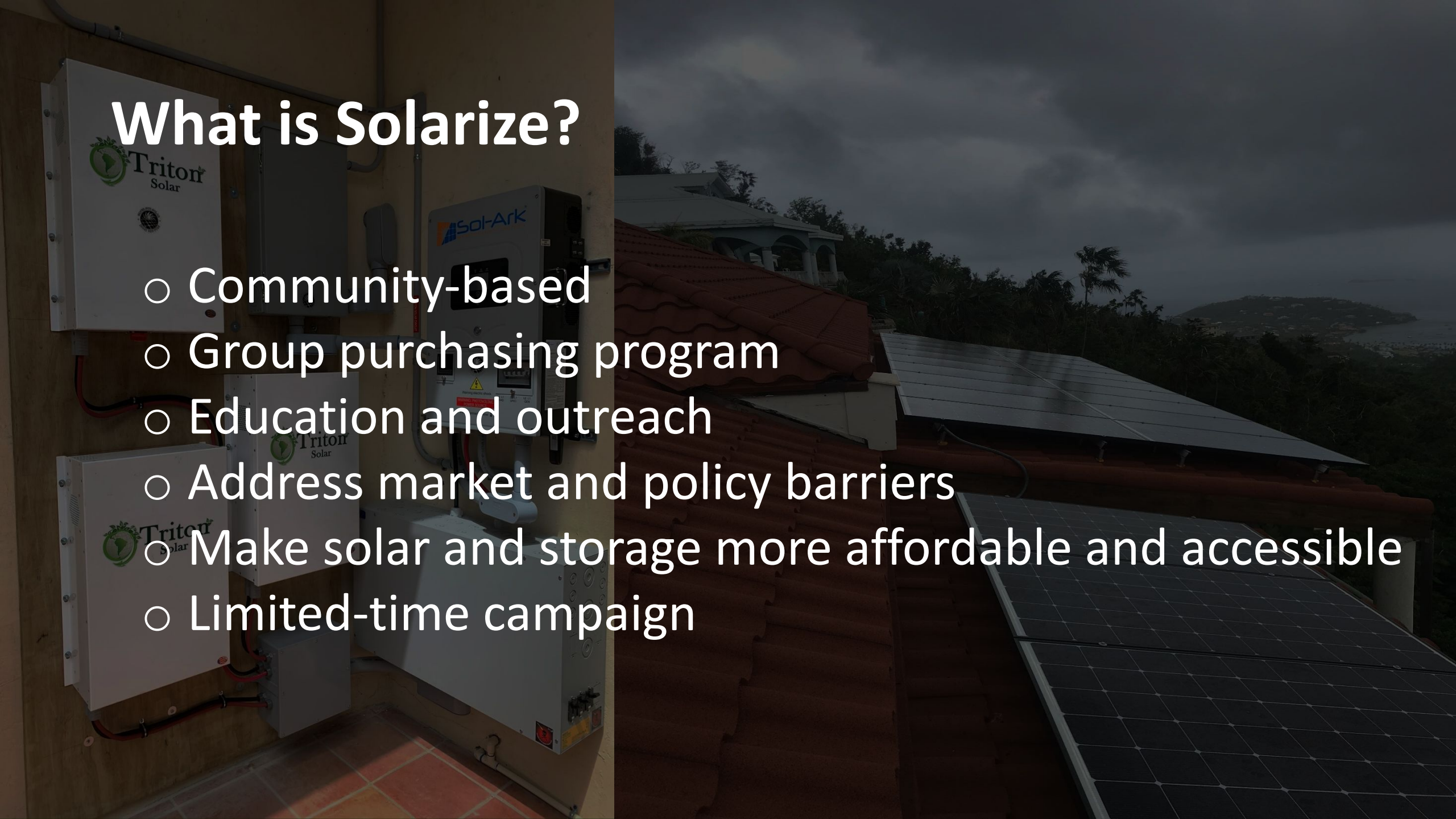
WAPA “Net Billing” policy

- Circuit capacity limits
- Grid access fee removed

Right thing to do
clean renewable energy

What is Solarize?

- Community-based
- Group purchasing program
- Education and outreach
- Address market and policy barriers
- Make solar and storage more affordable and accessible
- Limited-time campaign



SOLAR ONLY

MODULE: Hanwha Q-Cell 340 • INVERTER: Chilicon • RACKING: PLP



SOLAR + STORAGE

MODULE: Hanwha Q-Cell 340 • **INVERTER:** SolArk • **RACKING:** PLP

BATTERY: Triton 10kWh Li-ion (*add \$6,500 for each*)



Commercial Pricing (purchase and lease/ESA*)

0 - 50kW TIER 1	51 - 100kW TIER 2	101 - 150kW TIER 3	151 - 200kW TIER 4	201 - 250kW TIER 5	251 - 300kW TIER 6	301 - 350kW TIER 7	350kW+ TIER 8
\$2.60	\$2.55	\$2.50	\$2.45	\$2.40	\$2.35	\$2.30	\$2.25
\$0.28*	\$0.28*	\$0.27*	\$0.27*	\$0.26*	\$0.26*	\$0.25*	\$0.25*

**USDA REAP GRANT WRITING OPPORTUNITIES AVAILABLE
APPLICATION DEADLINE: MARCH 31, 2021**

An aerial photograph of a large, multi-story building with a grey roof. The roof is covered with numerous solar panels. A swimming pool is visible on the ground level of the building. The building is surrounded by a concrete wall and a paved area with several cars parked. The background shows a road and some vegetation.

Address solar adoption market barriers

- Pre-selected solar contractor
- Free site evaluations
- Pre-negotiated pricing (prices go down as more community members sign up)
- Limited time campaign

Solarize Community Benefits

- Vetted contractors and materials
- Streamline evaluation process
- Trusted solar evaluations
- Discount pricing

- Reduced customer acquisition cost
- Educated consumers
- Limited geographic area
- Lasting community relationship

- Economic development
- Job creation
- Sustainable clean renewable energy
- Reduced electricity costs

Solarize St. Thomas Important Dates

- January 14, 2021: Enrollment begins
- December 31, 2021: Enrollment deadline
- March 31, 2022: Residential contract deadline
- June 30, 2022: Commercial contract deadline

Solarize Benefits – Plug and Play

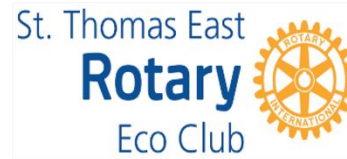
A photograph of a house with solar panels installed on its roof. The house is partially obscured by dense green foliage in the foreground. A person is visible on the roof, likely working on the solar panels. The sky is blue with some light clouds.

- Vetted contractors
- Vetted materials
- Predetermined discount group pricing
- Community support



SOLARIZE
ST. THOMAS

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THANK YOU!

5KW Sample – Solar Only

Current Solarize Pricing		Tier I (0-50kW)	Tier II (51-100kW)	Tier III (101-150kW)	Tier IV (151-250kW)	Tier V (250kW+)	Tier VI (401-500kW)
System size (kW)	5.0	\$ 2.65	\$2.50	\$2.45	\$2.40	\$2.35	\$2.25
Base Price		\$ 13,250	\$ 12,500	\$ 12,250	\$ 12,000	\$ 11,750	\$ 11,250
Federal Tax Credit	26%	<u>\$ (3,445)</u>	<u>\$ (3,250)</u>	<u>\$ (3,185)</u>	<u>\$ (3,120)</u>	<u>\$ (3,055)</u>	<u>\$ (2,925)</u>
After Tax Credit Price		\$9,805	\$ 9,250	\$ 9,065	\$ 8,880	\$ 8,695	\$ 8,325
Rebate (Tier VI)		<u>\$ (2,000)</u>	<u>\$ (1,250)</u>	<u>\$ (1,000)</u>	<u>\$ (750)</u>	<u>\$ (500)</u>	<u>\$ -</u>
After Rebate Amount		\$ 7,805	\$ 8,000	\$ 8,065	\$ 8,130	\$ 8,195	\$ 8,325

5kW Sample – Solar + Storage

Current Solarize Pricing	Tier I (0-50kW)	Tier II (51-100kW)	Tier III (101-150kW)	Tier IV (151-250kW)	Tier V (250kW+)	Tier VI (401-500kW)
System size (kW) 5.0	\$ 3.10	\$3.00	\$2.90	\$2.85	\$2.80	\$2.70
Base Solar Price	\$ 15,500	\$ 15,000	\$ 14,500	\$ 14,250	\$ 14,000	\$ 13,500
Add Battery	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500
Base Solar+Battery Price	\$ 22,000	\$ 21,500	\$ 21,000	\$ 20,750	\$ 20,500	\$ 20,000
Federal Tax Credit 26%	\$ (5,720)	\$ (5,590)	\$ (5,460)	\$ (5,395)	\$ (5,330)	\$ (5,200)
After Tax Credit Price	\$16,280	\$ 15,910	\$ 15,540	\$ 15,355	\$ 15,170	\$ 14,800
Rebate (Tier VI)	\$ (2,000)	\$ (1,500)	\$ (1,000)	\$ (750)	\$ (500)	\$ -
After Rebate Price	\$ 14,280	\$ 14,410	\$ 14,540	\$ 14,605	\$ 14,670	\$ 14,800