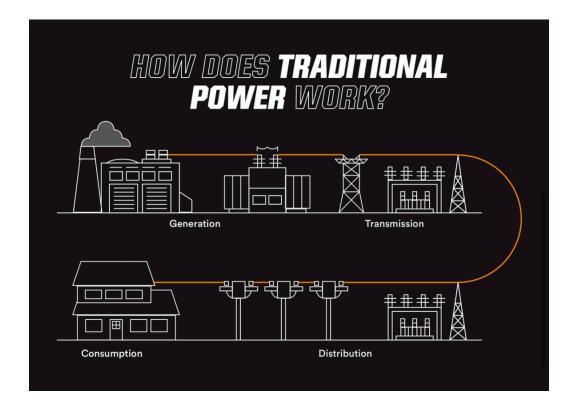
## SOLAR INFORMATIONAL PACKET

Kristen Slonicki 386-453-0891 <u>www.gosunrun.com/kristenslonicki</u>

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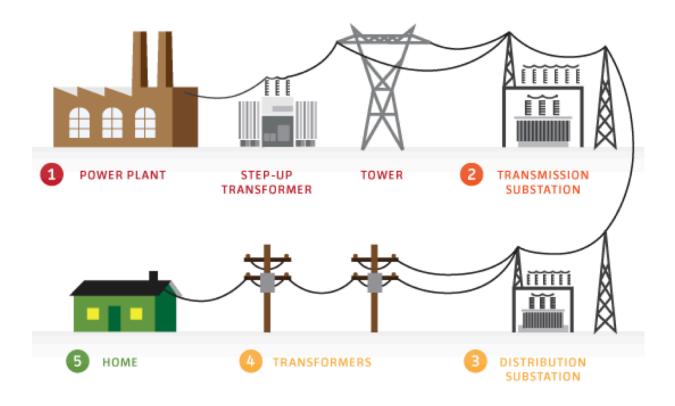
## OLD WAY OF RECEIVING YOUR POWER:



We are at a critical juncture within the energy industry in the United States. In the past, utilities have always had somewhat of a monopoly on power distribution. Energy remained one of the only industries in the nation where we had no choice to where we could receive our energy supply. Whereas, if you want a new car, you have multiple companies to choose from. If you would like to buy a computer, you have options. If you want to fill up your gas tank, buy a shirt, purchase food, or get an airplane ticket, there are dozens and hundreds of companies for you to choose from. For electricity, this has almost never been the case. You had to purchase your energy at whatever price was given, at whatever annual increase the monopolies decided on, from whichever utility your neighborhood was assigned, and there was no consumer choice.

However, this has changed. In more recent years, customers have now been able to purchase their power from a separate supplier, but the catch is the supplier would sill have to come through the utility.

Now, with solar, there is an alternate choice for power, where instead of continuing to purchase from the utility monopolies rates, you are now able to produce your own power at a protected rate. Finally a cleaner, simpler, more sustainable solution to receiving your power. This is the inflection point.



Currently, as seen in the example above, utility companies receive their power from a power plant, while maintaining a huge infrastructure to deliver that power to homes.

#### The customer then pays for two charges on their bills.

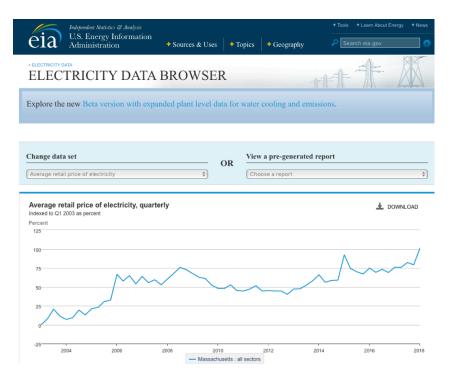
One for the DELIVERY of the electricity and one for the electricity itself called SUPPLY.

<u>Delivery Charges</u>: These distribution grids are increasingly aging, and are in need of billions of dollars in upgrades across the US. As costs to repair and maintain the infrastructure go up, these costs then sometimes get passed on to customers as rate increases. One of the major challenges is that these

costs are almost impossible to eliminate or keep low.

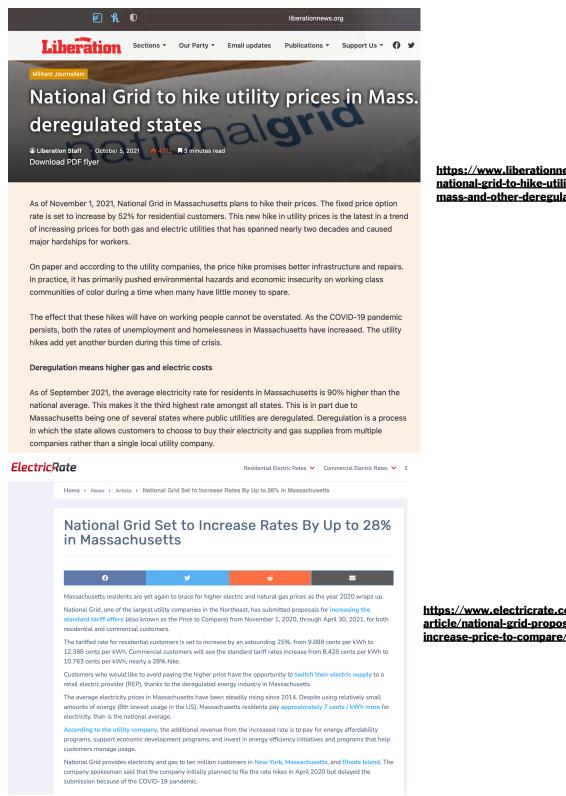
#### **Supply Charges:**

Currently, we burn massive amounts of fossil fuels in order to generate electricity. These fossil fuels cause substantial damage to our environment but most importantly they are in limited amounts. We need to constantly search for new drill sites to excavate for gas, oil, or mine for coal. As these costs go up, they also get passed onto the consumer.



In addition, in states like Massachusetts - Massachusetts does not produce enough power for the population so the majority of the power comes from out of state. Electric rates in Massachusetts have gone up more than 100% in 15 years from 2003 - 2018 according to U.S. energy information administration's website. See graph table above. This means that the utility rates have doubled or instead gone up about 5% each year on average from Q1 2003 - Q1 2018.

#### But lets talk about our more recent headlines & news:



https://www.liberationnews.org/ national-grid-to-hike-utility-prices-inmass-and-other-deregulated-states/

https://www.electricrate.com/news/ article/national-grid-proposes-toincrease-price-to-compare/

Office of Attorney General Maura Healey

A OFFERED BY Office of Attorney General Maura Healey

#### PRESS RELEASE

### AG Healey Launches New Education Cam Customers Seeking Help With This Summ High Electricity Rates

Search Mass.aov

Monthly Bills Expected to Increase Significantly over Last Year; AG's Office Working with Organizations to Raise Awareness About Available Assistance

FOR IMMEDIATE RELEASE: 6/29/2022

Office of Attorney General Maura Healey

**BOSTON** — With electricity rates set to soar to record high prices this summer, Attorney General Maura Healey today launched a campaign to educate customers across the state about the programs available to help them reduce their energy usage and lower their bills.

Inflation, the ongoing war between Russia and Ukraine, and other factors are driving up fossil fuel prices and in turn energy rates for customers across the country this summer. Starting July 1, Eversource basic service rates in the company's eastern division will rise to 17.871 cents/kWh – a more than 30 percent increase on a monthly bill in comparison to last summer's rates of 10.753 cents/kWh. With this new rate residential Eversource basic service electric customers with average usage will see their monthly bill jump to \$212.15 from \$160.29 last summer. Customers with Eversource's western division or other utilities should also expect to see a smaller but still significant increase to their bills over last summer. As part of this new education campaign, the AG's Office is working with service organizations and municipalities across the state to educate customers on the new rates and the available financial assistance programs. The campaign will include multilingual radio PSAs, multilingual flyers, an <u>updated website</u>, as well as trainings and webinars.

"As temperatures rise this summer, so will your monthly bills. We want families who are worried about paying their monthly bills to know that help is available to manage these record high energy rates," said AG Healey. "My office will continue to be a resource for customers looking for guidance on lowering energy usage and ways to cut down on costs in the coming months." https://www.mass.gov/news/ag-healeylaunches-new-education-campaign-forcustomers-seeking-help-with-this-summersrecord-high-electricity-rates

#### News

h

### Record high electricity rates are hitting Massachusetts residents this summer. Here's how to manage costs

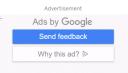
Published: Jun. 29, 2022, 2:28 p.m.



By Alvin Buyinza | ABuyinza@masslive.com

Attorney General Maura Healey launched a campaign today to help Massachusetts residents lower their energy usage and lower their bills, according to a press release.

Due to inflation, the war in Ukraine and other factors, fossil fuel prices are increasing. So starting July 1, customers with average usage in eastern Massachusetts who use Eversource, New England's largest energy provider, will see their monthly bill jump to \$212.15 – a more than 30% increase from last summer, the press release said. Customers with Eversource's western division or other utilities should also expect an increase in their energy bills, as well, the release said.



https://www.masslive.com/ news/2022/06/record-highelectricity-rates-are-hittingmassachusetts-residents-thissummer-heres-how-to-managecosts.html

#### EVERSOURCE

=

#### Regulators Approve Electricity Rate Increases

For Eversource, UI By Christine Stuart - Published November 5, 2021 - Updated on November 5, 2021 at 8:52 pm

🏶 CT

F y 2



Gov. Ned Lamont.

The Public Utilities Regulatory Authority Friday approved an electricity rate increase for Eversource and United Illuminating. The state has control over only a part of electricity rates.

"There's nothing that the settlement or PURA's decision on that matter could have done to address the generation rates we're seeing today. It's a totally separate piece," Marissa Gillett, chairwoman of the Public Utility Regulatory Authority, says.

"We really urge people to go to EnergizeCT or to call their utility and sign up for a home energy solutions audit," Hackett says.

"It's a total global situation right now where the energy markets are out of whack. Acting Consumer Counsel Richard Sobolewski says Eversource and United Illuminating ratepayers are going to see an increase.

"These are very significant and a lot of it has to do with the price of natural gas. The price of oil and other energy products," Sobolewski savs.



### STATE OF CONNECTICUT

Post and Life

November 4, 2021

#### CONSUMER ALERT: JANUARY 2022 INCREASE IN ELECTRIC SUPPLY RATES

From: Acting Companier Counsel, Richard E. Sobolewski

The supply pertion of electric bills for all Connecticut nitepayers paying the Standard Service supply rate to The Connecticut Light and Power Company, di-bib Exercises Energy ("Surstance") or The United Illuminating Company ("Ut") is achieved of to increase on January 1, 2022 as fullying:

| CL&P/Eversource Standard Service Rates |          |           | United Burninating Standard Service Rates |            |          |  |
|--|----------|-----------|---|------------|----------|--|
| 1/1/21                                 | 7/1/21   | 1/1/22    | 1/1/21                                    | 3/1/21     | 1/1/22   |  |
| 100000                                 | 50.07003 | \$0.11484 | 50.0034094                                | \$0.080103 | 50.10435 |  |

#### QUESTIONS AND ANSWERS

1. Here much is the Standard Service rate increasing?

fandard Service rate increases are shewn in the table allows.

For Everysium 4, the near rate of 50.11484 is an increase of 50.0440per XMM, or an SMX increase, over the rate that was in effect as of Aris 1, 2021. For UI, the near rate of 50.35034 is an increase of 50.202217 per VMM, or an 33% increase ave

- the rate that was on other as at any 1, 2001. Inserver, it is insertant to note that a longerup increase over the previous ruly rate is common, and a indexesse observation on the Adverture services where
- For Evensource, the nexe rate is an increase of \$0.0009 per kMb, or an XPN increase, over the rate that was in effect from January 1, 2021 to knex 36, 2021.
- For UI, the new rate is an increase of \$0.913135 per KMN, or a 34% increase over the rate that was in effect from January 1, 3021 to June 30, 3021.

In Allowative Action Equal Employment Opportunity Employer

#### sunrun |

## Chain of events

A series of global events restricted gas supply...

- February's Texas cold spell froze wells
- June and July were the hottest on record, so the West ran its air conditioners on natural gas
- Hurricane Ida forced much of the Gulf of Mexico's gas output offline
- The summer was not windy in Europe, which burned more gas instead of wind
- Russia restricted its natural gas supply

...which has spiked natural gas prices....

9/1/2021

111/2021

11/2021

\$/MMBTu

Price,

Spot F

Gas

Natural

Hub

Henry

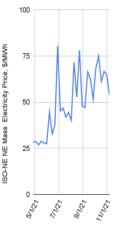
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...increasing wholesale power prices...

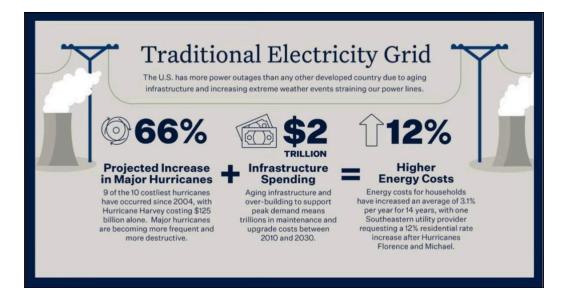


#### ... increasing electric bills.



Source: Wall Street Journal, St Louis Fed, ISO-NE





Let's put the rising rates and current situation into perspective.

Here is the situation that the average homeowner is in:

- The average homeowner has likely paid thousands of dollars towards their electric bill, with zero ROI (return on investment)
- If they do nothing today, they will likely continue to pay thousands more towards their electric bill with no end in sight.
- With no end to the utility crisis in near sight due to the billions of dollars it would require to fix the infrastructure. Utility rates will inevitably continue to rise with inflation, likely, doubling the average utility bill (yet again) in the coming years, and so on.
- The average homeowner will continue to have surprise rate increases, and an unpredictable utility bill each month and year.

This is not the most ideal situation for the majority of homeowners in the state.

### HOMES THAT QUALIFY NOW HAVE THE OPPORTUNITY TO POTENTIALLY CHANGE THAT BY PRODUCING THEIR OWN POWER.

## **HOW SOLAR WORKS**

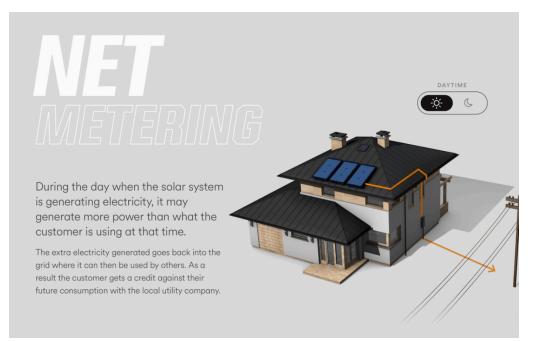
net me·ter·ing

noun

## noun: net metering; plural noun: net meterings

1. a system in which solar panels or other renewable energy generators are connected to a public-utility power grid and surplus power is transferred onto the grid, allowing customers to offset the cost of power drawn from the utility.

## **DURING THE DAY:**



## **AT NIGHT:**



## **THROUGHOUT THE YEAR:**

## sunrun

Your solar panels can generate power in any weather.



### © Sunny

A clear, bright day is the best weather condition for optimal solar output, as the panels receive the maximum amount of light possible. However, your system is well-suited to function in all types of weather.

### Cloudy

Just like you can still get sunburned during cloudy weather, your solar panels will still collect energy from the sun when the sky is overcast.

### Rainy

Even on gloomy days, light still filters down to your panels. And rain has the added benefit of washing away dirt, dust, and pollen that collects on the system's surface!

### 🔆 Snowy

Solar panels actually work better in lower temperatures. Additionally, surrounding snow reflects lots of light, which can further improve performance. And while panels won't work under large piles of snow, they are specifically angled to prevent that sort of buildup.

## **5 BENEFITS OF** QUALIFYING FOR SOLAR PROGRAM

1. <u>NO OUT OF POCKET COST</u> - your break even point in benefiting from switching to renewable energy is DAY 1, because you are not coming out of pocket for anything that you were not already doing.

Instead of paying a monthly inflated payment to the utility company, you now pay a locked in & protected payment towards your solar panels for the percentage of power you are able to produce for your home.

2. <u>PRICE PROTECTION</u> - the top reason homeowners wish to qualify for this program is to have a more predictable cost of energy. To know exactly what their energy will cost 5, 10, 15, & 25 years from now. No surprises. People want to feel more certain about a bill that they can't cancel. Especially now with all of the uncertainty. No changes

regardless of inflation. A protected price and peace of mind.

3. INCREASED PROPERTY VALUE -

Solar has increasingly become more and more popular as the years go by for buyers looking for homes that are lower in monthly cost, in fact Zillow (one of America's top real estate websites) recently published an article saying that homes with solar were selling for 4.1xs more value than homes without, this information was collected from data of hundreds of thousands of home sales. (Article links below).

https://www.zillow.com/research/solar-panels-house-sellmore-23798/

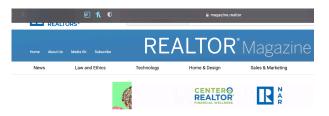




Homes With Solar Panels Sell for 4.1% More

By Sarah Mikhitarian on Apr. 16, 2019

Not only can adding solar panels to a home save energy costs and help the environment, it also can potentially increase a home's value. During the past year, homes with solar-energy systems sold for 4.1% more on average than comparable homes without solar power. For the median-valued home, that translates to an additional \$9,274.



https://magazine.realtor/daily-news/2021/06/30/solar-panels-boosthome-value-by-56-study-shows

**ENVIRONMENTAL IMPACT** - Did you 4. know that the average system size is the equivalent of taking 123 cars off the road from cross-country road trips, saving 6,152 trash bags recycled instead of landfilled, & planting 84 city blocks of trees. These calculations are based off the average system size in New England, and straight from the **EPA Greenhouse Gas Equivalencies.** One system does make a BIG difference, especially as our homeowners have amazing experiences and refer their friends and family to potentially qualify as well.



Solar Panels Boost Home Value by 56%, Study Shows

f ♥ in ⊕ + June 30, 2021

A > News and Commentary > Daily Ne

Homes with solar panels tend to list 56% above the average home price, according to a new analysis from Porch.com, a home improvement resource. Solar paneled homes tend to cost an average of \$680,000-about 48% more than the average home in a given area, the study shows.

5. <u>WARRANTIES & MONITORING</u> - Industry Leading Warranties - 25 year System Maintenance & Repairs, 10 Year Additional Roof Warranty, 25 Year Monitoring, 25 Year Performance Guarantee

## Services



### Monitoring

We will monitor the system and contact you if there are any issues.



Service Transfer

If you move during the course of the agreement, we will work with you during the sales process to transfer the solar service to the new homeowner.

## **SUNRUN SOLAR**

Publicly Traded, stock ticker: RUN

https://stocks.apple.com/ANO\_hAGQNQWCLJnkq-W8uyA

Partnering with Sunrun Solar, you will have peace in knowing our company is here to stay. As the nations largest solar provider, Sunrun has now serviced over 700,000 customers nationwide, saving homeowners over \$800 Million Dollars in counting, and a <u>99.9% customer satisfaction rating for reviews</u> nationwide. Check out one of the latest news clips with our CEO, Mary Powell discussing our partnerships and whats to come in the solar industry.



https://video.foxbusiness.com/v/6308736163112

Sunrun is partnered with huge brands such as Ford, Nike, Tesla, LG, Lululemon, Home Depot, Costco to name a few. These large household names choose Sunrun based off of our credibility and alignment with making this world a better place and a mutual goal to help homeowners across our country have more predictably over their electricity. Working with a company of our size and reputation has its benefits, however, Sunrun is very selective on which homes we qualify. There is a thorough process involved in getting a home fully qualified with our program.

## **TOP EIGHT HOME QUALIFICATIONS**

- **1. HOME MUST HIT MINIMUM SUN HOURS TO QUALIFY**
- 2. HOME MUST HIT MINIMUM SAVINGS OVER TIME TO QUALIFY
- **3. ROOF MUST BE UP TO PAR**
- **4. HOME STRUCTURALLY MUST BE UP TO PAR**
- **5. ELECTRICAL PANEL MUST BE UP TO PAR**
- **6. METER HAS NOT BEEN UPGRADED**
- 7. UTILITY COMPANY MUST ACCEPT HOME + TRANSFORMER

IN AREA MUST BE DURABLE TO RECEIVE ADDITIONAL

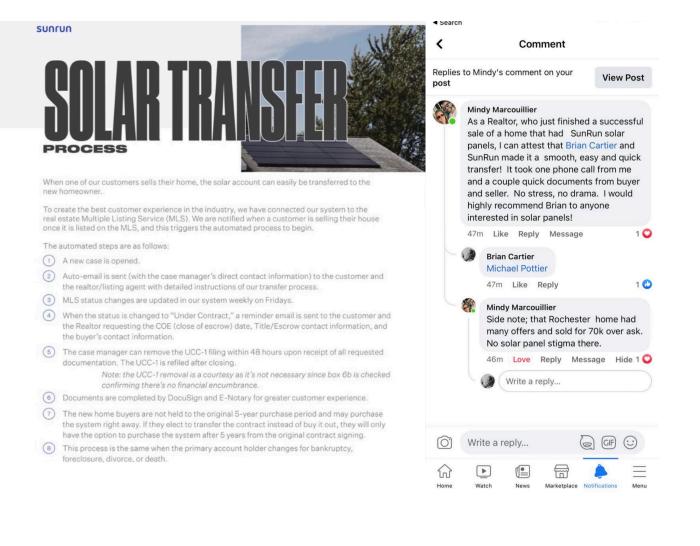
**CLEAN ENERGY** 

8. CITY MUST APPROVE PERMIT SUBMITTED BY SUNRUN FOR THEIR HOME

SUNRUN SOLAR EMPLOYS MORE ROOFERS & ELECTRICIANS THAN ANY OTHER COMPANY IN THE STATE OF MASSACHUSETTS. UNDER SOME CIRCUMSTANCES, WE MAY BE ABLE TO HELP WITH NECESSARY HOME UPGRADES (ROOF, ELECTRICAL PANEL, STRUCTURE ETC), HOWEVER HOME MUST MEET THE SUN HOUR & SAVINGS QUALIFICATIONS TO BE CONSIDERED. A SITE AUDIT AT NO COST TO THE HOMEOWNER, DETERMINES THE HOMES QUALIFICATION POTENTIAL.

## FAQS FROM HOMEOWNERS

1. WHAT IF I MOVE? The answer is simple, the same way your utility company would transfer your home to a new homeowner / account holder, we do just the same. See below for a more detailed overview of the process, as well as a review from a recent home transfer in Rochester, Massachusetts.



2. WHAT IS THE COST / RATE? There is no out of pocket cost for this program. The answer to your (likely) cheaper rate, will be finalized after your site survey. Your rate depends on two things, how much sun your home receives in a calendar year, and how much energy your home is using. The goal is to cover as much of your bill as possible, but every home is different depending on their sun hours. However, in all cases, any percentage of savings & coverage with solar, is better than no savings and protection from solar.

### **Example Bill:**

| national <b>grid</b>  | ITH SOLAR<br>BENERICA<br>DERICK ADCISION<br>SCIENCE TOR<br>JUN 25, 2019 JUN 26, 2019<br>JUN 26, 2019 JUN 26, 2019 JUN 26, 2019<br>JUN 26, 2019 JUN 26, 20 | nationalgrid   | VITH(  | BLUES PRESS<br>Jun 26, 2018 to Jul 26, 2018<br>ADDAT WARE   | PAGE 1 of 2   |
|---|---|--|--|---|---|
| www.statunggobau.sow<br>Labo.22.3.22<br>Calification Contractions<br>Labo.22.3.22<br>Calification Contractions<br>Labo.21.20<br>Calification Contractions<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califications<br>Califi | METHUEN MA 01844         No Payment Due         \$ 0.00           ACCOUNT BALANCE         - 132.55           Previous Building         - 132.55           Corrent Charges         - 132.55           Current Charges         - 132.55           Payment Recorded during this billing period         - 0.00           Balance Forward         - 132.55           Current Charges         - 0.00           Payment Recordered & the payment have been neeries to holp. To learn about solution to holp you take control of your energy use and bills, visit www.right.combinec           DETAIL OF CURRENT CHARGES           Derivery Services           Increasing 2307091         their Banes and 99092 Annit           Ant 25 - Ad 26         33         99138 Annit           Ant 25 - Ad 28         341 99138 Annit         99092 Annit           Mark Residential Regular R-1         - 1001000         - 1001000   | www.reformédycelaw.or<br>With Context Restricts<br>Program State<br>Program State<br>Prog | ACCOUNT BALANCE Previous Bulance Previous Bulance Payment Received on JUL 13 (ACH) Payment Received on JUL 10 (ACH) Current Charges Payment concerns? We at Lake control of your encounters Payment concerns? We at Lake control of your encounters O appendent of the second of the secon | Aug 19, 2018 THANK YOU THANK YOU THANK YOU Amount Due  Amount Due | \$ 399.05<br>499.67<br>- 301.95<br>- 197.72<br>+ 399.05<br>\$ 399.05<br>help you<br>monthly bil |
| national <b>grid</b><br>P0 Ben 560<br>Rottberough MA 015  | ACCOUNT NAMES<br>ACCOUNT NAMES<br>ACCOUNT NAMES<br>No Payment Due \$ 0.00<br>Please do not mail payment 77  | Port of the second seco   |  | AVER AMONT DOC<br>9, 2018 \$ 399.05   |   |

## **OUR PROCESS**



Site Survey

#### Consultation

We will design a custom system for your home and present the terms for the solar service.

We will measure your roof and assess your home's viability for solar. We will need to access your attic and electrical panel to complete this work.



#### **Design Review**

You will have a chance to review and approve the final design. If any additional work is needed to prepare your home for solar, we will let vou know.



#### Permitting

We will prepare all required permits and agreements to get the system installed and approved to power your home in conjunction with the grid.

#### Installation Day

We will install the system on your home on a scheduled day. Installation usually takes one day.



#### System Activation

When we get the green light from your utility, we will help to activate your system.

## **Potential Qualification Timeline:**

- 1. **Consultation to Site Survey (2-5 Days)**
- Site Survey to Design Review (5-15 Days) 2.
- 3. **Design Review to Applications & Permitting (2-8 weeks)**
- 4. Application Approvals to Installation Day (2-8 weeks)
- 5. Installation of System (4-8 hours depending on system size)
- 6. Installation to System Activation (4-12 weeks)

This timeline is subject to be more or less than as above, but working with Kristen, she will do her best to make sure she moves up everything as availability arises. At Sunrun, we under promise and over deliver, timelines above are likely to take less time than posted. It is in your best interest to be in the process as guickly as possible, as you want to be ahead of your neighbors when it comes to qualifying with your utility company. You can download the Sunrun App once your process begins (site survey scheduled) to monitor where your account stands in the qualifying process. Use your phone number for set up.

## PANELS ON THE HOME

Typically, we do not look at our neighbors roofs when driving through the neighborhood. We are looking at their landscaping, and making sure the roads are clear from children playing or wildlife wandering. However, we pride our qualified homes designs to be very aesthetically pleasing. Our panels are black on black, sleek to your roof. See a few photos of prior installations below:





SUNIUN PowerThrough

# Help create a planet run by the sun with a \$1000 referral bonus.

**REFER NOW** 

### **SUNRUNS REFERRAL PROGRAM:**

Not only can you potentially save money with this program, we are now offering a refer a friend program where YOU can receive \$1,000 cash (unlimited amount of times) for every homeowner that you refer that qualifies for our program, & they may receive their first month of power for FREE.

We service all across the nation. Our top referrers typically start with their phone contacts, and then move to their social media.

Example Message: "Hey, I'm doing this program for cheaper & cleaner power. There isn't any out of pocket cost, and if you qualify you may get your first month of power for free. I'm sending your info over to our agent. Check out the info, & they will answer all of your questions. Good Luck!"

Fill Out This Form As Many Times As You Need To Send In Your Referrals:

https://forms.gle/ZBgJoaedY3qqUGbw7

## ABOUT KRISTEN



Kristen has been in the solar industry since 2016. After graduating from the University of South Florida with a Bachelors in Criminology, and proceeding with taking her LSAT to go to Law School, the opportunity to work in renewable energy was presented to her, and her life trajectory shifted to helping homeowners & making an impact on our environment one home qualification at a time.

She prides herself on excellent customer service, and looks forward to helping each homeowner through the process, as well as being their first line of defense for any questions that they have in their process.

Kristen travels back and forth from New England and Florida, she has recently taken to social media to begin further spreading the impact of the renewable energy industry and informing homeowners and customers (former & new) of industry updates.

You can find more updated information on the solar industry on her below social channels, be sure to LIKE & FOLLOW:

Facebook (check out GUIDES on the Facebook page for organized links & research) —

https://www.facebook.com/SolarwithKristen/

Instagram —

https://www.instagram.com/SolarwithKristen/

Company Website —

www.gosunrun.com/kristenslonicki