

Solar Santa Monica Bid Comparison Worksheet

	1	2	3	4	5	6	7	8	9	10	11
<u>Solar Contractors</u>	Total Cost	Cost/AC Watt	Est. CSI Rebate	System Size	Est. kWh/year production	Est. Avg. Sun Hours	% of SCE Rate Increase (Energy Inflation)	Monitoring Incl? (Y or N)	Roof Prep Incl? (Y or N)	Extra Costs?	Sales Tax
1											
2											
3											
4											

Key

1. Total Cost: Gross Cost before CSI rebate and tax credit

2. Cost/AC Watt: Total cost divided by the number of installed watts. Example: \$32,000 for a 3.5 kW AC System 32,000/3,500 watts= **\$9.14 per AC Watt installed**

3. Estimated California Solar Initiative Rebate: Rebate is paid on expected performance, taking into account solar panel angle, azimuth, and shading, etc. Currently paid up to \$2.20/watt

4. System Size: # kW AC (aka WAC) Example: 3.515 kW AC or 3,515 WAC

5. Estimated kWh/year production: Example: a 3.5 kW AC system should produce about 6,162 kWh annually

6. Estimated Average Sun Hours: Maximum sun hours are 5.5 here in Southern California. Shade from neighboring trees, buildings, etc will cause the number to go down

7. % of Utility Rate Increase (Energy Inflation): The average for last 30 years is 6.7%. Some contractors will use the last 10 or 20 years as an average, which is less conservative

8. Monitoring Included?: Some contractors or inverter companies will offer free monitoring, others require a subscription

9. Roof Prep Incl?: Example: Prepping a clay tile roof may take more labor than an asphalt shingle roof

10. Extra Costs?: Can include extra long conduit runs, additional racking for multiple arrays, roof prep, extra efficient panels, maintenance package, etc.

11. Sales Tax: Some contractors leave sales tax out of the bid until the last payment

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