

SENSIBLE SOLAR AZ™

SUN CITY SOLAR AZ™



Sensible Solar Az
Business ID: 1000036348
BBB Rating: A+



Seniors, Retirees & Fixed Income Solar Programs

Whether you are 55, 60, 70, 80, 90 or our oldest customer is 103



Save your hard-earned money

We create a customized program which incorporates just the right amount of solar and through our sophisticated rate & usage analysis place you on your utility's best rate plan for maximum short- and long-term savings.

Lately everything is going up in cost. On a 'fixed income' or retirement income you have no control over utility increases. Should you call to ask to lower your rates the answer is conserve all day and especially during the peak hours of 4-7 pm, they advise 'conserve, don't run air conditioning, don't wash, cook as little as possible, limit computer use, etc.'.

Solar electricity produced on your own roof, puts you in control. It provides reliable clean inexpensive energy, average of 25-40% lower in cost. Solar frees you to use your electricity when you need and want.

Important. Most people don't realize they are on an endless contract with their utility to automatically, mindlessly pay every month regardless of the cost. Utilities are monopolies. **They bill, you pay.**

We show you that solar is a sensible low-cost alternative. Switching to solar you escape high-cost utility electricity and obtain freedom from the rate-hike ladder.

Rate increases occurred for 2024/2025 and more are in the works for 2026.

Equal pay or economy billing programs do not stop these rate increases from being charged to you - the increases are just spread out over time !

What is Sensible Solar ?

A simple explanation is a professionally done discovery analysis that gives you the just the right amount of solar, guaranteeing you the best mix of energy vs. cost.

We have unique partnerships with Arizona's best installer to bring you outstanding programs.

ENERGY SMART PROGRAMS

ESSENTIAL SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100%+ of your electricity to future proof you from any future rate increases. Average reduction in electric costs of 25% to 40%. Your utility bill charges are offset with your own energy. Those who finance or lease, instead of buying, will have only one bill, a much lower solar bill.

You also qualify for a 25-year inflation cap of 0.0%-1.9% and 10-year energy buyback.

SNOWBIRD SOLAR

Specialized program powers year-round for those leaving their home for 2-6 months per year. Average reduction in electric costs of 25% to 40%. One low-cost solar bill, less than what you are currently paying. Maximizes energy buy-back (net billing) income, so your roof becomes an energy producer generating passive income, typically \$100 or more per year.

You also qualify for a 25-year inflation cap of 0.0%-1.9% and 10-year energy buyback.

EV SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100%+ of your electricity and add extra power for electric vehicle(s) and to future proof you from any future rate increases.

Average reduction in electric costs of 25% to 40%.

Those who finance or lease, instead of buying, you will have only one bill, a much lower solar

You also qualify for a 25-year inflation cap of 0.0%-1.9% and 10-year energy buyback.

ULTIMATE SOLAR

We replace your current power completely with solar power. We engineer your rooftop system to produce 100%+ of your electricity with extra power to future proof you from rate increases.

Average reduction in electric costs of 25% to 40%.

We integrate batteries that provide 24/7 power during any brownout or blackout.

Your utility bill charges are offset with your own energy.

You also qualify for a 25-year rate increase cap of 0.0%-1.9% and 10-year energy buyback.

THREE FEARS ABOUT SOLAR

Number One. Solar is expensive how can it be a good investment?

Number Two. Solar doesn't really save any money.

Number Three. Should I decide to sell my house in the future it will make it hard to sell.

As a professional solar representative and expert, I talk to thousands of people at the door and are frequently presented with these fears and questions.

First. Look around at hundreds of thousands of solar installations throughout the Valley of the Sun. It is absurd to think that most of these have been scammed and tricked into getting solar.

I can say with great confidence, as I have talked to hundreds of solar owners, that the vast majority are very happy with no regrets experiencing great savings: doctors, lawyers, families, corporation executives, business owners, engineers, retirees, everyday wage earners,

Solar is not an afterthought or a spur of the moment decision. To get solar, each homeowner must first meet with a solar engineer consultant who does a thorough analysis of their usage, square footage, roof space, and lifestyle to create their system. Next the consumer approves the design and can only move forward with city & utility permit approvals. So everywhere you see solar the homeowner made a rational conscious decision.

True, there are times a solar company takes shortcuts and fails to properly analyze energy usage. However, in virtually every instance I have looked into, I discover that not enough solar was installed due to faulty analysis or the homeowner economized unwisely getting too small a system.

We do a professional month-by-month analysis which determines the exact needs before we move forward. We create a system and guarantee the output for 25 years. We future-proof for you from increasing costs. We do a comprehensive 25-year plan for each property.

Number One Solar is expensive how can it be a good investment?

I now address the misconception that solar is too expensive. To understand this, it is important to understand that solar is both a long-term and short-term investment. If you pay cash for a system, regardless of its size, you have to pull money from somewhere. In this instance, you will have no utility bill and therefore saving the money you would've paid every month to the utility. Normal return on this long- term investment is 8 to 10 years.

Once paid off your energy produced on your own rooftop is free to you.

Solar becomes a wonderful short-term investment when financed or leased or those who choose not to buy or finance. Rates currently are very good and when combined with Federal and State tax incentives make sense. Once your system is up and running you escape the high cost of utility energy, fees, surcharges, and taxes.

You have become a energy producer - your own electric company! All excess energy (kWh) produced by your system the utility company has to pay you for, up to hundreds of dollars per year. Sweet!

The bill you get for your solar system is average of 25-40% lower than your current utility bill.

Our systems are designed to completely eliminate APS charges and for SRP to reduce charges greatly.

Number Two Solar doesn't really save any money.

Regardless if your current bill is averages \$90 a month, \$150 a month, \$250 a month, \$350 a month, or more the \$\$ savings are always there. Solar unequivocally is less expensive. Numbers don't lie.

If the gas station you get your gas charges \$.4.25/gal. and I told you Of another gas station one block away that charges \$3.75/gal, it would be smart to go there and save \$\$.. Solar saves you \$\$ every day..

Remember you didn't get to choose your utility company, it is a monopoly, 'they bill you pay'. Equalizer plans do not actually save you money, they merely spread-out high-priced energy into equal monthly payments. Call your utility company and ask them to reduce your bill, they will not, their only advice is for you to conserve, change your daily habits, avoid the peak times etc. However, with solar you produce your own energy, freeing you to use your energy as you need and at the times you need. No more control over you. You work hard all your life solar frees you.

Number Three If I sell my house in the future it will make it harder.

No. Think about this. Say you're in the market for a home and presented with two similar homes, one with solar the other not, the non-solar has an average energy bill \$200-250 a month (\$2000+ per year, and the solar with little or no electric bill, the solar is then a prudent sensible investment, a 'no-brainer' saving you \$\$ every month every year – savings used for many other things in life.

Recent home sale studies show that solar homes sell for 4% to 10% higher than non-solar homes plus sell 10 to 20% faster. The multiple listing service (MLS) now has a special category nationwide for solar. Competent real estate agents have no problems marketing solar homes.

Fact. People everywhere are experiencing high energy costs and naturally and predictably your home becomes more and more valuable. People already are snapping up solar homes over non-solar. Energy costs nationwide are skyrocketing with no end in sight, making the choice obvious for solar.

You say, but I have heard or know of a person who encountered problems selling a solar home. There are rare instances, but that is not the norm anymore. Now, selling a solar home is an easy process due to new lease and financing programs that are easily transferable to any new buyer. Most important is that the new solar lease programs put no lien upon you personally. Additionally, they smoothly transfer all warranties with one signature and a 650 credit score.

Peace of Mind

Solar has been around for 25 years and is currently one of the nation's largest growth industries. The companies we partner with have been in business decades. The equipment we install are 40-year systems with 25-year warranties, so you are assured of clean reliable power for decades. You will be supported for the entire life of your system and even beyond.

Solar will never go out of business as it is not a 'fad'.

The sun is forever free.

TWO WAYS TO OBTAIN SOLAR

Solar has come down in price in the last 10 years, vastly improved technically, and now has output easily providing all the energy you need during the day and even paying for the nighttime energy you get from the grid.

Here's the great part: in the fall, winter, and spring, you're using roughly 50% or less of the power your rooftop solar is producing! It is metered, and every kilowatt you don't use, your utility pays you. This goes onto your bill as a credit, rolls over each month, and the excess amount is refunded every January to you in a check!

The first way to obtain solar is to buy it

Buying gives immediate ownership, and the systems we design produce all the electricity for your needs. The average amount of time for a return on investment is 8 to 12 years. At this point, your yearly utility savings have paid for your investment. From this point on, your electricity is truly free.

Our Solar Program is the second option

Currently, you are on a power purchase agreement with your utility; electricity is delivered to you and you are billed for it at the end of each month. **It is an endless billing contract** for which you have no control over the cost. The cost of electricity has been continually going up for the past decade, with no end in sight. **Your utility is a monopoly; they bill you.** Their solution to cut your bill is to not wash clothes, delay cooking meals, cut back on operating computers, etc. until after peak hours! Worse yet, in the heat of the summer, it is suggested to cut off completely or raise the thermostat on your air conditioning at the hottest part of the day to save money! **There is a better way, and solar provides a truly 'sensible' solution, freeing you from the utility monopoly.**

Our solar program is simple and sensible: solar collection system installed in your home at no cost to you.

There is never a down payment or any payment for the cost of the system. Based on your energy usage, we create a system that perfectly meets your energy needs. **You pay on a monthly basis only for the output of the system that creates all the power your home needs.** Your average savings is 25 to 40% per month.

How? Fact: The electricity you buy from your utility is expensive and historically increases every year. On average, utility customers pay 15–18 cents per kWh, but electricity produced by your own system is 10–12 cents so inexpensive that it frees you to use electricity at the time and in the way you want. **Freedom!**

This much lower solar payment is fixed for 25 years. You now have a totally predictable cost each month for your electricity. Think of it this way: it is like a fixed-rate mortgage versus a variable-rate mortgage. Not at all like the 'equal pay plans' of utility companies, which merely spread the cost of high-priced electricity over 12 months. Solar frees you from their monopoly once and for all, plus the utility pays you back for each kWh you don't use.

Month by month, you're saving 25 to 40%—truly amazing. The length of our solar program term matches the 5-25-year no-deductible warranty on your panels, inverters, electrical components, and roof.

So very simply, you are switching bills from your high-priced utility bill to a much, much lower-cost bill from your new solar company. There is absolutely no risk, only benefits.

The big plus is that all future rate increases and fee increases are reduced or eliminated since you're using your own power. Another big one is that you are no longer taxed for your electricity.

Lastly, our solar program is fully transferable to a new home owner or, within a trust, to a family member. There are no fees or costs to transfer.

Note: Your system can be purchased anytime during the term with no pre-payment penalties at a pro-rated cost. People searching for homes want low-cost energy, especially when it is locked in for many years.

Does Installing Solar Panels Put a Lien on Your Property Title?

By Positive Energy Solar

So you're interested in switching to solar energy, but you aren't sure whether you should own or lease a solar energy system and whether it will place a lien on your home. In this blog, we'll look at the differences between owning and leasing your solar panels.

Solar Financing & UCC-1

When financing a solar energy system for your home, some lenders require a Uniform Commercial Code financing statement ([UCC-1](#)) to be filed also. **It is important to note that not all lenders or banks will file a UCC-1.** For example, at Our World Energy does not file a UCC-1 when providing solar loans.



A UCC-1 statement is a legal notice that some creditors file to publicly declare their right to seize assets from anyone who defaults on a lease granted to them for their solar project. In other words, it allows the lender the right to repossess the solar panels in case of a default. **This is not a lien on your home.** A buyers' mortgage lender who is unfamiliar with solar financing may mistake a UCC-1 filing to be a lien on your home when performing a title search - but it isn't. Mortgage lenders place liens on houses, auto lenders place liens on vehicles, solar lenders and banks that file UCC-1 statements on solar projects do not place liens on anything but the solar panels.

A UCC-1 is a filing by the solar lender or bank that indicates their legal right to repossess all solar equipment in the event that you fail to keep up with your payments on the solar lease and in some cases solar loans. This ensures that the asset of the lender, your solar panels at the time, remains protected until paid for in full. They do not legally claim or hold any ownership over any other part of your home. The UCC-1 filing appears on your property title to give notice to anyone running a title search that the solar panels are on your property.

If you decide to purchase your solar panels outright, you do not need to concern yourself with the UCC-1 statement. This is because you own the system. UCC-1 statements are filed only when you lease or take out a loan on your solar system with certain banks.

Solar Leases

When signing a [solar lease](#), you are basically renting the solar panel system. With a lease a UCC-1 financing statement will be filed with the agreement and a lien will be placed against the panels. Solar leases do not allow you the tax credits and financial incentives that come with owning a solar system. The solar lender is entitled to all of the tax breaks and financial incentives available to one who owns solar panels. With a lease, you pay a fixed monthly "rent" in return for use of the system.

Your property value does not increase under a solar lease because you do not own the solar. It becomes a selling feature to a prospective buyer who will benefit from much lower fixed cost energy for years.

"I DON'T SEE the NEED for SOLAR - I'M a SNOWBIRD"



"I am only here part of the year, solar is not for me"

"It doesn't really save any money"

"I don't want to change anything"

Having worked as a solar specialist and expert for years and currently leasing solar, I can attest that switching to solar energy from utility energy is a wise financial decision that saves \$\$ and generates passive income; shields you from future rate increases. Your roof becomes an active a money producer while you are away every month. The same energy that powers your home, APS by law, pays you for each kWh you don't consume.

First, traditional energy has always been more expensive, regardless of how much of it you use.

APS recently enacted the biggest raise in their history for its 1.8 million customers. When compared to utility energy, which costs 16-20 cents per kilowatt-hour (yearly increasing), solar fixed cost average 8-12 cents!

Second, notice the 16+ charges on left side of your bill are taxes, surcharges, & other miscellaneous fees.

You have been paying for these for years and many are unaware that they add up to 45-65% of your bill! \$30+ in fees for customers with an average monthly bill of \$70 equally \$250+ annually and totaling \$1250+ in just five years! 'Junk fees' you are forced to pay.

How does solar help me when I am gone during the hot months?

It's really easy: Most close up and adjust the thermostat to 80-90 degrees with you air conditioner running less and little or no other energy consumed, resulting in a lower bill each away month. However, solar performs even better because the energy produced by our engineered system is built to exceed energy consumption in the fall, winter, spring, and even summer. This surplus energy is reinjected into APS electrical grid and by law APS pays you for each kWh you don't use! On your bill it is credited and applied monthly reducing any charges you have. Sweet!

Solar unequivocally reduces the cost of electricity every month, amazing and true.

Homeowners, regardless of your age, this chart shows that with low or even moderate year-round bills benefit greatly because solar is much less expenses reducing the overall cost of your electricity by 25-40%.

Typical energy costs and savings:

\$70./month bill = \$840./year paid to APS, solar cost approx. \$546, **savings in one year: \$294 and 5 years \$1470.**

\$95./month bill = \$1140/year paid to APS, solar cost approx. \$798, **savings in one year: \$342 and 5 years \$1710.**

\$115/month bill = \$1380/year paid to APS, solar cost approx. \$966, **savings in one year: \$414 and 5 years \$2070.**

A substantial savings by merely switching energy sources.

Now multiply by 10 years! Real savings especially for those with fixed incomes.

Easy it is to obtain a system featuring no out-of-pocket cost ever for the system.

1. We handle the installation, maintenance, and warranty of the complete system.
2. When leasing you pay a fixed cost for the solar you use - typically average 25-40% less than currently paying.
3. Your APS bill and associated 'junk fees' are completely eliminated.

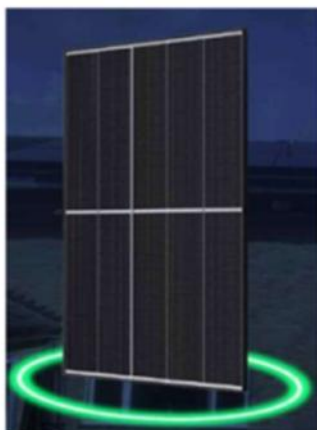
OUR EXTREME WEATHER EQUIPMENT

STATE OF THE ART TECHNOLOGY*

Q-Cells Peak Duo™ panels, Tesla™, Enphase™, Solar Edge™ Batteries

Made in the USA used in 54 countries worldwide

*Stress rated to withstand Arizona temps, 60 mph golf ball and 240 mph 1" ice pellet impact



**Enphase IQ8+
Microinverter**



Ready for today and tomorrow, build on a distributed architecture platform. This modular microinverter design allows you to expand your system quickly and easily as your need grows.

Make yourself independent of your electricity provider. Your new solar panel supplies you with powerful solar energy—410+ watts. So you simply use self-generated electricity for your refrigerator, washing machine, lighting, pools, computers, etc. That saves money! The black on black solar panel design provides a modern look and fits ideally into virtually any architectural style. Every panel has its own micro inverter for matchless performance.

Patented full-screen technology: no maintenance required. With conventional solar modules, dust, dirt, leaves, and rainwater often collect on the frame and block the incidence of light. This lowers the efficiency of the panel and makes regular cleaning necessary. Save yourself the trouble! Thanks to patented full-screen technology with full-surface lamination and rounded edges, the frame of your new solar panel forms a flat plane with the solar cells. Wind and rainwater flow off unhindered and wash away impurities. This way, you increase the power yield by 6–15% without any additional effort!

Note: You do not need the services of companies to clean your panels; it is unnecessary and can even void panel warranties. Because the panels in Arizona are mounted on the roof rather than the ground, any fine dust is normally blown off by the wind or washed away by the monsoons or even the infrequent rains we get. Sunlight normally penetrates any fine dust with no appreciable degradation of output, as multiple studies show.

State-of-the-art half-cell technology for highest efficiency: A solar cell is divided into two half cells using modern half-cell technology.

The advantage? The electrical losses are reduced, so that the performance of the solar cell and thus also that of the solar module increases. You benefit from more solar energy compared to conventional panels.

Optimal solar power yield thanks to bypass diodes. Not every solar cell gets the same amount of sun at all times. Sometimes one is partially in the shade, and sometimes dirt and dust have accumulated on another. These cells deliver little or no power and impede the flow of electricity, which affects the overall performance of the solar panel. Thanks to bypass diodes, these obstacles are easily bypassed, and your panel continues to produce a high yield. Defects are also prevented in this way.

Solid technology for strong performance: The mono-crystalline solar module has a high efficiency and a long service life, to enjoy power generation for a long time, 25-year warranty for materials and workmanship.

EXPERT REVIEW OF QCELLS SOLAR PANELS

By Catherine Lane Updated 01/29/2024



Qcells is a Tier 1 solar panel manufacturer that makes high-performance photovoltaic (PV) and energy storage products for the residential, commercial, and industrial solar energy markets. Its solar panels are near the top of the market for efficiency, performance, and warranty structure, and they are used by installers worldwide.

Qcells is one of the most popular solar brands in the U.S. If you're shopping for solar and comparing offers from solar installers and wondered if they're any good.

Well, we think they're great. In fact, we liked them enough to crown Qcells as #1 on the SolarReviews Best Solar Manufacturers list.

Qcells are high-quality, high-reliability panels sold at a good price. Qcells solar panels' quality, the company's huge investment in American manufacturing, and their commitment to long-term support are all reasons we recommend Qcells modules to anyone looking for a new solar installation.

Key takeaways

- Qcells is SolarReviews' #1 solar panel manufacturer in 2023.
- The company produces high-quality monocrystalline silicon solar panels for home, commercial, and industrial use, and manufactures many of its products for the U.S. market in Dalton, Georgia.
- The company's newest technology advancement is Q.ANTUM NEO, which has allowed its Q.TRON panels to reach 22.0% efficiency ratings.
- Bottom line: Qcells are among the top panels you can buy for your home, with performance, cost, and warranty that equals that of other Tier 1 solar panels.

Qcells solar panels have a history just as long as the modern solar industry. The company has been sold and rebranded a few times since its inception and has grown from humble roots into a worldwide manufacturer. Founded in 1999 in Thalheim, Germany, as Q CELLS AG, the company quickly grew to be one of the top solar module manufacturers in the world.

In the years since, Hanwha has brought together its German engineering team and world-class manufacturing capabilities to reinvigorate the Q CELLS brand, becoming one of the world's top 10 solar module manufacturers.

In 2018, Hanwha removed its name from the brand, leaving its products simply called "Q CELLS". It further streamlined the brand name in 2022, becoming the less-shouty "Qcells." However, you'd be forgiven for using any format of the brand name.

Qcells now has manufacturing facilities worldwide, most notably its huge U.S. facility in Dalton, Georgia, the largest solar manufacturing plant in the Western Hemisphere, upon its completion in 2019. The company currently makes more solar panels in North America than any and is set to continue to grow its production capacity. Qcells panels you buy will have been made by workers in Georgia.

REVIEWS



Review from Patricia R

5 stars 09/20/2023

Great friendly company and workers very professional and helpful of what they were doing..Their communications are awesome with text or call when having questions. Would highly recommend!!



Review from Ryan S

5 stars 09/19/2023

Very helpful and kept in touch for every step of the process. Addressed my concerns and was pleasant to work with. ***** was great at communicating with me about each phase of my project.



Review from Alex B

5 stars 09/15/2023

***** was amazing, she kept in touch with me via email, text message and phone calls. What ever it took, she made sure that the guys in the field had my phone number and they called whenever they were coming. Always had plenty of notice. I was coordinating the install for my friend ***** at his home, and ***** made sure to keep me in the loop for all updates, etc. Absolutely top notch, professional all the way 100% amazing company. I would wholeheartedly recommend them to anybody who is interested in solar for their home, or RV.



Our World Energy Response

09/18/2023

We are pleased to hear that you've had a great experience with OWE this far and will continue to provide the best customer service in the future. Thank you for taking the time to leave us this review, we truly appreciate the feedback! We hope to have yourself as customer in the near future! Thanks again!



Review from Jayanth Y

5 stars 09/19/2023

I reached out to QCells to find the authorized installers in my area and Qcells recommended OWE. Sales Representative, **** spent more than 3 hours after his working hours, answered all our questions patiently and at the end everything has been delivered as he promised. After talking to my friends, I was in an impression that the panels installation, approvals will take months but to our surprise everything was done much earlier. Project coordinator *** stayed in touch with me almost every other day to keep me informed about installation, inspections and permit. Self answered to every single message and call that I made. ***** did an amazing job. They showed up on time, spent almost 7 hours and left only when everything was 100% done. I would definitely recommend Our World Energy to all my friends and family. Thank you again! :)



Review from Shawn C

5 stars 09/18/2023

Our first steps to getting our solar power was getting the site survey which was done by ***** here in ***** , ** and he did such a great, professional job for **...from ** asking questions to getting the job done fast, safely and easy. We look forward to the next step and can't wait. Thank You *****

HOME WITHOUT SOLAR

On the bill the total cost of electricity was \$87.33

However the total bill was \$198.19

\$110.86 was charged for 16 surcharges, fees, and taxes - 66% of the bill !

Very typically from 25-55% of your bill are 'junk' charges.

Total it up for a year on your bills (average of 40%) and you are overcharged:

\$75/month bill = \$250-\$400 extra charges

\$125/month bill = \$500-\$600 extra charges

\$175/month bill = \$800-\$900 extra charges

\$250/month bill = \$1000+ extra charges

With Solar we offset these expensive 'junk' charges completely.

Your electricity bill
June 23, 2023

C Johnson

Your account number
765514869

Service plan: Fixed Energy Charge Plan - Tier 1

Meter number: R30546

Meter reading cycle: 16

Charges for electricity services

Cost of electricity you used

*Customer account charge	\$2.14
*Delivery service charge	\$37.83
*Environmental benefits surcharge	\$5.03
*Federal environmental improvement surcharge	\$0.17
*System benefits charge	\$3.99
Power supply adjustment	\$24.15
Metering	\$3.19
Meter reading	\$2.11
Billing	\$2.36
Generation of electricity*	\$87.33
Federal transmission and ancillary services	\$13.89
Federal transmission cost adjustment	\$0.47
*LFCR adjustor	\$3.33
Cost of electricity you used	\$185.99
Taxes and fees	
*Regulatory assessment	\$0.45
*State sales tax	\$10.44
*County sales tax	\$1.31
*City sales tax	\$0.00
Franchise fee	\$0.00
Cost of electricity with taxes and fees	\$198.19
Total charges for electricity services	\$198.19

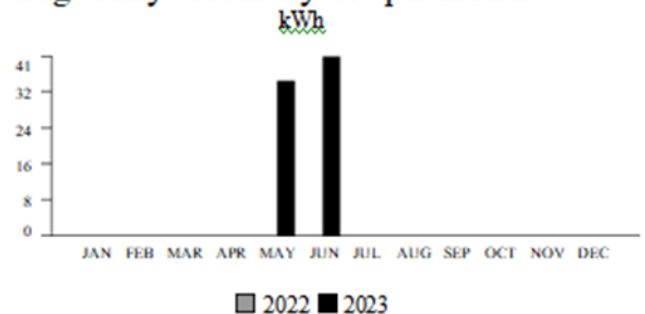
Tier 1, Your Current Monthly Average is 966 kWh

Your tier is for an average monthly energy usage of 600 kWh or less. By November, if your annual average is more than 600 kWh, you will be placed on a higher-priced tier in December.

Amount of electricity you used

Meter reading on Jun 23	43218
Meter reading on May 23	41952
Total electricity you used, in kWh	1266

Average daily electricity use per month



Comparing your monthly use

	This month	Last month	This month last year
Billing days	31	32	NA
Average outdoor temperature	85°	80°	NA
Your total use in kWh	1266	1128	NA
Your average daily cost	\$6.39	\$5.59	NA

HOME WITH SOLAR

NOTE THE CUSTOMER BILL OF -\$69.75, APS OWED THEM \$\$!

THEY PAID NOTHING FOR THE MONTH AS THE ENERGY CREDITS FROM THEIR SOLAR
OUTPUT WERE APPLIED AND ELIMINATED THE 16 'JUNK' FEES BILLED.
SOLAR POWER COMPLETELY OFFSET THESE FEES.

WE SIZE YOUR SYSTEM LARGE ENOUGH TO DO THIS OFFSET RELIABLY EACH MONTH, EVERY YEAR.

Your electricity bill

April 23, 2024

Johnson

Service plan: Time-of-Use 4pm-7pm Weekdays with Demand Charge, RCP

Your account number

765514869

Meter number: 1649289

Meter reading cycle: 16

Charges for electricity services

Cost of electricity you purchased

Customer account charge	\$2.50
Delivery service charge	\$6.63
Demand charge on-peak - delivery	\$13.93
Environmental benefits surcharge	\$3.74
System benefits charge	\$1.94
Power supply adjustment*	\$6.44
Metering*	\$6.88
Meter reading*	\$2.50
Billing*	\$2.78
Generation of electricity on-peak*	\$2.53
Generation of electricity off-peak*	\$16.30
Demand charge on-peak - generation*	\$28.68
Generation of electricity Super off-peak*	\$0.01
Federal transmission and ancillary services*	\$5.90
Federal transmission cost adjustment*	\$0.20
Court resolution surcharge	\$0.80
Grid Access Charge	\$3.66
LFCR adjustor	\$1.30
Cost of electricity you used	\$106.72

Taxes and fees

Regulatory assessment	\$0.26
State sales tax	\$5.99
County sales tax	\$0.75
City sales tax	\$0.00
Franchise fee	\$0.00
Cost of electricity with taxes and fees	\$113.72

Net electricity credit

Solar Export Credit	-\$183.47
Total charges for electricity services	-\$69.75

Amount of electricity you purchased

Meter reading on Apr 23	5482
<u>Meter reading on Mar 22</u>	<u>4944</u>
Total electricity you used, in kWh	538
On-peak meter reading on Apr 23	616
On-peak meter reading on Mar 22 -	581
On-peak electricity you used, in kWh	35
(4pm - 7pm Monday - Friday)	
Off-peak electricity you used, in kWh	503
(All other hours and certain holidays)	
On-peak demand meter reading	3.10
Your billed on-peak demand in kW	3.1
Super off-peak meter reading on Apr 23	253
Super off-peak meter reading on Mar 22	252
Super off-peak electricity you used, in kWh	1

Amount of electricity you sold

Meter reading on Apr 23	5316
<u>Meter reading on Mar 22</u>	<u>2908</u>
Total electricity you sold, in kWh	2408
On-peak meter reading on Apr 23	175
<u>On-peak meter reading on Mar 22</u>	<u>47</u>
On-peak electricity you sold, in kWh	128
Off-peak electricity you sold, in kWh	2280.00

Comparing your monthly use

	This month	Last month	This month last year
Billing days	32	28	N/A
Average outdoor temperature	69°	63°	N/A
Your total use in kWh	538	607	N/A
Your average daily cost	(\$2.18)	\$1.39	N/A

HOW MANY KWH DID YOU USE LAST YEAR?

The only true way to build a custom system is to create it using the past 12 months of the exact number of kilowatt hours used and what is called total billed cost.

Many companies' use only the bar graph on your bill or online calculators that do not take into account the many important factors needed to build a proper system, **we do**.

Take three homes with similar square footage, yet each one's kWh use and billed cost is very different. Fact: The system needed typically varies by **20% plus or minus** for each home. Each of these three owners use different amounts of energy based on:

1. number of people in the house
2. thermostat settings
3. cooking with electric or gas
4. electric water heater or gas
5. pool, spa or none
6. dishwashing frequency
7. laundry electric or gas and frequency
8. time of day you use energy (on peak vs off peak)
9. number, size and type of windows (single or dual pane)
10. roof type such as flat or pitched, tile, metal or shingle
11. attic and outside wall insulation
12. roof orientation for solar energy collection
13. garage, workshop or auxiliary structure heated or cooled
14. time of day usage occurs / seasonal variations

WE DO A CUSTOM ANALYSIS WITH EXACT NUMBERS

To create an accurate program we utilize data from your utility company, exact square footage, do a solar mapping of how the sun strikes your roof, and integrate factors of current and future needs. This allows our engineers to generate a custom, accurate to the dollar Solar Savings Report (SSR).

Other methods by companies at the door and online yield results that can be up to 20% incorrect. In real terms, shortcut methods determine your system cost is \$18,000. However, these can be off by 10-20%, if so, you could pay up to \$1800-\$3600 more than you should. A \$50K system \$5-10K more!

THERE IS NO GUESS WORK - EXACT WITH EVERY COST DETAILED

Honesty and Integrity: Our company is built on these principles.

Every homeowner that we meet with, we thoroughly present your customized SSR.

ELECTRICITY PRICES

THE TRUE COST SOLAR VS. UTILITY

According to the U.S. Bureau of Labor Statistics current national average price is \$0.17-18 for "Electricity per KWH". **APS is a monopoly, 'they bill and you pay'**. Historically rate for many doubled since 2002, on track to double in 8+ years. Why continue to buy high cost electricity?

Data below will surprise many of Solar savings vs. Utility electricity costs

Solar vs. Aps

Utility projected costs of average 4% year increase (based on rate/fee increases since 2017)

SOLAR vs. APS	10-year Cost Comparisons	15-year Cost Comparisons	20-year Cost Comparisons
APS cost \$100/ mo average electric bill	\$14,404	\$24,027	\$35,733
Solar cost	\$ 10,083	\$16,819	\$25,013
Savings average 30%	=\$4,321	=\$7,208	=\$10,720
APS cost \$150/ mo average electric bill	\$21,607	\$36,001	\$53,600
Solar cost	\$15,125	\$25,201	\$37,520
Savings average 30%	=\$ 6,482	=\$10,800	=\$16,080
APS cost \$200/ mo average electric bill	\$28,809	\$48,053	\$71,467
Solar cost	\$20,166	\$33,637	\$50,027
Savings average 30%	=\$ 8,643	=\$14,416	=\$21,440
APS cost \$250/ mo average electric bill	\$36,011	\$60,066	\$89,334
Solar cost	\$25,208	\$42,046	\$62,534
Savings average 30%	=\$10,803	=\$17,315	=\$25,800
APS cost \$300/ mo average electric bill	\$43,215	\$72,081	\$107,201
Solar cost	\$30,251	\$50,457	\$75,041
Savings average 30%	=\$12,965	=\$21,624	=\$32,160

THE AMAZING \$0 SOLAR



These amazing benefits over purchasing:

We install a complete solar system at no charge to you ever

We give a 25-year rate increase cap guarantee

You get a 10 year power buyback rate guarantee

You have the option at 5 years to buy the system

We provide 25-year maintenance – \$0 deductible

We include a 24/7 system monitoring for worry-free solar

You get a 25-year power performance guarantee

We guarantee No Lien on your property or you for the system

We guarantee no-cost transfer with no-qualifying new owner or family member

Our Amazing \$0 Solar Program is a wonderful arrangement in which our world-class third-party developer installs, owns, and operates an energy system on a customer's property.

The customer (you) receive the system's electric output for a predetermined period.

Instant financial savings are achieved because the energy system produces electricity at a cost that is substantially lower than the utility's retail rate (usually 25%–40% less).

Our engineers' free analysis of your energy consumption results in a specially designed system for you.

You receive stable and low-cost electricity with no upfront cost

You can purchase the system down the road at a discount with no pre-payment penalties.

A truly a win-win situation

SOLAR ENERGY CAPTURED BY SOLAR PANELS NEVER INCREASE IN COST

We perform an exclusive 12–24 point analysis of your energy usage, which generates a comprehensive action plan that saves you \$\$ every month.

Solar increases home value, and the programs transfer easily to a new owner.

We ask you to schedule a free private in-home meeting to show your Solar Savings.
At this private meeting we allow as much time as you need to answer any and all questions you may have.
We will let you know if you qualify for Federal & State solar tax benefits.



**Call us soon so we can schedule your FREE & PRIVATE
Solar Savings Discovery meeting**

It is a GREAT DECISION. Many see their bills cut up to 40% !

We are dedicated to giving you the best product and service.

We further promise that at the meeting you will be well educated & knowledgeable about solar and see that it is a smart wise move for you.

1

Experience. We feature some of the top award-winning energy experts in the nation. We also have a team behind us that has serviced tens of thousands of installs on homes and businesses just like yours!

2

Savings. Because we broker the best energy deal for you, we can offer the best price available.

3

Support. We offer full long-term support for your solar project. You will always know next steps and have a quick response team available for questions, especially after installation!

4

Guarantee. We are so certain that you will be happy with your new rooftop solar system that we guarantee all parts and workmanship for **25 years after install.**

5

Quality. With us you will not only get the best price, but we offer the best quality available anywhere in the nation! Our goal is to put solar on your roof and a smile on your face.

SUMMARY OF THE GREAT BENEFITS



1. When your solar system is installed and turned on, solar power is fed into your home with a cost reduction of 25 – 40% average each and every month!
2. Energy buyback is fully activated with all surplus electricity that your panels produce credited back on every new bill. Buyback in the fall, winter, and spring is considerable as you use much less energy than in summer. Snowbirds earn buyback even in the summer.
3. Truly a win-win putting \$\$ back in your wallet with you having to do nothing to earn it, you are an energy producer and the utility by law has to reimburse you.
4. 25-year bumper to bumper warranty on the system includes workmanship, maintenance with no deductibles. 10-25 year roof warranty.



ANGI REVIEWS



5.0 Verified Reviews

Brenda B.

James was amazing! Came out immediately and got me connected EXCELLENT!!
Professional Courtesy Well-groomed and Knowledgeable!!

Don C.

We are super happy with the service and the solar panels. I am referring friends and family.

Service Provider Response

Thank you for your business!!! Let us know if we can help you in any way!!

Katrina B.

The salesman and the crew were amazing such a great experience would highly recommend this company to everyone

Jonny S.

Staff and service was top notch. Everything went as it should from the beginning to the end of the project. They are friendly, professional, and honest all the way through. I definitely recommend these guys if looking to go solar.



A PERSONAL NOTE

Carl Johnson Founder & Owner

For years, I have been demonstrating and teaching homeowners about solar energy, and I have developed a unique program named Sensible Solar Az™.

It is trademarked in Arizona created to demystify solar energy and highlight its many advantages for you: inexpensive reliable energy produced on your own roof creating a shield from yearly utility rate increases.

I recently created Sun City Solar Az to service the residents of Sun City.

The fact is solar energy is always less expensive than utility energy with added benefit that the utility is required by law to buyback and pay you for each kWh of electricity you don't use! In the fall, winter, spring your roof actually becomes an income producer; if you are a snowbird your roof generates income in the summer!

I'm a senior citizen who has lived in the valley for 22+ years with extensive experience in the residential solar industry. I have technical knowledge of every aspect of solar, but most importantly, have firsthand experience because my wife and I have a solar system on our home.

I can confidently guide you through the entire process of obtaining and owning solar.

Many homeowners have had "door knockers" pitch solar. They are typically young adults between the ages of 20 to 30 who are dispatched in groups to canvass a neighborhood with pre-rehearsed sales pitches; while some are local companies an increasing number are from out-of-state companies located in California and Nevada. These "door knockers" are promised large commissions for "selling" you solar systems, with most having little to no knowledge of the technology and in most cases never owning solar.

I cut out the middleman and work directly with our installation partner saving you money and vastly simplifying the process of getting solar; who maintains, warrants and monitors your system.

I am an expert at integrating the Telsa™ Powerwall 3 batteries. Panels made in the USA with no Chinese parts.

My company never uses "scripted" sales pitches when we talk with you; instead we endeavor to educate and how solar can be a significant part of your life, regardless of your age—30, 50, 70, 90, or our oldest is 103.

A crucial step in the process is listening to your concerns, particularly "why solar for me?"

Being truthful and open with our clients is something we value most.

Our goal is to educate and schedule a personal meeting.

We encourage you to checkout our website as provides you with a wealth of current information with our current brochures and many useful downloads.

A QR code is at the bottom of the page and links on the website to request an appointment for a free quote.



Between us and our installation partner, we have a decade of solar experience.

Our Arizona top-rated installer is privately owned and so we ensure that every installation complies with all applicable state, county, and city codes and regulations for decades of clean and reliable power production.

Use 'Discovery Meeting' links on the site (2 minutes to fill out) to start your solar journey with a solar expert, if you haven't already made an appointment, we encourage you to do so.

I have phone, text and email options for contacting us.

We encourage you to begin the complimentary, no-obligation process.

See for yourself the savings with our detailed energy analysis.

My engineering team simply uses the past 12 months of your energy usage from your utility; this data is used to create a custom system based upon a sophisticated 12 point analysis including sun exposure to your roof and current and future projected kWh usage.

I schedule a sit-down Discovery Meeting to present a personalized Solar Savings Report and quote.

In this Discovery meeting we show you this tailored program on a laptop, complete with rooftop satellite imagery showing panel location on your home.

My goal as a company is to educate and provide you with the knowledge you need to determine if solar is a "good fit" for you and how to obtain it for cash, financing, or the Amazing \$0 program.

Blessings – Carl Johnson

WHY WAIT ?



0\$ Program

IMMEDIATE SAVINGS



NO INVESTMENT



NO RISK



FIXED LOW-COST ENERGY



Below are typical reactions when we recommend our free no-obligation Solar Analysis Discovery meeting.

I'm don't have time, I'm really busy right now, I have too many things going on, I'm able to pay my bill, I'm going to wait till later in the year, Maybe next year, I need to do more research, I'm not in a hurry.

Our analysis and Discovery meeting are informal. All it normally takes is one hour in the comfort of your home for us to show the amazing benefits of solar energy vs. traditional expensive utility energy. We educate and answer any question you might have. We have a well-received 'no pressure' approach.

It always makes sense to conclusively find out if solar is a good 'fit' for you, and in less time than most television movies take to watch!

Fact. Most people have been programmed their whole lives to pay the electric bill and have never been presented a risk-free way to escape from the traditional expensive increasing cost of electricity. You have to 'buy' electricity every month, why not be smart and pay less?

Hundreds of studies all over the United States have conclusively shown solar provides clean reliable power for much less than the utility companies.

People who had solar installed 20-25+ years ago are still receiving the benefits.

Hundreds of thousands of Arizonians switched to solar with the growth accelerating each month.

We have 2000+ seniors in Sun City on the Amazing \$0 program which effectively shields you from endless price hikes. Remember they are a monopoly, 'They bill, you pay'.

We demonstrate to you just how easy the transition is.

No investment required. The \$0 Program requires no outgo of money for the system ever, so there is no stress associated with signing up and starting saving money the day the system is operating. We provide the collection system (panels, inverters and all associated hardware) at no cost to you ever. We act as general contractor obtaining all permits from the county, city and homeowner associations. Panels, inverters and hardware are now manufactured and built in the USA with 25 year warranties.

We do everything so you can relax, producing your own solar power and saving money in 1-2 months.

Doing nothing or delaying switching to solar is not a good idea as in 2024 increase was 13.62%, plus 8% increase in March of 2025. Delay till 2026, another rate increase is proposed of 11.2%, so in 3+ years a whopping 25% increase!

Fact: The energy from the sun is forever free - it never goes up in price!

Why wait to meet with us, when each month you are paying excessively for your utility energy?

Whereas your own solar the day it is turned on immediately saves you 25%-40% off your electricity costs each and every month. Your new solar rate locked in for 25 years whereas APS goes up and up.

Most importantly your system will never cost you, you only pay for the inexpensive energy it produces.

Solar is a win, win for you as a consumer, it is definitely the wave of the future in America.

Great future benefit is that your program transfers with no fees to new title holder. Whether a sale or transfer within a trust, they get all remaining warranties and the same low electric rate when you signed.

NEXT STEPS



You've perused our printed materials and website and would like us to perform a free, no-obligation solar assessment on your house.

Here are the steps:

1. Contact us by phone or text or use our convenient Free Quote form QR code or go to our website to access the form, fill it and we will coordinate a convenient day and time to meet.
 2. If you know how to do it, go to your utility website and download the last 12 months of usage. Upload them to us. Otherwise, we can schedule a phone call with you and a utility representative and get the usage.
 3. Allow one hour for the meeting. It is meant to be an informal interactive time, so jot down any questions or concerns you have, and we will be happy to answer.
 4. We present the entire program on the company laptop, showing a satellite overlay of the system at your residence. We also graphically show usage charts that clearly show cost comparisons between solar and utility energy. We go over the three ways to obtain solar specifically tailored for you: the \$0 dollar program, the cash purchase program, and the finance program.
 5. Should you choose to proceed with the next step at the meeting, we provide the ease of electronically signing all paperwork the same day. We then submit all the paperwork for permits to your municipality.
- Once permits are approved, your custom system is installed after receiving approval from your utility that it is safe to operate. In just two to three months, you will become your own solar energy producer and start saving money!
6. We make the entire process easy and stress-free.

A final thought. If I was to give you a gasoline discount coupon for 30% off, good for 25 years, what a great deal! A typical solar savings is 30% off every kWh of energy - call it a 30% electricity coupon!

SENSIBLE SOLAR AZ™
SUN CITY SOLAR AZ™

CARL JOHNSON
Energy Specialist & Expert
480-399-1462 cell & text

Founder and Owner
info@sensiblesolaraz.com



Business ID: 1000036348
BBB Rating: A+



Free Appointment



Use this QR code or go to our website
Use the 'Get a FREE Quote' link.
Fill out the 1 minute form.
We will contact you and start
you on your solar journey.