

Proposal for:

Jane Xu

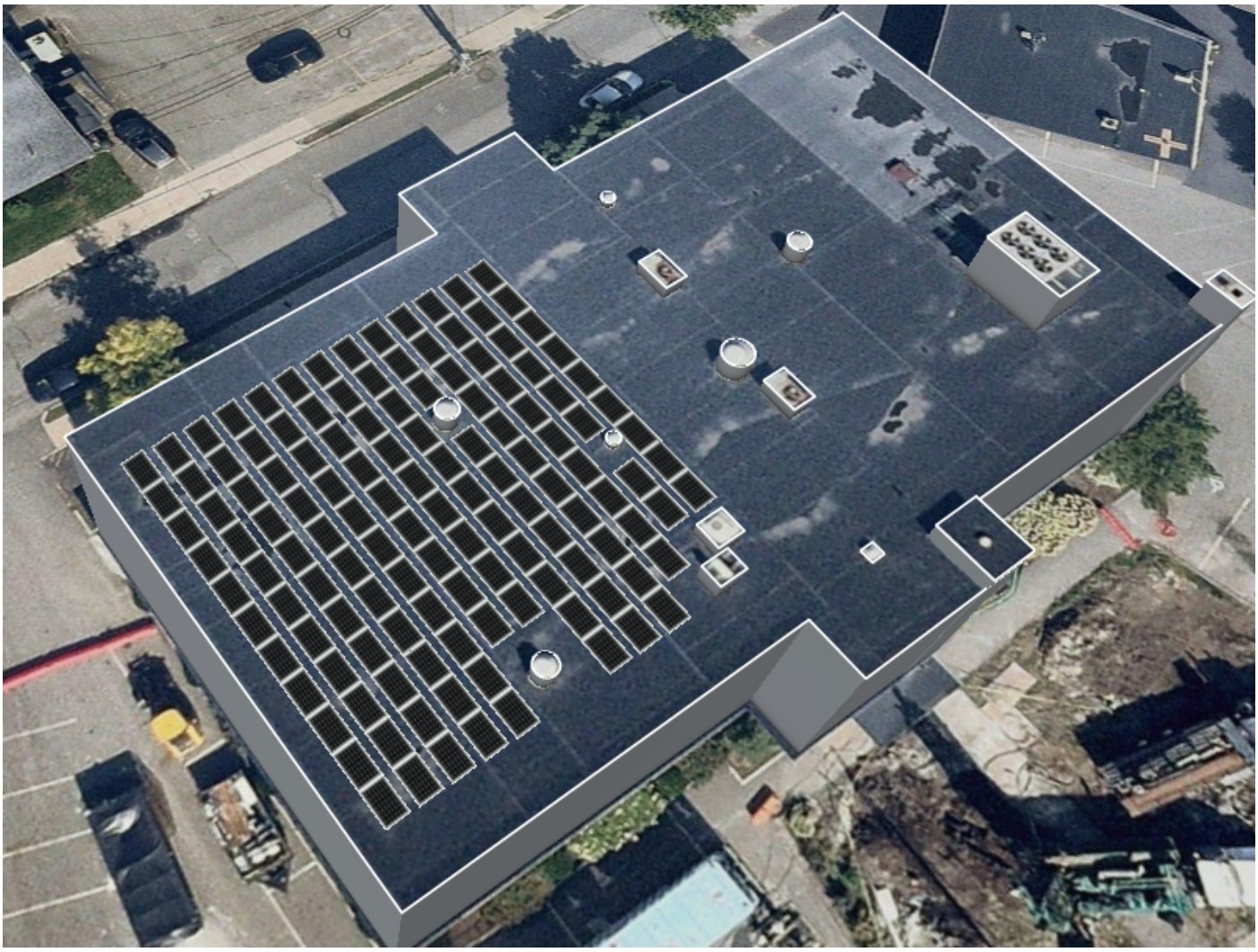
30 Mystic St, Arlington, MA 02474

Summary:

Number of Panels:	132 x Jinko 425W Panels
System Size:	56.1 kW DC
Electricity Production:	54,129 kWh/year
Initial System Cost:	$146,177
Tax Credit:	$44,853
Cost after Tax Credit:	$101,324
Net Benefit (10yrs):	$125,650
Payback Period:	4 Years 9 Months

Design and Equipment

Production Factor:
132 Panels @ 0.965 kWh/W

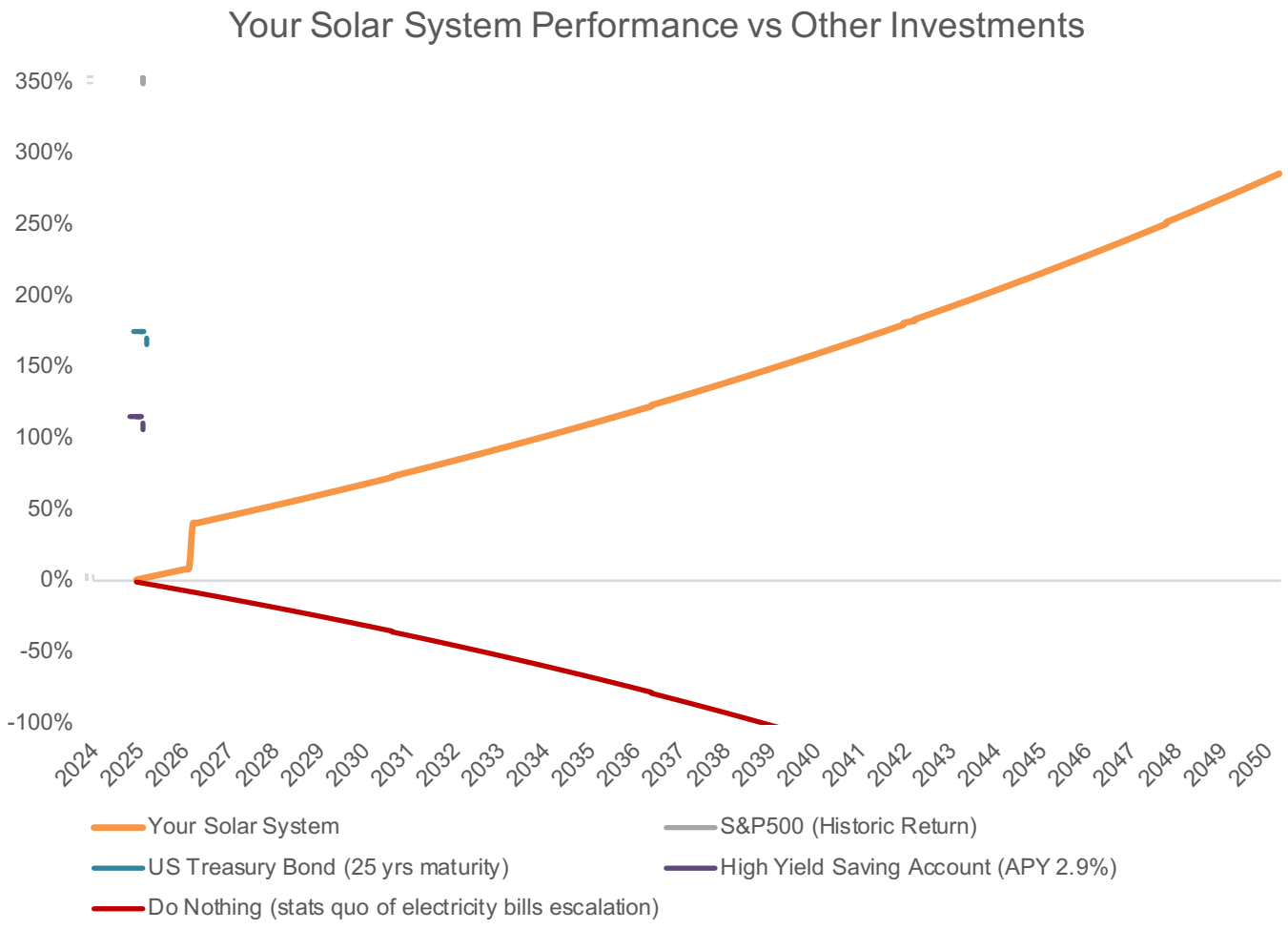


Equipment used:	Manufacturer:	Model:
Panels	Jinko	JKM425N-54HL4-B
Inverter system	Tesla	Solar Inverter 7.6k

Solar is an Investment

Key points:

- Solar is not a luxury good; It is a hedge against market uncertainty, inflation, and rising utility rates.
- Investment markets are becoming more volatile over time, making it difficult to predict returns. Solar offers a strong, low-risk high reward and guaranteed rate of return.
- Solar provides the unique ability to forecast your cash flows down to the month with real-time data so your return on investment is clear and guaranteed.
- Solar ensures a return of over 40% in year 1, in the form of the 30% Federal Tax Credit, $1,000 State Tax Rebate, avoided electricity costs, and Class-1 RECs. *Must consult a tax professional.
- Owning your electricity (solar) builds equity in your home and reduces your dependency from the utility.

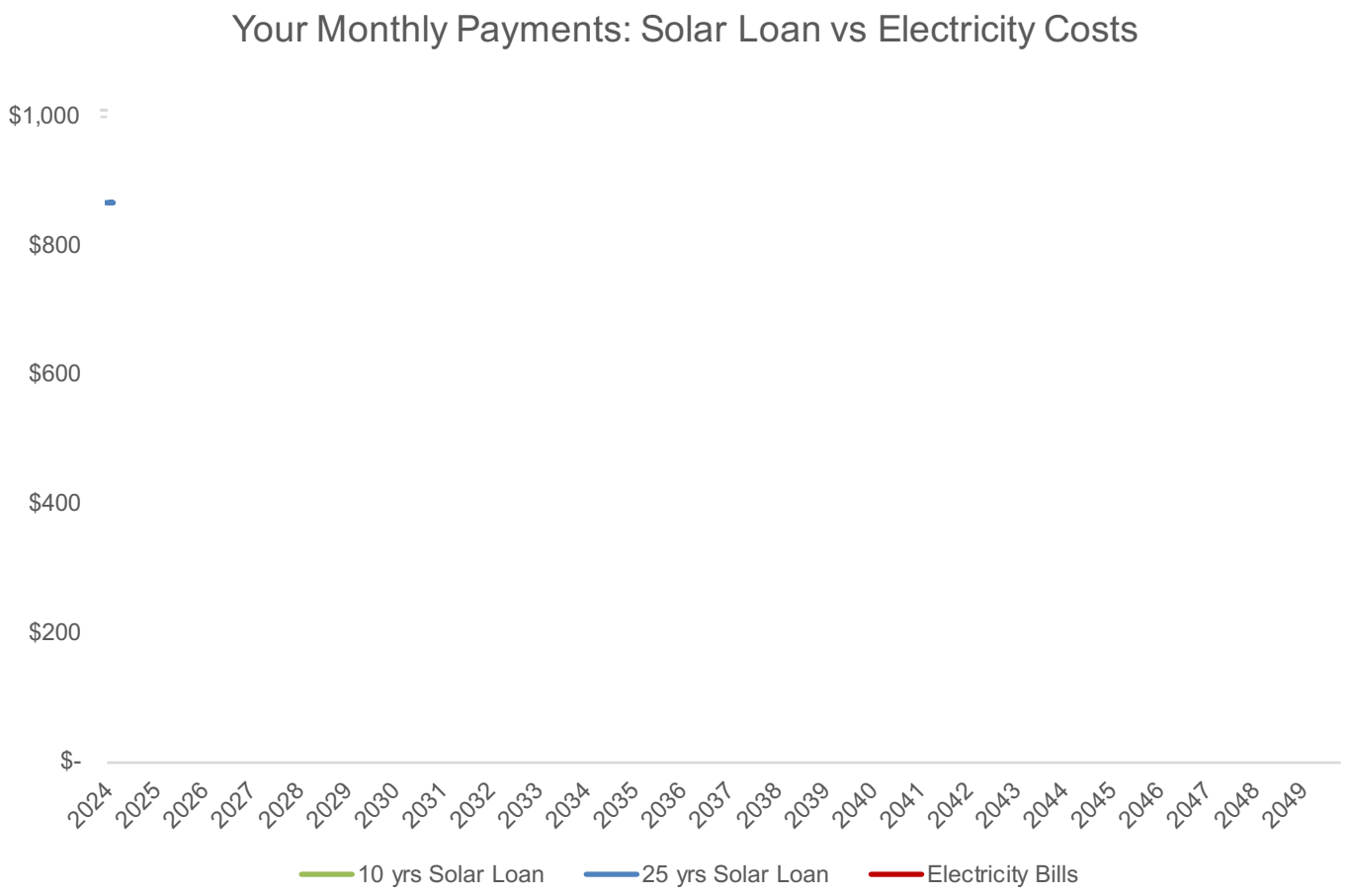


*** For additional information and details, ask your analyst for our assumptions.

Financing Your Solar Investment

Key points:

- From a cash flow perspective, you are currently paying the equivalent of a solar loan to the utility. Without dipping into liquid capital, you can swap your utility payments with your financed solar asset.
- Without going solar, this electricity will cost $835579.09 over the next 25 years.
- That is an average of $2785.26 per month.
- Going solar will cost $867.17 per month.
- Don't wait and spend $ 18945.15 a year just to see if interest rates slightly decrease. If rates go down, you can always refinance your loan without a pre-payment penalty.*
- Based on a 25 year solar loan, a difference of 2% APR would account for only $138.16 on your monthly payment.



- This chart reflects a responsible financing option, without predatory "dealer fees/cost of financing" or pre-payment penalties.

*** Concert Solar Loan Rates. For additional information and details, ask your analyst

Twenty-Year Financial Analysis For Solar

Year	Combined Benefits			Cumulative Net Benefits
	Electricity Savings	Class 1 RECs	Cumulative Total	
0	$0	$0	$0	($146,177)
1	$18,945	$1,786	$20,731	($80,592)
2	$19,365	$1,777	$41,874	($59,450)
3	$19,794	$1,768	$63,436	($37,887)
4	$20,233	$1,760	$85,429	($15,895)
5	$20,681	$1,751	$107,861	$6,537
6	$21,140	$1,742	$130,743	$29,419
7	$21,608	$1,733	$154,085	$52,761
8	$22,087	$1,725	$177,896	$76,573
9	$22,577	$1,716	$202,189	$100,865
10	$23,077	$1,707	$226,974	$125,650
Subtotal:	**$209,508**	**$17,466**	**$226,974**	**$125,650**
11	$23,589	$1,699	$252,261	$149,238
12	$24,111	$1,690	$278,063	$173,350
13	$24,646	$1,682	$304,391	$197,996
14	$25,192	$1,674	$331,256	$223,188
15	$25,750	$1,665	$358,672	$248,938
16	$26,321	$1,657	$386,650	$275,259
17	$26,904	$1,649	$415,203	$302,164
18	$27,501	$1,640	$444,344	$329,664
19	$28,110	$1,632	$474,086	$357,774
20	$28,733	$1,624	$504,444	$386,508
Total:	**$470,366**	**$34,078**	**$504,444**	**$386,508**

Payback Period: **4 Years 9 Months**

Great Sky Solar

Great Sky Solar was founded on a vision of combining clean energy with a clean and transparent business model.

We are small by design, connected to our community, and hire the best people. We never subcontract any portion of our work, and all of our employees enjoy strong salaries and a healthy work/life balance. On these principles, we've been able to build a truly sustainable company so we can offer you un-paralleled service and expert craftsmanship, at very competitive rates.

Every solar array installed by Great Sky Solar is backed by:

· 10-year 95% Production Guarantee: ensures your system will produce as forecasted.

· 10-year Service Guarantee: we service any issues with your system at no charge.

· 25-year Workmanship Warranty: we stand by the quality of our work.

Our stated price is all-inclusive and will not increase or change. As soon as we receive your go-ahead, we'll begin administration and permitting. You are welcome to make any changes to equipment type or system size up 2 weeks prior to install. When you are ready to move forward, we will send a contract for electronic signature.

Feel free to call us at (781) 819-5313 for more information or with any questions.

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