

SOLAR RATE
PROTECTION
SHIELDS

APS RATE
INCREASES



SENSIBLE SOLAR AZ™ SUN CITY SOLAR AZ™



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

SUMMER HIGH ENERGY COSTS



Adding Solar substantially reduces these costs during the hot daytime hours.

Whether 25, 40, 60, 60, 80, our oldest 103 years old ! It always makes sense to save \$\$.

Your home will be operating on low-cost power from solar + battery instead of the increasingly high cost of traditional energy you are now buying.

You escape the 2025 /2026 rate increases from APS & SRP

Solar allows you to set your thermostat at the temperature comfortable for you !

We engineer your system to provide plenty of inexpensive power during the hottest months and take advantage of the abundant Arizona sun.

In the fall, winter & spring (and even summer if you are snowbirds) your solar + battery uses the abundant energy the panels generate; APS buys back excess energy your solar panels produce are then added as account credits and refunded at the end of the year. Sweet !

SERVICES AND SERVICE ENHANCEMENTS



Solar Service



Solar + Battery
Storage Service



Add-on Battery
Service



Protection Service



ROOF
REPLACEMENT



EV CHARGERS



STANDBY GENERATORS

WHAT IS SENSIBLE SOLAR ?



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

ESSENTIAL SOLAR

We replace your current power with solar+ battery power. In order to protect you from future rate increases, we engineer your rooftop system with battery to produce 100% of your electricity needs. The average reduction in electric costs ranges from 25% to 40%. Your personal energy production offsets the charges on your utility bill. Those who finance will have only one bill, a much lower solar bill. You will still receive your utility statement, but it will only include credits and a small grid connection fee. You qualify for a 25-year rate inflation cap 0-1.9% & 10-year energy buyback on excess energy sent to grid.

SNOWBIRD SOLAR

A specialized program provides power year-round for those leaving their home for 2–6 months per year. We design your rooftop system to generate more than 100% of your energy. Electricity cost reductions typically range from 25% to 40%. One low solar bill less than what you are currently paying will replace all utility bill charges. A utility statement will still be sent, but it will only list credits and a small grid connection fee. The excess production of energy optimizes energy buy-back (net billing) income, resulting in annual passive income \$100+. You qualify for a 25-year rate inflation cap 0-1.9% & 10-year energy buyback on excess energy sent to grid.

EV SOLAR

We replace your current power completely with solar + battery power. Our rooftop system with battery is designed to generate over 100% of your electricity, provide additional power for electric cars, and protect you from future rate increases. Electricity cost reductions range from 25% to 40%. You will still receive a utility statement, but it will only reflect credits and a small grid connection fee. There will be just one bill a significantly smaller solar bill—for those who finance or lease. You still receive utility statements, but only reflecting credits. You qualify for a 25-year rate inflation cap 0-1.9% & 10-year energy buyback on excess energy sent to grid.

ULTIMATE SOLAR

We replace your current power completely with solar + battery power. In order to protect you from future rate increases, we engineer your rooftop system to generate 100% of your electricity with battery storage to provide 24/7 power during any brownout or blackout. Electricity cost reductions typically range from 25% to 40%. Your personal energy offsets the charges on your utility bill. Your utility statement will reflect energy credits and a small grid connection fee (service charge) typically \$10 or less! You qualify for a 25-year rate inflation cap 0-1.9% & 10-year energy buyback on excess energy sent to grid.



Are you selling solar? Is the most common questions I'm asked.

Answer is: No

You must think differently when it comes to paying your electric payment every month year after year vs. solar which is unequivocally a sensible and prudent solution.

#1. APS requires you to pay each month in order to continue using their services.

Example: If your monthly bill is \$150 to \$200, every year you pay APS \$1,800-\$2,400 out of your bank account (much more if your average bill is higher).

#2. In just ten years your payments to APS could amount to \$18,000 to \$24,000 !

Note: APS rates increased by 13.62% in 2024, 25% up during peak hours, and before the Utility Rate Board is 13.99% in 2026. No one knows 2027..., but evidence and history show that rates have to increase as APS aging infrastructure requires constant maintenance with 30,000 new residents moving into Arizona monthly, necessitating new service for residences, retail, and warehouses. The sole way APS funds all this it is through ratepayers getting ever increasing bills, no end in sight.

A simple change in thinking is all that is necessary when looking at solar as many people mistakenly believe that getting solar entails taking on debt.

Truth. The reality is **installing a solar system instantly produces passive revenue.** Your new system is now generating hundreds and thousands of dollars of electricity.

You've become a power plant generating reliable and low-cost power for 25+ years, silent requiring virtually no maintenance. **The sun's energy never increases in cost!**

Whether buying cash, financing, lease, thousands of dollars of savings are the reality.

You have to pay somebody why not pay much less?

It gets even better for those who do a solar lease: **No charge ever for the cost of the system, installation or maintenance.** We finance it ourselves with multi-year warranties on the entire system and roof.

Instead of paying APS you switch bills and now pay a fixed sum each month, predictable - significantly less for the same amount of power.

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 on solar loans to customers.



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 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 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. Many cases becomes a selling feature to prospective buyer who benefit from much lower fixed cost energy for years.

GOOGLE / ANGI REVIEWS

Element Energy Co. Mesa, AZ / Sensible Solar AZ

Note: Other companies spelled "Element Energy" located in CA, UT & FL have gotten numerous bad reviews definitely not representing solar well. We have no connection with them

We are based and operate only in Arizona **with excellent ratings:**

For more reviews go to this Google link and click on Google Reviews: <http://g.co/kgs/jM5n3b>



Carrie. I was really impressed with this company. Element was so great at explaining everything I needed to know about solar. They are clearly taking steps to make sure their representatives are well informed. I like that they were patient with me and willing to go the extra mile.

Response from the owner -Thanks Carrie! We pride ourselves in making sure our clients have a great experience.



Kathy Sears Broc did a great job helping us get our Solar Energy, the crew did an excellent job on the installation, and we're thrilled to be using Solar Energy. God Bless Them All. 🙏🙏🙏👍😊



LYN HUNT had solar at a home where I lived in the past. I was interested in looking for solar at my new home. Danny at Element Energy Co helped me get a system for much less money than what I paid before! I have already recommended 3 others.



Luke Lake We recently had solar installed and are very happy with the work they did. Danny Pickett spent a lot of time with us to make sure solar was worth it for us. Thank you so much!!!



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 to Elements Energy

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 you are looking to go solar.

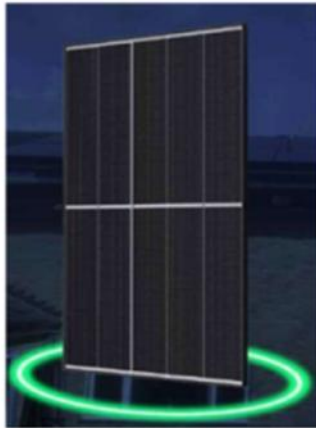
OUR EXTREME WEATHER EQUIPMENT

STATE OF THE ART TECHNOLOGY*

Q-Cells Peak Duo™ Tier One 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 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 your power generator for a long time. 10-25-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.

Is it Qcells, Q CELLS, or Hanwha Q CELLS?

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. Unfortunately, the late-2000s worldwide economic downturn and strong competition from government-subsidized Chinese solar panel companies took their toll, and in 2011, the company filed for insolvency. The Hanwha Group, a South Korean company with a robust solar business, purchased its assets.

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. Qcells panel you buy in America will likely have been made by workers in Georgia.

OUR WORLD-CLASS INSTALLATION COMPANY



Our installation partner Our World Energy™ experts never take the satisfaction of our customers for granted. That's just one of the many reasons why they're dedicated to an unwavering philosophy of making you the customer the top priority when it comes to solar, battery storage and roofing.

LOCAL EXPERTS, LOCATED OFF THE 101 & THUNDERBIRD IN PEORIA, HONEST RELATIONSHIPS. REAL TALK.

**Mission: Offer energy peace of mind, ensure client satisfaction, and provide real customer value.
Our customers are always #1.**

We proudly offer a full bumper-to-bumper guarantee with a 25-year unmatched warranty on the panels, inverter, roof, racking and workmanship.

Our World revolves around powering yours.

Our Energy™ Assurance:

***We want you to be a customer for life.**

***We will find a way to make it work.*We will find a way to make it right.**



- * Top Rated 4-5-Star Consumer Reviews Across Multiple Review Platforms.
- * Our Solar Systems Deliver at 106%+ Over Production.
- * NABCEP Certified.
- * 93% First-Time Inspection Approval Rating.

TOP INDUSTRY CERTIFICATIONS:

- * QCell™ Panel (Made in USA) Certified Elite Installer
- * Enphase™ (Made in USA) Elite Installer
- * Enphase™ (Made in USA) Battery Storage Platinum Installer
- Tesla™ Inverter and Powerwall™ Installer

Glassdoor reviews. Dec 10, 2022 · Our World Energy has an overall rating of 4.7 out of 5, based on over 27 reviews left anonymously by employees.





Review from John L

5 stars 09/21/2023

***** and his crew were here so that we could upgrade 100 amp service to 200 amps. In spite of all the obstacles they encountered, they did a great job were very professional, and took care of every unforeseen circumstance that came along.



Review from Matthew A

5 stars 09/20/2023

***** and his crew did an amazing job with the install and got it done faster than expected



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 a 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. Sef 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 *****!



Our World Energy Response 09/19/2023

Thank you for taking the time to leave us a review! We truly appreciate the feedback and are proud that ***** did a great job for you! Thank you for choosing OWE!



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'**. Rates have 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

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

"I DON'T NEED SOLAR - I'M A SNOWBIRD"



Why Solar is a great investment for Snowbirds

"I am only here part of the year, solar is not for me, it won't really save any money"

Having worked as a solar specialist and expert for many years, I can attest to the fact that switching to solar energy from your existing utility is a very wise financial move that also generates passive income and shields you from future rate increases. Your roof becomes a \$\$ producer while you are away each and every month.

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 you and its 2.8 million customers. When compared to utility energy, which costs between 16-20 cents per kilowatt-hour and is constantly rising, solar energy only costs 8-12 cents!

Secondly, take note of the charges on the left side of your bill: 16+ are taxes, surcharges, and other miscellaneous fees. Despite the fact that you have been paying for these for years, many customers are unaware that they account for 40-65% of your bill - \$25+ in fees for customers with an average monthly bill of \$70, \$250+ annually and \$1250+ over the course of five years! Junk fees you have to pay. Solar output pays these as we show.

How does solar help me when I am gone during the hot months? It's really easy: if you keep your house closed up and adjust the thermostat to 80-90 degrees, your air conditioner won't run as frequently, resulting in lower energy consumption and a lower annual bill. Solar energy performs even better because the energy produced and absorbed by your panels exceeds your energy consumption in the fall, winter, spring, and even summer. This extra energy is reinjected into the electrical grid of APS. By law, APS is required to pay you for each kWh and record it on your bill as energy credits. This buyback, which varies based on usage, is sufficient to cover the 22+ fees, surcharges, taxes, and miscellaneous fees you were previously had to pay.

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

Homeowners regardless of your age, with low or even moderate year-round bills benefit greatly because **solar reduces the overall cost of your electricity by average of 25-40%.**

Typical energy costs and savings:

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

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

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

A substantial savings by simply switching energy sources. Now multiply by 10 years!

We show you how to obtain a system with our Senior program with no out-of-pocket cost ever.

We handle the installation, maintenance, and warranty of the complete system.

AMAZING \$0 SOLAR SYSTEM

Whether you're 25, 50, 60, 80, our oldest 103 years old ! It always makes sense to save \$\$.

Solar Loan Agreement



These amazing benefits over purchasing:

We install a complete solar system at no charge to you

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 a 25-year maintenance – \$0 deductible

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

We provide a 25 year power performance guarantee

Guarantee No Lien on your property or you for the system

Guarantee no cost transfer of system to a new owner or family member

An energy system on a customer's property is installed, owned, and operated by a third-party developer under our \$0 Solar PPA. It's a fantastic arrangement.

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

The solar system generates electricity at a much lower cost than the utility's retail rate, resulting in immediate savings. Our engineers' free analysis of your energy consumption results in a custom system for you.

You receive stable and low-cost electricity.

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

A truly a win-win-win situation

SOLAR ENERGY CAPTURED BY SOLAR PANELS NEVER INCREASE IN COST

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 45-65% 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

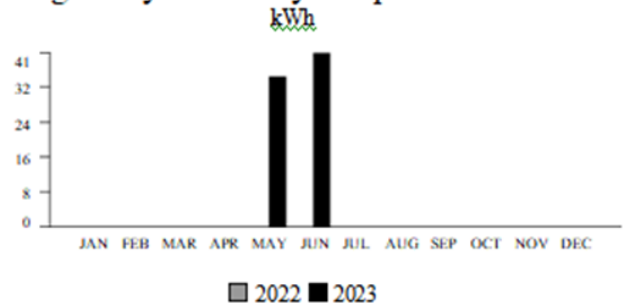
Total charges for electricity services \$198.19

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	N/A
Average outdoor temperature	85°	80°	N/A
Your total use in kWh	1266	1128	N/A
Your average daily cost	\$6.39	\$5.59	N/A

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
Meter reading on Mar 22	4944
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 (4pm - 7pm Monday - Friday)	35
Off-peak electricity you used, in kWh (All other hours and certain holidays)	503
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
Meter reading on Mar 22	2908
Total electricity you sold, in kWh	2408
On-peak meter reading on Apr 23	175
On-peak meter reading on Mar 22	47
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.

Take three homes with similar square footage, yet each one's kWh use and billed cost is very different. Fact: The system needed can vary 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. Our engineers generate a custom, accurate to the dollar Solar Savings Report (SSR). We meet in person and show it to you.

Some companies just use the energy bar graph those online calculators yield results that can be up to 20% incorrect. In real terms, these shortcut methods determine system cost is \$18,000, frequently these are off by 10-20%.

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.

REAL ESTATE AGENTS & THE RESALE OF YOUR HOME



We've discovered that while some real estate brokers are negative about solar-powered homes, a growing number are up-to-date on solar and will be happy to list your house and effectively market it.

Good news is that Solar Homes are now in a special category on the MLS as energy green homes and now sell on average 10-20% faster according to U of Berkeley than comparable no solar homes.

Solar-powered homes are a wise investment for energy savings, according to facts and studies, and when they are put on the market, they increase the resale value by an average of 4.1% according to study by the U. of Berkeley and Zillow®

According to nationwide studies, solar-powered homes not only sell in fewer days than non-solar homes but also for more. Solar homes are in high demand in Arizona, particularly given the built-in savings they provide to potential buyers who must contend with rising energy bills annually.

Is it Harder to Sell a House With Solar? Answer May Surprise You

Scott Laskey, Jan. 25, 2021

If you've installed or are considering installing a solar system on your home, you may be wondering what you can expect when it comes time to sell that house. Fortunately, selling a home with solar panels isn't as difficult as many people think – you just have to understand the ins and outs of what buyers want and be aware of the potential challenges.

In most cases, having solar increases your home's value and makes it more attractive to buyers. Nationwide equity studies show 4.1% increase.

Are Solar Panels a Selling Point?

Solar panels are a selling point for the majority of home buyers. In addition to being low-maintenance, solar panel systems raise the value of a home, reduce or eliminate utility bills, and enable homeowners to take advantage of tax credits and rebates that can save them money.

Solar-powered homes sell quicker and for more money than those without them, according to the National Renewable Energy Laboratory.



A PERSONAL NOTE

Carl Johnson Company Owner, Specialist and Expert

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 for each kWh of electricity you don't use! In the fall, winter, spring your roof 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.

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.

My company never uses "scripted" sales pitches; 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 check out our website as it provides you with a wealth of current information with our current brochures and many useful downloads.

Use our QR code 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 every installation complies with all applicable state, county, and city codes 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.



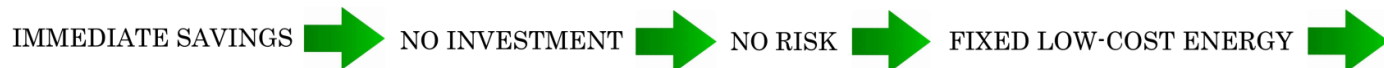
+ 11 Pros of Solar Energy

 Renewable and low-carbon energy source	 Low maintenance costs
 Reduced electricity bills	 Technology development
 Diverse applications	 Long product lifespan
 Solar panels are silent	 Potentially boost property value
 Easy to scale up system size	 Financing options available
 Increased independence from the national grid	

WHY WAIT ?



0\$ PROGRAM



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, normally takes one hour in the comfort of your home for us to show the amazing benefits of solar energy. We educate and answer any questions or concerns you may 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 homeowners from APS 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 wise as you were forced to pay 13.62% more in 2024, 8% in 2025. Delay till 2026, a new rate increase is proposed of 13.9%.

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 average 25%-40% off 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 now like us to perform our free, no-obligation solar assessment on your house. Here are the steps:

1. Contact us by phone or text or use our convenient 'Get a FREE Quote' form on our website to schedule, and we will coordinate a convenient day and time.
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 schedule a phone call a utility representative to 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 graphically show usage charts and clearly show cost comparisons between solar and utility. 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 system is installed, then inspected by APS and certified safe to operate. In two to three months, you become your own solar energy producer and immediately 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 savings with solar is 30% off every kWh of energy you use for 30 years - call it a 30% electricity coupon!

SENSIBLE SOLAR Az™
SUN CITY SOLAR Az™

CARL JOHNSON
Energy Specialist & Expert
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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.