



# Eckhoff Solar Proposal

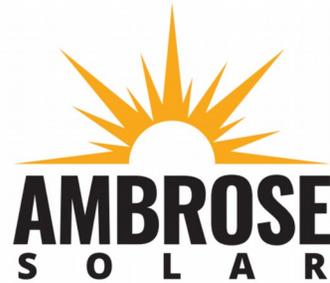
Jun 14, 2019

PREPARED FOR

Walter Eckhoff  
943 Stillspring Court  
Vacaville, CA 95687

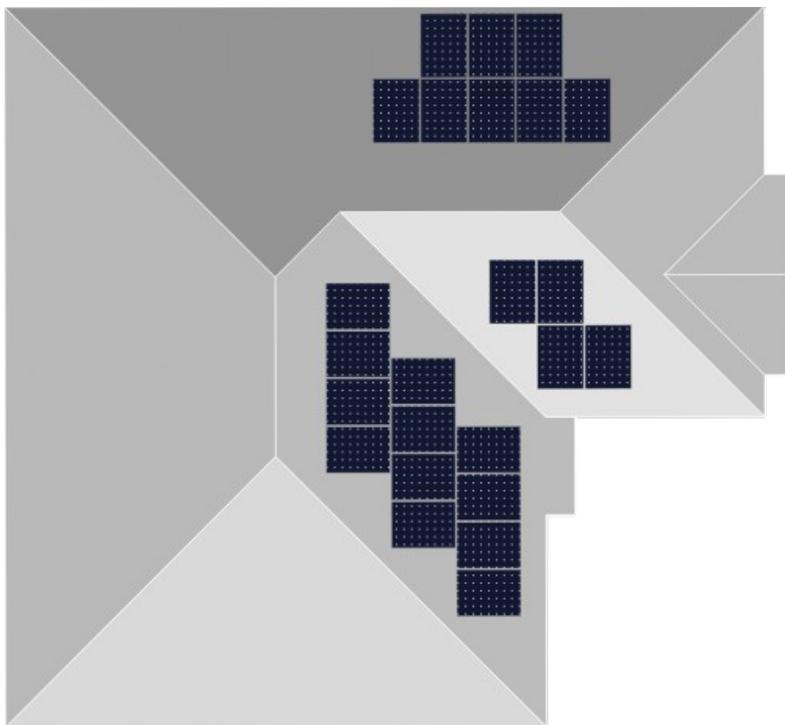
PREPARED BY

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# SunPower Equinox™ System for the Eckhoff Residence

**The only all-in-one, complete home solar system.** From solar cell to software, the SunPower Equinox™ system generates more power, is more reliable, and looks better than conventional home solar power systems.



I approve this solar power design and hardware. I understand panel placement may vary based on electrical and structural design factors.

Signature

Date



## SYSTEM SIZE



8.8  
kWp (DC)

24  
Panels

## COMPONENTS



### SOLAR PANELS

X22  
Series

370  
Watts



### MOUNTING SYSTEM

Invisimount®



### MONITORING SYSTEM

EnergyLink™

## ELECTRICITY



### USAGE (EST.)

12,651 kWh/year

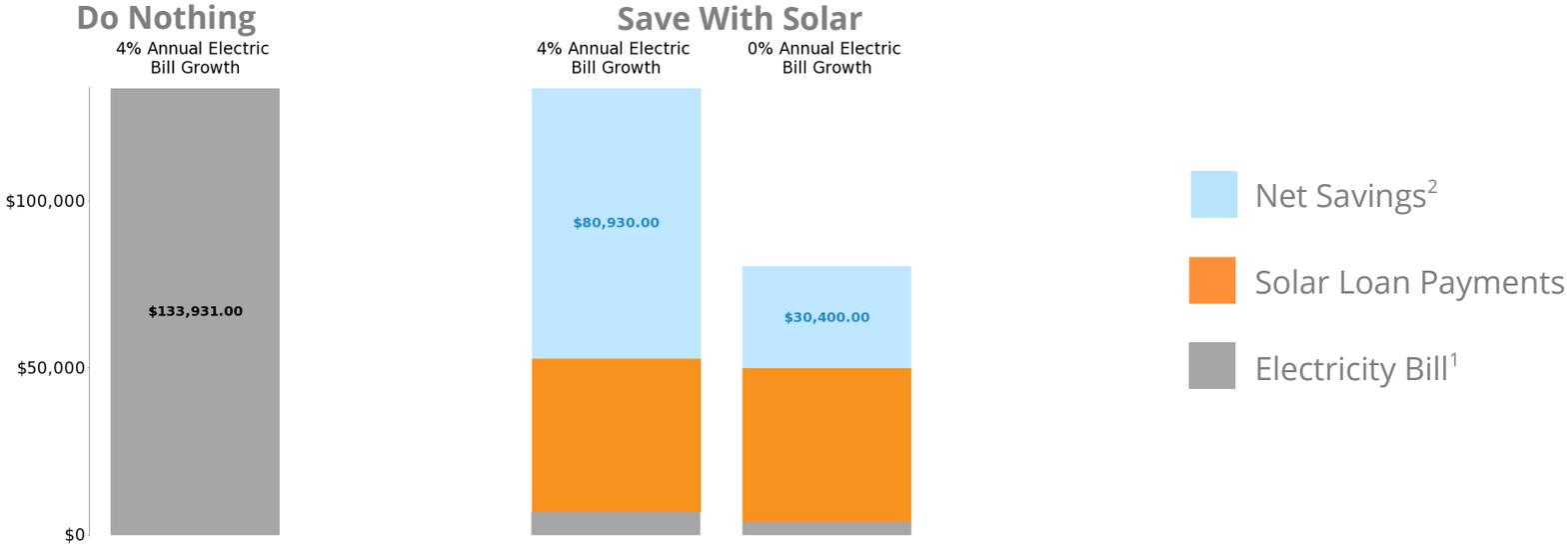
### YEAR 1 PRODUCTION (EST.)

12,666 kWh

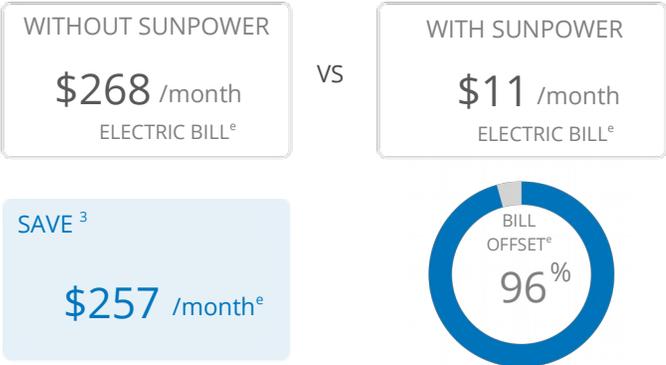
# Estimated Savings

## Long-Term Savings

### TOTAL COST COMPARISON – SOLAR VS. WITHOUT SOLAR (25 YEARS)



## Utility Savings



## Investment

**Loan Term**  
20  
**APR**  
5.49%

## Monthly Payment \$192

After \$0 co-payment, pay \$192/month for 20 years

Loan amount	\$38,006
Co-payment	\$0
<b>Total Contract Price</b>	<b>\$38,006</b>
<b>Federal tax credit<sup>4,e</sup></b>	<b>\$11,402</b>
<b>State Tax Credit<sup>4,e</sup></b>	<b>\$0</b>
<b>State &amp; local incentives<sup>4,e</sup></b>	<b>\$0</b>
<b>Net Cost<sup>e</sup></b>	<b>\$26,604</b>

Proposal Acknowledgement

Signature

Date

**Post-Solar Rate Schedule is Pacific Gas & Electric Co , 2017 Proposed Residential Service - 2017 Proposed Rate 3250619**  
 Superscript "e" indicates an estimate. (1) Electric bill is estimated assuming a range of annual utility rate escalations from 0% to 4%. Actual escalation may differ or vary annually. The EIA estimates a nationwide annual escalation of 2% for the relevant time period (AEO, 2016). (2) Savings is estimated as the difference between the cost of a SunPower system and the value of solar, which includes projected energy bill savings. Savings are estimated and do not incorporate the effects of any possible taxes. Savings are shown for discussion purposes only and are not guaranteed. (3) Savings are based on your utility rate on the date of this proposal, during year one of your system's activation. (4) Solar incentives and tax credits vary and are subject to change. SunPower does not warrant, guarantee, or otherwise advise its partners or customers about specific tax outcomes. Consult your tax advisor regarding the solar tax credit and how it applies to your specific circumstances. Please visit [www.dsireusa.org](http://www.dsireusa.org) for detailed solar policy information. This proposal expires 15 days from date generated unless otherwise stipulated by SunPower or its representatives. Other terms and conditions may apply.

# Electricity

WITHOUT SUNPOWER  
**\$0.260** /kWh  
 AVERAGE UTILITY COST

VS

WITH SUNPOWER  
**\$0.150** /kWh  
 SOLAR ELECTRICITY COST (EST.)<sup>1</sup>

SAVE ON AVERAGE  
**\$0.110** /kWh(est.)<sup>2</sup>

By replacing expensive utility electricity with SunPower solar electricity, you can save money.

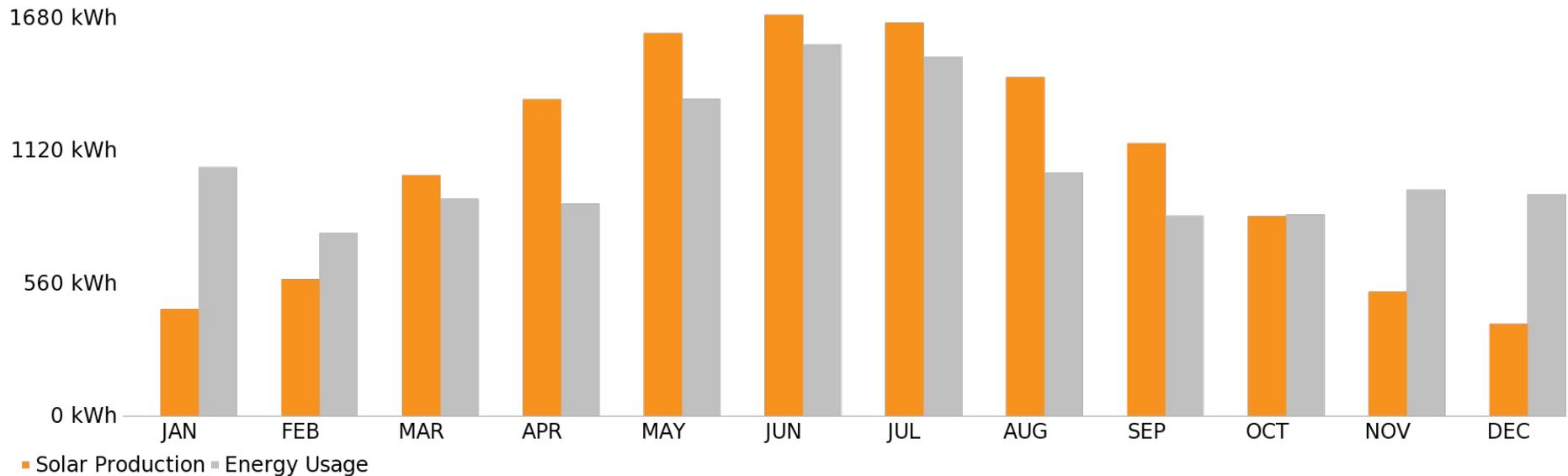
ENERGY OFFSET (EST.)  
**100%**

## CURRENT ELECTRIC CONSUMPTION VS. ESTIMATED SOLAR ELECTRICITY PRODUCTION

Total Est. Energy Consumption<sup>3</sup>: 12,651 kWh

Est. Usage from Solar: 12,666 kWh

Est. Usage from the Grid: (15) kWh



1. Estimated solar electricity cost is based on projected system costs and estimated system production, assuming typical weather at your location. Your production, and therefore cost per kWh, may vary depending on actual weather experienced in any given year. Estimate includes projected sales tax where applicable.  
 2. Electricity Savings are estimated based on your utility rate on the date of this proposal, and represent savings on charges for energy usage only. Actual monthly bills can include fixed charges that are unrelated to actual energy usage, and may be subject to minimum monthly bill restrictions. SunPower does not guarantee savings. Please see the footnotes on Page 3 ("Estimated Savings") for more details.  
 3. Actual consumption over time may vary based on electricity needs, impacting overall savings.

# Questions and Answers

## HOW THE LOAN WORKS

### **How long is credit approval valid for?**

The credit approval is valid for 60 days from the results date, meaning you must sign the loan agreement within 60 days.

### **Why is the APR on my TILA (Truth in Lending Act) Disclosure Statement different than my quoted APR?**

Your APR (Annual Percentage Rate) will change based on which payment method you select. If you opt to make payments by ACH (Automated Clearing House), you will receive an APR discount of 0.25%. Making monthly payments by check instead of ACH will result in no discount, and therefore you will receive a higher APR and monthly payment. The APR, payment, and savings numbers included in this proposal assume that you elect to make payments via ACH and therefore receive the 0.25% discount. Your TILA disclosure is based on what you select on your loan application. If you do not opt for ACH when completing the application, the TILA assumes that you will pay by check and not receive the 0.25% APR discount.

### **Can I switch back and forth between ACH and non-ACH payments?**

Yes, you can easily switch between payment methods. If you elect to pay by ACH, the APR discount of 0.25% will be automatically applied at the point you enroll, and it will be removed if you stop paying by ACH. You can easily switch between payment methods at any time after your loan start date by logging into the borrower portal and updating your selection. Electing to pay by check will mean a higher APR and higher monthly payments. *Making payments by ACH will save you money over the life of the loan.*

### **When does interest begin accruing?**

Interest begins to accrue on the outstanding balance once the system is installed and money is disbursed to SunPower.

### **What happens at month 18 (Choice Balance Date)?**

Your monthly payment may change, depending on how much you have paid down on your loan (on top of your standard monthly payments):

- If you have paid down exactly 30% of the loan (as this proposal assumes), your monthly payment will stay the same.
- If you paid less than 30% towards the loan, your loan will re-amortize and your monthly payment will increase.
- If you pay down more than 30%, your loan will re-amortize and your monthly payment will decrease.
- Your interest rate will stay the same in all cases.

### **If I pay off the loan early do I still owe interest? Are there any early payoff penalties?**

You may pay off the loan amount at any point with no prepayment penalty. You will only pay for interest that has already accrued.

### **What happens if I move?**

If you move, the simplest option is to pay off the loan entirely and wrap it into the sale price of the home. You may instead be able to transfer the loan to the new owner. Mosaic must provide written approval, and the new owner must meet Mosaic's credit criteria. A processing fee of \$250 will apply in the event of a loan transfer.

### **Is there a lien placed on my home?**

No. However, a UCC-1 filing will be placed on the solar system, which is collateral for the loan.

### **Does this affect my ability to refinance my home?**

You may need to address the filing if you wish to pursue a second mortgage or refinance. If necessary, a \$250 processing fee will apply.