



Haystack Solar Package Proposal (Draft)

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Easy & Affordable Solar for your new home!

SunCommon has teamed up with Haystack to offer affordable, attractive solar packages to fit your needs.

By financing solar as part of your mortgage, you can lower your utility costs and get big tax savings with a 26% solar Investment Tax Credit.

Doing the right thing for the planet is also great for your budget.

Save Money. Go Solar.

Nova – 8kW Solar

- 20 x 400W modules
- \$29,000 value
- **\$7,500 tax credit**
- Financing (30 yr @ 2.99%):
\$121 monthly payment
- \$135/mo of solar credits on your average GMP bill

Supernova – 12kW Solar

- 30 x 400W modules
- \$40,000 value
- **\$10,500 tax credit**
- Financing (30 yr @ 2.99%):
\$169 monthly payment
- \$200/mo of solar credits on your average GMP bill

SunCommon believes that everyone has the right to a healthy environment and brighter future – and renewable energy is where it starts. Energy from the sun can power our lives and build vibrant communities. Our mission is to tear down barriers to clean energy and use our business as a force for good.

Partnership concept:

Haystack is building 50+ single-family units at their new Hinesburg community. Partnering with SunCommon, they hope to offer customers the opportunity to have a solar home from day one with financing that can be rolled right into their mortgage if they choose.

Key goals:

- Make it easy for the customers buying the new home packages to add solar
- Give customers fixed price packages
- Have homes solar ready and installed right after closing (~14 weeks from contract)

EPC Pricing:

SunCommon would act as the EPC for the solar project. Haystack would sell the solar package as an adder. The customer would sign a contract with Haystack (which SunCommon can help develop) to purchase the solar array as part of their closing, making it eligible for the 26% Investment Tax Credit.

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| - "Nova" – 8.0kW | Price to Haystack: \$26,000 | Price to Homeowner: \$29,000 |
| - "Supernova"-12.0kW | Price to Haystack: \$36,000 | Price to Homeowner: \$40,000 |

Typical Timeline:

1. Contract signed on house package + solar – SunCommon reserves install dates
2. Haystack includes conduit run in build, ensures roof area is clear for solar install
3. Build takes about 14 weeks during which SunCommon designs, permits array
4. When Roof is ready, Haystack confirms install date with SunCommon traffic team
5. Customer closes and moves in
6. Post-install solar orientation available from SunCommon Organizers

**NOTE: All numbers are conceptual estimates (05.25.21)*