

Proposal to install PV with monitoring at special Group-Buy Pricing

3/3/2017

Submitted to:

Tom Rutkowski
123 Solar Street
Racine, WI
262.688.8888
natom@wi.rr.com

Site Assessment by:

Mike Cornell
(262) 337-1343
Mike@ArchElec.com
www.ArchElec.com

Arch Electric proposes to design, install, and warranty a fully functioning and code-compliant photovoltaic system at the location described above. All work will be supervised by a NABCEP Certified Solar Installer.

Scope of Work:

1) Solar Array

- a) **12** Premium Tier 1 Solar Modules
- b) **340** Watts per Module
- c) **4.08** kW - Base Bid System Size

2) Solar Racking

- a) **1** Direct Roof Mount Racking System
- b) Stainless Steel Hardware

3) Inverter

- a) **1** String Inverter - sized accordingly.

- b) Surge protection for DC and AC wiring is included

4) Balance of System

- a) All associated wiring and overcurrent protection included to provide a safe and code-compliant installation.

5) Interconnection according to Utility Company requirements.

- a) We Energies

Summary: Solar PV System installed at:

Tom Rutkowski

123 Solar Street

PV System Summary:

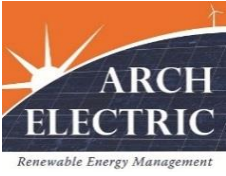
- 12 Solar Modules
- 4.08 kW
- 100% Solar Access
- 0% Annual Snow & Shading
- 260.0 Square Feet of Solar Module Surface Area (*approximate*)
- 5,484 kWh per year - Average Wisconsin Year
- 6,000 kWh Last Year's Electrical Usage
- 91.4% Offset Grid Usage

Financial Summary:

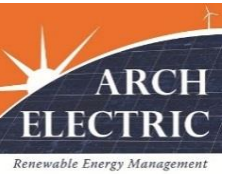
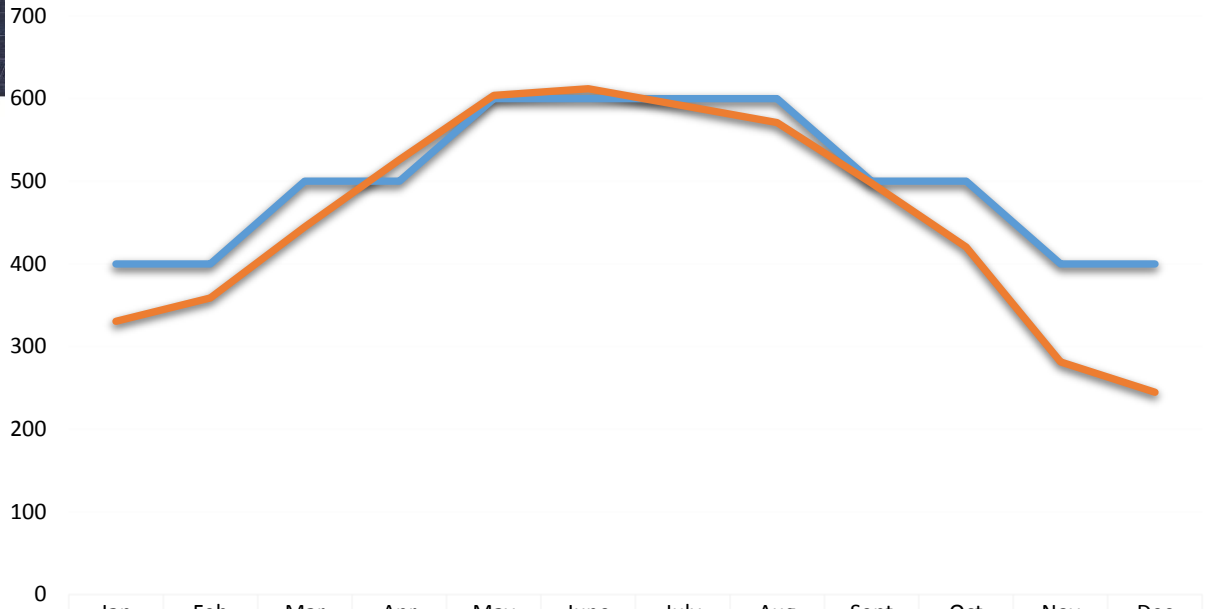
Installed Cost for PV System: \$13,521

Rebates:

Estimated Focus on Energy Rebate Check:	-\$1,622
SWSGB - Potential Maximum Rebate Check:	-\$408
Estimated 30% Federal Income Tax Credit:	-\$4,056
Estimated Value of Electricity in Year #1 (<i>at <u>today's</u> utility rate</i>):	-\$768
Estimated Value of Accelerated Depreciation:	\$0
Other Incentives:	\$0
Net Cost after Focus on Energy Rebate Check:	\$11,490
Estimated Cost after Year #1:	\$7,074

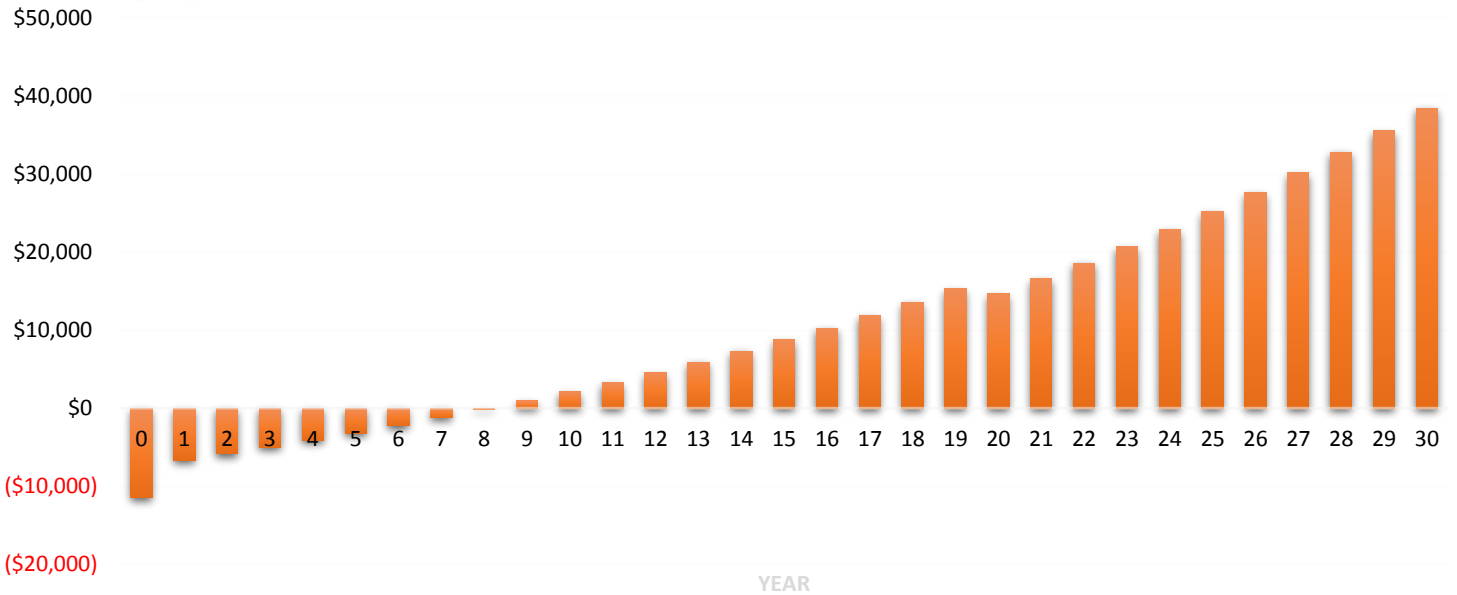


Building Usage vs. Solar Production (kWh)



Cumulative Cash Flow

Assumes 5% per year increase in utility rate and inverter replacement after 20 years



Equivalency Comparisons:	1 year	10 year	40 year
<i>Gallons of Gasoline Consumed:</i>	453	4527	18107
<i>Metric Tons of CO2</i>	5.3	53.5	213.8
<i>Create enough power for this many average homes:</i>	0.5	4.8	19.0
<i>Trees Planted and Grown for 10-years:</i>	97	969	3875

Clarifications:

- 1) One (1) Year Installer's Warranty on Workmanship
- 2) Manufacturer's Warranty
 - a) Panels: 10-year product workmanship warranty
 - b) Panels: 25-year production warranty - 80% of original rated efficiency 25-years after installation.
 - c) Inverter: 10-year product warranty
- 3) Utility Coordination, interconnection, and application assistance included.
- 4) Base Fee Permitting and inspection included.
 - a) If "valuation based" permitting is required by municipality, additional costs may be incurred by owner. Cost of a "Base Fee Permit" is included in this proposal. If permitting costs are greater, these costs will be passed onto owner.
- 5) Structural Analysis, reinforcements, or enhancements to existing building are not included in this scope of work. A structural analysis by a Professional Engineer is available for an additional charge of \$350, but will not be performed unless requested by owner.
- 6) Arch Electric reserves the right to adjust contract price due to unforeseen conditions such as unsuitable soil conditions, extensive or large rocks, shallow bedrock, excessive erosion, high water table, underground fuel tanks, etc.
- 7) Arch Electric reserves the right to adjust exact system size based on materials available by our vendors at the time of construction. If system is reduced in size, price will be adjusted down proportionally to cost-per-watt shown in this proposal. If system size is increased, a contract addendum will be presented to owner for approval prior to work starting.
- 8) **Additional electrical work is not included. If there are any code-infractions that are identified by electrical inspector, additional charges will be incurred.**
- 9) Arch Electric is not liable for roofing problems not directly related to our installation. This includes any leaks (existing or future) not directly related to the penetrations made by our installation team. It is the Home Owner's decision to install solar on their existing roof materials.
- 10) Owner training and system operation manual is included - along with record of system component serial numbers.
- 11) Solar monitoring requires a permanent, reliable, onsite internet connection provided by owner for access
- 12) It is the intent of this proposal to provide a completely functional and code-compliant photovoltaic system.
- 13) Incentives, Electricity Rates, Net Metering Laws, Solar Electricity Production, Depreciation Values, Tax Benefits, and any other related incentives are **ESTIMATES ONLY**. In particular, the depreciation values and tax benefits should be reviewed by a Certified Public Accountant and Tax Law Professional.
- 14) This entire proposal is confidential for a period of one (1) year - confidentiality between Arch Electric, Inc. and those specifically listed as "Submitted to:" on this document. Copyright 2015 Arch Electric Incorporated.

Proposed by:

Mike Cornell

Energy Consultant

Arch Electric Inc.

Base Bid Proposal Summary:

Size: 4.08 kW

Inverter: String Inverter - sized accordingly.

Base Bid Price: \$13,521

Optional Upgrades: (these prices are in addition to Base Bid price shown above)

- | | |
|--|-----------------|
| 1) Upgrade system to Micro-Inverters: | \$1,958 |
| 2) Upgrade to Include Battery Storage | \$15,176 |
| <i>OPTION 1: 12kwh Storage System & 5500watt inverter</i> | |
| 3) Upgrade to Include Battery Storage | \$18,347 |
| <i>OPTION 2: 19.68kwh Storage System & 6800watt inverter</i> | |
| 4) Upgrade to relocate inverter inside | \$895 |

*****Circle and Initial Base Bid Price and Any Accepted Option Prices*****

Additional notes:

CONTRACT TOTAL: \$ _____

DEPOSIT RECEIVED: \$ _____

Accepted by: _____ DUE UPON COMPLETION: \$ _____

Tom Rutkowski

Date

Print Name:

Terms: Due upon receipt of invoice

-Upon acceptance of this proposal customer agrees to pay 60% of contract total. Customer agrees to pay balance of

-Arch Electric Inc. shall not be held responsible for Owner's use of this document or information contained herein for tax purposes. Owner should consult an independent Certified Public Accountant or other licensed Tax Law Professional.

-Due to market demand and material price fluctuation this proposal is valid for thirty (30) days.

UPGRADE DETAILS

UPGRADE

#1 *This upgrade provides increased system performance in partially shaded conditions, including partial snow/ice cover. Micro-Inverters also offer FREE lifetime monitoring via dedicated website accessibly by owner's username and password.*

#2 *Includes ConextXW+ 5.5kW System - 240V 23A capacity: one inverter, AC & DC wiring boxes with AC bypass, a single Charge Controller, Communications box, Battery monitor. Includes 8 Trojan 6V T105 batteries with 250Ah per battery equalling approximately 12kwh's of storage. L16 - 410 Ah, 19kWh batteries are also available for this system add \$1,340*

#4 *Includes ConextXW+ 6.8kW System - 240V 30A capacity: one inverter, AC & DC wiring boxes with AC bypass, a single Charge Controller, Communications box, Battery monitor. Includes 8 Trojan L16 - 410 Ah, 19kWh batteries. Battery bank can be doubled to 39kWh's of storage add \$1,340*

NOTE: Battery systems can be customised to better suite needs. For example AGM batteries can be substituted.

#6 *Base bid includes inverter installed outdoors in close proximity of electric meter location. Any deviation requires an additional cost.*

Terms and Conditions:

Delinquency charges at 1.5% monthly, 18% annually will apply after date of invoice. Collection fees for delinquent accounts including attorneys / collection agency fees and expenses incurred by Arch Electric, Inc. are the responsibility of the Owner.

ASBESTOS / HAZARDOUS MATERIALS

Owner represents that the property does not contain asbestos and / or other hazardous materials. This contract does not contemplate the removal of or testing for appropriate corrective work and any other additional expenses incurred by the corrective work.

ARCH ELECTRIC RIGHTS AND RESPONSIBILITIES

Arch Electric shall have the right to stop work and keep the job idle if payments are not made when due. Failure to make payment within five (5) days of the date that payment is due will be considered a material breach of this Agreement. If the work shall be stopped for any reason, for a period of sixty (60) days, then Arch Electric may, at Arch Electric's option, upon five (5) days written notice, demand and receive payment for all work executed and material ordered or supplied and any other loss sustained including Arch Electric's usual fee for overhead and profit based upon the contract price. Thereafter, Arch Electric is relieved from any further liability. In the event of work stoppage for any reason, Owner, shall provide for protection of and be responsible for, any damage, warpage, racking, or loss of material on the premises.

Arch Electric, at Arch Electric's option, may alter specifications only so as to comply with requirements of governmental agencies having jurisdiction over same. Any alterations or work undertaken to further this end shall be treated as Extra Work.

Arch Electric reserves the right to showcase photographs, location information, and technical details of the project.

Arch Electric reserves the right to substitute system components if availability becomes limited by manufacturer or market trends.

WAGES

If a determination of Prevailing Wages or Davis Bacon Act Wages exists or is applicable, Arch Electric reserves authority to increase contract amount accordingly.

WISCONSIN SALES & USE TAX

Separately, legislation was enacted in 2007 (Wis. Stat. § 77.54(56)) to exempt wind, solar, and anaerobic digester systems from the sales and use tax, effective July 2009. However, in 2009 this section of code was amended (2009 Act 28) to push the effective date of the exemption back to July 1, 2011. In the event this section of the code is repealed again the customer will become responsible for contractor costs associated with sales and used tax. In order for the customer to receive appropriate sales & use tax exemption, purchasers must complete Form S-211, Sales and Use Tax Exemption Certificate and provide the completed form to the seller in order to claim the sales tax exemption.

ARCH ELECTRIC RESPONSIBILITIES AND LIMITED WARRANTY

Arch Electric agrees to furnish the materials for the project and complete the work in a professional manner. All materials furnished under this Agreement shall be construction grade and meet industry standards. Where brand names have been specified, Arch Electric may select substitutes when such substitutions are due to unavailability or other circumstances beyond Arch Electric's control. All substitutions shall be consistent in quality and character to the selections previously specified. The liability of Arch Electric for defective materials or installation is hereby limited to the replacement or correction of said defective material and/or installation, and no other claims, or demands whatsoever shall be made upon or allowed against Arch Electric.

All material and equipment shall be as warranted by the manufacturer and installed in a manner consistent with standard practices at this time. This limited warranty extends only to owner and is not transferable. There is no implied warranty of merchantability or any implied warranty of fitness for any particular purpose. There are no warranties either expressed or implied which extend beyond the description within this paragraph. Warranties shall apply exclusively to the electrical installation of the material, fixtures, equipment, and other items supplied by Arch Electric.

Warranty does not apply to:

- (1) Material, fixtures, equipment and other items supplied by others.

(2) Extensions or additions to the original installation if made by others.

Warranty shall commence from the final electrical inspection date for a period of one (1) year.

Note that equipment, assemblies, or units purchased by Arch Electric or owner direct purchase, included in this contract are sold and installed subject to the manufacturers or processor's guarantee or warranties, and not Arch Electric. To the extent permitted by applicable law, all warranties given by manufacturers pertaining to materials used by Arch Electric in connection with the project will be passed through and inure to the benefit of owner.

ITEMS NOT RESPONSIBILITY OF ARCH ELECTRIC

EXISTING VIOLATIONS AND CONDITIONS: Arch Electric shall not be held responsible for any existing violations of applicable building regulations or ordinances, whether cited by the appropriate authority or not. Arch Electric is not responsible for any abnormal or unusual preexisting conditions or any unusual or abnormal concrete footings, foundations, retaining walls, or piers required, or any unusual depth required for same, such as, but not limited to that condition caused by poor soil, lack of compaction, hillside, or other slope conditions. Correction of such violations or abnormal

DELAYS: Arch Electric agrees to start and diligently pursue work through to completion, but shall not be responsible for delays for any of the following reasons; failure of the issuance of all necessary building permits within a reasonable length of time, funding of loans, disbursement of funds into funding control or escrow, acts of neglect or omission of Owner or Owner's employees or Owner's agent, acts of God, stormy or inclement weather, strikes, lockouts boycotts, or other labor union activities, extra work ordered by Owner, acts of public enemy, riots or civil

Arch Electric is not responsible for matching existing paint or texture. Furthermore, there is no guarantee against hairline cracks or discoloration in stucco or concrete.

OWNER'S RESPONSIBILITIES

UTILITIES: The Owner is responsible for water, gas, sewer and electric utilities, from the appropriate agency to the metering device, unless otherwise agreed to in writing. It is the Owner's responsibility, at Owner's expense, to provide toilet facilities, electricity and water to the site as needed by Arch Electric

ACCESS TO PROPERTY: Owner agrees to keep driveway clear and available for movement and parking of trucks and other equipment during normal working hours. If Owner denies access to any worker or material supplier during the scheduled working hours, the Owner will be held in breach of the Agreement and will be liable for such breach.

FINANCING: Owner is responsible for having sufficient funds to comply with this Agreement

DAMAGE OR DESTRUCTION

If the project or any portion of it is destroyed or damaged by fire, storm, flood, landslide, earthquake, theft, or other disaster or accidents, any work done by the Arch Electric to rebuild, etc., shall be paid for by Owner as an Extra and dealt with as herein provided for under "Extra Work".

In the event of any of the above occurrences, if the cost of replacement work, for work already done by Arch Electric, exceeds twenty (20) percent of the contract price, the Owner has the option to cancel the contract but, if the Owner cancels, Arch Electric shall be paid for all costs incurred plus Arch Electric's usual fee for overhead and profit for all work performed by Arch Electric to date of cancellation.

OWNER'S PROPERTY.

It is the Owner's responsibility to remove or protect any personal property including, but not limited to, carpets, drapes, furniture, driveways, lawns, and shrubs, and Arch Electric will not be held responsible for damages or loss of said items.

BOUNDARY LINES

The Owner represents ownership of the property where construction is to occur. It is the Owner's duty to point out boundary lines of the property and Owner is responsible for the accuracy of such lines and how they are represented on drawings. If required, the Owner will pay for a survey to chart boundary lines.

ENGINEERING AND GEOLOGY

Unless specifically agreed upon in writing between Owner and Arch Electric, and made a part of this Agreement under "Description of Materials", "Specifications" or "Plans", this Agreement does not include any engineering or geology surveys, drawings, studies, reports or calculations as may be required by a public body or building authority as a condition for issuance of a building permit or as a condition to securing final building inspection. The cost of any such required professional services shall be paid by Owner.

OTHER

DRAWINGS AND SPECIFICATIONS: The project will be constructed according to drawings and specifications if any and have been examined by Owner and have been or may be signed by the parties to this contract. Unless otherwise specifically provided. Arch Electric will obtain and pay for all required building permits. Owner will pay any assessments and charges required by public bodies and utilities for financing or repaying the cost of sewers, storm drains, water service, or other utilities including sewer and storm drain reimbursement charges, use fees, revolving fund charges,

ITEMS EXCLUDED

Unless specifically agreed upon in writing between Owner and Arch Electric and made part of this Agreement, under "Description of Work", "Description of Material", "Specifications", or "Plans", this contract does not include:

Plumbing, gas, waste and water lines outside foundations of existing buildings or any required relocation or replacement of any such existing lines that may be discovered within the boundaries of any new ground floor addition.

Electrical service, other than addition of circuit breakers or fuse blocks to distribute electric current to associated system components.

Any work which may be required regarding cesspools or septic tanks. Rerouting, relocating or replacing vents, pipes, ducts or conduits not shown or those encountered during construction or changes required to existing wiring, vents, pipes, ducts or conduits in areas undisturbed by construction. Unless specified elsewhere, existing wiring and electrical systems are represented by the Owner as adequate to carry load for existing structure and work to be performed herein.

Any additional work required for excavation or foundations due to inadequate bearing capacity or rock or any other material not removable by ordinary hand tools.

Any work to correct damage caused by termites or dry rot.

Changes or alterations from the specifications which may be required by any public body, utility or inspector: Painting, preparation, filing, finishing, grading, retaining walls, new or relocating gutters and downspouts, screen doors, weather stripping, staining, seeding, landscaping, or decorating. Any work necessary to correct, change, alter or add the above items will be considered additional work and shall be dealt with as herein provided for under "Extra Work".

MEASUREMENTS: Measurements, sizes and shapes in plans and specifications are approximate and subject to field verification. Unless otherwise specified, all dimensions are exterior dimensions. In the event of a conflict between the plans, specifications, etc., and the Agreement, this Agreement is controlling. Arch Electric is not responsible for any existing illegal conditions.

MATERIAL REMOVED AND DEBRIS: Unless specifically designated by Owner in writing, prior to commencement of construction, Arch Electric may retain or dispose of all material removed from structures in course of alteration. Arch Electric is to remove construction debris at end of project and leave premises in a neat broom-clean condition.

ADDITIONAL REQUIREMENTS FOR COMPLETION: Arch Electric shall promptly notify Owner of any additional requirements necessary to facilitate the project's completion. Any subsequent amendment, modification or agreement, which operates to alter this contract, and which is signed or initialed by Arch Electric and Owner, shall be deemed a part of this contract and shall be controlling in case of conflict, to the extent that it alters this contract.

Changes to original installation to accommodate fire protection personnel walk around space is not included as part of this contract.

EXTRA WORK: The Owner and Arch Electric must agree in writing to any modification or addition to the work covered by this contract. Arch Electric shall do no extra work without the written authorization of the Owner. Any written agreement shall list the agreed price and any changes in terms and be signed by both parties. Failure to have written authorization shall not be deemed fatal to the collection of the extra work.

For any extra work performed. Arch Electric shall be compensated in an amount to be determined before the extra work is performed and such amount including Arch Electric usual fee for overhead and profit shall be made as the extra work progresses, concurrently with payments, made under the payments scheduled.

Any change-order forms for changes or extra work shall be incorporated in, and become part of the contract.

CORRECTIVE WORK: If minor corrective or repair work remains to be finished after the project is completed, Arch Electric shall perform work expeditiously and Owner shall not withhold any payment pending completion of such work. If major corrective or repair work remains to be finished after the project is completed, and the cost exceeds one (1) percent of the gross contract price, the Owner may withhold payment sufficient to pay for completion of the work, pending completion of the work, but may not withhold an amount which is greater.

GENERAL: This contract, including incorporated documents, constitutes the entire agreement of the parties. No other oral or written agreements between Arch Electric and Owner, regarding construction to be performed exist.

GOVERNING LAW: This agreement shall be construed in accordance with, and governed by, the laws of the state of Wisconsin.

NOTICE: Any notice required or permitted under this contract may be given by ordinary mail sent to the address of either the Owner or Arch Electric as listed in this contract, but the address may be changed by written notice from one party to the other. Notice is considered received five (5) days after deposited in the mail, postage paid.

ATTORNEY FEES

In the event legal action or arbitration is instituted for the enforcement of any term or condition of this Agreement, the prevailing party shall be entitled to an award of reasonable attorney fees in said action or arbitration, in addition to costs and reasonable expenses incurred in the prosecution or defense of said action or arbitration.

LIEN NOTICE

AS REQUIRED BY THE WISCONSIN CONSTRUCTION LIEN LAW, ARCH ELECTRIC HEREBY NOTIFIES OWNER THAT PERSONS OR COMPANIES FURNISHING LABOR OR MATERIALS FOR THE CONSTRUCTION ON THE OWNER'S LAND MAY HAVE LIEN RIGHTS ON OWNER'S LAND AND BUILDINGS IF NOT PAID. THOSE ENTITLED TO LIEN RIGHTS, IN ADDITIONS TO THE UNDERSIGNED ARCH ELECTRIC, ARE THOSE WHO CONTRACT DIRECTLY WITH THE OWNER OR THOSE WHO GIVE THE OWNER NOTICE WITHIN SIXTY (60) DAYS AFTER THEY FIRST FURNISH LABOR OR MATERIALS FOR THE CONSTRUCTION. ACCORDINGLY, OWNER WILL PROBABLY RECEIVE NOTICES FROM THOSE WHO FURNISH LABOR OR MATERIALS FOR THE CONSTRUCTION AND SHOULD GIVE A COPY OF EACH NOTICE RECEIVED TO HIS MORTGAGE LENDER, IF ANY. ARCH ELECTRIC AGREES TO COOPERATE WITH THE OWNER AND HIS LENDER, IF ANY, TO SEE THAT ALL POTENTIAL LIEN CLAIMANTS ARE DULY PAID.

NOTICE:

The Greening Greater Racine organization and the SWSGB Advisory Committee are not parties to this contract, and that the home or business owner and Arch Electric, Inc. will be solely liable for any claims, losses or damages pursuant to this contract.