



SOLAR BILLREVIEW



INSIDE:

- Halloween this year will be extra scary with impending NEM 3.0
- Deadline for 2021 Federal Tax Credit
- Why is 2021 Tax Credit Deadline more crucial than others in the past?

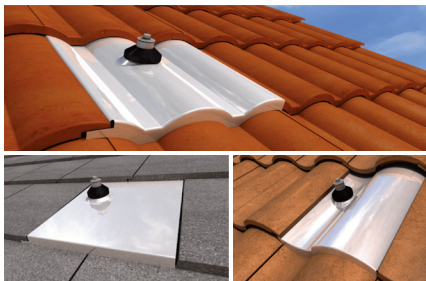


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Why Is Mounting Hardware Important?

SOLAR IS NOT A COMMODITY— PANEL QUALITY AND MOUNTING HARDWARE ARE VERY IMPORTANT!

Pictured below is an example of a lesser expensive roof mount with no flashing. It is inevitable that, over the course of several years, the granules under the mount will get worn down and water will find its way in.

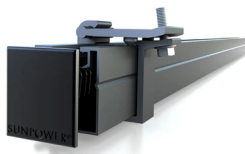


Tile Replacement Mounts are the most secure and reliable solar mounts with raised flashing. Sure, you can find methods that seems to be more affordable. With cheaper stuff, some may feel penny wise on the front end, but noise from hooks on a windy night and leaks from lower quality or no flashing becomes a pound foolish later.

As of January, 2020, new structures built in California must come with solar. Most builders and businesses choose SUNPOWER over other equipment.

Why Sunpower?

- 35 years proven #1 technology
- U.S. based solar manufacturer who has outlived warranty
- 25 years covering ALL parts, labor, shipping, handling
- Patented solid copper foundation
- Anti-reflective glass
- Best Aesthetics with INVISIMOUNT
- Only solar company to manufacture all of their own components, located right here in the Bay Area



SUNPOWER®

Elite Dealer

NEM 3.0, a successor tariff to NEM 2.0,
is expected to be announced some time this year (2021).

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Out of public view, utilities like PG&E are hoping to increase profits at the expense of California solar consumers.

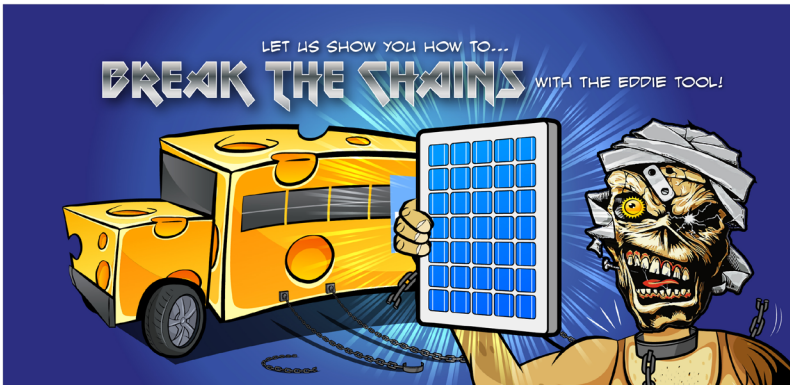
Utilities want to block competition from rooftop solar, monopolize energy to drive profits, and raise rates even faster, all while kicking clean energy and resilience goals down the road.

We want to keep growing solar in California so more families, schools, and small businesses can keep harnessing clean power from the sun.

Getting a solar system installed in 2021 will lock you into NEM 2.0 for 20 years. This grandfather clause protects you from any reduction in benefits announced with NEM 3.0. In other words, your return on investment in solar panels is protected from any future changes in policy if installed prior to NEM 3.0. As of print date, what we know about NEM 3.0 is the following:

- 1) It is expected to be more costly for those who do not get installed prior to change.*
- 2) The change is expected to take place early 2022*

Ask your tax expert how the 26% Federal Tax Credit works with solar!

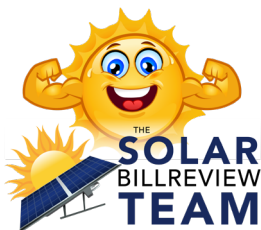


AB 1139, "the Utility Profit Grab" bill, officially died on the assembly floor.
There is still much work to be done to save NEM in the months ahead!
For more info:

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In 2021, new solar customers can get locked into NEM 2.0 for the next 20 years.
After September 1st, every year, families clamor to the finish line for the Federal
Tax Credit. This year, we need to beat out NEM 3.0. See inside for more information.

26% FEDERAL TAX



Call your Public Relations Specialists!

www.solarbillreview.com / TEAM@solarbillreview.com / (925) 833-2641