

Today's Date

Mr. John Doe  
123 Main St.  
Mastic, NY 11950

Dear Mr. Doe:

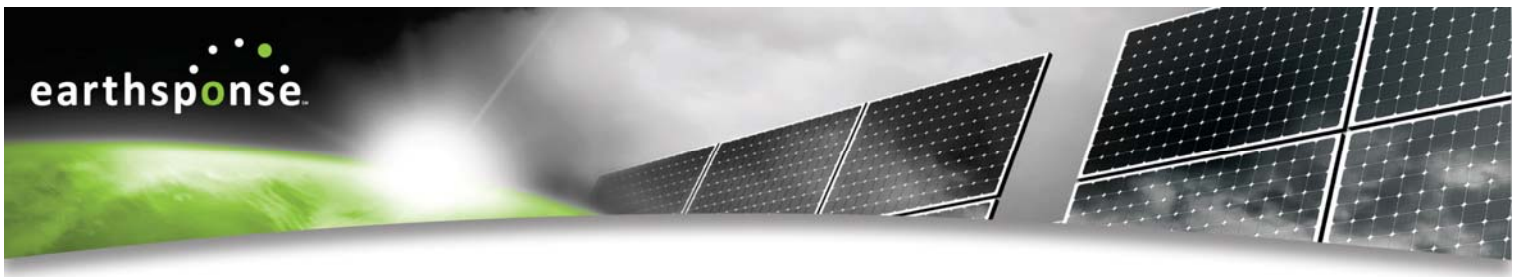
Earthspense LLC is pleased to submit this proposal to you to design and install the most technologically advanced solar electric power system available today. This system will convert sunlight into electricity, and reduce your dependence on energy derived from your local utility. You will own your own source of clean, renewable energy at an affordable price, taking full advantage of available government subsidies.

We have analyzed your energy usage and designed the appropriate solar system to fit your needs. We will simplify your transition to green power, bringing together the best products, installation and financing to ensure a quality solution to your energy needs.

Thank you for the opportunity to present our proposal to you. We are certified solar professionals trained on the best products and technologies in the industry, and we look forward to presenting this renewable energy solution to you.

Sincerely,

Salesperson  
Phone Number



Today's Date

## Photovoltaic Solar Project Proposal and Analysis



### **Solar Project Location:**

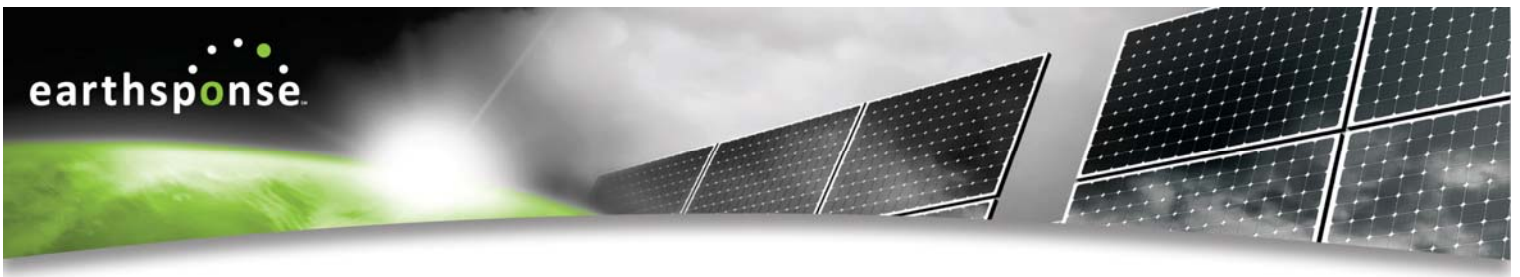
Mr. John Doe  
123 Main St.  
Mastic, NY 11950

### **Solar Proposal Submitted by:**

Earthspense  
29 Industrial Park Drive  
Binghamton, New York 13904  
(866) 94EARTH  
Email: [info@earthspense.com](mailto:info@earthspense.com)  
Website: [www.earthspense.com](http://www.earthspense.com)

Salesperson:

Email: [info@earthspense.com](mailto:info@earthspense.com)  
Office: (866) 94EARTH



### **About Earthspense:**



Earthspense LLC was founded in 2008 as the renewable energy products subsidiary of Modern Marketing Concepts, Inc (MMC). MMC was founded in 1986 and operates as a complimentary sales channel for healthcare, building products and renewable energy products, powered by direct marketing.

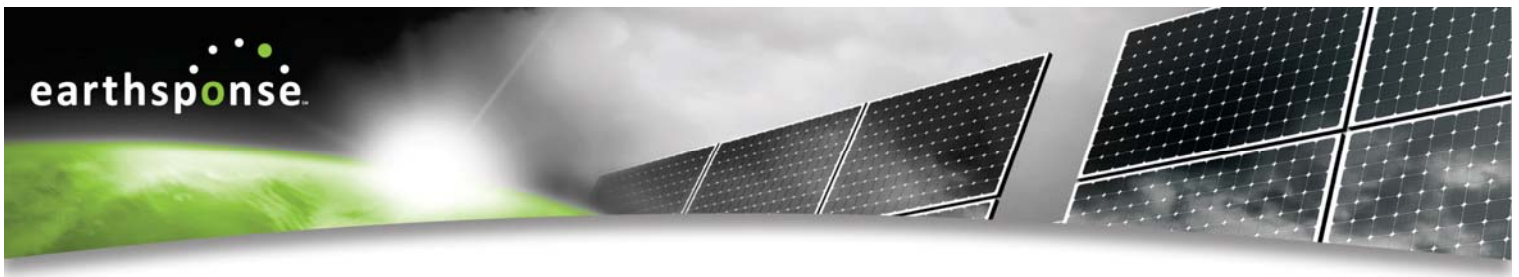
Earthspense combines this vast experience in the sales and marketing fields with expertise in the renewable energy industry. Valuable rebates and tax incentives make going green even more lucrative, and our network of experts and partners can ensure you receive an affordable, reliable solar installation.

We are certified solar professionals trained on the best products and technologies in the industry. We connect you with tax incentives, government rebates and innovative financing solutions to make your solar power generating system a viable alternative to the traditional electric grid. We will work with you to simplify your transition from sole reliance on utility generated electricity to generating your own solar powered energy.

### **Product:**



Earthspense has partnered with Kyocera, one of the world's largest vertically-integrated producers and suppliers of solar energy products. The company's expertise is based on designing, manufacturing and installing the most technologically advanced solar electric power systems available today. Earthspense offers residential and light commercial kitted Kyocera systems, available in 1 – 100 kW systems.



**Membership:**



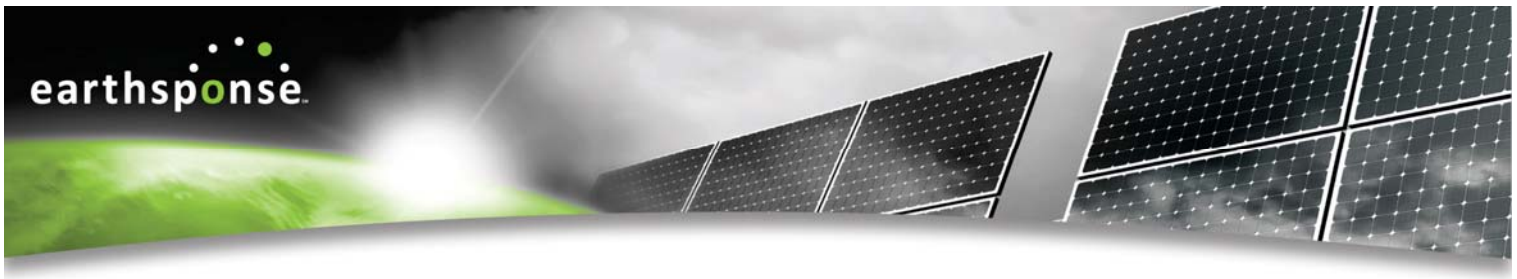
Earthspense is a member of the Solar Energy Industries Association (SEIA), a national trade association working to educate and advocate for solar products and market expansion.



In addition, Earthspense is a member of the New York State Solar Energy Industries Association (NYSEIA).



Earthspense is also an eligible installer for New York State Energy Research and Development Authority (NYSERDA). NYSEIDA provides grants and technical assistance to increase the use of renewable technologies to produce electrical power in New York State.



**Product:**

The following system Bill of Materials is quoted in this proposal:

PV System Size	5.0kW
PV Number of Modules	24
PV Modules Description	Kyocera 210 watt modules
PV Modules Model #	KD210GX-LPU
Inverter	1 X PV Powered 4.8kW
Inverter Model #	PVP4800
Mounting System	Unirac Roof Mount
Orientation	South at 35 degree tilt

**Investment Summary:**

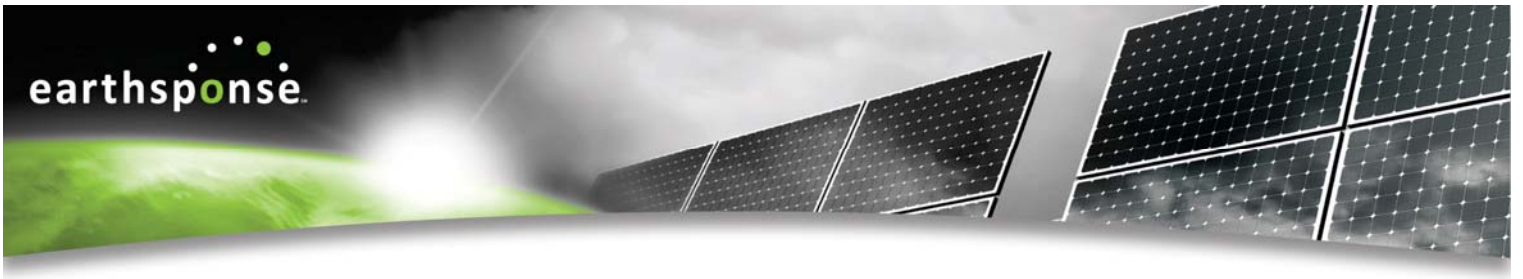
System Size	5.0kW
Estimated Annual Electrical Production	6,571
Gross Project Costs	\$35,280
Rebate/Incentives	(\$12,600)
Solar Capital Outlay	\$22,680

30% Federal Tax Credit	(\$6,804)
25% NY State Tax Credit	(\$5,000)
Depreciation 1st Year (if applicable)	(\$0)
PBI/REC Income for Year 1 (if applicable)	(\$0)
Net Cost	\$10,876

Electricity Savings for Year 1	\$1,312
Electricity Savings for Years 1 - 25	\$62,603

Return On Solar Investment	18.6%
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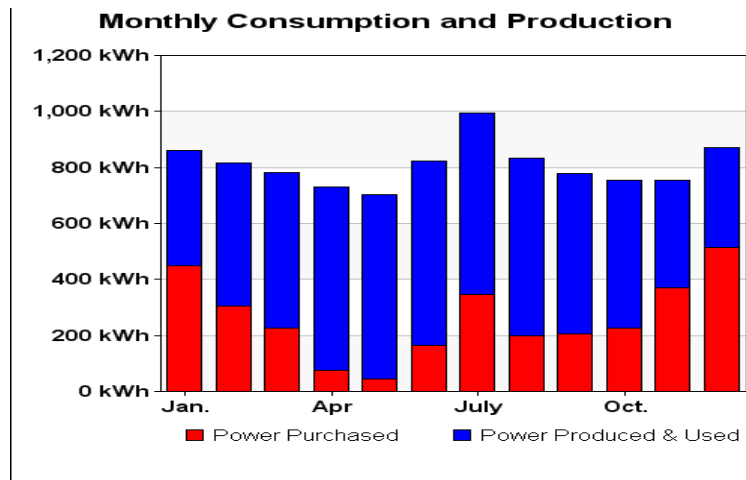
As summarized above, the gross projects costs are \$35,280 but net of incentives, depreciation and tax effects the net project costs are \$10,876.



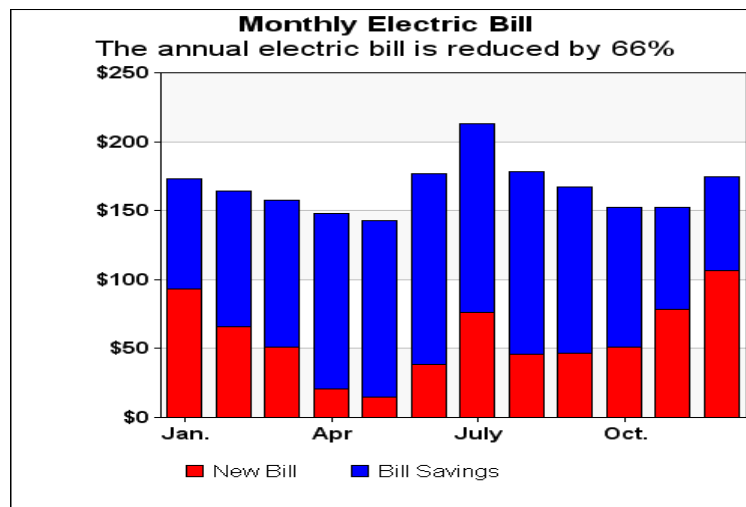
This proposed 5.0kW Photovoltaic electric generating system will generate an average of 6,571 kWh per year in electricity. This output approximates 66% of the annual electricity usage at your site.

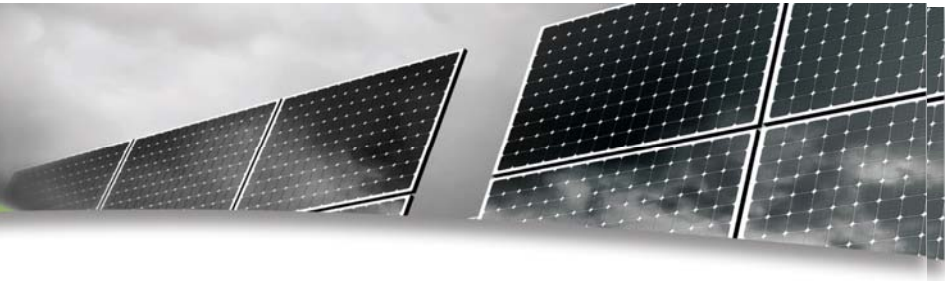
It is important to note that this investment will save you \$1,312 in electricity costs the first year, and an estimated \$62,603 over the 25-year useful life. The Return on Investment of your solar installation is 18.6% over the project span.

The monthly electricity consumption and solar energy production at your site is depicted as follows:



The monthly utility bill at your site is depicted as follows:





**Earthspense to supply the following:**



Install, and warrantee services to the Customer.

Products shall be warranted by the manufacturer specifications.

- Installation to proceed according to mechanical and electrical drawing details.
- Workmanship is warranted for 2 years from completion of installation if an ongoing maintenance plan is purchased by the customer and 1 year if no plan is entered for maintenance.
- Warrantee roof and building penetration for 5 years from completion of installation.
- Shall administer the contract between the Customer and Utility for the LIPA rebate program.
- Provide a preventative maintenance schedule.

**Customer to complete the following:**



- Payment of 50% of the total installation upon agreement of this contract.
- Payment of 50% of the total installation upon delivery of the products.
- Payment of 100% of total invoiced labor at the finish of installation.
- Any extra time, materials, design, etc. additional to the invoice, will be extra and billed separately.
- Become familiar and comfortable with the entire system and operation and be reading all material and literature of the products. Warrantees are product specific.
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**Site Work to be completed by Customer:**

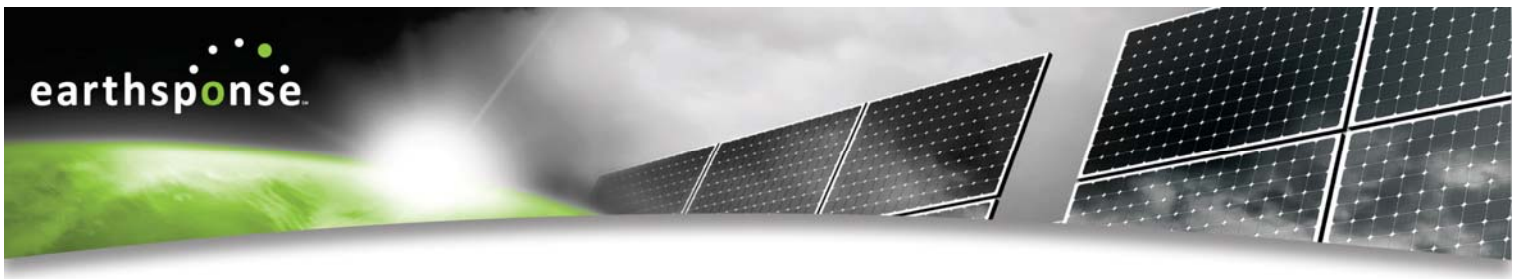


- Roof structural analysis to be completed prior to equipment order.

**Assumed site conditions:**



- Accessibility by Earthspense employees.
- Site is free of hazards that may jeopardize the health and safety of workers.
- Earthspense reserves the right to re-possess any materials or products not paid for after the term set forth above, by means of entering the site on its own authority and volition.



### **Services covered by warranties:**



Earthspense will warranty workmanship for a period of 2 years from completion of installation if an ongoing maintenance plan is purchased by the customer and 1 year if no plan is entered for maintenance. Workmanship constitutes: the attachment, fastening, connecting and condition of electrical devices that are part of the original installed system. Workmanship warranty ensures that the original installed system is installed as per applicable codes, permits and regulations.

### **Roof and Building Penetration Warranty:**

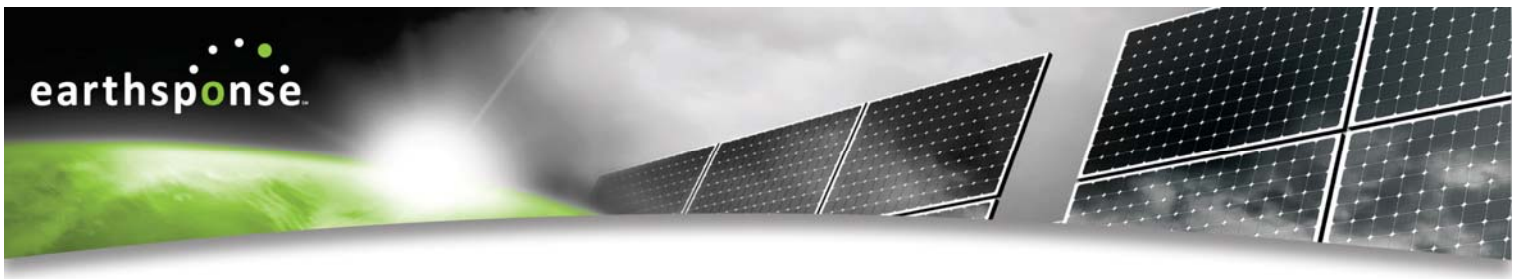


Earthspense warranty that there will be no intrusion from natural water into any installed penetrations for 5 years following the completion of the installation. Earthspense will be responsible for repairing the intrusion area only, by means of waterproofing and damage repair. The customer agrees age of the existing roofing should be recognized before installation and that Earthspense is not responsible for existing conditions. Detection of any leaking areas (PV array penetrations) must be reported immediately to Earthspense. Any areas affected by the intrusion will be assessed by our staff only.

### **Product Warranties:**



Kyocera Solar, Inc. ("KSI") warrants that, if its solar photovoltaic within the MyGen™ Solar Power System: (a) within ten (10) years from the original date of sale to the customer, exhibit power output of less than ninety percent (90%) of the minimum rated power\* specified at the original date of sale; or (b) within twenty-five (25) years from the original date of sale to the customer, exhibit power output of less than eighty percent (80%) of the minimum rated power\* specified at the original date of sale, KSI will provide additional Modules to replace the missing power output, or repair or replace the Module(s), at Kyocera's sole option. The power output values shall be those measured under KSI's standard measurement conditions as follows: (a) light spectrum of AM 1.5; (b) irradiation of 1,000w per m<sup>2</sup>; and (c) a cell temperature of 25 degrees Centigrade. Such measurements are carried out in accordance with IEC 60904 as tested at the junction box terminals per the calibration and testing standards of



KSI which are valid at the date of manufacture of the Module. KSI's calibration standards are compliant with the standards applied by international institutions accredited for this purpose.

PV Powered, Inc. provides a limited warranty for your residential or commercial inverter and optional data monitoring module for defects caused by material or manufacturing flaws. The inverter and the data monitoring module must be installed and maintained by a qualified installer in order for the warranty to be valid. The warranty period for the inverter is ten years, and the warranty on the data monitoring module is one year, each beginning on the date of purchase by the original end user.

#### **Terms of the Warranty:**



Earthspense warrant that the product you have purchased is free from defects in materials and workmanship under normal use during the warranty period. The workmanship warranty period begins after the system installation ends. The workmanship warranty period extends only to the original purchaser. It is not transferable to anyone who subsequently purchases the building and/or system from the contract holder. During the workmanship warranty period, Earthspense will repair or replace defective parts with new parts or, at the option of Earthspense serviceable used parts that are equivalent or superior to new parts in performance. This workmanship warranty extends only to products purchased from Earthspense. This workmanship warranty does not extend to any product that has been damaged or rendered defective (a) as a result of accident, misuse or abuse (b) as a result of an act of god (c) by operation outside the usage parameters stated within use manuals (d) by use of parts not sold or installed by Earthspense (e) by modification of the product (f) a result of war or terrorist attack (g) as a result of service by anyone other than Earthspense, or a representative of (h) or any vandalism.

EXCEPT AS EXPRESSLY SET FORTH IN THIS WARRANTY, EARTHSPONSE MAKES NO OTHER WARRANTIES EXPRESSED OR IMPLIED, INCLUDING ANY IMPLIED WARRANTIES OR MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. EARTHSPONSE EXPRESSLY DISCLAIMS ALL WARRANTIES NOT STATED IN THIS WARRANTY. ANY IMPLIED WARRANTIES THAT MAY BE IMPOSED BY LAW ARE LIMITED TO THE TERMS OF THIS EXPRESS WARRANTY.



**Maintenance schedule:**



If requested, a preventative maintenance program will be designed by Earthspense for the customer. This maintenance schedule will be designed based on the manufacturer's recommendations for inspection of equipment in support of warranty guidelines. Adjustments and or repairs to the system will be performed as soon as possible upon detection. A maintenance assessment form will be supplied to the customer after each visit. An annual fee of \$500.00 is required to implement this program. Acceptance to this program is by customer signature below.

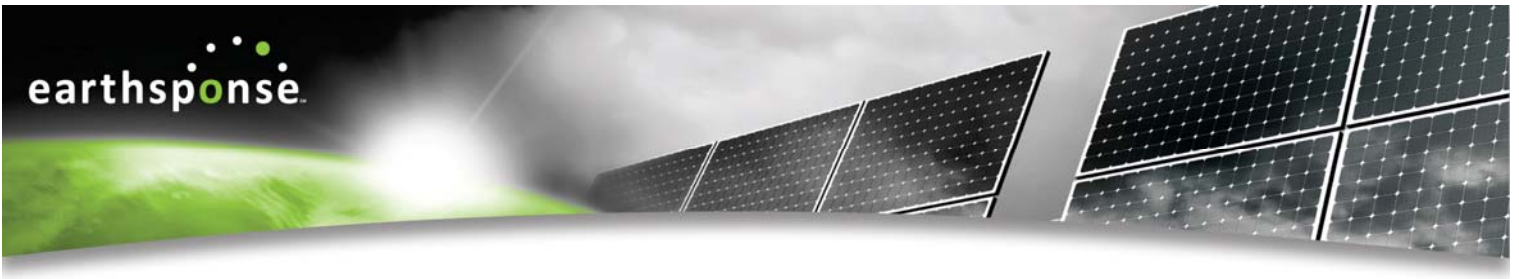
**Customer signature for Preventative Maintenance Program:**

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No signature denotes non-acceptance

**Terms and Conditions of Sale:**

1. Solar Project Proposal and Analysis quote is valid for 30-days. Acceptance of this proposal denotes acceptance of a sales contract.
2. NYSERDA residential incentives are currently \$1.75 per Watt. If NYSERDA changes or alters this rebate incentive in any way the project will be re-evaluated.
3. NYSERDA commercial incentives are currently \$1.75 per Watt. If NYSERDA changes or alters this rebate incentive in any way the project will be re-evaluated.
4. It is understood that cost changes or deviations from the Bill of Materials used herein may be necessary upon completion of engineering reviews, obtainment or inability to obtain building permits and licenses or other necessary tasks prior to installation.
5. Earthspense LLC is not liable for circumstances beyond our control in the procurement, delivery, installation and performance of the solar system.



**Acceptance of Proposal:**

Earthsponse:

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Customer:

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_