



NICKELS ENERGY SOLUTIONS, LLC

2/27/2017

About Us

Steve

- ▶ RIT 2011
- ▶ SunEdison
 - ▶ Rooftop & Ground Mount Racking
 - ▶ Commercial & Utility Solar PV
- ▶ Eaton Crouse-Hinds
 - ▶ DC Combiners, Re-Combiners, Disconnect Boxes
- ▶ NABCEP PV Installation Professional

Kevin

- ▶ Le Moyne 2013
- ▶ Sales Experience
 - ▶ Hummel's Office Plus
 - ▶ CPS Recruitment
- ▶ NABCEP Technical Sales - April 2017



PV Installation
Professional
Steven Nickels
Cert# PV-100414-004020

What we do

- ▶ Residential & Commercial PV Installations
- ▶ Solar PV Consulting
- ▶ Contract Engineering Services



What we use

- ▶ Photovoltaic Solar Modules
- ▶ Inverters
- ▶ Racking
- ▶ Balance of System



Flush Mount System



Enphase® **M250**



Previous Installations



- ▶ 80, 280W SolarWorld Modules
- ▶ 80, 250W Enphase Microinverters
- ▶ 22.4kW; 27,000kWhAC
- ▶ Length of Installation = ~7 days
- ▶ Upfront Cost = \$56,000
- ▶ After Incentives Cost = \$27,900

Previous Installations



- ▶ 31, 255W JA Solar Modules
- ▶ 31, 250W Enphase Microinverters
- ▶ 7.9kW; 8,800kWhAC
- ▶ Length of Installation = ~4 days
- ▶ Upfront Cost = \$30,000
- ▶ After Incentives Cost = \$13,700

Previous Installations



- ▶ 16, 260W S-Energy Modules
- ▶ 16, 250W Enphase Microinverters
- ▶ 4.2kW; 5,100kWhAC
- ▶ Length of Installation = ~5 days
- ▶ Upfront Cost = \$20,000
- ▶ After Incentives Cost = \$8,000

Project Timeline

Stage 1:

- ▶ Customer Acquisition
- ▶ Project Quote
- ▶ Thorough Site Visit - Solar Pathfinder
- ▶ Customer Purchase Agreement

Stage 2:

- ▶ Design Package
- ▶ Building Permit
- ▶ Material Order
- ▶ Installation
- ▶ Inspection

New York Market

- ▶ 795% growth of NY solar power, 2011-2016
- ▶ \$1.5 billion in private investment
- ▶ Governor Cuomo goal = 50% renewables by 2030
- ▶ 64,926 projects were installed through the end of 2016
 - ▶ Less than 9,000 before 2011
- ▶ 744MW of solar PV installed, powering 121,000 average homes

Rebates & Incentives

- ▶ NYSERDA Rebate = \$0.40/W
- ▶ Fed. ITC = 30%, uncapped
- ▶ NYS ITC = 25%, capped at \$5,000
- ▶ Sales Tax Abatement
- ▶ Property Tax Abatement

RESIDENTIAL SOLAR EXAMPLE

SYSTEM SIZE
5.8kW (20 SOLAR PANELS)

INITIAL COST
\$19,140

NYSERDA REBATE
\$2,320

PROJECT COST
\$16,820

ESTIMATED TAX BENEFITS
FEDERAL: \$5,046
STATE: \$4,205

NET COST AFTER CREDITS
\$7,569

Any Questions?

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