

# Solarize Hot Water Western Mass

## Pricing, Incentive, and Financing Guide



HCG has worked with its selected installer, **Spartan Solar**, to establish transparent, discounted pricing for Solarize Hot Water Western Mass participants. The pricing provided below reflects **base pricing** that Spartan is offering for a solar hot water (SHW) installation. This includes the cost of the solar hot water system (tank, collectors, pumps, controller, etc.) and any permits required to install a system in your town.

Many aspects of a SHW installation are customized based on the needs of your building and your hot water usage. Once Spartan has evaluated your home, a variety of factors may cause the cost of your system to increase. These factors include:

- **Roof conditions.** Steeper (over 37-degree pitch) and taller roofs (over 15 feet) will make an installation more challenging and increase the cost of your system. Your roof may also be aligned in a manner where an awning or tilt racking will be needed to make sure your collectors are optimally positioned for solar generation. Additionally, your roof may need structural reinforcement to support the added weight of your solar collectors.
- **Electrical work.** A typical system will not require any electrical work, but in some cases added costs for an electrician and electrical upgrades may be necessary. If you don't have a suitable electrical outlet within 20 feet of the system, one will need to be installed. Additionally, if you'd like to replace your existing hot water heater entirely and use the solar tank's built-in electric heating element for backup, an electrician will be needed (and you may need an electrical service upgrade).
- **Distance.** While Spartan Solar is based in Greenfield, Western Mass is a lot of area for a small, local business to cover! To cover the added travel time, sites over 70 minutes away from Greenfield (i.e. the west/southwestern corner of Berkshire County) will incur an added cost of 5%. However, if you're within 25 minutes of Greenfield, Spartan will discount the cost of your system by 5%!
- **Ground mounted systems** are possible if your roof is not suitable for an installation, though these systems will cost more to install.

Number of panels	Base Price	MassCEC Rebate <sup>1</sup>	Initial Out-of-Pocket	Tax Credits <sup>2</sup>		Alternative Energy Certificates <sup>3</sup>	Final Price
				Federal	State		
2 collectors	\$9,500	\$2,525	\$7,475	\$2,850	\$1,000	~\$1,300	<b>\$1,825</b>
3 collectors	\$10,500	\$3,000	\$7,500	\$3,150	\$1,000	~\$1,900	<b>\$950</b>
4 collectors	\$12,000	\$3,000	\$9,000	\$3,600	\$1,000	~\$2,600	<b>\$1,300</b>

All installations include a 10-year collector warranty, lifetime tank warranty, and 2-year workmanship warranty.

<sup>1</sup> Includes \$500 adder for metering costs.

<sup>2</sup> Consult a tax professional to ensure your eligibility for these tax credits.

<sup>3</sup> Assumes an optimally-sited system (surface orientation factor and no shading) cost of approx. \$16/MWh and an aggregator fee of 7%. Value of AECs received may increase or decrease based on quarterly auction prices