

Why you should consider Solar by November 2017

-Robert Shelton

Last year in August, I got my power bill. It was just over \$400 per month. The price changes and hikes from my power company finally led me to look at options to lower my power bill. For the last couple of years I have had many door to door sales people knock on my door and try to convince me of why I need to purchase solar. They talked about the tax credits and seem to have a quick answer to all of my objections. There was, however, a lack of trust in their knowledge of some of the details of solar like how it would affect my taxes. Tax planning is something that I take seriously and would not just rely on the word of someone working hard to make a sale during the summer.

I set out and actively did a lot of research into the benefits that solar could offer me. I found out that there were various tax credits that I could use and being a business owner, it also allowed me some additional tax advantages. This made the system pay back a lot more affordable. I needed to next do a cost comparison with various providers. I sent out a formal type of bid to the companies telling them exactly what I wanted so I could try and get an apples to apples comparison to all the different companies. The difference in costs between the bids were wide. As I researched, it came down to some companies having a lot higher profit margin on the solar system. Many of them used the same panels and systems. Some companies tried to use smoke and mirrors to hide the costs and make their product appear better priced, when in the end it really wasn't.

I was getting frustrated with the industry until I came across one company that appeared different than the rest. The costs for the system were much more reasonable than other companies and they were using the same suppliers. The responsiveness to questions and willingness to educate me versus sell me made a huge impact. I decided to go with them and take the leap to have the solar system installed. My savings added up over a 6 year period of time would pay for the system. The system has a life of 25 years and so I would save a lot of money in the long run.

I have now had solar just under a year. I am excited to report that many months my power bill is less than \$10 per month. I was completely impressed with the quality and service I received. Each month I eagerly look at my power bill to see how much I have saved. Being a business owner, I not only was able to take advantage of the tax credits, but other tax advantages on my taxes this last year. I am grateful for a very competent CPA that helped advise me on how to best use it to my advantage within the laws.

A big reason as to why I am writing this for our company newsletter is to let you know that recently there has been some significant changes in the way that solar tax credits and the pricing of how solar customers with Rocky Mountain Power will be charged. Right now, there is

a small window of opportunity to take advantage of the current price structure by getting grandfathered into the current pricing schedule. The new pricing structure will be less advantageous to those who own solar and will make installing systems after November more expensive. This window of opportunity closes on November 15, 2017. Having solar is something that each person needs to evaluate and decide if it would be right for them. I simply would invite you to seriously consider solar and if it would or would not benefit you between now and the end of October. This will allow you time to still be able to get the advantages of solar before the changes come into effect.

You are always welcome to call us here at the office with any questions you may have. We are here to help you look at your specific situation and navigate the various financial situations to help you accomplish those things that mean the most to you.