

An aerial photograph of a two-story house with a grey shingled roof. The roof is covered with numerous dark solar panels. There are two skylights and a brick chimney on the roof. The house is surrounded by green grass and a curved stone walkway leads to the front entrance. A dark green semi-transparent box is overlaid on the bottom left of the image.

**TEAM
Sunshine**

V4 - 04/01/24 *Availability and pricing
subject to change

ADDERS GUIDE

This guide will help you identify which adders will need to be selected for projects and what their average cost is.



SELLING WITH TEAM SUNSHINE

It's important to understand the scope of work included with your clients' solar project. Every project has a standard "scope of work" that is included in the base pricing. Anything beyond the standard scope of work is an "Adder". As a rep, it's important to identify adders in the project and check them off in the GoSolo software to make sure they are added into the scope of work of the project and charged to the customer. If adders are discovered as part of our due diligence or quality check, they will be charged against potential commissions.



FIND YOUR ADDER...

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FIND YOUR ADDER...

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- Trenching (Wire and Conduit)
- Ground Mount Adder 8-12 kw
- Ground Mount Above 12 kw



FIND YOUR ADDER...

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Additional Adders Continued...

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- Ballast Roof Installation
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- Steep Roof Above 45°
- Extra High Roof (40ft+, no Boom Lift)
- Extra High Roof (+Boom Lift)
- Skirts Installed
- Critter Guards/Solartrim Installed

Electrical Adders:

Service Upgrade (MPU): *This includes a New Riser, Meter Main, Feeder+Panel Swap	
Type:	Price:
Service Upgrade (200 AMP MPU)	\$3600
200 AMP SPAN Panel Installation	\$5500
Service Upgrade (400 AMP)	Minimum \$5500
Underground Service Upgrade	Custom Quote

Service and Panel Swaps:	
Type:	Price:
Main Panel Swap (Swap existing panel with a new one)	\$2600
Service Replacement (100 AMP) *Riser, Meter Main, + Feeder	\$2900
Service Replacement (200 AMP) *Riser, Meter Main, + Feeder	\$3600
Single Meter Main	\$1300
Dual Meter Main	\$2000
Sub-Panel Addition	\$1750
Sub-Panel Swap (Up to 100 AMP)	\$1500

Electrical Adders Continued:

Meter Management and Relocation:	
Type:	Price:
Overhead Single Meter Relocation (No Panel Swap, No Riser)	\$2800
Overhead Dual Meter Relocation	\$4300
3+ Meter Relocation	Custom Quote
Underground Meter Relocation	Custom Quote
Main Electrical Panel Relocation (Up to 6 Feet)	\$3200
Main Electrical Panel Relocation (Beyond 6 Feet)	Custom Quote

Other Electrical Adders	
Type:	Price:
Derate or Main Breaker Kit	\$500
Riser Replacement	Minimum \$950
Service Feed Replacement	\$750
Tap Box	\$350
Conduit Run over 50 Feet	\$500

Electrical Vehicle (EV) Charging Solutions:

EV Solutions:	
Type:	Price:
Level 1 EV Charger (Generic)	\$1000
Level 2 EV Charger Installed	\$3000

Backup Battery Solutions

Battery Adders:	
Type:	Price:
2 Enphase 5P (10kw) Battery Installed with Backup Panel	\$16500
Each Additional Enphase 5P (5kw) Battery	\$3600
Tesla Powerwall 3 (13.5kw) Installed with Backup Panel	\$15500
Each Additional Tesla Powerwall 3 Battery	\$8000
Fire-Rated Room	\$4000
Stand Alone Battery Project	Additional \$1500

Additional Adders:

General Adders:	
Type:	Price:
In-Person Site Survey	\$250
25-Year Extended Warranty	\$1200
Over 3 Sub-Arrays	\$350 Per Sub-array
Under 5 kw (Small System)	\$1000
Permits over \$1000	Difference over \$1000
Martha's Vineyard Installation	\$.50/watt
Travel Adder	\$.05-\$.20/watt (See service map)

Ground Mounts	
Type:	Price:
Trenching (Wire and Conduit)	\$25/foot (\$500 Min.)
Ground Mount Adder 8-12 kw	\$.80/watt
Ground Mount Above 12 kw	\$.70/watt

Additional Adders:

Roof/Construction:	
Type:	Price:
Concrete Trenching	Custom Quote
Corrugated Metal Roof	\$.12/watt
Standing Seam Metal Roof	\$.10/watt
Metal Shingles	Custom Quote
Flat Roof (<10 degrees)	\$.12/watt
Steep Roof (>9/12 or 37° pitch)	\$.15/watt
Steep Roof Above 45°	Custom Quote
Extra High Roof (40ft+, no Boom lift)	\$.10/watt
Extra High Roof (+Boom Lift)	\$1700
Ballast Roof Installation	\$.25/watt
Skirts Installed	\$.07/watt
Critter Guards/Solartrim Installed	\$.15/watt



QUESTIONS TO ASK

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Asking the Right Questions...

Asking the right questions during the sale will allow you to get a better understanding of your customer's needs and help you avoid change orders after the site survey. You will also be more professional and prepared than other sales people you might be competing against. The following are a list of questions you should ask your clients before or during a presentation:

- **What kind of roof do you have? Asphalt shingles? Metal? etc.**
- **How old is your roof? If you don't know for sure do you have an approximate age?**
- **Do you have any leaks from your roof?**
- **How many layers of shingles do you have?**
- **Is your roof relatively flat or is it a steep pitch?**
- **Is there any section of the roof that's rubber or completely flat?**
- **How many floors is your home?**
- **Are there any electrical issues that we should be aware of?**
- **Does your home have an attic or a crawlspace? Is it accessible?**
- **Do you know if there's any damage in your attic?**
- **Are there any existing electrical issues we should be aware of?**
- **Do you have any idea how old your main electrical panel is?**
- **Do you have any possible or known issues with squirrels or other critters on your roof?**
- **Is your electrical meter outside the home or inside?**
- **Do you intend on purchasing an electric vehicle in the near future?**
- **Do any nearby trees cast shade on your roof?**



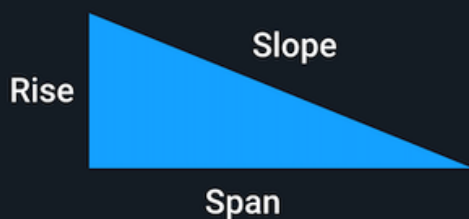
EXTRA HIGH ROOF

Any roof that is over 40 feet high presents extra challenges for the EPC at the time of installation. This may require extra large trucks for longer ladders or the use of a lift or crane to get the installers and equipment to the roof. The easiest way to determine this is count the windows. If there are more than 2 rows of windows in a home, it is probably a high roof.



STEEP ROOF

Any roof that is a 9/12 pitch or greater is considered a "steep roof". These roofs present a challenge for installers and electricians to construct the system, and typically take a little longer to complete. All roofs will be measured with an inclinometer at the site survey to determine the exact pitch.



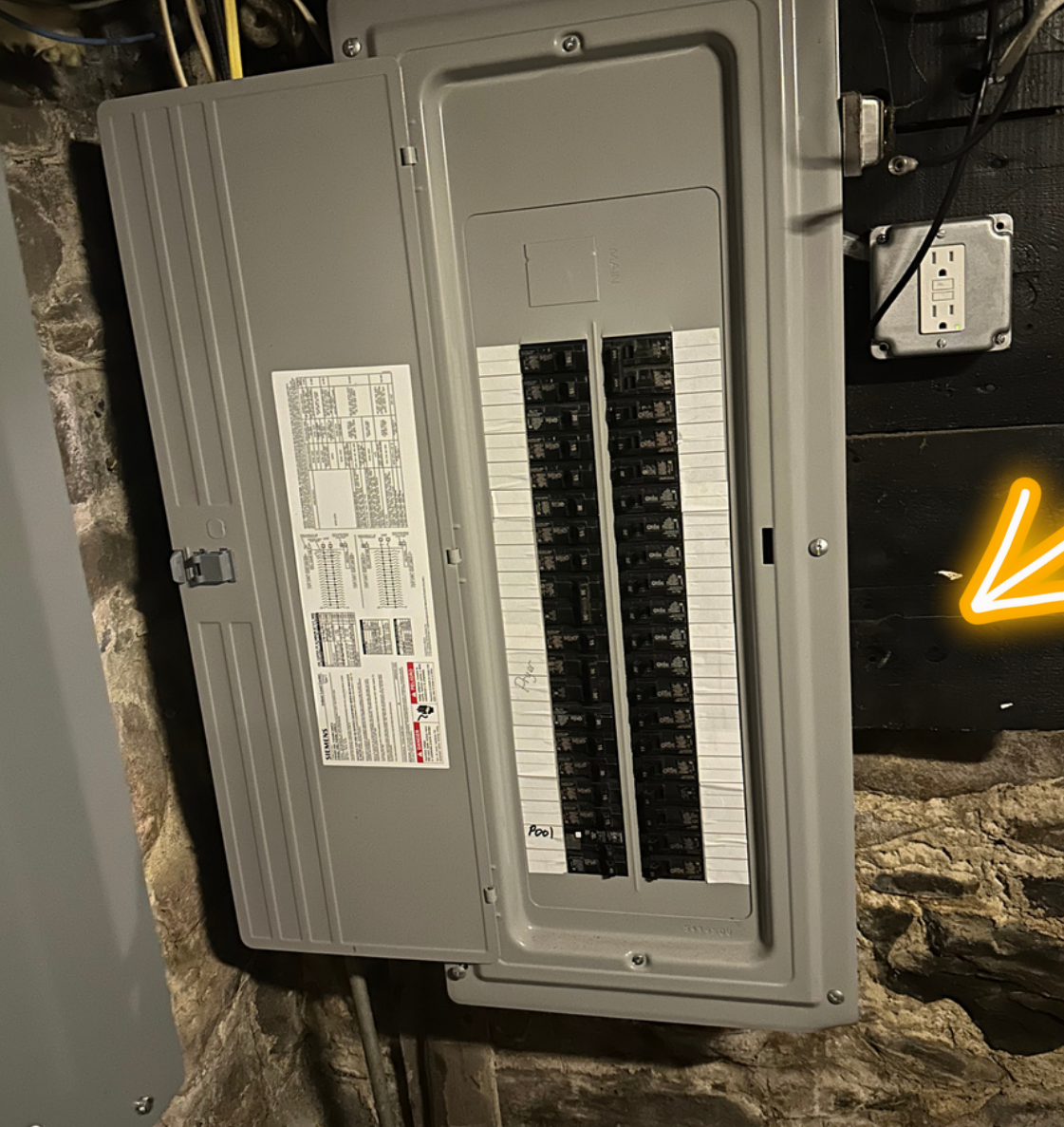
$$\text{Roof pitch} = \text{Rise}/\text{Span}$$





METAL ROOFS

Metal roofs are quite common in the northeast as they are more durable for harsh weather conditions and can last a lot longer. We can typically install on metal roofs using a special S-Tile which can work with corrugated and standing seam metal roofs. Metal shingles, however, are almost always disqualified.



MAIN PANEL REPLACEMENT

The main electrical panel is a very important part of the solar installation. If a main panel looks extremely old or corroded, it will likely need to be replaced. If it needs to be replaced and there aren't any open breakers, there's a possibility the customer may need a main panel upgrade. The main panel upgrade may be done before, during, or after the installation, potentially on a different day but typically in the same week.

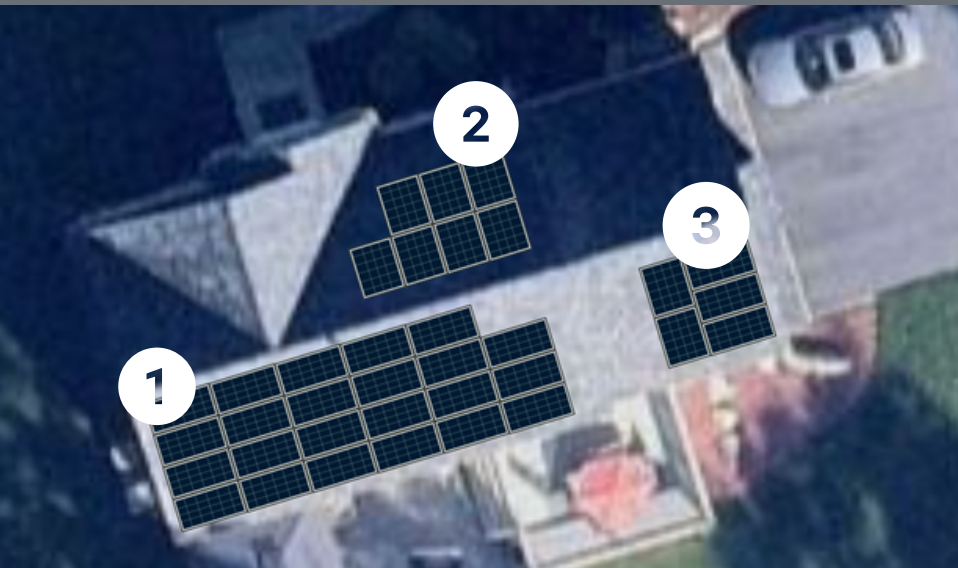


ROOF REPLACEMENT

Look out for any signs of damage to the roof. If you see a roof with lots of moss, missing shingles, shingles peeling, or any other obvious signs of wear and tear, it's a tell-tale sign that the client needs to get their roof replaced before going solar. Team Sunshine Construction offers in-house roofing that can be included in the solar financing to sell as a package.



Over 3 Arrays



No Adder

Every "mounting plane" or set of panels on a single roof has a conduit and wires running into it, out of it, and a junction box underneath for the wires. For this reason, every additional mounting plane added to a project requires additional wire conduit, a junction box, and labor which adds to the project cost. A "standard" project may have up to 3 separate arrays. For every array above the 3 arrays, there will be a \$350 adder. In the picture below, there are 6 arrays, which would be $3 \times \$350$ for the adder



\$1050 Adder