



OptionOneSolar

SOLAR BUYER'S GUIDE

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ABOUT US

Every great story begins with a spark.

Ours ignited over **55 years ago**—fueled by bold ideas, relentless innovation, and a deep commitment to something bigger than ourselves.

Option One Solar was born from the legacy of Jerry Thomas, a visionary whose career has spanned the **United States Air Force**, the **NASA Apollo space program**, and more than five decades of leadership in **electrical safety and engineering**.

As an **Electrical Supervisor in the Apollo Space Program**, Jerry was responsible for the electrical systems on the **Apollo Space Command Module and Service Vehicles**—the very spacecraft that ultimately took astronauts to the moon. From there, he went on to serve as the **Chief Electrical Inspector for the City of Pasadena** for 25 years, contributed nearly two decades to **Edison Testing Laboratories (ETL)**, and built one of the most respected electrical contracting firms in California.

His drive to **solve big problems and raise the standard of excellence** became the foundation of everything we do.

Today, Option One Solar is a **multi-generational, family-owned company** leading the charge in **solar, battery energy storage (ESS), custom carport, and superstructure solutions**. We're engineers, creators, and problem-solvers—designing powerful, scalable energy systems that change the way people live, work, and power their world.

From **residential rooftops to massive commercial carports and structural steel builds**, from smart home batteries to **fully integrated microgrid-level ESS systems and Utility Scale Deployments**, we bring the same level of passion, precision, and grit to every project. It's not just about installing panels—it's about building a cleaner, smarter, more energy-independent future for our customers, our communities, and generations to come.

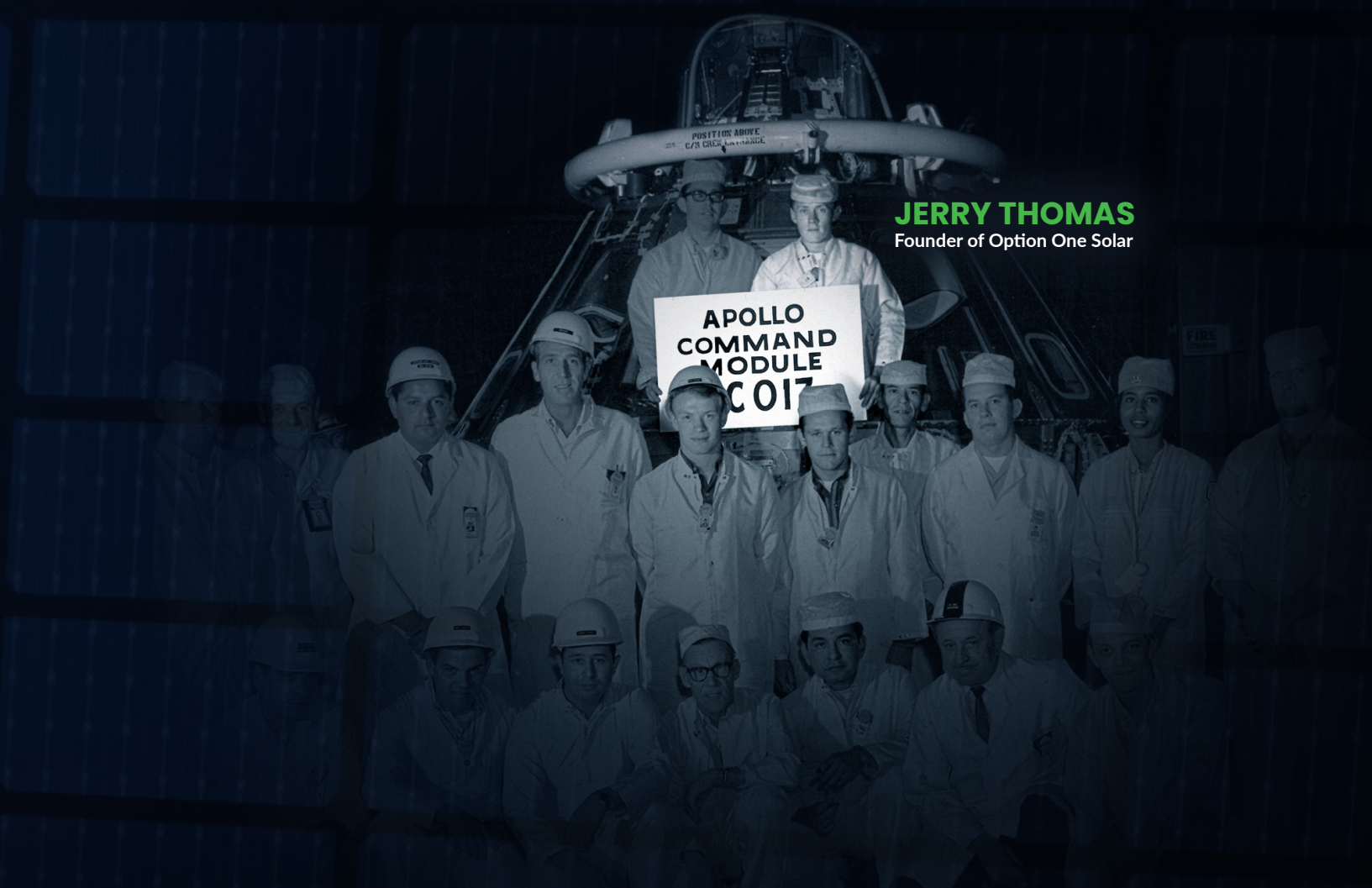
When you work with Option One Solar, you're not just choosing a contractor. **You're joining a legacy. You're part of our family. You're part of the future.**

OUR MESSAGE

Californians Pay 10 Times Too Much for Electricity, and an Option One Solar package can lower your energy bill by up to 10x.

OUR MISSION

Our mission is to eliminate or dramatically reduce electric bills for homeowners and businesses up to 10X with our custom solar and battery backup solutions.

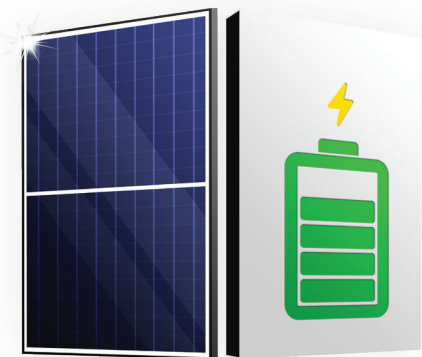


JERRY THOMAS
Founder of Option One Solar

WHY GO SOLAR?

Solar is the most affordable form of energy on Earth—because sunlight is free, and no one can tax or charge you for it.

Solar energy systems are typically **8 to 11 times less expensive** than paying electric bills over time. With solar and battery installed at your home or business, you begin generating your own clean power—shielding yourself from utility rate hikes and potentially eliminating your electric bills altogether.

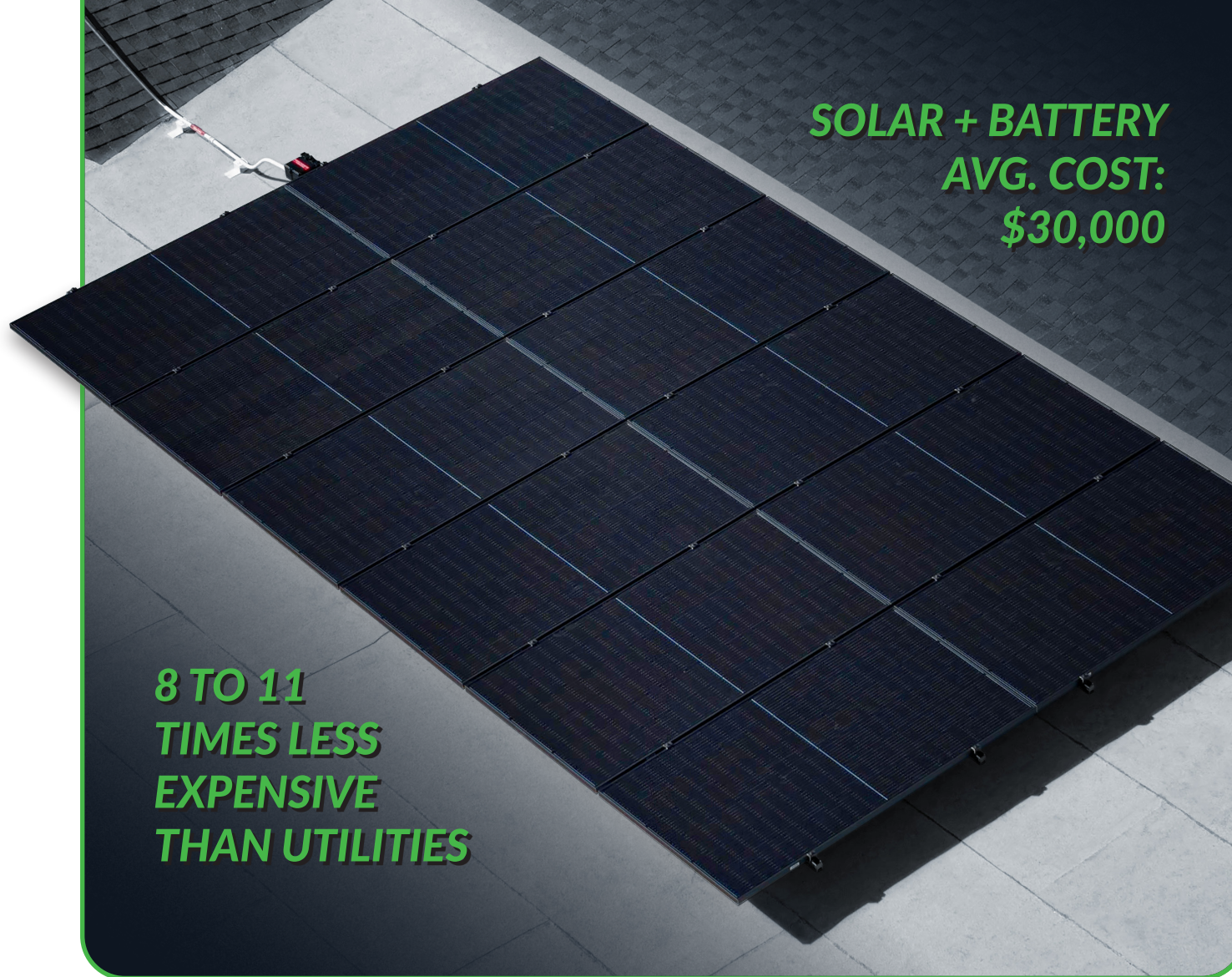


UNMATCHED LONG-TERM VALUE

Based on average savings, solar and battery systems usually **pay for themselves in just 4 to 6 years**. After that, your energy is essentially free. Our solar panels are backed by **30-year production guarantees** and are engineered to continue delivering power well beyond **40 years**.

CORE BENEFITS OF SOLAR + BATTERY:

- Vastly reduce or eliminate electric bills.
- Lock in power costs and avoid rate hikes for 30-40 years.
- Boost your property value with a major energy upgrade.
- Achieve 20%+ annual ROI in many cases.
- Gain energy independence through battery storage.
- Minimal maintenance, with long-lasting reliability.



**SOLAR + BATTERY
AVG. COST:
\$30,000**

**8 TO 11
TIMES LESS
EXPENSIVE
THAN UTILITIES**

COMPARING COSTS OVER 25 YEARS: SOLAR VS. UTILITY

- Average cost of solar + battery system: \$30,000
- Average utility bills: over \$200k to \$350k
- Solar is **800% to 1100%** cheaper than utility power.

OWN YOUR ENERGY FUTURE!

You have a choice:

- Pay the utility company **\$200k to \$350k** over the next **25 years**
- **OR** go solar and spend **\$30,000** to generate your own power for decades!

Solar transforms your electric bill from a monthly expense into a long-term asset. You're no longer just a ratepayer—you become your own energy provider.

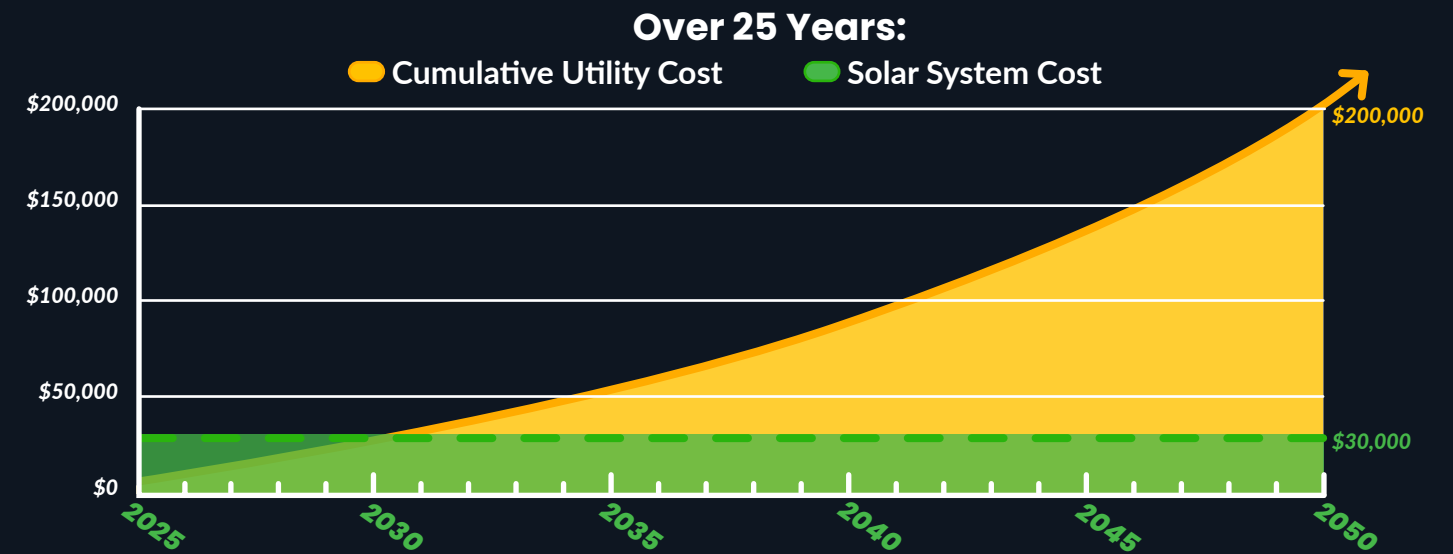
That's real financial freedom.

This level of return makes solar one of the smartest financial investments available.

After your system is paid off, you'll be producing free power for decades to come—with returns that can exceed

1,000%

over the life of the system.



*Average cost for a 10kW solar & Tesla Powerwall 3 system

DISCOVERY PROCESS

Home Energy Assessment

We begin with a very thorough discovery process, working hand-in-hand with you to assess how much electricity your home or business has historically consumed—and how your usage may change based on behavioral and lifestyle changes, such as upgrading to heat pumps, running your A/C more, installing a spa or EV charger, children moving out, or someone retiring and being home more often.

Option One Solar uses cutting-edge design and monitoring software that analyzes not just how much energy you use, but **when** you use it. This is called “interval data,” and it’s critical under the new Net Billing Tariff (NEM 3.0).

Time-of-Use (TOU) billing means electricity rates vary throughout the day, so without analyzing interval data, a system can be drastically under- or oversized.

Interval Data Collection

With your authorization, we connect directly to your utility account and securely download your usage history. This gives us access to the exact data your utility company uses—ensuring we design your system with absolute precision and nothing is left to assumption.

This allows us to accurately assess your actual consumption patterns. It’s essential for sizing your system, predicting financial benefits, and ensuring that your battery storage covers you during high-rate peak periods.



With **Green Button Data**, consumers can make more informed decisions about their energy usage, identify areas where they can save energy and money, and even share their data with third-party energy service providers like **Option One Solar!**

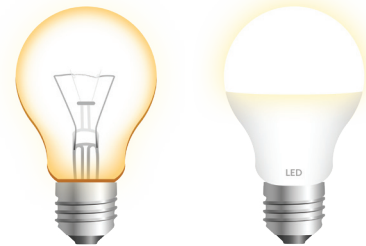
HOME EFFICIENCY CHECK

Improving efficiency can dramatically reduce the size and cost of your solar system.

Here's what we evaluate:

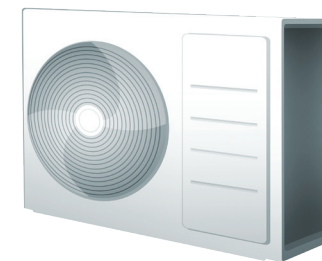
LIGHTING

LED bulbs use 90% less energy than traditional bulbs.



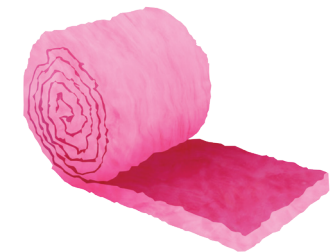
HVAC

Upgrading to a heat pump can improve efficiency by up to 400%.



INSULATION

Leaky attics, windows, and doors can lose 50% of heat or cooling.



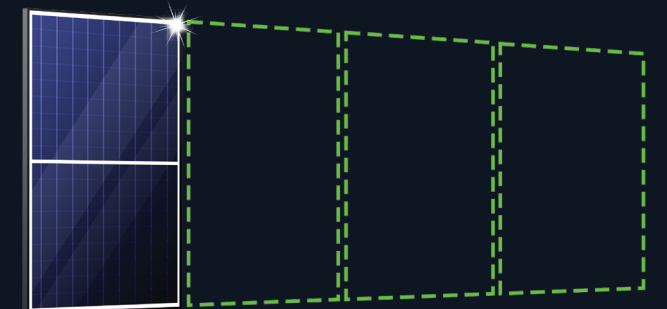
APPLIANCES & DEVICES

Efficient appliances and off-peak usage reduce demand.



Option One Solar, through our sister company Chaparosa Roofing, can also assist with insulation upgrades and cool roof solutions that improve both energy efficiency and financing terms.

To reach **Net Zero** energy or become fully self-sufficient, your solar system must be customized to your exact needs. That's why we go further than basic calculators — we use real data, advanced software, and expert engineering to get it right the first time.



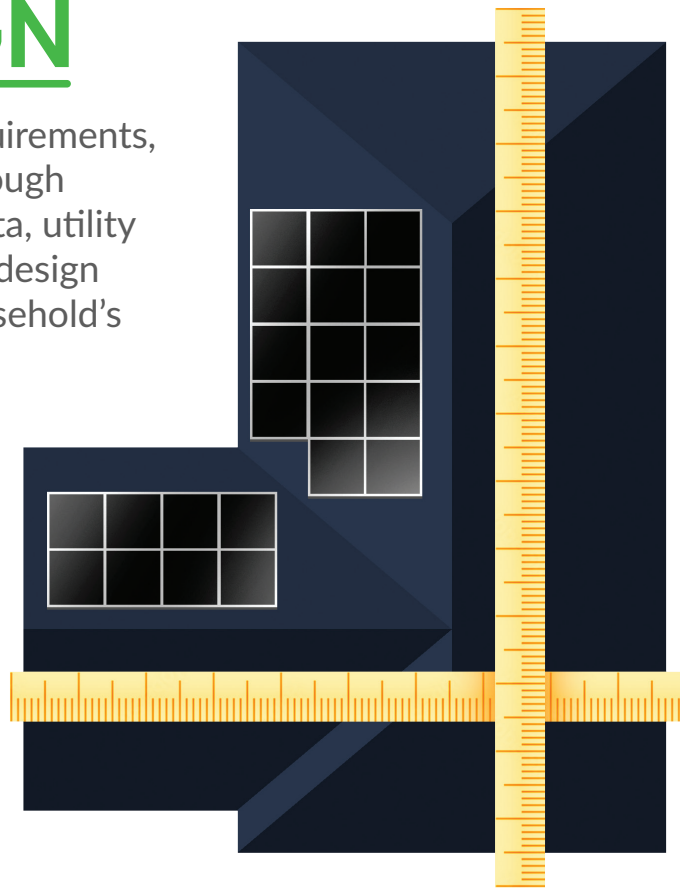
SYSTEM DESIGN

Every home and family has different requirements, which is why we go through such a thorough discovery process—collecting interval data, utility records, and drone mapping—to custom design the perfect system for you and your household’s unique energy profile.

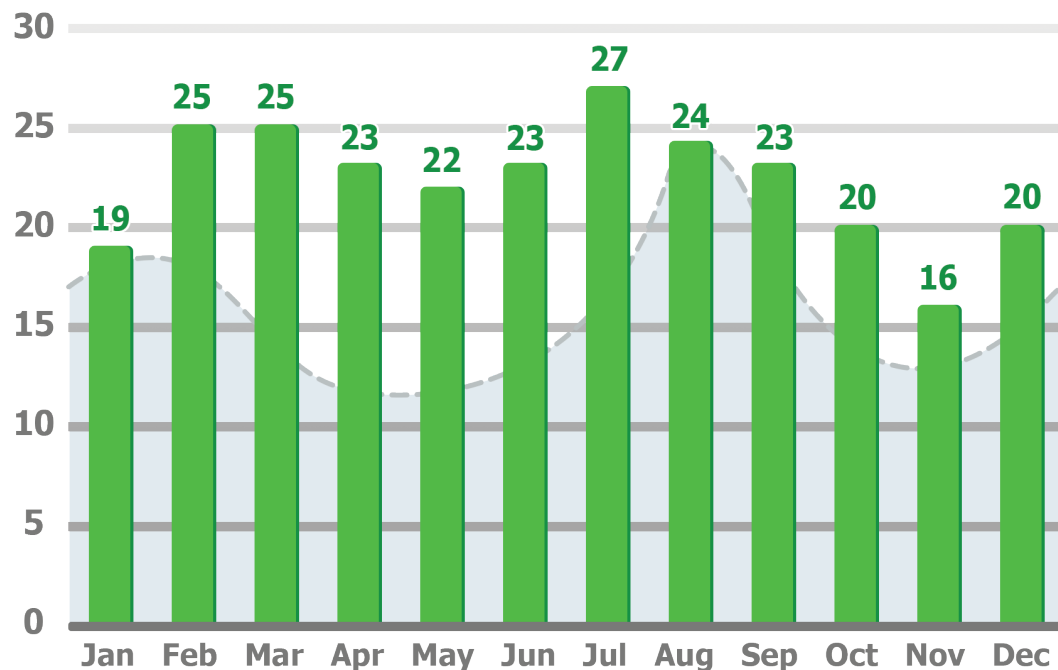
UTILITY RATE PLAN OPTIMIZATION

Solar users are often switched to TOU plans by default, which can carry higher per-kWh costs during peak hours.

With the right battery setup and load shifting strategy, you can bypass those peak charges almost entirely.



■ GENERATION (kWh/day) ■ CONSUMPTION (kWh/day)



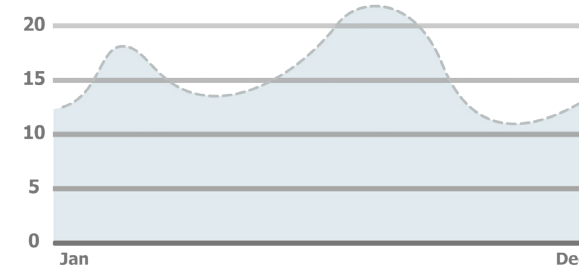
*This is a real graph found in one of our custom solar proposals**

FINANCIAL BENEFIT REPORT

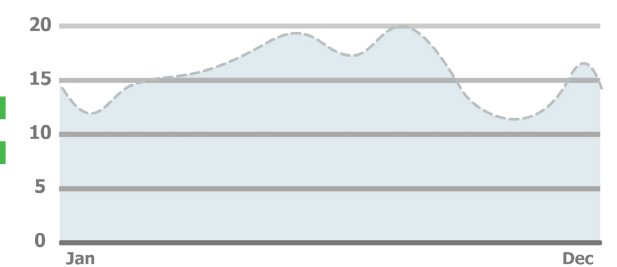
We provide a full financial benefit analysis outlining your projected solar savings compared to staying with the utility company—clearly showing how significant and powerful your customized solar package will be.

Online solar calculators use assumptions and averages—often pulling data from surrounding neighbors—rather than your real usage. These tools are convenient but frequently result in incorrect system sizes. Assumptions rarely get it right unless you happen to be lucky.

YOUR PERSONAL DATA



YOUR NEIGHBORS DATA



We don't rely on luck—we rely on real-time interval data and real-world shading analysis to design systems with precision and confidence. For accurate results and maximum ROI, work with a professional team that understands design, load profiles, and financial optimization.

Option One Solar can provide this service free of charge. Call (855) 502-6363 to get started.



CHOOSING THE RIGHT COMPANY

1. Choose Direct Installers

Only work with solar contractors that install their own systems using in-house crews. This ensures quality, consistency, and direct accountability. At Option One Solar, all installations are performed by our licensed, trained professionals—no subcontractors, no cut corners.

2. Verify Licensing

Every solar contractor and salesperson in California must hold valid credentials. A company must have a current C-10 (Electrical Contractor) or C-46 (Solar Contractor) license, and every rep must hold a Home Improvement Sales (HIS) license. Hiring unlicensed contractors is illegal—and risky for both parties.

You can verify licenses anytime by visiting the California State License Board's official license lookup tool by calling **800-321-CSLB (2752)** or visiting www.cslb.ca.gov/onlineservices/checklicensell/checklicense.aspx



**CHECK A CONTRACTOR LICENSE
OR HOME IMPROVEMENT
SALESPERSON (HIS) REGISTRATION**



ENTER A SALESPERSON'S NAME TO CHECK
THE STATUS OF THEIR REGISTRATION

FIRST NAME:

LAST NAME:

3. Demand Transparency

HIS-licensed brokers or outside sales reps cannot legally represent themselves. By law, anyone selling home improvement services—whether solar, roofing, HVAC, remodeling, or pools—must either be a licensed contractor or a registered Home Improvement Salesperson (HIS) representing a licensed contractor. There is no exception.

Refuse to work with anyone who is not following these laws. Legitimate contractors pay a high price to stay compliant—maintaining licenses, oversight, insurance, and bonding. If your project goes wrong or someone gets hurt, you want to be protected by a contractor who plays by the rules and operates with full legal coverage.

4. Reputation Matters

Look for companies with hundreds of verified five-star reviews and a strong track record of standing behind their systems. Be cautious of fake reviews, and don't be afraid to ask for references—or to look at similar jobs completed by the contractor and see how their experience was.

At Option One Solar, we have thousands of satisfied customers—many of whom are happy to speak with you about their systems and their experience working with us.

5. Experience and Longevity

Only trust companies that have been in business long enough to back a *25-year warranty*. Option One Solar has been operating for over *55 years*. Hundreds of companies have gone out of business in just the last few years, but we're still here because we do the right thing and put our customers first. We also price our systems to ensure we're here for the long haul and can honor every warranty we issue.

Rolling a truck and sending out skilled technicians to troubleshoot and repair systems costs money. Brokers don't have any skin in the game and will never fix your system. The desperate contractors they hire often weren't paid enough to cover future warranty support. So be clear about what you want from your system and your contractor—this is a long-term partnership, and you want one that lasts. We've outlasted every boom-and-bust cycle in solar—and we'll be here if you ever need us.



6. Compare Quotes Properly

It's important to get multiple quotes, but even more important to know how to compare them. After going through the discovery and quote process with Option One Solar, you'll be fully equipped and knowledgeable to compare any type of offer—whether it's a cash deal, financing, lease, or PPA.

Never get lured into a low monthly payment without fully understanding the long-term costs and value. Better yet, never sign another contract without first talking to and comparing it with Option One Solar. We'll help you break down the differences and ensure you get the best deal, not just the cheapest price.

Look beyond price: examine system size (in kW), panel brand, battery type, warranty details, and projected production. A lower price often means a smaller or lower-efficiency system. Option One Solar helps you compare quotes “apples to apples,” so you know exactly what you're getting.

GETTING ACCURATE SOLAR QUOTES

Getting multiple quotes is a smart move—but it only helps if you know how to evaluate them properly. At Option One Solar, we believe in education and transparency, which is why we arm every customer with the knowledge needed to compare apples to apples.

Start by confirming that all quotes reflect:

- System Size (kW) – Are you comparing equal system sizes?
- Panel Quality – Are the panels Tier 1, with strong warranties?
- Battery Storage – What kind, how many, and how long do they last?
- Warranties – Does the quote cover product AND labor? For how long?
- Expected Output – Does the proposal show year-by-year projections?
- Installer Credentials – Who’s actually doing the work?

If any of these items are missing or vague, that’s a red flag.

We recommend getting at least three quotes—but more importantly, take those quotes to someone you trust. Our team will gladly review competitor quotes with you and show you what’s missing, what’s misleading, and where the value truly is.

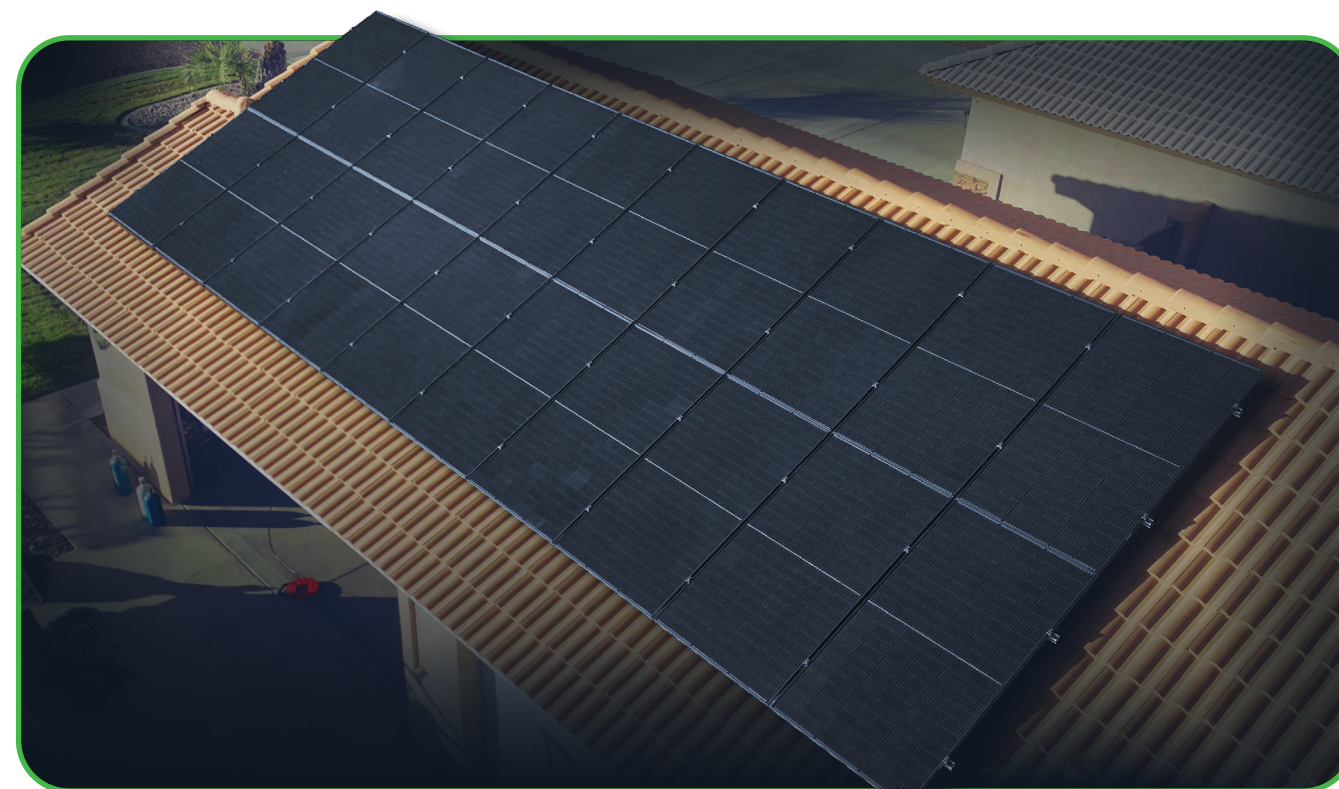
A QUALITY QUOTE WOULD INCLUDE:

INFORMATIVE

- ✓ SIZE
- ✓ QUALITY
- ✓ STORAGE
- ✓ WARRANTY
- ✓ OUTPUT
- ✓ CREDENTIALS

MISLEADING

- ✓ SIZE
- ✓ QUALITY
- ✓ STORAGE
- ✗ WARRANTY
- ✓ OUTPUT
- ✗ CREDENTIALS?



At Option One Solar, we often discover that competitors:

- Undersize systems to lower the price (but cost you more long-term)
- Use generic or unproven equipment
- Don’t include batteries or charge excessive premiums for them
- Avoid warranty details
- Subcontract installations without telling the homeowner

We’ve seen it all—and we’ll help you spot it, too. Get your quote from Option One Solar first or last, just don’t sign until you’ve compared with us.

We’ll give you honest feedback—no pressure, no games, just clarity.

Great quality customer service, expert workmanship, and aftercare support all carry real value. So when you’re reviewing lower quotes, always keep this timeless advice in mind:

“The bitterness of poor quality remains long after the sweetness of low price is forgotten.”

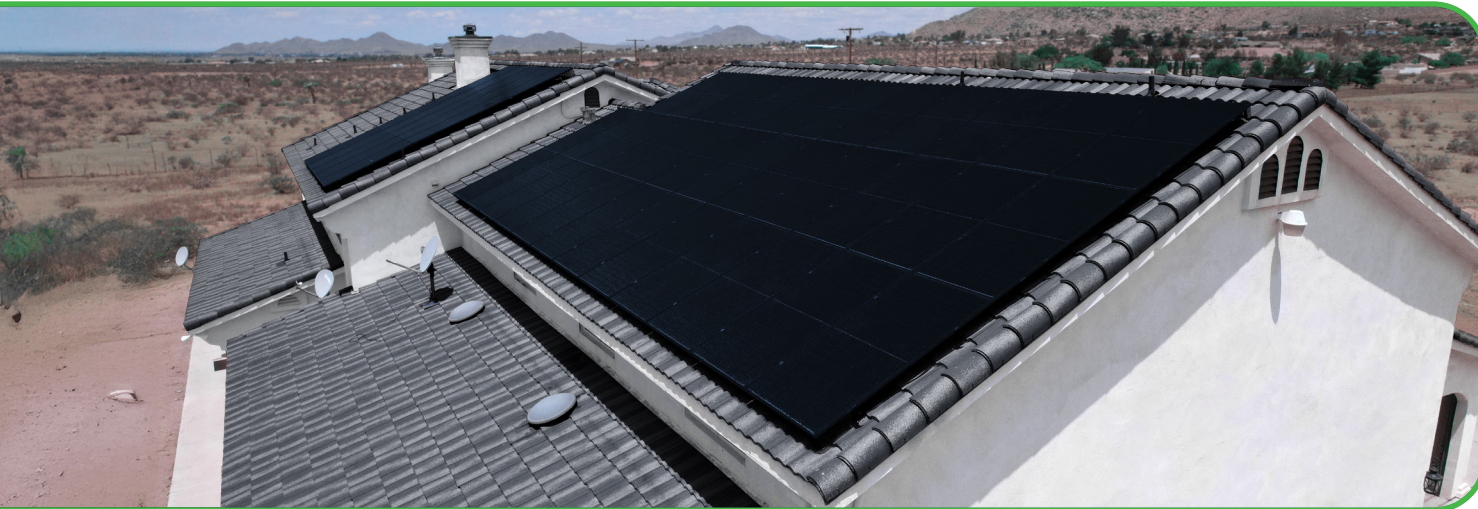
—Benjamin Franklin



FINANCING OPTIONS

Some families can qualify for **solar battery rebates** through the **SGIP program** (*Read ahead for details*). While the energy from the sun is free for everyone, the solar panel system itself will cost money to purchase and install. If you want to use solar in your home, there are a few ways you can go solar with no money out of your pocket. The good news is that **monthly payments for solar are lower than electricity bills** in most cases.

Let's go over the financing options for solar:



CASH PURCHASE

If you want to take advantage of all of the government incentives available for those who adopt solar energy, you need to own your solar & battery system. There are two ways to pay for a new solar system if you want to own it: an upfront cash purchase or a solar loan.

A cash purchase is the best way to maximize your savings from solar energy. If the system is designed to generate 100% of your electricity needs, then you are essentially purchasing 25 years of guaranteed electricity with one payment.

Electric utility companies have raised their rates over the last 20 years. Over the last 10 years, rates have increased 40-60%. With a solar purchase, you're protected from these unpredictable electricity rate increases, and you'll receive all of the incentives and rebates from state and federal programs.

If you can afford it, a cash purchase of solar may actually produce a better overall return on your investment than if you had invested in the stock market!

SOLAR LOAN

The second, and most popular way to **own a solar & battery system**, is purchasing with a solar loan. Solar loans are the most popular way of financing solar systems because you can own your system with all of the benefits for no money down. Usually, the monthly payments on these loans are lower than the monthly electricity bills.

If you can afford your monthly electric bills, you can afford a lower payment to go solar.

Option One Solar has many financing partners we collaborate with to provide flexible options and bring our customers the lowest rates available.

With solar loans, homeowners can still take advantage of **OWNERSHIP**. You can still leverage the government incentives and rebates with a solar loan because you will own your solar panels. The loan will end up being slightly more expensive than a one-time cash purchase, but the system will still pay for itself in about 4-6 years.



Call us at (855) 502-6363 to clarify the SGIP program!

SGIP REQUIREMENTS

SGIP may cover part of or even the entire cost of a system for those who qualify!

Ways to Qualify:

- "Categorical eligibility" through CARE, FERA, or Energy Savings Assistance Program (only with a previously proven income qualification)
- Your home must be located in a Tier 3 or Tier 2 high-fire threat zone.
- Your power was cut off for safety reasons twice before. You must also have one of the following: A life-threatening condition as a result of a power loss, rely on electric pump wells for your water supply, or be a Medical Baseline customer.

LEASE & PPA vs. OWNERSHIP — THE TRUTH ABOUT LONG-TERM COSTS

Leases and PPAs often sound attractive because they advertise low upfront payments and a 25-year warranty (including the battery). But here's what they don't tell you:

- Lease/PPA: 25 years, workmanship, all equipment, including the battery.
- Ownership:
 - 25 years on workmanship and solar panels
 - 10 years on inverters and batteries
 - In 10 years, an inverter + battery is projected to cost less than \$2,000 with better, modern technology, and the lease/PPA would cost you \$100k more over 25 years.

The "extra protection" of a lease or PPA is mostly marketing. You still get long warranties with ownership, & future equipment costs will be minimal compared to paying higher energy rates.

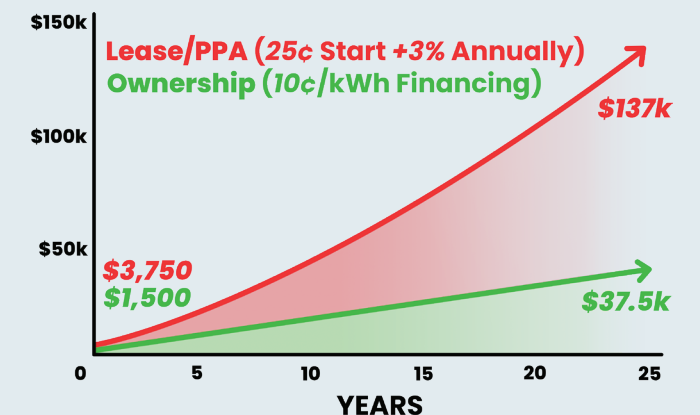
COST PER KILOWATT-HOUR WITH SOLAR AND BATTERY

- Cash purchase: as low as 5¢/kWh — never increases
- Financing: as low as 10¢/kWh — never increases
- Lease/PPA: average 25¢/kWh — 3% annual increase

Over 25 years, you could be spending an extra \$100,000 with a Lease or PPA.

Why spend \$100k extra for little to no ROI?

25-YEAR COST EXAMPLE (15,000 KWH/YEAR USAGE)



THE BOTTOM LINE

Leases and PPAs should only be considered if cash or financing isn't possible. They may start out looking cheaper, but over time, they become the most expensive way to go solar.

Ownership locks in energy costs at a fraction of the price, delivering the best long-term ROI.

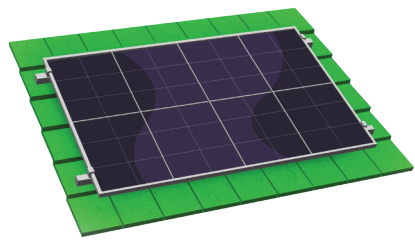
INSTALLATION OPTIONS

Once you've selected the right system design and financing option, the next step is professional installation. Option One Solar offers multiple installation options—each engineered to maximize efficiency, durability, and return on investment.

PRO INSTALLATION

With Option One Solar, you receive a custom-designed system installed by our licensed, in-house electricians and roofing teams. We never subcontract solar installations. Our quality control is unmatched because our own teams are trained to our high standards.

We also operate a full-service fabrication division for structures like custom carports, ground mounts, and superstructures. From design and engineering to excavation and installation, every phase is handled by Option One Solar professionals.



ROOF MOUNT

Ideal for most homes. We install on composition shingles, flat roofs, tile, and metal with minimal disruption. Every roof type is properly sealed and flashed for long-term reliability. Before installation, we thoroughly inspect your roof to ensure it's in suitable condition for solar. If any issues are found, our sister company—Chaparosa Roofing—is ready to assist with expert repairs or replacements, ensuring your system is built on a solid foundation.

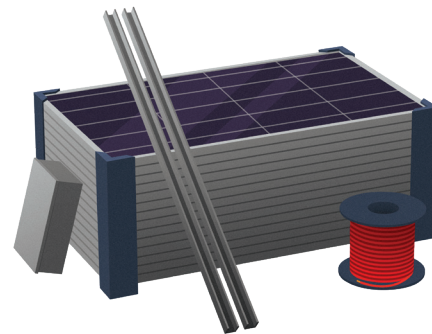


GROUND MOUNT

For properties without optimal roof space or customers who prefer not to install on their roof. We use bifacial panels to generate up to 30% more power, installed on 4-foot ground screws or concrete footings.

WHEN YOU CHOOSE US, YOU BENEFIT FROM:

- Over 55 years of electrical & structural expertise
- Licensed & insured installation teams
- In-house fabrication of solar carports and superstructures
- Full permitting & inspections handled for you
- System commissioning and monitoring setup



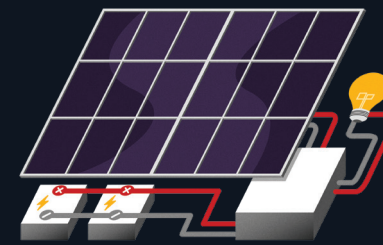
DIY SOLAR PACKAGE

While we recommend professional installation for safety, performance, and warranty protection, we do offer DIY solar kits for experienced electricians or confident do-it-yourselfers.

We'll provide everything you need: system design, engineered plans, hardware, interconnection support, and even troubleshooting help during installation.

DIY systems still qualify for the federal tax credit—but it's your responsibility to follow local codes and ensure a safe, compliant install.

EQUIPMENT OVERVIEW



At Option One Solar, we only use equipment from the most bankable, established manufacturers—those with the financial strength and longevity to honor 25+ year warranties. Every component we install is carefully selected for performance, reliability, safety, and long-term value.

CORE COMPONENTS OF A SOLAR ENERGY SYSTEM

1. SOLAR PANELS

We exclusively install Tier 1 solar panels from industry-leading manufacturers with over 50 years of market presence and multi-billion dollar market caps. These panels carry **25–30 year product warranties** and **30-year performance guarantees**, ensuring dependable output even decades down the line.

We avoid brands that are new to market, undercapitalized, or focused solely on panels. If they disappear, your warranty is worthless. With Option One Solar, you get proven hardware backed by brands that will be around to support you.

2. BATTERY BACKUP / ENERGY STORAGE (ESS)

All of our battery systems use **LFP (Lithium Iron Phosphate)** chemistry for maximum safety and performance. LFP is thermally stable, non-toxic, recyclable, and designed to avoid thermal runaway—unlike older lithium-ion technologies that use cobalt, manganese, or nickel. Batteries allow you to store excess solar power and use it:

- At night or during low production periods
- During peak TOU hours, to avoid high rates
- During blackouts or grid failures

We only install systems where the **battery, inverter, and transfer switch** are **fully compatible**—ensuring seamless performance, app-based monitoring, and streamlined commissioning.

3. INVERTER + TRANSFER SWITCH

The inverter is what converts DC solar energy into usable AC electricity for your home. At Option One Solar, we only use the world's top bankable inverter brands—those that have proven themselves through millions of successful deployments. These brands offer integrated solutions where the **battery, inverter, and transfer switch** all work together seamlessly in one package.

We've tested nearly every battery and inverter combo on the market and narrowed our selection to three of the most reliable brands. These systems rarely fail, offer exceptional customer support, and have user-friendly apps for real-time control and monitoring of your battery, energy usage, and solar production. Most importantly, they're backed by manufacturers that will still be around to honor their warranties—giving you confidence and peace of mind.

Your system will also include an **automatic transfer switch** to detect outages and switch to backup power in milliseconds when needed.

4. RACKING & MOUNTING SYSTEM

We use the strongest, most reliable racking systems available. Whether your panels are going on a roof, ground mount, or superstructure, our racking is engineered for wind, snow, seismic, and corrosion resistance—built to last decades.

5. MONITORING & CONTROL

All of our systems include full production and consumption monitoring—viewable from your smartphone or computer. You'll be able to see in real time how much power you're generating, consuming, storing, and exporting. Many systems also come with customizable features, such as load prioritization and remote diagnostics.

All of our systems also come with **Storm Watch**—a smart feature that automatically prepares your battery to reserve power when a storm is detected, helping ensure you're protected in the event of a grid outage.



INSTALLATION PROCESS

Once you've selected your solar package, signed your agreement, and approved the final design, the installation process begins. Here's what to expect—every step handled by Option One Solar's in-house experts.

1

SITE ASSESSMENT – 1 DAY

At Option One Solar, we start with a boots-on-the-ground approach. Our team visits your property in person to take final physical measurements and perform precision drone scans. This ensures that every part of your solar system—panels, inverters, batteries, and layout—fits exactly as planned, with no surprises.

Most companies rely heavily on outdated satellite imagery, which can miss newly built structures, recently removed trees, or other important changes. When they guess wrong, your system ends up underperforming—or the plan gets delayed during inspection. We never leave it to chance. We make sure our digital design reflects the real-time physical property and shading environment.

This step confirms all design specifications—ensuring the layout matches your roof, shading, and equipment placement perfectly.

2

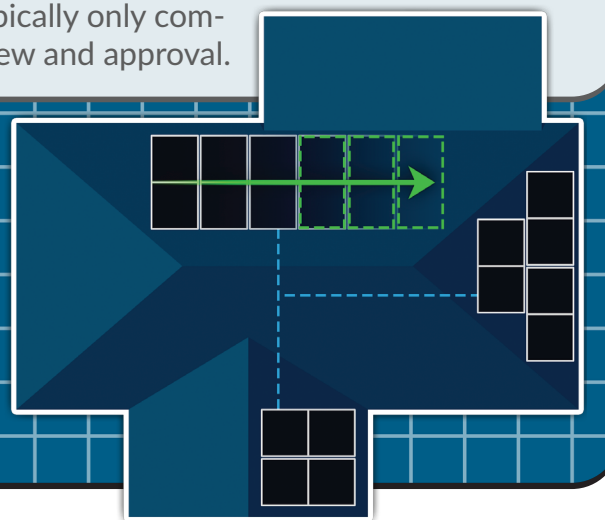
SYSTEM PLAN FINALIZATION – 1-2 WEEKS

Using the data from your site visit, we complete your final system plans for permit submission. This includes electrical diagrams, structural engineering, and your final solar layout.

3

CUSTOMER APPROVAL – 1-2 DAYS

You will review and approve the finalized plan design and all equipment locations. If the homeowner is part of an HOA, the homeowner will have to submit a copy of the plans to the HOA directly. Option One Solar can help prepare anything needed for the submission, but HOAs typically only communicate with homeowners for final review and approval.



4

PERMITTING – 1-6 WEEKS

We handle everything with your local city or county building department. Since we've been working in many Southern California jurisdictions for years, we know the permitting rules and procedures for each one—and we can often get plans approved faster. Larger systems over 10kW, ground mounts, carports, or complex battery installations may take a bit longer, but we always aim to keep things moving swiftly and efficiently.

SolarAPP+ (Solar Automated Permit Processing Plus)

Permitting times typically take 1-6 weeks, depending on your local permitting office. In jurisdictions using SolarApp+, we've had permits approved as quickly as 1 day. SolarApp+ allows for streamlined digital permitting.

5

INSTALLATION – 1-3 DAYS

Once permits are issued, we schedule your installation. Roof-mounted systems typically take 1-2 days. Ground mounts may require more time for trenching and footings.



6

CITY INSPECTION – 1-3 DAYS

After installation is complete, the city or county inspector will review and approve the work for code compliance.

7

UTILITY INTERCONNECTION & PTO – 1-3 WEEKS

We submit your final documents to the utility for Permission to Operate (PTO). Once approved, your system is energized and starts powering your home.

INSTALL DAY & FINAL ACTIVATION (PTO)

The day your solar system is installed is the most exciting part of the journey—but it's just the beginning of your energy independence.

WHAT TO EXPECT ON INSTALL DAY

Our crew will arrive on time, and the team lead will introduce themselves and the crew to you. They'll walk you through the day's plan and begin by prepping your roof or ground space. For roof-mounted systems, we'll inspect and secure all mounting areas. For ground mounts or carports, we'll begin trenching and setting the structural foundation.

Then we proceed with:

- Panel installation and wiring
- Mounting of the inverter, battery, and system controls
- Connecting your system to the main service panel
- Testing all components for safety and performance

For most standard roof systems, installation is completed in **1-2 days**. Larger or more complex systems may take **3-5 days**, especially if structural footings or trenching are required.

Our goal is to leave your property cleaner than we found it—and make sure you're comfortable and confident before we wrap up. We'll explain what was installed, how to monitor your system, and what to expect next. Our end goal is a 100% exceptional customer experience from start to finish.

FINAL INSPECTION & UTILITY ACTIVATION

Once installation is complete, we schedule a **final inspection** with your local city or county. This ensures everything meets code and complies with the approved permit plans.

After passing inspection, we request **Permission to Operate (PTO)** from your utility provider. This is the final green light to energize your solar system. Depending on your utility's timeline, PTO can take anywhere from **1 to 3 weeks**, though many are processed sooner.

Once PTO is granted:

- Your system is turned on
- Monitoring is activated
- You start generating your own clean energy

We'll confirm everything is working properly and answer any final questions.

SITE ASSESSMENT:	1 DAY
PLAN FINALIZATION:	1-2 WEEKS
CUSTOMER APPROVAL:	1-2 DAYS
PERMITTING:	1-6 WEEKS
TYPICAL INSTALL:	1-2 DAYS
LARGER INSTALL:	3-5 DAYS
INSPECTION:	1-3 DAYS
OPERATION:	1-3 WEEKS
PROJECT COMPLETION:	~30 DAYS

SOLAR WARRANTIES & SYSTEM PROTECTION

Investing in solar is a long-term decision—and **warranty coverage is your safety net**. At Option One Solar, we go far beyond standard guarantees to ensure your investment is protected from day one through year 25 and beyond.

MANUFACTURER EQUIPMENT WARRANTIES

All major components in your solar system are backed by manufacturer warranties:

- **Solar Panels:** 25-30 year product warranty + 30-year performance guarantee
- **Inverters:** 10-25 years, depending on brand (most can be extended)
- **Batteries:** 10-25 years depending, on brand (most can be extended)
- **Racking & Mounting:** 25 years or longer, built for decades of structural support

We only install equipment from **Tier 1, bankable manufacturers**—companies with decades of success, strong market capitalization, and a proven record of honoring warranties long-term.

OPTION ONE SOLAR'S 25-YEAR 6-POINT WARRANTY

We back our work with one of the strongest workmanship warranties in the solar industry. Our **6-Point 25-Year Warranty** covers:

1. Solar Panels
2. Inverter
3. System Performance
4. Racking & Mounting
5. Roof Penetration & Integrity
6. Labor & Workmanship

Most solar companies only cover labor for 1-10 years. **We cover all labor and system workmanship for a full 25 years**—because we expect to be around to honor it. And we always will be.

UP TO
25
YEARS

FULL-SYSTEM WARRANTY
MADE EASY BY
1 POINT OF CONTACT

FULL-SYSTEM COVERAGE, ONE POINT OF CONTACT

If you ever have an issue, you won't be bounced between manufacturers or third-party installers. Option One Solar handles all warranty coordination directly, so you have a **single point of contact** for everything related to your system's performance and protection.

We don't just install systems—we stand behind them.



SYSTEM SUPPORT, MAINTENANCE & PANEL CLEANING SERVICES

As the solar and roofing industries continue to shift, many contractors have gone out of business, leaving thousands of residential and commercial customers without support or service. These orphaned systems are often underperforming, poorly maintained, or have no one to turn to when issues arise.

We've stepped in to fill that gap.

OPTION ONE SOLAR & CHAPAROSA ROOFING NOW OFFER:

- Full-service troubleshooting and technical support
- Operations & Maintenance (O&M) service agreements
- Roof inspections and system performance evaluations
- Stand-alone solar panel cleaning services
- Annual maintenance contracts for solar and roofing

These services are available to all residential and commercial customers, including:

- Option One Solar and Chaparosa Roofing clients, and
- Customers whose original installers or contractors are no longer in business

ANNUAL MAINTENANCE CONTRACTS INCLUDE:

- Multiple solar panel cleanings per year
- Roof and electrical system inspections
- Main service panel check and re-torque
- Inverter diagnostics and performance monitoring
- Priority scheduling and discounted service calls

NEED SERVICE OR PRICING?

To request a one-time service or sign up for an annual solar or roofing maintenance plan, contact our Support Team for current pricing and availability.

Let us help you protect your investment – whether we installed it or not.

IMPORTANT NOTE FOR EXISTING CUSTOMERS:

All systems installed by Option One Solar and Chaparosa Roofing include warranties for workmanship and material defects. However, the following routine maintenance services are not included under warranty:

- Panel cleaning
- Roofing inspections & maintenance
- Electrical system tune-ups & inverter checks

These services must be scheduled separately. To ensure peak performance and long-term system health, we strongly recommend enrolling in a preventative maintenance plan.

SYSTEM MONITORING

Every Option One Solar system comes with smart monitoring tools that allow you to track:

- Solar power generation
- Battery storage and discharge
- Your household power consumption
- Grid interaction (import/export)

You can access your monitoring dashboard from your phone, tablet, or computer at any time. If your system encounters any issues—like a drop in production, communication failure, or equipment error—you'll be alerted. In most cases, so will we.

Customers are responsible as the **primary monitoring failsafe** for their system. It's essential to remain engaged in reviewing your system's performance—comparing production and consumption to ensure everything is working within expected parameters. Option One Solar serves as the secondary failsafe.

We are in this together—collaborating as partners—and that means both sides play a role in system success.

SERVICE & SUPPORT YOU CAN COUNT ON

If your system ever needs troubleshooting, maintenance, or upgrades—we're here.

We provide:

- Warranty repairs and manufacturer coordination
- Post-installation inspections and diagnostics
- Battery and inverter upgrades
- Panel removal and reinstallation if roofing work is needed
(we also offer professional roofing upgrades through our in-house team, Chaparosa Roofing)
- Help with insurance claims for storm or impact damage

We've been in business for over 55 years, and we stand behind everything we install. We don't just offer support—we invest in it. You can always count on Option One Solar to be your long-term partner in energy.

For the fastest service or support, contact us at
support@optiononesolar.com
or call us directly at
(855) 502-6363



SOLAR POWER RATINGS

When it comes to understanding your solar investment, one of the most overlooked factors is the difference between what companies promise and real-world performance. At Option One Solar, we build our systems to match real usage, not inflated lab conditions or one-size-fits-all software estimates.

THE TRUTH ABOUT SOLAR RATINGS

Most solar companies will quote you a number based on what's called a "nameplate rating" (basically the panel's output under perfect lab conditions). But your home isn't in a lab. Sunlight varies, temperatures rise, shade shifts, roofs tilt differently, and real-world conditions always reduce actual output. That's where most companies fall short—they don't account for the real-life variables that make or break your system's performance.

MOST COMPANIES USE BEST-CASE SCENARIOS

Typical solar sales reps use quick software that averages usage from surrounding homes, assumes a south-facing roof, and ignores shade from trees or buildings. These "standard estimates" often overpromise production by 10–30%. In other words, you're being sold a system that may not do what you think it will—especially under NEM 3's time-of-use rules.

That's not how we operate.

WHAT IS A SOLAR RATING?

Solar PV (photovoltaic) panels are classified by the amount of power they produce under specific conditions, which becomes their "rating."

The most common ratings used in the solar industry are:

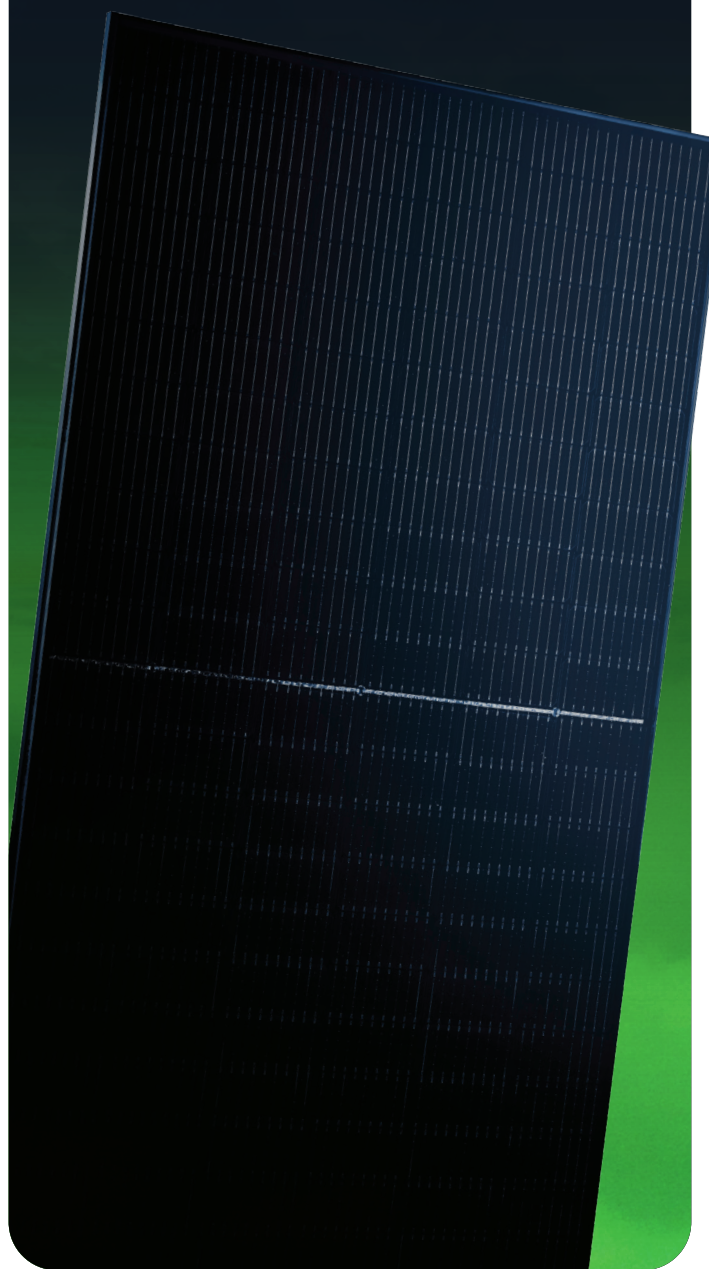
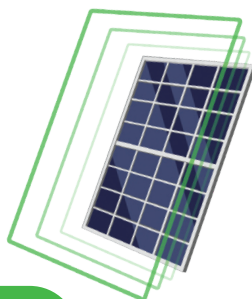
- Peak/STC: Standard Test Conditions
- PTC: PVUSA (*Photovoltaics for Utility Scale Applications*) Test Conditions
- CEC-AC: California Energy Commission's AC Production Rating
- AC System Rating: Real-world alternating current output

STC Rating represents optimal performance—1000 W/m² sunlight, 77°F cell temperature, and clear skies. These are lab conditions and rarely reflect your actual property.

PTC Rating is more realistic: 1000 W/m², 68°F ambient air (which equates to hotter cell temperatures), and 1 m/s wind. Still DC-based and doesn't account for inverter losses.

CEC-AC includes inverter loss and is closer to real production.

The most realistic is the **AC System Rating**, which factors in shading, dirt, wiring losses, local conditions, and more.



PERFORMANCE TODAY, TOMORROW, AND BEYOND

WHY OPTION ONE SOLAR'S RATINGS ARE MORE ACCURATE

We don't use assumptions—we use:

- Real-time interval usage data
- Drone-based on-site shading analysis
- Proprietary software accounting for 16+ loss factors:
 - Azimuth and tilt
 - Shade and obstructions
 - Inverter and wiring losses
 - Local temperature and weather
 - Hourly usage patterns

This ensures your system is sized right, priced right, and performs right.

REAL-WORLD PERFORMANCE: 10X LESS COST, 50% MORE POWER

We service all of California—from overcast coastal regions to sun-scorched deserts. In Southern California beach areas, marine layer and cloud cover can reduce production significantly. In the Inland Empire, High Desert, and Low Desert regions, we face extreme heat, freezing temperatures, and high winds. We're also licensed in Nevada and Arizona, where solar systems must be designed to perform in some of the most demanding environmental conditions in the country.

Most companies fail to account for these variations, and their production estimates fall far short of reality. We've reviewed competitor quotes that were off by as much as 50%—which could make the system counterproductive for the customer.

At Option One Solar, we understand how to properly size, locate, and engineer a system based on your exact conditions. We don't guess—we calculate, validate, and deliver energy systems that work from day one. We are not claiming to be perfect—but if something isn't right, we make it right.

Our systems are engineered to generate **up to 50% more power** than competing designs—while still costing **up to 10X less** than staying with your utility. That means more energy, more savings, and a far higher return on investment.

We don't overpromise—we **overdeliver**.

SOLAR QUESTIONS & ANSWERS

This section answers the most common questions homeowners have about going solar. From costs and savings to performance and installation, here's everything you need to know to make an informed decision about solar energy.

WHY SHOULD I GO SOLAR?

Solar allows you to take control of your electricity costs and eliminate your dependency on utility companies that raise rates by an average of 7.2% per year. Solar is not just cheaper—it's dramatically cheaper, done right. In fact, most systems we install are 8 to 11 times lower in cost than paying the electric company over the next 25 years.

With Option One Solar, you're not just buying equipment—you're investing in a system custom-built for long-term savings, performance, and durability. We design it right the first time, and we stand behind it if something goes wrong. Solar gives you the opportunity to permanently lower or eliminate your electricity bill, protect yourself from utility rate hikes, and make an investment that delivers returns up to 1100% over 25 years. With Option One Solar, your system is custom-designed for your home and usage—so it's done right the first time.



IS SOLAR ENERGY FREE?

Despite what some companies advertise, solar is not free. Most "free solar" offers are actually Leases or PPAs (Power Purchase Agreements)—which are forms of financing.

Currently, the SGIP incentive program remains the only legitimate path to a no-cost solar + battery system for qualifying customers.

HOW MUCH DOES SOLAR COST?

The cost of getting solar depends on your energy usage and system size. Typically, a 10kW solar + battery backup system costs around \$30,000.

Financing options are available, and just like any loan, they include interest and some fees.

ARE SOLAR PANELS WORTH IT?

Absolutely. Even with a battery system, solar remains 8-11 times less expensive than paying \$200k to \$350k in utility bills over the next 25 years and beyond. That means an 800% to 1100% cost advantage—making it one of the smartest financial decisions a California homeowner can make.

WILL SOLAR INCREASE MY HOME VALUE?

Yes! Homes with solar—especially those with battery backup—typically sell faster and for more money. Buyers value energy independence and lower bills.

Many of our customers recouped their full investment (or more) when they sold their homes.

HOW MUCH WILL I SAVE?

If you keep paying the utility companies \$300/month with yearly rate hikes of 7.2%, you'll hand them over **\$300,000** in the next 25 years, effectively throwing that money away...

Or you can spend \$30k on a solar & battery system today and lock in returns as high as 800% to 1100%!

Even better: If you invested the same \$300/month you already waste on power, plus another \$300 into a high-yield savings account that compounds 10% per year, you'd have nearly **\$800,000** in 25 years.

The choice is simple: You can keep bleeding cash into the utility company's pocket — or flip that same money into your own long-term wealth. Solar isn't an expense. It's your retirement plan.

HOW DOES SOLAR WORK?

HOW DO SOLAR PANELS WORK?

Solar cells within each panel convert sunlight into direct current (DC) electricity. Inverters convert that DC into usable alternating current (AC) electricity for your home. If you want full energy independence, a battery stores excess energy to be used at night or during outages.

WHAT HOLDS THE PANELS IN PLACE?

Solar racking systems anchor your panels securely to your roof or ground mount structure, ensuring wind, rain, or seismic conditions don't compromise performance.

HOW BIG & HEAVY ARE SOLAR PANELS

Most modern panels are approximately 3.25 ft x 5.5 ft or 3.95 ft x 6.5 ft, weighing between 40 and 60 lbs. Actual dimensions depend on the manufacturer and model.

DO PANELS WORK AT NIGHT OR IN BAD WEATHER?

Panels do not generate electricity at night. That's why battery backup is critical. On cloudy or rainy days, production drops to 10-20% of normal levels. In snowy climates, panels must be kept clear of snow for continued performance.

DO I NEED A BATTERY?

Yes. Under California's NEM 3 policy, almost all systems will require a battery to store excess solar energy for use later in the day—especially during peak time-of-use hours. Without a battery, you'll lose out on most of your system's value. Batteries allow you to control your energy and maximize savings.

CAN SOLAR WORK IN A BLACKOUT?

Only if you have a battery backup. Without a battery, your system will shut off for safety reasons during an outage. With a battery, your home will remain powered.

WHAT INCENTIVES ARE AVAILABLE?

The Federal Solar Tax Credit (ITC) currently allows you to deduct 30% of your system cost from your federal taxes. However, this incentive **expires at the end of 2025** due to recent legislation (*the Big Beautiful Bill*). To qualify for the 30% credit, your system must be installed and operational by **December 31, 2025**.

Additional state, local, and manufacturer incentives may be available—especially when you use American-made products. **Leases or PPAs do not qualify homeowners for the Federal Tax Credit**, but they often include 100% maintenance and warranty coverage for up to 25 years, which can offset the lack of tax benefits when priced reasonably (see the Lease and PPA sections).

DO I PAY TAXES ON SOLAR ENERGY?

No. The energy you generate is **not taxed**. Additionally, **California does not increase your property taxes when you add solar**.

HOW DO I FILE FOR INCENTIVES?

Option One Solar provides all the documentation you need to claim your Federal Tax Credit.

We strongly recommend speaking with your tax advisor for details specific to your situation.

WHEN DO I GET MY CREDIT?

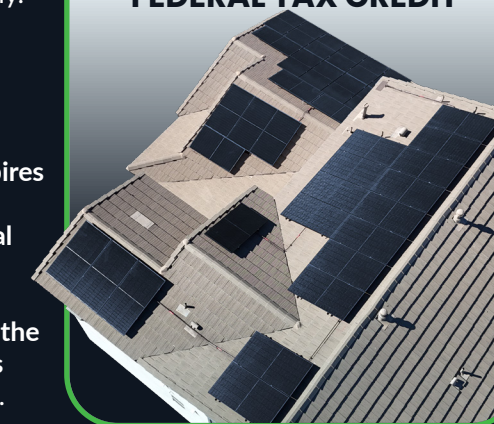
The ITC applies to the tax year in which your system is installed. It reduces the taxes you owe or increases your refund accordingly.

HOW LONG WILL THE INCENTIVES LAST?

The **30% Federal Tax Credit expires on December 31, 2025**. After this date, there will be no federal tax credit available unless new legislation is passed. If you are considering solar, **acting before the deadline ensures you don't miss out on this significant incentive**.

INSTALL A SYSTEM BY
DEC 31ST, 2025 FOR THE

30%
FEDERAL TAX CREDIT



SOLAR QUESTIONS & ANSWERS

INSTALLATION & ELIGIBILITY

CAN I PUT PANELS ON MY ROOF, GARAGE, OR CARPORT?

Yes. We custom-design systems for every type of structure—whether roof-mounted, ground-mounted, or carport.

WHAT HOLDS THE PANELS IN PLACE?

Solar racking systems anchor your panels securely to your roof or ground mount structure, ensuring wind, rain, or seismic conditions don't compromise performance.

WILL I STILL HAVE AN ELECTRIC BILL?

You may still pay a connection fee to the utility—typically \$12–\$24/month—but your energy charges should be offset or eliminated. Most times, our systems overproduce, and you will not even have this fee, but that's not a guarantee.

WHAT IS NEM (NET ENERGY METERING)?

Under NEM 3 (Net Billing), excess energy sent to the grid earns credits worth 75% less than previous programs. Basically, you're selling at wholesale rates of less than .03 cents, so you want to store energy and use it when it's worth .70 cents or more. A battery allows you to use that energy directly, maximizing your savings.

HOW MANY PANELS CAN I HAVE?

We'll size the system to match your usage. Because we use premium technology, we often need fewer panels to meet your energy needs compared to our competitors.

CAN I INSTALL SOLAR ON A MOBILE HOME?

Yes. We've installed systems on private mobile homes and in park units regularly, as long as structural engineering confirms stability.



HOW IS THE SYSTEM CONNECTED?

Solar is connected to your main service panels; in priority, solar powers your home first. Extra energy flows to the battery or, if full, out to the grid. During the night or outages, your battery supplies energy to your home.

WILL MY INSURANCE GO UP?

Usually not. From thousands of customers, we've seen very minimal increases—typically under \$100/year for larger systems.

HOW DO I KNOW MY ENERGY USAGE?

We can usually retrieve your usage data directly through the utility's API. If that's not possible, we can work from your recent electric bills. Ideally, 12 months of usage gives us the most accurate projection.

If you don't have a full history, we'll work together to estimate your future energy use based on your home size, number of occupants, appliances, devices, EVs, AC usage, and lifestyle. This is a projection based on our decades of experience—it won't be perfect, but it will be tailored to your situation to design the right system for your needs.

DO NEM CREDITS CARRY OVER?

Under NEM 3, excess credits are cashed out monthly at low wholesale rates. Overbuilding your system is okay—better to have more than not enough. NEM 1 and 2 customers on annual billing retain credit rollover benefits. We have never had a customer tell us they wish they had gotten less solar!

LIFE WITH SOLAR

IS THE SYSTEM HARD TO USE?

Not at all. Every system comes with a user-friendly app so you can monitor production and consumption in real time.

DO PANELS PROTECT MY ROOF?

Yes. Panels act as a barrier to sun, rain, hail, and wind—actually prolonging the life of the roof underneath.

WHAT ABOUT MAINTENANCE?

Solar systems are mostly maintenance-free. In desert areas, occasional rinsing with water helps. Never use soap. We offer panel cleaning and annual maintenance contracts. (Pg. 21)

WILL I NOTICE WHEN MY HOME SWITCHES POWER SOURCES?

Not likely. Most transitions between solar, battery, and grid are seamless. Only non-backup appliances may briefly shut off if not planned correctly. If you have a whole home backup, you will likely not even know power went out until your app alerts you of the power outage.

WHAT IF MY ROOF HAS ISSUES?

Option One Solar also offers in-house roofing services with Chaparosa Roofing. We'll inspect and, if needed, repair or replace your roof before installation. Roof improvements can be rolled into your solar financing at a lower interest rate than standalone roof financing.

WHEN DO PANELS PRODUCE BEST?

Solar produces more in the summer with longer daylight hours and clearer skies. However, usage also increases in summer due to A/C—so it's important to size the system correctly.

HOW LONG WILL MY SYSTEM LAST?

Panels typically last 30+ years. Inverters and batteries may require replacement after 10–25 years. Our 25-Year 6-point warranty covers almost everything, including labor and roof penetration.

WHAT ABOUT SHADE?

We perform a shading analysis before every install. If trees block sunlight, trimming or removal may be required if we can not find a suitable unshaded position.

FINANCIALS & NEXT STEPS

CAN I AFFORD SOLAR?

Yes. If you can pay your electric bill, you can afford solar. We help you shift your payment from utility to solar, at a lower cost and higher return. Remember 8-11 times less over time.

WHEN ARE PAYMENTS DUE?

For cash: \$1,000 or 10% deposit (whichever is less, per CA law), then milestone payments at plan approval, install start, and final inspection.

For financing, payment starts 3-6 months after installation, depending on the finance company. up to 1 year in some cases.

WHAT ABOUT PERMITS AND INSPECTIONS?

We handle all permits, inspections, and final utility approval. Some cities require multiple inspections, but we coordinate every step.

WHEN CAN I TURN THE SYSTEM ON?

Once installed and inspected, we request Permission To Operate (PTO) from your utility. This usually takes 2-3 weeks, but can vary.

HOW SOON CAN YOU INSTALL?

We stock all equipment in-house and typically install within 4-6 weeks. Faster if needed.

WHAT'S THE PAYBACK PERIOD?

On average, 4-6 years, depending on system size, financing, and energy usage. After that, your power is essentially free for decades.

HOW LONG IS INSTALLATION?

2 days for most roof systems. Tile roofs take longer. Ground mounts and carports require trenching and can take several days depending on ground conditions; hard or rocky ground takes longer and further distances from the main service panel may require more time.

Ready to take the leap towards Energy Independence?
Call **(855) 502-6363** or visit **optiononesolar.com** to
get a free quote and personalized system design.

OptionOneSolar

Option One Solar has proudly served California homeowners for over 55 years with award-winning service, top-quality equipment, and unmatched expertise. We've been voted Best Solar Company 8 years in a row—with hundreds of 5-star reviews to back it up.

We don't just sell solar—we deliver performance, protection, and peace of mind.



CONTACT US

13581 John Glenn Road
Apple Valley, California 92308
(855) 502-6363
www.optiononesolar.com

SOLAR BUYER'S GUIDE