



EcoMotion — *The Power of the Increment<sup>SM</sup>*

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## Simplified Qualification Checklist

This is the information we need in order to make a preliminary recommendation for solar. At a later stage in the process, we will need more detail, but this is enough to get the process started.

Date: \_\_\_\_\_ Agent: \_\_\_\_\_

### 1. Tell Us about the Property.

- Does the client own, lease or manage the property? Solar is a long-term proposition!
- Where is the property located? (Property address gives us info about the amount of sunshine, plus state & local incentives.)
- Can you provide aerial photos of the property, with an idea of where the solar should go? (Sketch on a Google Earth picture, scan and send via email.)

### 2. Tell Us about the Building(s).

- What is the estimated unobstructed roof space? (square feet) (Minimum size to be finalized, but for now assume 10,000 sq. ft.)
- What direction does the roof face, and what is its pitch?

### 3. Tell us about the Land.

- Is there interest in parking lot solar? How much space? (Square feet, or number of parking spaces)

- Is there available open land for ground mounting? (square feet)

### 4. Tell Us about the Electricity Use.

- Key for the analysis: copies of a full year of electricity bills. (amount, rate, KW usage, and demand charges) If multiple meters, the bills for the largest meter are enough. (The easiest way may be to get username & password for online accounts.)

### 5. Prioritize the reasons behind wanting solar. (Indicate 1st, 2nd, and 3rd)

- Public relations/Shareholder pressure
- Bill offset
- Environmental concerns

### 6. Is the client interested in a lease or Power Purchase Agreement (therefore giving up tax credits and depreciation)?

These questions are designed to begin the conversation about solar potential. A full analysis will require more information, including a site visit to confirm the structure and condition of the roof, penetrations, parapets, shading, etc. Other items to consider: local codes and restrictions, location of meters, and the condition of the electrical system.