



Solar Energy Montgomery County, MD Brian Foltz



Our Team



Founded in 2009, we're a team of 90+ solar experts with over 1,500 solar installations in the mid-Atlantic region.

How Solar Works

- Solar Array – converts sunlight in Direct Current (DC)
- Inverter – converts DC to AC
- Electric Meter – AC electricity enters your electrical meter and is distributed to your home or business
- Performance Monitoring – view production online



Sizing a System to 200%

- Analysis of electric bill and historical electricity consumption
- Analysis of service and transformer size
- Analysis of available space
- Payback peaks at 100%
- Overproduction paid back at avoided cost



Aggregate Net Metering

Virtual Net Metering

- Allows 1 system to connect to 1 utility meter, and any overproduction to virtually offset other meters
- Only available to farmers, government entities and non-profits in Maryland
- Some utilities have specific requirements to qualify for virtual net metering



Project Milestones & Timing

- Project signing to first day on the job is approximately 90 days
- Residential projects take 2 to 3 days to install
- Commercial projects take a week to months to install depending on the size of the project



Customer Vs Installer Responsibilities

Responsibility	Customer	Installer
Site Evaluation		✓
Contract Signing	✓	
Design & Permits		✓
Parts, Labor & Installation		✓
Internet Access	✓	✓
Maintenance	✓	✓
Insurance	✓	
Monitoring	✓	✓



CSAAC

System Size: 496.8 kW
Installation Type: Ground
Installation Date: 2021
Location: Montgomery Village,
Maryland



Rock Hill Orchard

System Size: 136.48 kW
Installation Type: Roof & Ground
Installation Date: 2016
Location: Mount Airy, Maryland



Woodvale Farms

System Size: 87.75 kW

Installation Type: Roof

Installation Date: 2018

Location: Federick, Maryland



Palmer Animal Hospital

System Size: 49.5 kW
Installation Type: Ground
Installation Date: 2017
Location: Myersville, Maryland



Turn 14 Distribution

System Size: 1 mW
Installation Type: Carport
Installation Date: 2020
Location: Horsham, PA





THANK YOU!

