



NPCP LLC

National Photovoltaic Construction Partnership

*A Strategic Alliance of Organizations to Promote
Solar Electric Photovoltaic Construction*

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Re: Residential Solar Program Support from Head Quarters

*Find attached President Hill's letter on the need for active participation by the local union members in this NPCP^{LLC}/I.B.E.W. Residential Solar Program. As he stated in his letter, the program **"will have a significant impact on our ability to grow our presence in this market."***

You will note in President Hill's letter the suggestion to adopt this program as a JATC on-site Training Program. NPCP's ideas, hopes and effort are aimed exactly the same as those of the HQ. It would be

GREAT if we could use this Residential Solar Program to create a 'triple' play:

ONE – to power up your own homes and reduce your electrical costs;

TWO – to use the program to 'train' and receive credit certificate;

THREE – go on the offense to grow our presence in this solar electricity market.

There is a KEY – each local needs a Solar Coordinator. As you are aware, we did mention and comment on this in our previous communications. We are very pleased to report some serious action by Local 58. The Business Manager and his Solar Coordinator moved very quickly and have over 100 I.B.E.W. electricians signed up. After some discussion with the Solar Coordinator, Mark Schwartz, I asked permission to forward his phone number should any of other Solar Coordinators wish to contact him. His cell number is 313-220-5180.

One of the simple keys was to forward our electronic copy of the Sign-Up Form for clarity and follow-up by the Solar Coordinator. From some of the questions coming back (questions flow through the Solar Coordinator to NPCP^{LLC})

- § *Change form to an 8.5" x 11" format*
- § *Show how all can participate, with or without a grant. Put in an example of a smaller system and give an idea of approximate cost.*
- § *Explain how serious it is to have I.B.E.W. in front, particularly where there are no grants or rebates. I.B.E.W. needs to be 'ready' and trained in these States (approximately 28) before grants and rebates appear, simply because the Solar Group "jump" on us, take the grants, establish a foothold and blow us out of the game.*

*Following up on the 'affordable' grid package, we contacted a couple of local areas where no grants/rebates/low electrical rates exist and asked one question: **"In the areas where there no grants, no rebates and an average electricity cost, would you consider powering up your home with solar?"***

We, of course, point out that we are able to bulk purchase (lower cost) – (fully financed) NPCP^{LLC} sized this participating package to do a couple of purposes: provide the experience, put a grid tie under your belt, lower your electrical cost and put I.B.E.W. out front and, last, set up the ability to take advantage of the \$2000 Federal tax break.

We received a series of pleasant surprises. Very, very few said outright 'no'. They asked questions: what size, what cost, and why? We found that a 1000 watt system, at an estimated all up cost of \$7000, fully financed, works. The install pays for the majority of the payments through electricity savings. We explained, to install, it's one weekend outside, one day inside, for controls and inverters – a Permit and Inspection – Pictures to NPCP^{LLC} for the Website. Further, get acknowledgment of a Grid Tie towards NEBCEP training certificate.

Very recently, we were informed that there is a proposal to increase the Federal Tax Rebate to \$2000 per kilowatt – so a two thousand watt system tax rebate would be \$4000. We think this amendment will go through and, as you can see, this is very important.

As you would guess, it is very, very important to receive a large number of electricians prepared to participate. Because we are currently in negotiations on several fronts, large numbers mean a lower pricing. Large numbers mean stronger negotiating power for financing rates and large numbers mean priority in delivery of product.

Grouping of deliveries to a Training Center or Union Hall eliminates cartage, saves on insurance and provides the incentive to gather together for training and instruction.

Questions should be directed to your I.B.E.W. Local Solar Coordinator. As we establish the "Solar Coordinators' News Letter" we will, through a coordinated effort, place Web pictures, construction tips and power output comparison. Using our new Website www.npcpsolar.com

We would also expect a large amount of Solar interest when our people "Power Up". This Solar interest will turn in contracts for I.B.E.W. Contractors and ongoing increasing work for the members.

*In closing, following President Hill's vision, let's have our Solar Coordinators, coupled with NPCP^{LLC}, create the "I.B.E.W. Photovoltaic Club" and **"share installation and maintenance knowledge as well as the workload of installing their systems"**.*

NPCP^{LLC}

George W. Ingham, Director

Lee Smith, Director
