

Know Your Solar Installer



When a solar professional calls or knocks on your door uninvited, that's an unsolicited sales call. Don't feel pressured to sign anything. Don't feel pressured to listen. "No thanks" is an appropriate response. If you do want to hear their pitch, use this guide to help you verify their legitimacy.

✓ Ask 3 questions

- 1. Are you affiliated with the DC Sustainable Energy Utility (DCSEU) or District Department of Energy & Environment (DOEE)?** The DCSEU and DOEE operate the Solar for All program here in the District. Systems are installed through authorized contractors.
- 2. What's the name of your organization?** Write it down—you'll need it to vet them appropriately.
- 3. Can I have your name and contact information?** If they're standing in your doorway, ask for a business card.

✓ Confirm the installer's identity as a Solar For All contractor

Call the DCSEU at **202-479-2222** or visit dcseu.com/SolarForAll and check our "Find a Contractor" section.

✓ Understand these financing terms

Power Purchase Agreement (PPA)

- Under this contract, you DO NOT pay for the solar panels.
- You DO pay for the electricity they produce.

Solar Lease

- Under this contract, you DO pay for the solar panels, through a rental agreement.
- You DO NOT pay for the electricity they produce.

Solar Loan

- Under this contract, you DO pay for the solar panels, through financing and monthly payments.
- You DO NOT pay for the electricity they produce.