

## Solar Electric System Pricing of Focus-Approved Projects

Focus on Energy encourages a competitive solar electric market. We suggest that all prospective system owners receive at least three bids. Prices are changing rapidly.

Every quarter Focus on Energy will post solar electric system price data based on applications that have been submitted and approved by Focus on Energy. These prices represent the installed cost before any incentives. The prices include all standard costs including: components (modules, inverter, racking), materials, installation labor, permits, tax, equipment rental, and shipping.

The following types of systems tend to have higher prices:

- Small systems of under 3 kilowatts (kW)
- Systems that are difficult to install
- Systems on commercial buildings
- Ground-mounted systems
- Roof-mounted systems that are raised above the roofline
- Systems using high-efficiency modules

<b>Average Price Based on Applications Received for a Fix-Mounted Systems</b>				
	Q4 2009	Q1 2010	Q2 2010	Q3 2010
Average price (\$/kW)	\$7,203	\$7,334	\$7,001	\$6,920
Average size (kW)	7.1	9.1	7.75	10.97

<b>Average Price Based on Applications Received for a Dual-Axis Tracking Systems</b>				
	Q4 2009	Q1 2010	Q2 2010	Q3 2010
Average price (\$/kW)	\$9,389	\$10,170	\$8,742	\$7,630
Average size (kW)	7.4	5.3	13.3	10.37