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What this booklet is about

Imagine having a profitable business with no employees and no management. All the production of the company is passive, and there's only one customer. That customer buys everything you produce at a guaranteed price, depositing your profits directly into your bank account regularly for the next 20 years, and providing you with a substantial return on investment.

In addition to your own profits, your business would help create Ottawa jobs and a greener, more sustainable environment. Would that be a great business to own?

That “business” is available to you. It’s called the microFIT program.

Congratulations!

By flipping through this short book you’ll be better informed about the microFIT program’s requirements and better prepared to take advantage of this lucrative opportunity. You’ll learn:

- What kind of return on investment might be possible.
- How to find a reputable installation company.
- What kind of solar panels to install.
- How to get the microFIT application done fastest with the least headaches.

1

Chapter

- ❖ What Is MicroFIT?

Chapter #1

❖ The Power of MicroFIT

MicroFIT is an Ontario sustainable energy program that encourages home owners, small businesses, land owners, schools and churches to go green by installing a solar array on their property and then selling the power back to the electricity grid for a guaranteed 20-year term.

While it's not really a business, as described in the introduction, the effect is similar in that you are producing and selling something (electricity). The work is done by the solar panels installed on your property, and the electric company buys all you produce for 20 years.

Your initial purchase is an incredibly dependable and low-risk investment. A properly installed solar array under the microFIT program can pay for itself in about 7 to 9 years, giving you 11 to 13 years of free and clear income. After the 20-year term agreement with the Ontario Power Authority (OPA) expires, you still own the system and can continue to generate electricity for as much as another 15 years.

Since there are no moving parts and the equipment is very reliable, solar panels are warranted for 25 years, with most systems lasting many years beyond that. The investment is so dependable that the microFIT program has been called “the green GIC.”

The Terms of the Deal

The terms of the 20-year deal with Ontario Power Authority (OPA) are simple:

- 100% of the power is sold back to the grid, and none of the power generated is used by you in your own home.
- Hydro pays you a guaranteed price over a 20- year term for all the power produced and delivered to the power grid.
- Cheques are deposited or mailed to you automatically on a regular basis.

What does microFIT mean?

FIT stands for Feed in Tariff. If you are a homeowner, farmer, business owner, church, school, etc., you

have the opportunity to develop a very small or “micro” renewable electricity generation project (10 kilowatts or less in size) on your property. Ontario’s Green Energy Act allows for payment of up to \$0.549 per kilowatt hour of electricity produced by solar electricity.

The Ontario government did not invent this program. It was modelled after systems in countries like Germany, which introduced its microFIT system in the early nineties and has enjoyed unparalleled success.

The program proved to be so rewarding that over two million German households, businesses, churches, schools and other organizations have invested in solar power systems.

Why did Ontario create this Program?

As part of its provincial master plan, Ontario sees renewable energy as part of its future. It believes solar energy can deliver clean energy directly to consumers at a lower cost than other forms of power generation, while also providing a measure of security through energy independence.

Additionally, all products used in your system must meet “domestic content” rules. These rules state a minimum of 60 percent of project costs must come from Ontario goods and labour at the time the system reaches commercial operation.



The solar products you purchase are manufactured right here in Ontario, supporting manufacturing and installation jobs in the province.



To-Do:

- ◆ Continue reading and learning.
- ◆ Be prepared to interview solar installation companies.
- ◆ Evaluate your finances to determine how microFIT fits into your investment plans.

2

Chapter



Is MicroFIT
Worth It?

Chapter #2

❖ A Sound, Long-Term Investment

The many benefits to the community and environment aside, you may be asking yourself if the cost of the microFIT program is worthwhile.

Some people claim their rate of return on their initial investment is 10% to 15%, making it a very competitive investment. For example purposes only, the cost of installing a solar array on a typical house can run between \$25,000 and \$45,000, meaning that at typical rates, your investment would be paid off in 7 to 9 years.

There are a few different ways to look at it, but ultimately it all comes down to how much electricity you can produce, because you're paid based on that actual production.

The company you hire to install your system will be able to calculate the likely production capacity based on your exact location and panels to be installed there. The exact figure depends on many different factors which are hard to predict in advance.

But the average production capacity is around 1,140 kilowatt hours of electricity each year for every kilowatt of production capacity in your system. The production capacity of your system is also called the “nameplate capacity,” which is just the manufacturer’s rating for how much power the panels can produce.



Did You Know: On a cold and sunny February day, your solar panels can produce up to 20% more power than their nameplate rating?



Panels range in power size up to as high as 270W each. These days, installers are using panels that are between 240 – 270W. Panels are usually rated by efficiency and the average panel is around 15 to 19% efficient.

Checking the warranty of a panel is a good idea, but any reputable company should use panels that offer a workmanship warranty of 5 years to 10 years, and a power output of 80% of their original value for 25 years.

How Much Money Will You Make?

Here's an example of how solar panel production converts to money for you.

A 100-watt light bulb that is turned on for 1 hour will consume 100 watt-hrs. Meaning that the bulb in 1 hour will consume 100 watts of energy.

If that same bulb was turned on for 10 hours, it would consume 100 watts x 10 hours = 100 x 10 = 1,000 watt-hrs. This can also be described as a Kilowatt (kW) because “kilo” represents 1,000. 1,000 watt-hrs = 1kWh (kilo Watt hour)

When you purchase electricity from Hydro you pay per kW consumed. It's shown on your bill how many kW's you use per day on average.

A 5 kW solar system means that there are 5,000 watts of solar panels on your roof, usually made up of many panels connected together. (Think of a 100 watt light bulb x 50 of them = 5,000 watts)

Each solar panel produces 250 watts when the sun shines on it. When we connect them all together, we get 5,000. 20 panels x 250 watts from each panel = 5,000 watts, or 5 kW.

In a typical day, with the sun shining directly on the panels, they will produce 5,000 watts for every hour they are in the sun. 1 hr = 5,000...2 hr = 10, 000 and so on. This is referred to as a kWhr. Meaning what was produced in 1 hour.

The microFit program pays you for each kWhr produced, so the above example would pay:

- \$.549 paid per kWhr. So every hour your 5kW system is in the sun, you would receive:

$$$.54 \times 5\text{kW} = \$2.75 \text{ per hour. } (.54 \times 5000).$$

The above example will be affected by sun, cloud, and other factors, so this is a basic example to help you understand how your profits get calculated.

Next you'll see an analysis of the overall investment.

Is the Overall Investment Worth It?

Imagine a 5 kilowatt system. The math is:

- 5 kW of capacity x 1,140 kWh x 54.9¢ = \$3,129 per year.
- The microFIT contract guarantees the price for 20 years. So for this example only, that means gross revenue of approximately \$62,500.
- If your system cost \$26,000 to install, you would make \$36,500 on that investment.

But wait! There are also tax benefits and depreciation to take into account which will enhance your overall return on investment. Your installation consultant will be able to help you take full financial advantage of all these opportunities.

So is it worth it? When you're able to take the long view, yes, definitely!

What If You Sell Your Property?

Having the microFIT program may be seen as a benefit when you sell your home.

The OPA anticipates that sellers would include their renewable energy systems as part of the sale of their homes. In this case, the microFIT contract can be assigned to the purchaser. The new contract holder would receive payments in accordance with the microFIT contract for the remainder of the contract term. Certainly the additional income is a benefit that will encourage buyers to look favorably on buying the property.

To-Do:

- ◆ Estimate the size of your solar array, the costs, and likely return on investment by contacting a reputable solar installation company, like Ottawa Solar Power for a consultation.
- ◆ Evaluate your plans and determine if that investment “makes sense” for you in terms of your overall investment goals.

3

Chapter

❖ Factors in
Choosing the
Right Solar Array

Chapter #3

❖ String or Micro Inverters?

Before you start the process of applying for the microFIT program, it's useful to have more information about what sorts of panels can be installed on your property. Solar electricity systems consist of two parts: The solar panels and an inverter that converts the panel's DC electricity to AC electricity. When it comes to solar, there are basically just 2 different kinds of system:

1. Systems that use multiple “micro” inverters (1 inverter per panel)
2. Systems that “string” panels together into one feed that flows down into one or two string inverters.

Micro Inverter Systems

About 6 years ago in California a group of high tech entrepreneurs got the idea that putting a small inverter on the back of each solar panel to

convert the DC electricity to AC right at the panel was a good idea. It has one main advantage. If you have shading on your roof from trees or other obstructions, a micro inverter is a good alternative because exposed panels can keep converting power when shaded ones can't.

Apparently though, the shading advantage was not enough to help sell the product. Producers came up with another angle to help sell their micro inverter. They emphasize the idea that “you can see if you have a bad panel, because the monitoring display will show you where the bad panel is.” The system comes with a colorful display that shows your system layout on your computer, and you can watch your system's performance panel by panel.

What the micro inverter sales people do not emphasize is that solar panels rarely fail, and that other than the shading issue, there's no reason to use the more expensive micro inverter system.

The Case of the Micro Mistake

Darren wanted to install solar on his home. He spoke to a solar installer who told him that micro inverters are a better choice of solar panel because you can

see if a panel goes bad by simply looking at the monitor that's installed in your home. So he decided that he'd pay the extra cost of a micro-inverter system for the added piece of mind. Fortunately, Darren mentioned his plans to his electrician friend, Mark, who talked him down.

Mark asked Darren if he was aware that solar panels almost never go out, and that paying for the added piece of mind was like paying for air...not really necessary. Darren explained that solar panels are one of the most reliable products on the market. Less than 0.2 % of all solar panels ever have a problem. In fact, said Mark, the micro inverter itself is more likely to fail than the solar panel.

To put the dependability of solar panels in perspective, consider that according to surveys done by Square Trade Warranty services, computers have a 31% chance of needing repairs in the first 4-5 years of service and dishwashers have a 21% chance of needing repair. In other words, your dishwasher will breakdown 104 times before your solar panels will.

Mirco-Inverter Pros: Where panels have micro inverters, each panel operates separately as an individual power plant. So, if one inverter goes

down, the rest of the panels continue to function. In addition, if one panel gets shaded it won't affect production from the other panels. It's best to choose micro inverter systems only when you have a real need for them, such as an area that has variable shade and sun.

Mirco-Inverter Cons: The micro inverter technology is only about 6 years old and has not yet proven its reliability long-term.

Cost for this type of system is typically much higher than a string system. In addition, a single micro inverter malfunction can be costly to repair. While many manufacturers offer warranties on their inverters, they fail to include the real expense of the labour to replace them.

String Inverter Systems

String-Inverter Pros: With string inverters, the solar panels are on the roof, but the inverter is on the ground. If there is a problem with the inverter (there is seldom a problem with the solar panels themselves), the inverter is easy to access at ground level, and is a quick fix.

String inverters are not subject to the extreme heat

and cold on the roof.

Additionally, the technology that goes into the string inverter is about 30 years old and has improved over time to be very reliable. A typical string inverter should last 20 years - providing a worry free investment for the life of your program. The overall cost for a string inverter system is cheaper than a micro inverter system.

String-Inverter Cons: When one area is shaded the whole system can be affected. Therefore, on certain installations where shade is a serious issue, micro inverters may be the only option.

❖

If you have no shade issues, you'll have a better return on your investment by choosing a string inverter system—hands down.

❖

Watch Out!

Solar firms may try to promote a micro inverter option to you because they are more expensive and require less expertise to install, which increases their profits. Not every firm (especially those new to the industry) have the experience needed to install a string inverter system.

A reputable company, experienced at installing string inverter systems, will be able to analyze your site and accurately advise which option is truly the best one for you. Assuming your roof has little shading, a string inverter will produce more power for you than a micro inverter.

The Case of Costly Repairs

Ottawa Solar Power (OSP) is a solar installation company with 16 years in business. We frequently get calls for help from people who have problems to solve, such as this recent situation: A woman had purchased micro inverters from another company that is no longer in business. She wanted OSP to replace a bad micro inverter. The bad inverter was located in the very middle of a block of panels on a 2-story home.

In order to get to the inverter location Ottawa Solar Power needed to send 2 technicians, a truck, scaffolding, ropes, harnesses, and replacement parts. It took 5 hours to replace the one inverter (that was covered under warranty). In the end, the cost of replacement was over \$475.

The worst part was the customer had no shading on their roof. They could have paid \$3000 less for their system if they had used a single wall-mounted string inverter instead. The cost to change a string inverter under warranty would have been about \$100. Imagine that if you have 30 micro inverters on your roof, then you have 30 potential warranty repairs!

To-Do:

- ◆ Based on your property, where do you think you would install your solar array? Roof or ground-mounted systems are available.
- ◆ Does shading seem like it will be an issue in your location? If so, talk to your installation company about the value of using a micro-inverter system instead of string inverters. Will it be worth the more expensive system?

4

Chapter

- ❖ Factors in
Choosing the
Right Installation
Company

Chapter #4

❖ The Right Company Makes It Easy

Since its inception, the microFIT program has attracted new solar installation firms who see it as an opportunity to “get into a new business” and “make some quick money” off this government program.

These firms fall into 2 categories:

1. The first is the sales office that markets and sells installed solar systems, but doesn't maintain any “in house” installation staff themselves.

They have no employees other than sales staff. Once they have a job order, they sub-contract all the work to low cost installation crews. There is little oversight and communication can be challenging.

2. The second type of firm is the solar installation company that does everything in-house. They have salespeople, too. But

they also have designers, consultants, and installation personnel that work full time in the business.

Clearly you would want to hire a full-service company over a sales-based company for accountability and reliability. However, just because you hire a full-service company, it does not mean they're automatically reliable. You still need to do basic investigations of the company.

What to Look For

What separates a reputable solar panel installation firm from firms that opened up shop just to take advantage of the microFIT program?

There are different ways a reputable company can demonstrate their qualifications. For instance, you can do all of the following: 1) Find out how long they have been in business. 2) Ask for references. 3) Ask them if they can install both micro- and string-inverter systems.

A company that has been around since *before* the start of the microFIT program is a safer bet. Also, a company that can provide *recent* references that you can call yourself is also a safer bet. And

finally, because string inverter systems require more expertise to install, some companies may push the more expensive micro inverter system simply because they lack the intallation expertise to install string inverters.



*Solar power systems
are a long-term investment
and must be installed correctly
to ensure your investment is
secure long-term.*



The firm should willingly do the following:

- Help you manage and navigate the microFIT application process (more in Chapter 5).
- Visit your home and do a detailed measurement of your roof.

- Perform a shading study to ensure optimal power generation.
- Create an appropriate system design.
- Install the system using the firm's own full time technicians.
- Provide follow-up service to ensure everything is working as promised.
- Use the right components, to ensure reliability and compatibility.

Watch Out!

Some manufacturers and suppliers have been known to advertise that they or their products are compliant with the domestic content requirements of the microFIT Program.

They might use statements or logos suggesting that the manufacturer, supplier or product is “Ontario Feed-In Tariff Domestic Content Compliant”, or is “approved” or “certified” for feed-in tariff domestic content purposes.

However, the use of statements or logos such as

this does not mean that the Ontario Power Authority (OPA) has pre-qualified or certified the manufacturer, supplier or the product for domestic content.

The OPA will not accept such statements or logos for the purpose of assessing or verifying compliance with the domestic content requirements of the microFIT Program. Make sure your Solar company ensures that the equipment used in your installation will meet microFIT Program requirements.

The Case of the Cheaper Supplier

We hired a company that had a terrific website and seemed to be priced exceptionally well. Then we waited and waited. Even after getting our solar panels, they sat in our garage for over three months, waiting to be installed.

When the inspector finally checked our installation, he discovered that the panels had no CSA stickers and he rejected them (CSA certifies solar panels). It turns out the installation company had cut costs by purchasing from a non-approved source. Other than this incident, they'd seemed fairly reliable and eager to please, if slow. But this incident put a serious dent in our trust of them.

We had to send the panels back and order new ones. By the time they arrived and the inspector approved them (with CSA stickers), it had been six months since our application approval! I guess the only problem with that, other than the annoyance, was that our investment was tied up for that time with no return.

We didn't investigate the company thoroughly ahead of time, not realizing that there was so much variance possible from one company to the next. It's definitely worth working with a company that has excellent references. Now, of course, we're also concerned that they did everything right. Only time will tell.

Closer to Home Is Better

Consider hiring a firm that installs and services projects close to your property. microFIT projects are an "involved process" that require ongoing communication and multiple on site services to be scheduled, such as building permits and electrical inspections.

Working with a local firm ensures your project's timetable can be met and maintained. Weather

and availability can seriously delay a project, so having someone local can offer the flexibility needed to keep your project on track.

The Case of the Email Bid

In January, homeowner Jay Stevens received a phone call by ABC Solar asking if he was interested in hearing about the microFIT program. The program seemed financially attractive to Jay, so he proceeded in asking for a quotation.

The next day Jay received a written quotation by e-mail, explaining that if he wanted to move forward then he should call. The salesperson told Jay that to secure his spot in their construction schedule Jay would need to sign the contract and provide a down payment of over \$5000. This was so they could pre-purchase the panels.

Before making his decision to send any money to ABC Solar, Jay contacted Ottawa Solar Power (OSP) to ask some questions. The OSP rep explained that the only way to provide an

accurate quotation was for their technicians to visit his home, take detailed measurements of the roof, and determine if there would be any shading of the solar panels by trees. Jay liked this idea considering the other solar company never even suggested it, or came to his house.

After Ottawa Solar Power's technicians took the measurements and did the shading analysis of Jay's roof, their in-house design team took all the collected data and drafted out the panel and wiring layouts.

Jay was surprised that the OSP design showed room for 8 more panels than ABC had said would fit. With the Ottawa Solar Power design, Jay would generate \$1,250 per year more income compared to the other quotation he received.



Researching a company's history is perhaps the best way to discover if they're reputable and reliable.



To-Do:

- ◆ Contact Ottawa Solar Power, determine the differences. and see who rises to the top.
- ◆ Ask for a free, no-obligation consultation to determine your options and the projected return on investment.

5

Chapter

- ❖ Applying to the MicroFIT Program

Chapter #5

❖ **The Achilles' Heel of the MicroFIT Program**

The microFIT application can take anywhere from one to three months to get approval. Once you get approval, you then need to apply to connect to your power company. The entire process can take up to six months!

The application process involves completing and filing documents with the Ontario Power Authority (OPA), Hydro Ottawa, & the Electrical Safety Authority (ESA). In addition, regional and municipal building permits must be completed and applied for.

Permits Required

The list of permits required from start to project completion include:

- Building permits- structural engineer to review roof is sounds
- Present Structural engineering report to permit

office for permit approval

- Provide a single line drawing to Hydro showing how the system will be wired to grid
- Electrical Safety Authority Permit
- ESA Approval forms to confirm completion for submission to OPA Program approval
- Domestic content rules - All equipment has to be manufactured in Ontario and documentation must be provided to prove it was.

Once you have approval, the solar company can begin their installation. When the installation is completed, the Electrical Safety Authority (ESA) comes for inspection to ensure that the system was installed according to code.

In order to get your project connected to the grid, coordination with three different regulatory bodies must come together: the OPA, Hydro, and the Electrical Safety Authority. The process can take from two weeks to two months.

The LDC then informs the OPA that the project has

been done (around one week). Finally the OPA then will send you a notice telling you that they will be issuing you the final contract soon.

Then in about a week to ten days the OPA issues you the final contract which you have to approve online. With all the different parties involved, it can literally take as long as six months to get a project finalized!

Watch out!


If any component of the application is not completed as required, your application can be returned and in some cases you might have to start over!

The OPA does not offer regard or consideration to an applicant's interest. It is not uncommon for a simple oversight (like the spelling of an applicant's name) to set an application back by three months.

When dealing with government, there is only black and white, so things must be done by their rules. Understanding how to play the game is crucial to success.

Make It Easy on Yourself

You can negotiate this process yourself. But an easier way is to work with a supply and installation company that provides this service for you at no extra cost.



*Choose your installation firm
BEFORE applying for the
microFIT program.*

A leading firm, such as OSP, will manage the application process for you, helping you fill out and submit the right paperwork at the right time. OSP does not charge for application preparation services or permits. These are considered part of the entire microFIT installation package.

While consumers can do the application on their own, the process is so tangled and the consequences of

a mistake are so unforgiving and frustrating. Why not save yourself the time and energy by contacting a reputable, trusted provider before beginning your application.

Already Have an Offer?

Some consumers may have already started their application process...or even have a conditional offer in hand! If that's the case OSP would have no problem picking up wherever you're at in the process, and helping you move forward with your installation.

The Case of the Application Fiasco

George Davies was very excited to have a microFIT system on his roof. He jumped onto the OPA microFIT registration page, set up his username and password, and he was ready to go.

His second step was to fill out the application pages. He input his name and birth date, but couldn't remember his wife's birth year, so he moved on. The rest of the application seemed straight forward, until he reached the technical questions about the solar equipment.

So he Googled some solar manufacturers and found enough information to put into the application. When he got to the last page of the application, he needed a Parcel Register that indicated the ownership of his property. He didn't know what that was, but he had his property deed, so he scanned that instead.

The OPA microFIT team contacted him four separate times to correct the information they required. After eight weeks of back and forth frustration, with no final resolution, George finally contacted Ottawa Solar Power to start the whole process over. He had his approval in just two weeks!

To-Do:

- ◆ Contact OSP before starting your microFIT application.
- ◆ Be prepared for a detailed process that requires careful attention to detail.

6

Chapter

❖ Myths and
Concerns about
MicroFIT Solar

Chapter #6

❖ All Your Questions Answered

Typical questions and concerns include the following:

- *Why would Ontario create a program like this when it's costing them so much money?*

Facts: 1) The program was established to provide job creation. 2) It's cheaper for households to produce power than for hydro to build new facilities. 3) Ontario Power Generation (OPG) does not need to maintain/insure and build new equipment. 4) The cost to build the project is not Hydro's responsibility. The homeowner pays all upfront costs, therefore there is no construction costs to the tax payer.

- *How can Hydro buy power from you at \$0.549, and sell it back to us at \$0.09.*

Fact: Private individuals finance and pay for

construction of the system, not OPG. Each individual maintains, insures, and operates their own project. OPG does not need to hire employees to run equipment or pay pension packages after their retirement. Hydro does not need to add more transmission lines to travel hundreds of kilometers to get to your house. All OPG has to do is purchase the power from you. The cost savings is passed along to the consumer.

- *You'll damage my roof.*

Fact: The manufacturers of the racking systems that hold the panels to your roof have a careful method for attachment that is more than adequate for protecting the roof. Make sure your installer has experience installing on your type of roof. A solar installation can actually protect the roof and extend the shingle longevity since it is usually the heat and UV exposure which causes them to degrade with time. The panels block the UV and lower the temperature of the roof because they are taking the sun's energy and converting it to electricity. A recent study

in California also showed that Solar PV can reduce a building's cooling load by as much as 38%.

- *Micro Inverter Systems generate more power than String Inverter systems, don't they?*

Fact: Both systems generate a similar amount of power even if the manufacturer claims are different!

- *I need a high-tech monitoring system to display the history of each panels' generation (often promoted in conjunction with Micro Inverter systems).*

Fact: Solar Panels are extremely durable and rarely malfunction. The technology has been proven to have a less than .2% malfunction rate. The possibility that your panels will stop working is very, very rare. They function the same whether you monitor them or not. The probability of a micro-inverter failing is much, much higher than a solar panel. Multiply that by 40 micro-inverters in the heat and cold, means that you'd better have a detailed monitoring system.

- *Winter is bad for solar.*

Fact: The colder the temperature, the more power the panels make. A cold sunny day in February is great for making power because the air is clear, and the reflection off the snow helps create more power. Don't confuse winter with cloudy. Look at the average number of sunny days to figure your return on investment, averaging fluctuations.

- *Solar prices will continue to drop so I'll wait.*

Fact: The price will continue to drop, but at a much lower rate than in the past. The price of solar panels is so low now, that further drops will only effect the overall price by a few percentage points. In the meantime, you're losing time to get paid for your system. Furthermore, the microFIT program may not last for long.

To-Do:

- ◆ Make a list of questions to ask Ottawa Solar Power when you call.

7

Chapter

❖ OSP—The Easy
Choice in MicroFIT
Application Support
and Installation

Chapter #7

❖ Reputation for Service and Quality

Clean, efficient, responsible energy is our focus at Ottawa Solar Power (OSP). We keep to a “Straight Talk Philosophy” and provide conservative revenue projections that allow customers to make decisions based on real world data.

OSP, Then and Now

OSP began life in the late 1990's when the solar energy business in Eastern Ontario traditionally was based on “off grid” homes and cottages, as well as agricultural and industrial applications, such as remote water pumping and telecommunication.

We became experts in solar technology and matured along with the industry. In the course of time, we've found that our background in old style battery-based “off grid” solar electric systems has given us a solid and thorough understanding of solar technology.

When the microFIT program was introduced in 2009,

OSP already had 12 years of solar experience, and was well positioned with exceptional experience, knowledge, and resources to capitalize on the opportunity.

In all, over 385 rooftops currently benefit from solar power systems designed and installed by OSP, including both residences and commercial buildings, such as Ottawa's City Hall, the Canadian Wildlife Federation National Offices, 13 schools at the Ottawa Carleton Board of Education in the Ottawa Carleton School Board District, and the National Capital Commission.

Experience Pays

The advantages to working with OSP include our tremendous hands-on project experience, our knowledge base of what works and does not work in terms of design and installation, and our awareness of which equipment is most dependable, produces good power, and provides a solid value to the customer.

Our in-house design and installation crews have seen, solved, and innovated around a vast number of installation and design challenges. We won't

be “learning on your roof” like newer companies. In addition, we do not subcontract services to third-party installers with less experience.

We are a local company that handles all aspects of the solar design and installation from start to finish. People have been coming to us for over 15 years because we get the job done right the first time.



Our offices are conveniently located at 864 Clyde Ave. Drop in to say hello and talk with us about your project. We'd love to answer your questions.



To-Do:

- ◆ Check Ottawa Solar Power's references:
 - 2012 Consumer Choice Award
 - BBB A+ rating
 - More than 450 satisfied customers
 - MicroFITs installed on 13 OCSBD schools, Ottawa City Hall, Hydro Ottawa, and OC Transpo buildings
 - 15 years designing and installing solar power systems
- ◆ Drop by or call with your questions.

Special Offer

Only Available through this eBook for a Limited Time!

The first 25 customers to book an installation in 2013 will receive a new iPad Mini. Book soon to take advantage of the Spring Sunshine.

Join the Solar Generation!

Call us at...

613-728-2412

Ask for Peter or Serge
Mention the access code: **OSP2013**

Email us:
admin@OttawaSolarPower.com

This information-packed ebook will help you...

- Understand the Ins and Outs of the microFIT Solar Program
- Apply for the Program the Easy Way
- Decide on the Right Solar Array
- Choose the Right Solar Installation Company
- Optimize Your microFIT Return on Investment

About OSP

Careful application and quality installation of your microFIT solar system is our top priority. We pride ourselves on providing you with exceptional service and information to help you take advantage of the microFIT program.