



Solar Water Heating Bid Comparison Form

Use this form when soliciting installation bids for your new Solar Water Heating System.

Find a Contractor

Contractors are your key to getting the best information about the Solar Water Heating technology and system size that is right for your home or business. Follow these three easy steps to get started.

- Visit www.csithermal.com/eligible_contractors to select from a list of contractors who meet the criteria for participation in the California Solar Initiative (CSI)-Thermal Program. **It is recommended that you get a minimum of 3 bids.**
- Verify your chosen contractors have an active A, B, C-4, C-36 or C-46 contractor’s license by visiting the [Contractor State License Board \(CSLB\)](http://www.cslb.ca.gov) website. You can also find information about the hiring and construction process on the CSLB website.
- During the contractor’s initial visit, ask to see photo identification to verify their identity. If they are a contractor, you can also ask to see a copy of their CSLB pocket license, and sales representatives should carry their Home Improvement Salesperson registration card.

Choosing a Bid

By utilizing this bid comparison form, you should be able to compare the total projected energy savings of the system along with the net cost of the system. Take caution against automatically selecting the lowest bid and make sure to check the references for the contractor before making your final selection.

Signing a Contract

A few key items to remember as you enter into the agreement:

- Read the entire document carefully – make sure you understand everything (costs, warranties, maintenance agreements).
- Ensure all quotes for the project are in writing – do not accept any verbal promises.
- You should never pay more than \$1000 or 10 percent of the contract price (whichever is less) for a down payment under California State Law.

	#	Item	Bid #1	Bid #2	Bid #3
System Description	1	Company Name			
	2	License Number			
	3	Solar Fraction			
	4	System Size in Collector Area Square Feet and Storage Volume (Storage Requirement)			
System Cost	5	Base System Cost			
	6	All "Adders"			
	7	Monitoring Cost (If Applicable)			
	8	Estimated Permit Fees			
	9	Total Cost			
	10	Financial Rebates, Incentives and Tax Credits			
	11	Final Cost			
Other Factors	12	Expected Annual Energy Savings			
	13	Contractor Financing Options (If Applicable)			
	14	Warranty Timeframe			



Description:

1. **Company Name:** Name of the solar contractor who gives you the bid for the purchase and installation of the solar system.
2. **License Number:** Issued by the Contractor State License Board (CSLB). Confirm the information about the contractor or sales representative at www.cslb.ca.gov or **1-800-321-2752**.
3. **Solar Fraction:** The solar fraction is the percentage of annual hot water provided by the solar water heating system.
4. **System Size in Collector Area Square Feet and Storage Volume (Storage Requirement):** Solar water heating systems come in different sizes. Contractors should determine the appropriate collector area and storage to meet 90%-100% of your summer domestic hot water usage. The collector area is the panel area of the solar water heating system that is exposed to the sun and the storage volume is the amount of gallons your solar storage tank can hold.
5. **Base System Cost:** Some companies have a base system cost and then will add charges. Others will simply list total cost. Make sure you are clear on how the costs are listed and what those costs include.
6. **All “Adders”:** Adders are extra charges for items such as roof costs and piping. Be clear on whether these have already been included in your bid, if applicable.
7. **Monitoring Cost (If Applicable):** Monitoring provides the ability to view the system’s production online (at an extra cost.) This may or may not be included in your bid.
8. **Estimated Permit Fees:** Permit fees should not vary between contractors. Each city or county jurisdiction sets their own permit charges.
9. **Total Cost:** This refers to the total price of the project, including materials, labor, taxes and any additional charges you have agreed to in the contract.
10. **Financial Rebates, Incentives or Tax Credits:** This should reflect deduction of any relevant financial rebates or incentives (local or state) and tax credits (state or federal), if applicable.
11. **Final Cost (After Rebates, Tax Credits):** This refers to your out-of-pocket costs, after all applicable rebates and credits have been deducted. Make sure the contractor is passing down these savings to you.
12. **Expected Annual Energy Savings:** The system will displace a certain amount of annual Therms or kWh’s. Contractors should provide residential customers the energy savings from a system certified by the Solar Rating and Certification Corporation or the International Association of Plumbing and Mechanical Officials.
13. **Contractor Financing Options (If Applicable):** Some contractors may offer financing methods, such as system leasing. If this is of interest to you, inquire with the contractor before soliciting a bid.
14. **Warranty Timeframe:** In order to qualify for the California Solar Initiative (CSI)-Thermal Program rebate, the system must come with:
 - A minimum ten-year warranty on the solar collectors.
 - 1-year warranty on installation labor and workmanship not otherwise covered by the manufacturer’s performance warranty.
 - 10-year performance warranty to protect the purchaser against more than a 15 percent degradation of system performance over the 10-year period that may occur as a result of faulty installation.

For More Information

To learn more solar and available rebates, go to www.pge.com/SolarWaterHeating.

Visit California’s one-stop shop for all solar rebates and installation information, including finding a contractor, at www.gosolarcalifornia.ca.gov.



“PG&E” refers to Pacific Gas and Electric Company, a subsidiary of PG&E Corporation. ©2012 Pacific Gas and Electric Company. All rights reserved.

These offerings are funded by California utility customers and administered by PG&E under the auspices of the California Public Utilities Commission.

This form is intended to be informational only. The California investor-owned utilities and Program Administrators do not guarantee the quality or performance of any contractor and are not responsible for any goods or services selected. Please see the most recent version of the CSI-Thermal Program Handbook for the most up-to-date information at <https://www.csithermal.com>. The CSI-Thermal Program is funded by California investor-owned utility customers and is administered by regional Program Administrators under the auspices of the California Public Utilities Commission.