




Three Steps to Zero Energy Homes

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Shining Since 2001

We Improve the Way People Make and Use Energy

Building Science and Renewable Energy Firm,
locally focused and nationally active:

- + 1600+ Solar Systems Installed
- + 30,000+ Single Family Homes Rated
- + 130 Active Multifamily Projects (92 in NC)
- + Sustainability Consulting and Reporting



3 Steps to Zero Energy Homes

SOUTHERN ENERGY MANAGEMENT

Need Less Energy

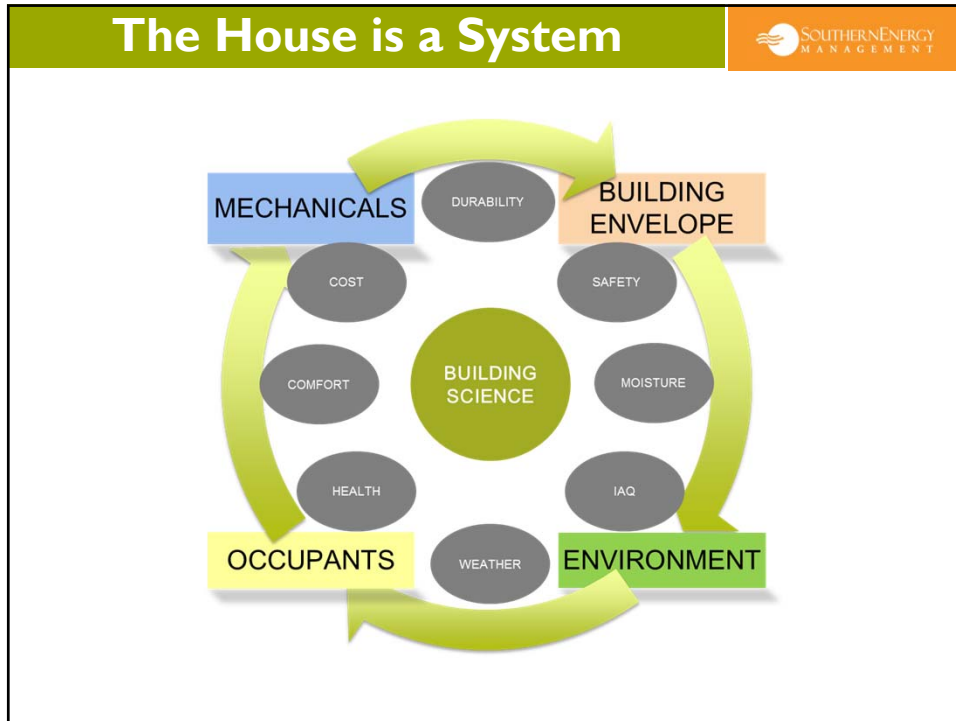
Evaluate Solar Impact

Include Solar in Sales Process

New Construction Problems

SOUTHERN ENERGY MANAGEMENT

Air Sealing?

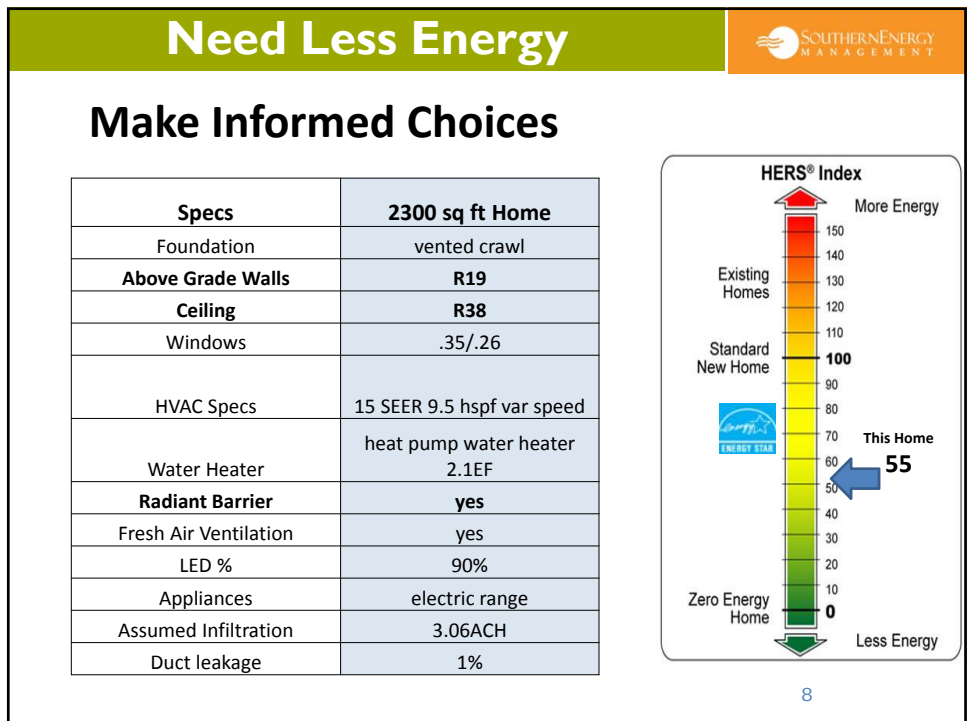
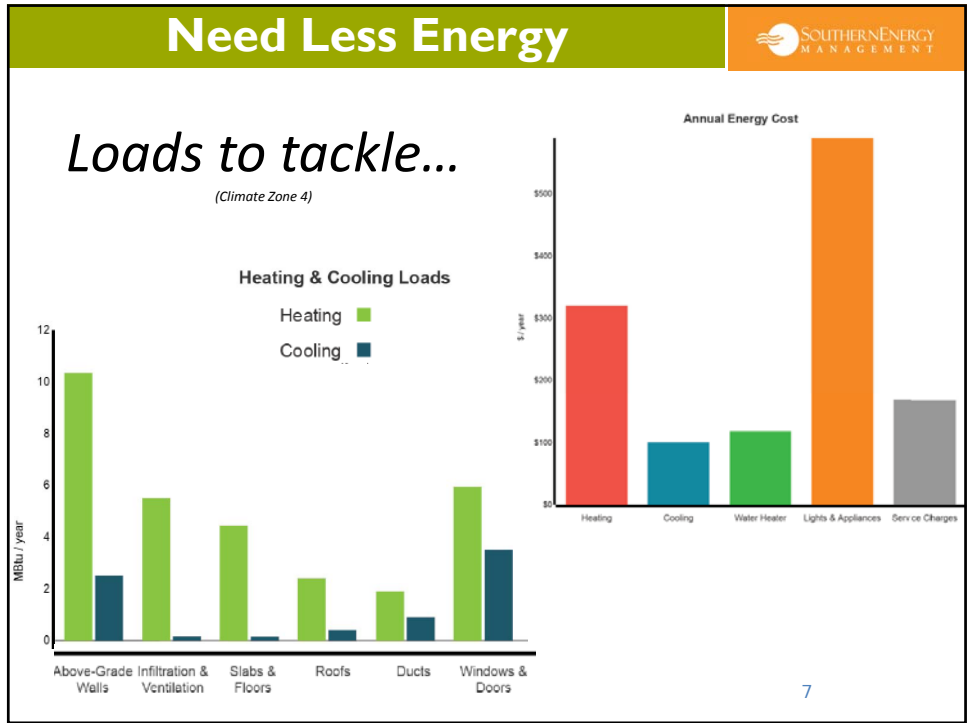


Need Less Energy




- **Energy Star Standards**
- **Advanced Framing**
- **Air Seal Everything**





Need Less Energy



Bang for Buck (Climate Zone 4)

Walls


- 2x6

Air Tightness

- from 4ACH to 1.5ACH saved 1000kwh!

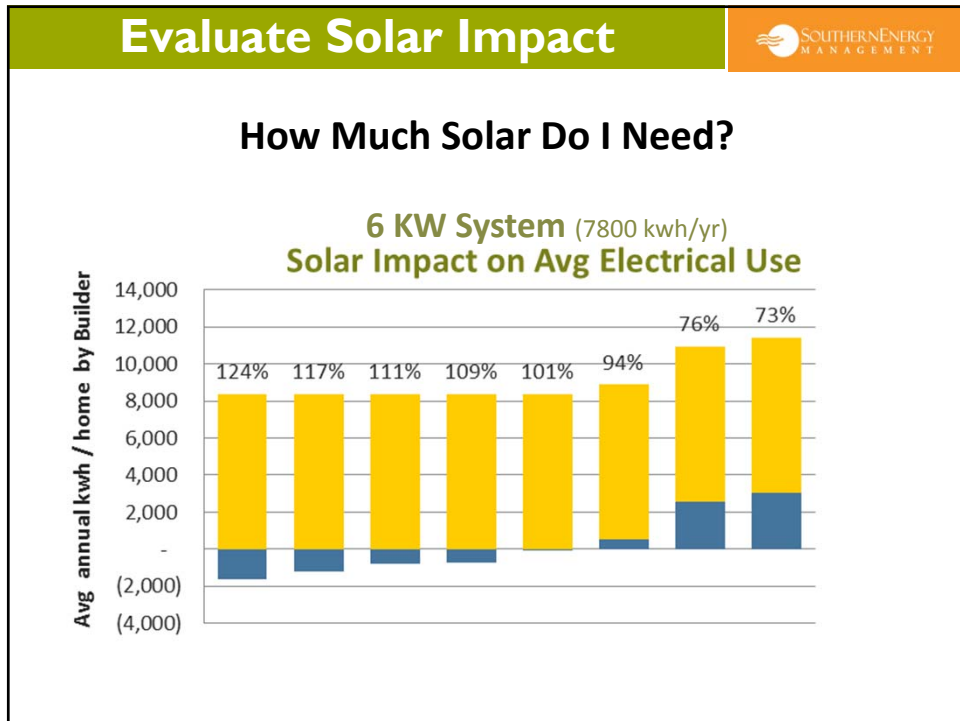
Lights and Appliances

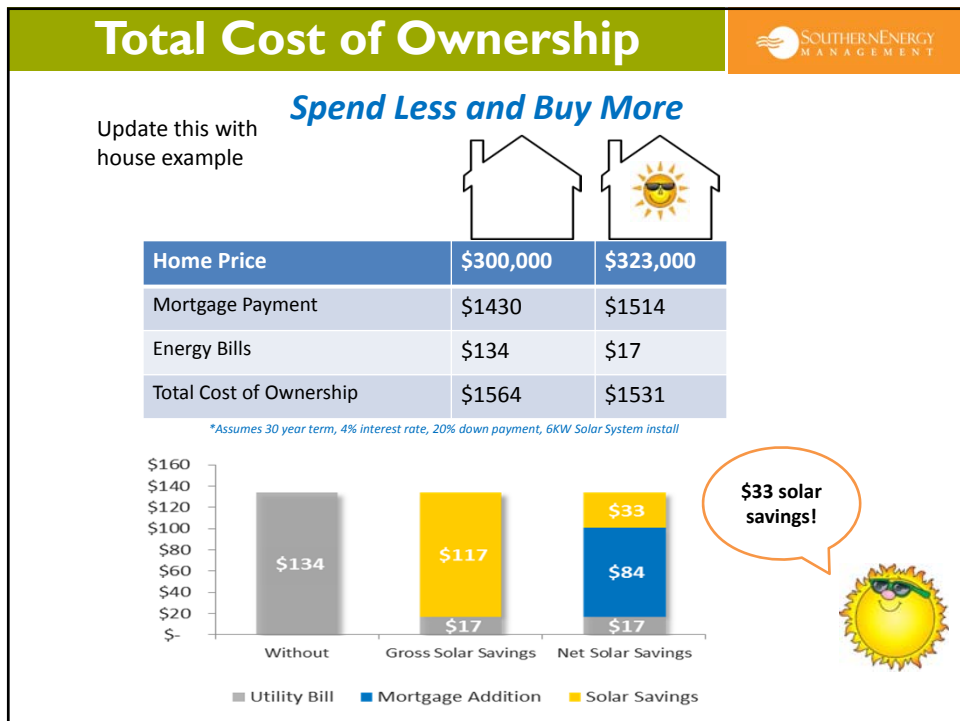
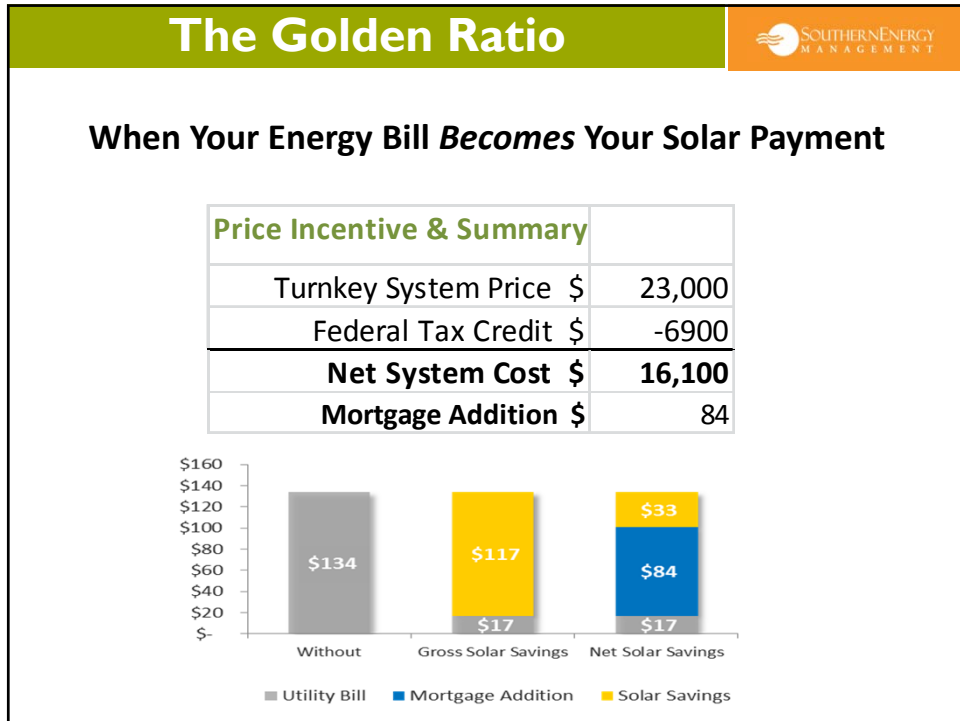
- Energy Star
- 100% LEDS
- Heat Pump Water heater
- Induction cooktop




Total Electric Bill: \$1234/yr

Total kwh estimated use: 10,132/yr





Include Solar in Sales Process






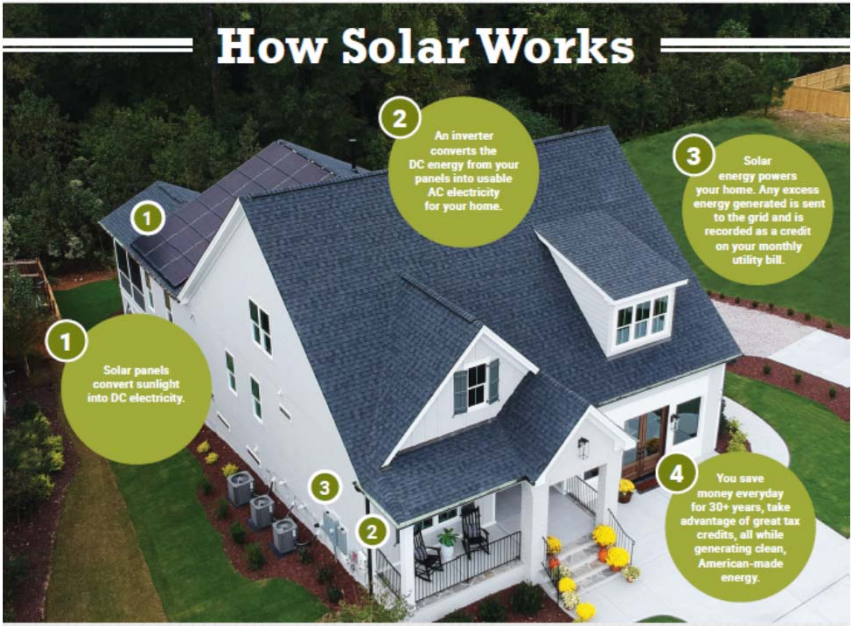
We got your aesthetics right here



Include Solar in Sales Process



How Solar Works



- 1 Solar panels convert sunlight into DC electricity.
- 2 An inverter converts the DC energy from your panels into usable AC electricity for your home.
- 3 Solar energy powers your home. Any excess energy generated is sent to the grid and is recorded as a credit on your monthly utility bill.
- 4 You save money everyday for 30+ years, take advantage of great tax credits, all while generating clean, American-made energy.

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Power Your Home With Solar



HOMES BY DICKERSON
DICKERSON
Where the excitement is building

Homes By Dickerson is committed to building high performing, sustainable homes. That is why we partnered with Southern Energy Management to offer solar as an upgrade option on all of our homes. To learn how much you can save with solar, ask for a free quote today!

Include Solar in Sales Process 



Home Value Impact?

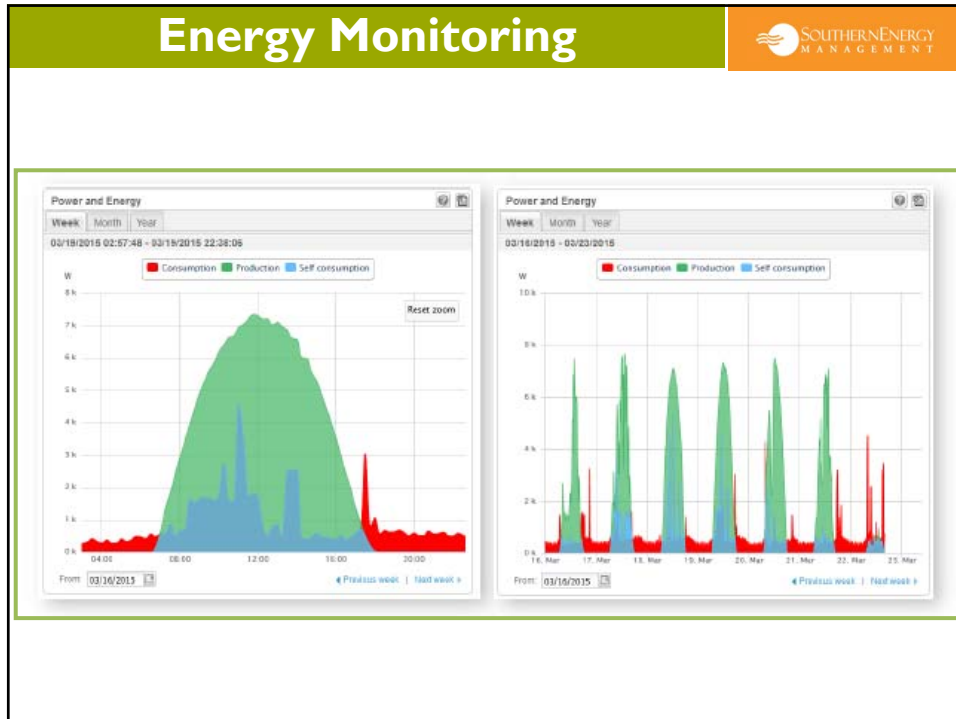


\$15,500 +
On average, homes with solar sell for a premium of \$2.68 per

Homebuyer Benefits

- ✓ Drastically reduce electricity bills
- ✓ Capture tax credits and utility incentives
- ✓ Increase home value
- ✓ Avoid rising utility rates
- ✓ Minimal out-of-pocket costs by wrapping into mortgage
- ✓ Reduce environmental impact of home
- ✓ Neutral total cost of ownership






Include Solar in Sales Process

But solar is complicated right?

Wrong! We make solar easy. Here's the answers to the most common questions we get about new construction solar.

- ⊕ Will I need to reengineer my roof trusses to carry the load?
- ⊕ What impact will this have on my electrician's scope of work?
- ⊕ Will it void my roof warranty?
- ⊕ Will it delay my construction timeline?
- ⊕ Can I claim the tax credits and incentives for myself?

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Will I need to reengineer my roof trusses to carry the load?

No – The panels are approximately 4.2 lbs/sqft. Any home being built under NC building code will have a sufficient dead load capacity to support the weight of the panels.

⊕ What impact will this have on my electrician's scope of work?

Will it void my roof warranty?

No – Depending on your roof type, SEM will need to add penetrations to attach the array. All penetrations made will be covered under SEM's 10 year product warranty.


⊕ Will it delay my construction timeline?


Can I claim the tax credits and incentives for myself?


Both the federal tax credit and the Duke rebate will go to the end user. If you'll retain ownership of the model homes and/or community amenities for over 1 year there are opportunities for you to capture the credits. You will be able to capture a reliable margin on all solar systems sold and differentiate yourself as a Zero Energy builder.

<https://southern-energy.com/zero-energy-home-blueprint/>


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The Powerwall can be installed inside or outside, and is compatible with EV charging.



Thank You!



Jamie Hager

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Evaluate Solar Impact



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