



Blackbird Gen Conversation With Scott, a Solar Power Switchover

Scott:

I've been thinking about solar for years frankly and my main concern is an environmental concern. As you guys probably know, we as a species have been mistreating our earth for many years, and I feel like we're at a tipping point...and we all have to do something, even if it's a small something. This is something I can do and I'm really grateful that I can afford to do it. But I think everybody can do a little something, even if it's using their own bag at the grocery store or reconfirming their efforts to recycle. Small stuff, everybody can do something.

So I wanted to do solar. I thought it was the coolest thing. I'd been thinking about it for years. I looked into it several times. I couldn't find a company that was working in the area that I felt I could trust, so every year just kinda got pushed to the side.

So then I read in the Kenosha News about [Blackbird Gen], and I'm saying "hey these kids are right where I want to be". Everything you guys were talking about and everything you were doing I was so enthused about. And I thought, "I'm gonna let these kids do my vetting for a solar contract". These kids aren't just gonna grab somebody off the street and say "hey put some solar panels on a couple of houses". I'm assuming you guys looked around and found a reputable company. So you hooked me up with All Energy Solar, and so far these guys have been terrific. Absolutely terrific.

I first got hooked up with a webinar. I loved everything I heard, so I took the next step and made an appointment with a solar specialist and got connected with Val Ulike who actually has some ties to Kenosha. I think his Uncle founded Uke's Harley Davidson. Val was wonderful, we did a few zooms, emails back and forth, a few phone calls. I had concerns and questions, and he set my mind at ease on just about all of those concerns, so I said "what do we do next"? So maybe a month ago, the week before Christmas, an engineer came out, spent a couple hours here. He had a drone, and looked at the roof. He was crawling around my attic and in my basement looking at my circuit boards, and I followed behind him and asked him questions. He was great and he filled me in on a lot of things.

Zach: *That's awesome to hear that you've had a good experience so far. When we started the group buy...what you've been saying is exactly what the group buy's been intended to do. The group buy is supposed to make it easier for people to find and consider solar.*

Scott: *It is a big step when you think about the expense, of course, and the federal rebates are good through 2022. I've talked up the idea with family in town and they're all environmentally concerned but they have another project going on and "maybe next year" and it just keeps rolling over. So I'm glad I could take a stand and commit to it.*

And you save a little bit every month and over the years that adds up. And I'm buying less energy and hopefully doing a little something good for the environment.

Sophie: *I think we definitely get the maybe later objection all the time. And my first thought is, "well why not now?" Now is the perfect time and the other perfect time was yesterday, just because of the timeline of when you actually start to see the benefits of solar and more importantly, even if it's a financial incentive, the environmental impact happens right away. And that's always a huge factor I think.*

Scott: *And that was my number one objective, was to help the environment. Hearing the headlines...every day this poor earth of ours is on its last breath and we have to do something. And my grandkids...I want to leave the earth a little bit better for them. Or at least try.*

That was the big motivator for me, but then something I hadn't considered until I got a little further into it is that battery back-up is now available. So I got battery back-up. With extreme weather going on and terrible storms all over the country...things like if a storm goes through and we lose power...we're losing power more often and for longer than we used to. So this is something I may never call on, but I really sleep better at night, or I will, knowing that I have that battery back-up and if I lose power for a day or two, I can keep my lights on, my refrigerator running...so that's a nice feature.

I hope that you guys do such a good job and that someday solar is gonna be as commonplace as running water. But I don't see it happening now.

I've got my grandkids in mind when I pull the trigger on this. Everybody's gotta do a little something. So I can do this, and I'm really happy I can.