

## **SOLAR PANEL FRANCHISE**

### **SOLAR PANEL DESIGN AND INSTALLATION BUSINESS.**

#### **START UP COSTS AND ADVICE.**

The solar panel industry is experiencing rapid growth due to the increasing demand for renewable energy sources and concerns over climate change. Starting a solar panel business can be a lucrative opportunity, but it requires careful planning, investment, and adherence to industry standards and regulations.

Let's start by discussing the costs involved. For a small-scale solar panel business, the initial investment can range from \$50,000 to \$100,000. This would cover the cost of solar panels, inverters, racking systems, tools, licenses, permits, and a vehicle for transportation. Additionally, you would need to allocate funds for marketing and advertising.

If you're looking to start a medium-scale business, the initial investment would be higher, typically between \$250,000 and \$500,000. With this level of investment, you can secure a larger inventory of solar panels and equipment, rent or purchase a warehouse or storage space, acquire more vehicles for transportation, and invest in expanded marketing and advertising efforts.

For a large-scale solar panel business, the initial investment can range from \$1 million to \$5 million or more. This substantial investment would allow you to maintain a significant inventory of solar panels and equipment, operate a large warehouse or distribution center, maintain a fleet of vehicles, and execute extensive marketing and advertising campaigns.

Now, let's talk about the design and installation of solar panel systems, which are critical aspects of the business. Proper training and adherence to industry standards are essential for safety, efficiency, and customer satisfaction.

For small-scale systems, such as residential rooftop installations and small commercial buildings, you would need to follow local building codes and electrical regulations. The emphasis should be on providing excellent customer service and delivering quality workmanship.

Medium-scale systems, which would include larger commercial buildings and small-scale industrial facilities, require comprehensive system design and engineering, as well as effective project management and coordination.

Large-scale systems, such as utility-scale solar farms and large industrial facilities, involve complex system design and engineering, extensive project management and coordination, and strict adherence to environmental regulations.

Proper training is crucial for installers, sales personnel, and inspectors to ensure quality work, customer satisfaction, and compliance with regulations.

Installer training should cover safety protocols, solar panel system design and installation techniques, electrical wiring and grounding, building codes and regulations, and continuing education and certification.

Sales personnel training should focus on product knowledge, customer service, consultative selling techniques, financing options and incentives, and compliance with advertising regulations.

Inspector training should cover building codes and regulations, system design and installation standards, safety protocols, inspection procedures, and documentation and reporting.

Effective sales strategies and personnel management are essential for the success of a solar panel business.

Your sales guidelines should include developing a comprehensive marketing plan, utilizing various advertising channels (online, print, events), offering financing options and incentives, emphasizing the benefits of solar energy (cost savings, environmental impact), and maintaining transparent and ethical sales practices.

Personnel guidelines should involve establishing clear job descriptions and responsibilities, providing comprehensive training and continuing education, implementing safety protocols and policies, fostering a positive and supportive work environment, and offering competitive compensation and benefits packages.

Employee guidelines should emphasize adhering to company policies and procedures, maintaining professionalism and ethical conduct, prioritizing customer satisfaction, continuously improving skills and knowledge, and contributing to a safe and productive work environment.

Starting a solar panel business requires significant investment, adherence to industry standards and regulations, and effective management of personnel and operations. By providing comprehensive training, establishing clear guidelines, and prioritizing customer satisfaction and quality workmanship, a solar panel business can thrive in the growing renewable energy market.

## **SOLAR PANEL DESIGN, INSTLLATION, MAINTENANCE, AND SAFETY**

## Solar Panel System Design: The Mathematical Core

The fundamental goal of solar system design is to match the energy production of a photovoltaic array to the energy consumption of a load, with careful consideration of various inefficiencies and environmental factors.

### 1. Load Analysis (Energy Consumption):

The first step is to precisely determine the daily energy demand. This is typically obtained from historical electricity bills, converting monthly or annual kilowatt-hour (kWh) usage into average daily consumption.

- **Formula for Average Daily Consumption:**  $E_{\text{daily\_avg}} = \frac{E_{\text{annual\_kWh}}}{365 \text{ days}}$  For a residential client, if their annual consumption is 10,800kWh, then  $E_{\text{daily\_avg}} = \frac{10,800 \text{ kWh}}{365 \text{ days}} \approx 29.59 \text{ kWh/day}$ . This is the target energy the system needs to deliver to the load.

### 2. Solar Resource Assessment (Peak Sun Hours - PSH):

Solar irradiance varies significantly throughout the day and year. To standardize this, we use Peak Sun Hours (PSH), which represents the equivalent number of hours per day during which solar irradiance averages 1000W/m<sup>2</sup>. PSH data is location-specific and crucial for accurate production estimates.

- **Data Acquisition:** PSH values are obtained from reputable databases (e.g., NREL's PVWatts, global solar atlases), often provided monthly or annually for a specific tilt and azimuth (orientation).
- **Example:** For a site in Houston, Texas, optimally tilted and oriented, the average PSH might be around 4.5 to 5.5 hours. Let's use 5PSH for our calculations.

### 3. System Sizing and Array Output Calculation:

This is where we determine the nominal DC power rating of the solar array needed. We must account for various system losses that reduce the actual energy delivered to the load. These losses can be

substantial, typically ranging from 15% to 25% for a well-designed system, but can be higher if factors like heavy shading are present.

- **Components of System Losses ( $L_{total}$ ):**

- **Temperature Derate:** PV modules perform less efficiently at higher temperatures. A typical temperature coefficient is around  $-0.35\%$  to  $-0.5\%$  per degree Celsius above STC ( $25^\circ\text{C}$ ). The module's maximum power ( $P_{max}$ ) at operating temperature can be calculated:  $P_{op} = P_{STC} \times [1 + \alpha P_{max} \times (T_{cell} - 25^\circ\text{C})]$ , where  $\alpha P_{max}$  is the temperature coefficient of  $P_{max}$ .
- **Inverter Efficiency ( $\eta_{inv}$ ):** Inverters convert DC to AC power, with efficiencies typically between 95% and 98%.
- **Wiring Losses:** Resistance in cables leads to power dissipation. Voltage drop ( $V_d$ ) can be calculated:  $V_d = I \times R$ , where  $R = \rho \times (L/A)$  (resistivity  $\rho$ , length  $L$ , cross-sectional area  $A$ ). The percentage voltage drop should ideally be kept below 2–3%. Power loss is  $P_{loss} = I^2 R$ .
- **Soiling Losses:** Accumulation of dust, dirt, pollen, and bird droppings. Typically estimated at 2–5%, but higher in dusty environments.
- **Mismatch Losses:** Slight variations in performance between individual panels in a string.
- **Shading Losses:** Highly variable. Even partial shading on one cell can significantly impact string output in systems without optimizers or microinverters.
- **Age/Degradation:** Panels degrade over time, typically 0.5% to 1% per year.
- **Other Factors:** Snow, panel quality, module manufacturing tolerance, etc.

- Total DC Energy Required from Array (before losses):

$$EDC_{needed} = \eta_{inv} \times (1 - L_{total\_other}) E_{daily\_avg}$$

Let's assume an overall system loss factor (excluding inverter efficiency, as it's separate) of  $L_{total\_other} = 0.15$  (15%) and inverter efficiency  $\eta_{inv} = 0.96$  (96%).

For  $E_{daily\_avg} = 29.59 \text{ kWh/day}$ :

$EDC_{needed} = 0.96 \times (1 - 0.15) 29.59 \text{ kWh/day} = 0.96 \times 0.85 29.59 \text{ kWh/day} = 0.816 29.59 \text{ kWh/day}$   
 $\approx 36.26 \text{ kWh/day}$ .

- Nominal DC Array Power ( $P_{array\_nominal}$ ):

This is the peak power rating of the solar array needed at STC.

$P_{array\_nominal} = PSH_{site} EDC_{needed}$

Using  $EDC_{needed} = 36.26 \text{ kWh/day}$  and  $PSH_{site} = 5$ PSH:

$P_{array\_nominal} = 5 PSH 36.26 \text{ kWh/day} = 7.252 \text{ kWDC}$  (7252WDC).

- Number of Panels ( $N_{panels}$ ):

If using 400WDC panels:

$N_{panels} = \frac{P_{panel\_rating}}{P_{array\_nominal}} = \frac{400 \text{ WDC/panel}}{7252 \text{ WDC}} = 18.13 \text{ panels}$ .

Since you can't install a fraction of a panel, you would typically round up to the nearest whole number to meet or slightly exceed the energy target, which would be 19 panels.

Actual Array Size:  $19 \text{ panels} \times 400 \text{ WDC/panel} = 7600 \text{ WDC}$  (7.6kWDC).

#### 4. Inverter Sizing and Configuration:

The inverter converts the array's DC output to usable AC power. Sizing involves balancing efficiency, cost, and functionality.

- DC-to-AC Ratio (Oversizing): This is the ratio of the nominal DC array power to the inverter's nominal AC output power. A ratio slightly greater than 1 (e.g., 1.15–1.30) is often optimal, allowing the inverter to operate at higher efficiency for more hours.

$$\text{Ratio} = \frac{P_{\text{inverter\_AC\_rating}}}{P_{\text{array\_nominal}}}$$

If our actual  $P_{\text{array\_nominal}} = 7600 \text{ WDC}$  and we aim for a ratio of 1.25:

$$P_{\text{inverter\_AC\_rating}} = 1.25 \times 7600 \text{ WDC} = 6080 \text{ WAC} \text{ (6.08 kWAC)}.$$

You would select an inverter with an AC output rating close to or slightly above this value, perhaps a 6kWAC or 6.5kWAC inverter.

- String Inverter Sizing (Voltage and Current):

For string inverters, panels are connected in series. The total string voltage must fall within the inverter's Maximum Power Point Tracking (MPPT) voltage window, and the total current must be within its limits.

- **Maximum String Voltage ( $V_{\text{string\_max}}$ ):** The sum of the open-circuit voltage (VOC) of all panels in a string, adjusted for the lowest expected temperature (as VOC increases with colder temperatures). This must not exceed the inverter's maximum input voltage.  

$$V_{\text{string\_max}} = N_{\text{panels/string}} \times V_{\text{panel\_OC}} \times (1 + \beta_{\text{VOC}} \times (T_{\text{min}} - 25^\circ\text{C}))$$
Where  $\beta_{\text{VOC}}$  is the temperature coefficient of open-circuit voltage (negative value),  $T_{\text{min}}$  is the lowest ambient temperature.
- **Minimum String Voltage ( $V_{\text{string\_min}}$ ):** The sum of the maximum power point voltage (VMPP) of all panels in a string, adjusted for the highest expected temperature. This must be above the inverter's minimum MPPT voltage.  

$$V_{\text{string\_min}} = N_{\text{panels/string}} \times V_{\text{panel\_MPP}}$$

$\times(1+\alpha_{VMPP}\times(T_{max}-25^{\circ}C))$  Where  $\alpha_{VMPP}$  is the temperature coefficient of VMPP,  $T_{max}$  is the highest ambient temperature.

- **Maximum String Current ( $I_{string\_max}$ ):** The short-circuit current (ISC) of a single panel (as current does not add in series), adjusted for temperature. This must not exceed the inverter's maximum input current.  $I_{string\_max}=I_{panel\_SC}\times(1+\alpha_{ISC}\times(T_{max}-25^{\circ}C))$  Where  $\alpha_{ISC}$  is the temperature coefficient of ISC (positive value).
- **Number of Strings per MPPT:** The total number of panels (19) determines how many strings are needed and how they're distributed across the inverter's MPPT inputs. For example, with 19 panels and a max of 12 panels per string at optimal voltage, you'd have one string of 10 panels and one of 9 panels.

#### 5. Battery Sizing (for Off-Grid or Hybrid Systems):

For energy storage, battery capacity is determined by desired autonomy (days without sun) and allowable depth of discharge.

- **Daily Load for Battery ( $E_{battery\_load}$ ):** The daily energy consumption that the battery needs to supply.
- **Days of Autonomy ( $D_{auto}$ ):** The number of days the system can run without solar input.
- **Depth of Discharge (DoD):** To prolong battery life, batteries are typically not fully discharged. Lead-acid batteries often 50% DoD, lithium-ion 80–90%.
- **Battery Efficiency ( $\eta_{battery}$ ):** Energy is lost during charging and discharging (typically 85–95%).
- **Battery Bank Capacity (Watt-hours or Amp-hours):**  $CWh=DoD\times\eta_{battery}E_{battery\_load}\times D_{auto}$  If  $E_{battery\_load}=29.59kWh/day$ ,  $D_{auto}=2$  days,  $DoD=0.80$ ,  $\eta_{battery}=0.90$ :  $CWh=0.80\times0.90\times29.59kWh/day\times2days=0.7259.18kWh\approx82.19kWh$ . If a 48V battery system is chosen, the Amp-hour capacity (CAh) is:  $CAh=V_{system}CWh=48V\times82,190Wh\approx1712Ah$ . Individual batteries are then selected to sum up to this total capacity.

#### 6. Charge Controller Sizing (for DC-coupled systems with batteries):

The charge controller manages the flow of power from the PV array to the battery bank, preventing overcharging.

- **Maximum Input Current for Charge Controller:**  $I_{\text{controller\_max}} = I_{\text{array\_short\_circuit}} \times 1.25$  (NEC requirement for continuous load). Where  $I_{\text{array\_short\_circuit}}$  is the sum of the ISC for all parallel strings from the array.
- **Maximum Input Voltage for Charge Controller:**  $V_{\text{controller\_max}} = V_{\text{array\_open\_circuit}} \times 1.25$  (NEC requirement for extreme cold, as VOC increases with cold). Where  $V_{\text{array\_open\_circuit}}$  is the VOC of a single string.

## Roof and Commercial Installation: Engineering and Best Practices

Residential Roof Installation:

The structural integrity of the existing roof is paramount.

- **Weight Load Calculation:** Average solar panels weigh 40–50lbs (18–23kg). Mounting hardware adds 2–4lbs/sq.ft (9–18kg/m<sup>2</sup>). A 400W panel is roughly 1.7m<sup>2</sup> to 2.0m<sup>2</sup>.
  - **Load per Panel:** For a 45lb panel, the load on the roof at each mounting point must be distributed.
  - **Total Load:**  $N_{\text{panels}} \times \text{Weight}_{\text{panel}} + \text{Weight}_{\text{tracking}}$ . This total static load must be within the roof's structural capacity (design load), which includes snow, wind, and seismic loads. Local building codes provide minimum live and dead load requirements (e.g., 20psf live load, 10–15psf dead load minimum for residential roofs).
- **Roof Pitch & Azimuth (Orientation):** Panels generally perform best when facing true south (Northern Hemisphere) or true north (Southern Hemisphere) with a tilt angle approximately equal to the local latitude. Deviation from this optimal orientation results in predictable energy losses, which are factored into the PSH.

- **Example Loss (rule of thumb):** East/West facing arrays typically see 15–20% less annual production than south-facing.
- **Fire Setbacks:** Many codes require specific clear distances from roof ridges, valleys, and hips for fire safety and access (e.g., 3 feet clear path around ridge, 18 inches from hip/valley lines, specific distances from arrays to edges of roof). This reduces usable roof area.
- **Mounting Integrity:** Flashing must be correctly installed at every roof penetration to prevent leaks. The attachment methods must be rated for pull-out strength exceeding local wind and snow load requirements, often requiring calculations based on wind speeds and snow depths. Number of mounts per panel is based on panel size, wind zone, and local code.
- **Conduit Runs:** Electrical conduits are routed cleanly, adhering to bending radius rules and avoiding obstructions. They must be UV-resistant and properly supported.

Commercial Installation:

Commercial projects, due to their scale, introduce additional complexities in structural engineering, electrical design, and logistics.

- **Flat Roofs:** Common on commercial buildings, often using ballasted mounting systems that rely on weight (concrete blocks) rather than penetrations. This requires precise calculation of ballast weight per square foot to prevent wind uplift, considering roof membrane integrity and load distribution.
  - **Ballast Calculation:** Requires detailed wind load analysis (ASCE 7 standards in the US) considering building height, wind speed, exposure category, and panel tilt.  $F_{uplift} = C_p \times q_h \times A$ , where  $C_p$  is pressure coefficient,  $q_h$  is velocity pressure,  $A$  is area. Ballast weight must overcome this uplift force plus a safety factor.
- **Ground Mounts:** Requires civil engineering for foundation design (concrete piers, helical piles) to support the large array and withstand environmental forces.
- **Carports:** Similar to ground mounts but with additional structural requirements for overhead clearance and integration with parking lot layouts.

- **HVAC and Rooftop Equipment:** Extensive planning needed to route around existing rooftop units, ensuring no shading and maintaining access for maintenance of both solar and existing equipment.
- **Larger Inverters/Central Inverters:** Often used for commercial projects, requiring dedicated pad mounting, more robust electrical infrastructure, and potentially specialized cooling.
- **Utility Interconnection:** Commercial projects usually have more complex interconnection agreements with utilities, sometimes requiring dedicated transformers or grid upgrades.
- **Scalability:** Often designed with future expansion in mind, calculating for potential additional phases.

### **Maintenance of All System Parts: Sustaining Performance**

Regular maintenance is crucial for maximizing energy yield, ensuring longevity, and preventing costly failures. A proactive approach based on data is key.

#### 1. Performance Monitoring:

The most fundamental aspect of maintenance. Modern systems employ monitoring platforms that collect real-time data from inverters, optimizers, or microinverters.

- **Key Metrics:** Daily, weekly, monthly, and annual energy production (kWh), instantaneous power output (kW), individual panel performance (for microinverter/optimizer systems), inverter status, and error codes.
- **Calculations for Anomaly Detection:**
  - **Performance Ratio (PR):** A measure of system quality and overall losses, independent of solar irradiation.  

$$PR = \frac{\text{Expected AC Energy Output (kWh at STC)}}{\text{Actual AC Energy Output (kWh)}}$$
 Or, more commonly, comparing actual kWh/kWp (kilowatt-hour per kilowatt peak) to expected values. Significant drops in PR indicate issues.

- **Expected Daily Production:** Compare actual daily kWh to a calculated expected value based on actual daily PSH and system size.  $E_{\text{expected\_daily}} = P_{\text{array\_nominal}} \times \text{PSH}_{\text{actual\_day}} \times (1 - L_{\text{total}})$  Any deviation beyond a threshold (e.g., 5%) triggers an investigation.

- **Frequency:** Continuous monitoring is typical. Daily checks of overall production, monthly review of trends, and annual comprehensive reports.

## 2. Physical Inspections (Routine and Detailed):

- **Visual Inspection (Quarterly/Bi-Annually - By Owner/Technician):**

- Check for dirt, dust, bird droppings, leaves, or other debris on panels.
- Look for physical damage: cracked glass, delamination (bubbles under glass), discoloration (hot spots), bent frames.
- Inspect mounting hardware: loose bolts, corrosion, signs of wear.
- Check wiring and conduits: frayed wires, cracked insulation, loose connections, signs of rodent damage, conduit integrity.
- Observe inverter indicator lights for any error codes.
- Ensure proper ventilation around inverters and other components.

- **Professional Electrical & Structural Inspection (Annually/Bi-Annually - By Certified Technician):**

- **IV Curve Tracing:** Advanced test using specialized equipment to generate the current-voltage curve of individual strings or panels, identifying subtle performance issues like micro-cracks or cell degradation not visible to the naked eye.
- **Thermal Imaging (IR Scan):** Use an infrared camera to detect "hot spots" on panels, indicating faulty cells, bypass diode failures, or shading, which can be precursors to fires or severe degradation.

- **Torque Checks:** Re-torquing mounting hardware and electrical connections to manufacturer specifications. Over- or under-torquing can lead to failures.
- **Grounding and Bonding Checks:** Verifying the integrity of the grounding system to ensure safety and compliance.
- **Inverter Diagnostics:** Checking internal diagnostics, firmware updates, and component health (e.g., fan operation, capacitor health).
- **Open Circuit Voltage (VOC) and Short Circuit Current (ISC) Tests:** Measuring these values for individual strings to compare against design specifications and identify performance degradation.

### 3. Cleaning:

- **Frequency:** Environment dependent. Annually or bi-annually in most areas. More frequently (quarterly or monthly) in dusty, polluted, or coastal regions.
- **Method:** Use soft brushes or squeegees, mild, non-abrasive detergent (specifically for PV if available), and deionized or distilled water to prevent mineral deposits. Avoid high-pressure washers, which can damage seals or even cells. Cleaning is ideally done during cooler parts of the day (early morning or late evening) to avoid thermal shock or rapid drying with streaking.
- **Loss Recovery:** Cleaning can recover 5–15% of lost production due to soiling.

### 4. Vegetation Management:

Regular trimming of trees or shrubs to prevent shading, which, as calculated earlier, significantly impacts system performance.

### 5. Documentation:

Maintaining a logbook of inspections, cleaning, repairs, and performance data. This is crucial for warranty claims and tracking system health over its lifespan.

## **Safety: An Uncompromising Imperative**

Safety in solar PV installation and maintenance is non-negotiable, given the inherent risks of working with electricity, at heights, and with heavy equipment.

## 1. Personal Protective Equipment (PPE):

- **Fall Protection:** Essential for roof work. Full-body harnesses, shock-absorbing lanyards, lifelines (vertical and horizontal), anchorage points, and guardrail systems. Calculations for fall clearance distances must be made to ensure harnesses prevent impact with lower levels or obstructions.
- **Electrical Safety Gear:**
  - **Insulated Gloves (Rubber Gloves):** Rated for the maximum voltage expected (e.g., Class 0 for 1000V systems).
  - **Dielectric Footwear:** Non-conductive boots.
  - **Arc Flash Protection:** Flame-resistant clothing (FRC) for specific tasks near live components, determined by arc flash analysis (NFPA 70E standards). Arc flash calculations determine incident energy and required PPE category.
  - **Safety Glasses/Face Shields:** To protect against electrical arcing, flying debris.
  - **Hard Hats:** To protect against falling objects and head impacts.
- **General Safety:** Cut-resistant gloves for handling panels/sharp edges, safety knives, first-aid kits.

## 2. Electrical Safety Procedures:

- **Lockout/Tagout (LOTO):** Strict procedures for de-energizing and securing all energy sources before working on electrical components. This includes both the AC side (main service panel breaker) and the DC side (PV array disconnects). Verification with a multi-meter that circuits are truly de-energized.
- **Voltage and Current Verification:** Always test for voltage before touching conductors. Calculations for expected voltage (e.g., VOC of array) guide proper test equipment selection.

- **Grounding and Bonding:** All metal components must be properly grounded to prevent electric shock in case of fault. Calculation of grounding electrode conductor size based on system fault current.
- **Rapid Shutdown Devices:** NEC requires rapid shutdown capability for rooftop PV systems, allowing firefighters to quickly de-energize the array at module level or within a certain distance from the array. This reduces the DC voltage in the array conductors to less than 30V within 30 seconds.
- **Tool Safety:** Use insulated tools when working with live circuits. Proper handling and maintenance of power tools.

### 3. Working at Heights Safety:

- **Ladder Safety:** Proper ladder selection, secure footing, three-point contact rule. Extension ladders must extend at least 3 feet above the landing point.
- **Roof Access and Mobility:** Using roof anchors, temporary lifelines, and proper staging. Minimizing trips/slips by keeping work areas clear.
- **Weather Conditions:** Suspending work during high winds, lightning, rain, or icy conditions. Wind load calculations determine maximum allowable wind speed during installation.

### 4. Lifting and Material Handling:

- **Ergonomics:** Proper lifting techniques to prevent back injuries. Panels are heavy and cumbersome.
- **Mechanical Aids:** Using lifts, hoists, or cranes for commercial projects with large, heavy panels. Load calculations for lifting equipment must be adhered to.

### 5. Emergency Preparedness:

- **Emergency Contact Information:** Readily available.
- **First Aid and CPR Training:** For all crew members.
- **Fire Extinguishers:** Appropriate class (Class C for electrical fires) on site.
- **Evacuation Plan:** Clear routes and muster points.

The integration of these mathematical principles into design and the unwavering commitment to safety protocols throughout installation and maintenance define a professional and reliable solar energy practice. Every decision, from the choice of a panel to the type of safety harness, has a calculable impact on system performance, cost-effectiveness, and, most importantly, the well-being of the installers and end-users.