

# New company taking unique approach to solar

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With the weather heating up, there is a new solar company in town that is taking a different approach to helping Yuba-Sutter residents manage their utility costs.

Andrew Malotte, owner of Solagistics, LLC, said he started his company in September after working for several other area companies over a span of six years.

“After years of working in the solar field, I found a need in the industry for better solar services in Northern California,” said Malotte. “With help from my partners, Solagistics was formed with the intent on improving and changing the current processes within the industry.”

Malotte said the bad business practices and misconceptions he witnessed at other companies inspired him to build a better solar company that provided more concise information to the customer.

“I just thought we could be doing it better,” said Malotte.

According to Malotte, Solagistics is a full-service solar company that offers sales, installation and processing in addition to third-party fulfillment and management services.

Unlike many solar companies, Malotte said they do not go door-to-door with a sales pitch to provide solar to the community.

“We let the business come to us,” said Malotte.

Erin Johnston-Ford, managing member and the controller for the company, said when a potential customer comes in, they take a more analytical approach by reviewing their utility bills to see where the costs are coming from while analyzing current utility rates and inflation.

“We take the non-pressure ap-

proach,” said Johnston-Ford. “We want to educate customers so they can make the most informed decisions.”

Johnston-Ford said the company is also a proponent of solar ownership, as opposed to renting the solar panels, because in addition to producing enough solar to offset utility bills, those that purchase the panels get a federal tax incentive of 26 percent of the purchase price in the form of a non-refundable tax credit.

“Solar also increases the value of your home,” said Johnston-Ford.

In just the few months they have been in business, Malotte said the company has managed to streamline the solar process on the backend to allow them to move through projects much faster.

“Forty-five to 60 days projects are pretty standard in the solar industry, but we have gotten that down to 30 days,” said Malotte.

Malotte said the company currently has some projects in Central and Southern California, but it is looking to officially expand south in the next couple of months.

As an Army veteran and longtime Yuba-Sutter resident, Malotte said he is proud to operate a locally owned business that bridges the gap between the customer and the solar industry.

Solagistics is located at 735 Clark Ave. in Yuba City. The office is open Monday through Friday from 8 a.m. to 4 p.m. and Johnston-Ford said the company is looking to expand its hours to Saturdays by this summer.

For more information, call 844-765-7669 or visit [www.solagistics.com](http://www.solagistics.com).



Longtime Yuba-Sutter resident Andrew Malotte opened Solagistics, LLC in September 2021 to better bridge the gap between the customer and the solar industry. (Courtesy of Solagistics)



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