



National Community Solar Partnership

Building with Benefits: Low Income Access

May 31, 2023

Housekeeping

- This session **is** being recorded
- Slides and a link to the recording will be made available online after the event
- Please put questions for panelists and moderators in the Q&A

A two-story apartment building with a dark blue upper level and a light-colored lower level. The roof is covered with solar panels. The building has several windows and a wooden deck with stairs leading to the ground level. The sky is clear and blue.

Welcome & Introductions

In the chat, please feel encouraged to share your name, organization, and why you're joining this conversation about Low Income Access.

Webinar Agenda

Time (ET)	Topic	Presenter
2:00 – 2:05	Welcome & National Community Solar Partnership Overview	Ariel Drehobl, U.S. Department of Energy
2:05 – 2:10	Overview: Low Income Access	Moderator: Yesenia Rivera, Energy Allies
2:10 – 2:40	Project & Program Highlights: Implementing Greater Low Income Access	Eric LaMora, Nautilus Solar Energy LLC Thomas Bartholemew, DC DOEE Tess McKenna, Citizens Energy Corporation Pouya Najmaie, Cooperative Energy Futures Dan Dumovich, GRID Alternatives
2:40 – 3:10	Panel Discussion and Q&A	Panelists & Moderator
3:10 – 3:15	Closing & Staying Engaged	Ariel Drehobl, U.S. Department of Energy



National Community Solar Partnership Overview

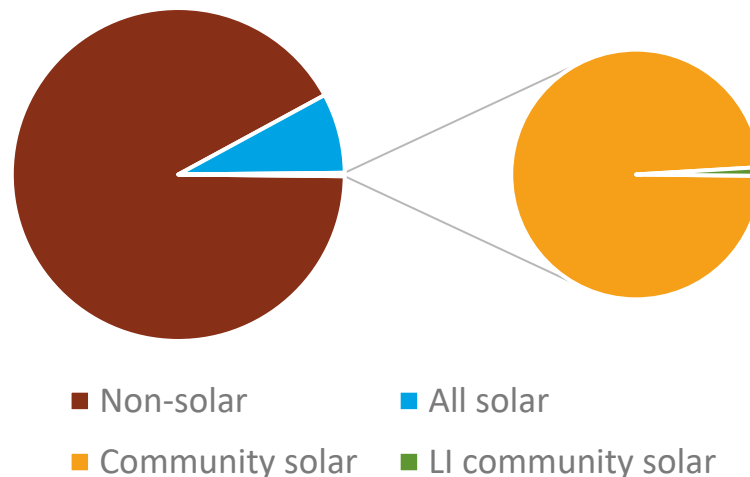
Community Solar Opportunity

- Half of all households and businesses **cannot** host a solar PV system on their roof, due to:
 - Solar Potential
 - Insufficient Roof Space (e.g., *high rise*)
 - Roof Ownership/Tenancy

Across the United States:

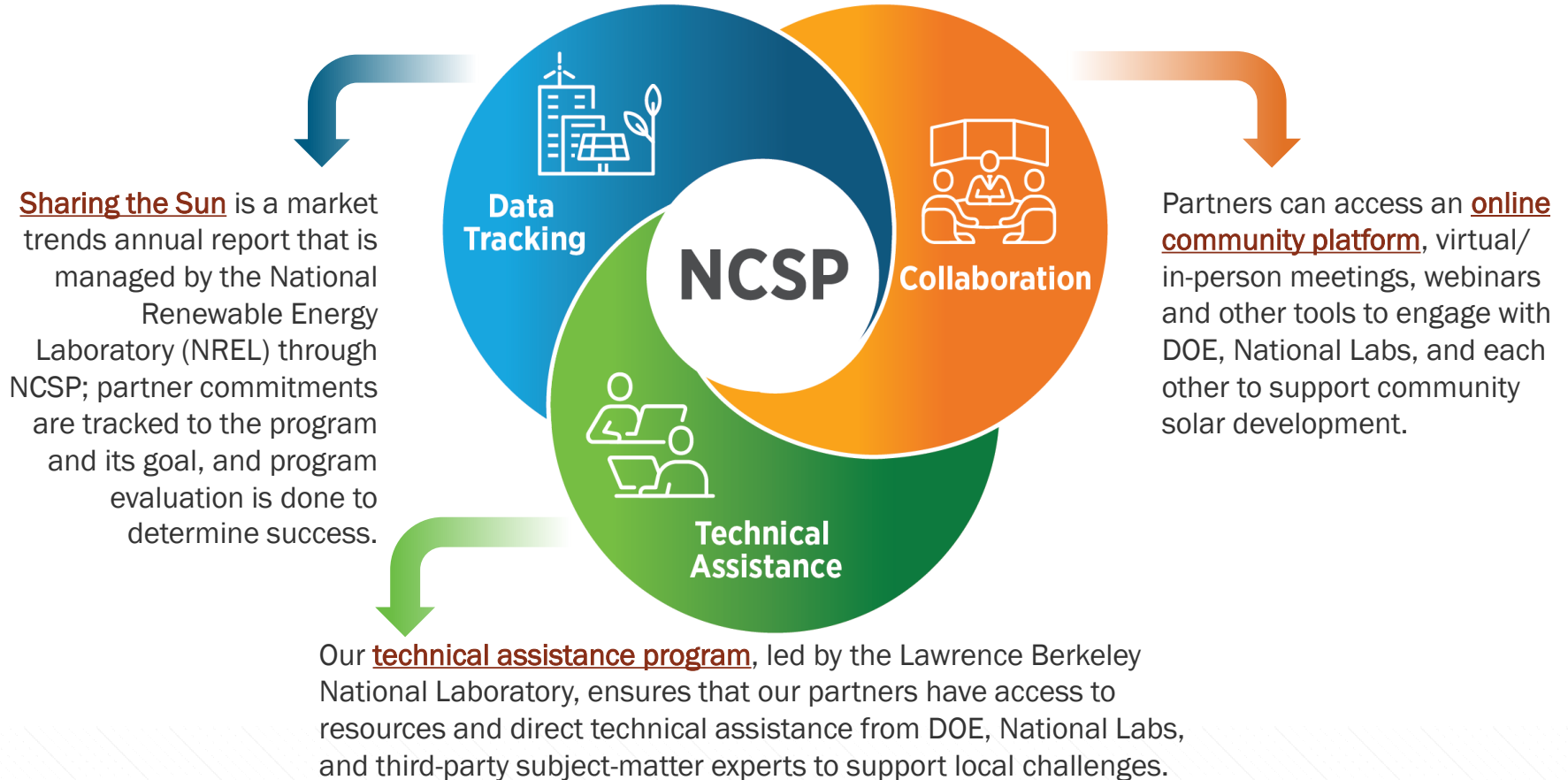
- **<10%** of electricity is generated by solar
- **<5%** of all solar electricity is generated by community solar
- **<1%** of all community solar is mandated or incentivized to serve low- to moderate-income households

Community Solar as a Percentage of Total U.S. Energy Generation



Sources: EIA, SEIA, NREL, NREL (unpublished)

The National Community Solar Partnership



Pathway to Success Priorities

TECHNICAL
EXPERTISE
AND CAPACITY
BUILDING



STATE
ENGAGEMENT



ACCESS
TO CAPITAL



CUSTOMER
ENGAGEMENT



EDUCATION
AND OUTREACH



**NCSP
TARGET**
5 million households
and \$1 billion in
savings by 2025

Resulting in...

- ★ An average 20% energy bill reduction
- ★ 700% increase in community solar capacity

Meaningful benefits:

Greater household savings; LMI household access; Resilience and grid benefits; Community ownership; Workforce development and entrepreneurship

Meaningful Benefits of Community Solar



GREATER HOUSEHOLD SAVINGS

- Provide a reduction in electricity bills for residential subscribers to a project

Justice40 Priority 1:
Reduce Energy Burden



LMI HOUSEHOLD ACCESS

- Include subscribers from low- to moderate-income (LMI) households

Justice40 Priority 3:
Increase Clean Energy Parity



RESILIENCE AND GRID BENEFITS

- Include the capability to deliver power to households and/or critical facilities during a grid outage or strengthen grid operations

Justice40 Priority 7:
Increase Energy Resiliency



COMMUNITY OWNERSHIP

- Local community members, subscribers, or local community organizations own or have equity in the project
- Other wealth-building strategies

Justice40 Priority 8:
Increase Energy Democracy



WORKFORCE DEVELOPMENT AND ENTREPRENEURSHIP

- Support prevailing wages and pre-apprenticeship and apprenticeship programming
- Ensure women- and minority-owned businesses have equitable opportunity

Justice40 Priority 6:
Increase Clean Energy Jobs

2022 Sunny Awards for Equitable Community Solar

\$100,000 Prize

Recognize community solar projects and programs that employ or develop best practices to increase equitable access to the meaningful benefits of community solar

Meaningful Benefits Categories

- Greater Household Savings
- Low- to Moderate-income Household Access
- Resilience and Grid Benefits
- Community Ownership
- Equitable Workforce Development
- *Innovation Category: Community Engagement*
- *Innovation Category: Impact*



2022 Grand Prize Projects & Programs
serve 7,300 Low- to Moderate-Income
Households



2023 Sunny Awards are open now!

Up to \$200,000 in Prizes
Applications due July 14th



Energy Allies

Yesenia Rivera

Executive Director

Energy Allies revolutionizes the energy system by centering climate-impacted communities through clean energy projects, policy advocacy, and education.





**Nautilus Solar
Energy, LLC**

Eric LaMora

Executive Director of Community Solar

Building with Benefits: LMI Access

Subhead goes here



PROJECT SPOTLIGHT

White Marsh Community Solar Project

Baltimore County, MD

MARYLAND'S FIRST COMMUNITY SOLAR PROJECT **DEDICATED TO PROVIDING OVER HALF THE POWER** GENERATED BY THE PROJECT **TO LOW-TO-MODERATE INCOME RESIDENTS**

PROJECT HIGHLIGHTS

- ✓ 1.8 Megawatts (MW) Capacity
- ✓ Enough electricity to power 325 homes (54% carve out for low-to-moderate income residents, 135 homes)
- ✓ Sunny award special recognition in the meaningful benefit category for LMI access
- ✓ 461M kWh production over the system's service life (35 years)
- ✓ Created 6,504 hours and 124 worker-days of construction jobs



A LEADER IN COMMUNITY SOLAR

Nautilus is a leading community solar provider, driving industry growth since 2006. Nautilus leverages its expertise to accelerate transactions, creating value for its partners and ensuring project success.

THE NAUTILUS ADVANTAGE



Long-term asset owner:

Owns and operates over 315MW across 100 community solar projects in 10 states.



Depth of knowledge and experience:

Pioneers in the solar industry since 2006 with more than \$1B in deals acquired and financed.



In-house subscriber management and acquisition:

Manages 28,000 subscribers across 6 states including over 2,000 LMI households



Community partnerships:

Fosters authentic and reciprocal relationships with local organizations to benefit entire community.



Solid foundation and capital backing:

Owned by Power Sustainable, a wholly owned subsidiary of Power Corporation of Canada, backed by C\$1.6 billion in capital commitments.

BENEFITS TO YOUR COMMUNITY

Community solar is the democratization of solar.

COMMUNITY SOLAR ADVANTAGES

- ✓ Makes solar accessible and affordable to all, regardless of income or property ownership.
- ✓ Generates revenue and renewable energy through responsible land use.
- ✓ Creates jobs and stimulate local economies.
- ✓ Reduces greenhouse gas emissions.
- ✓ Increases energy independence and resilience.



COMMUNITY SOLAR EXPLAINED

Community solar provides the opportunity for everyone to access local clean, renewable energy.



1 Our local community solar farms harvest the sun and send that energy to your utility company.



2 Your utility company receives the solar energy and sends it to the power grid.



3 Your utility company delivers that solar energy to power your home or business - and you pay less!



4 You receive a discount of 10% or more on your energy bill for your share of the electricity produced.



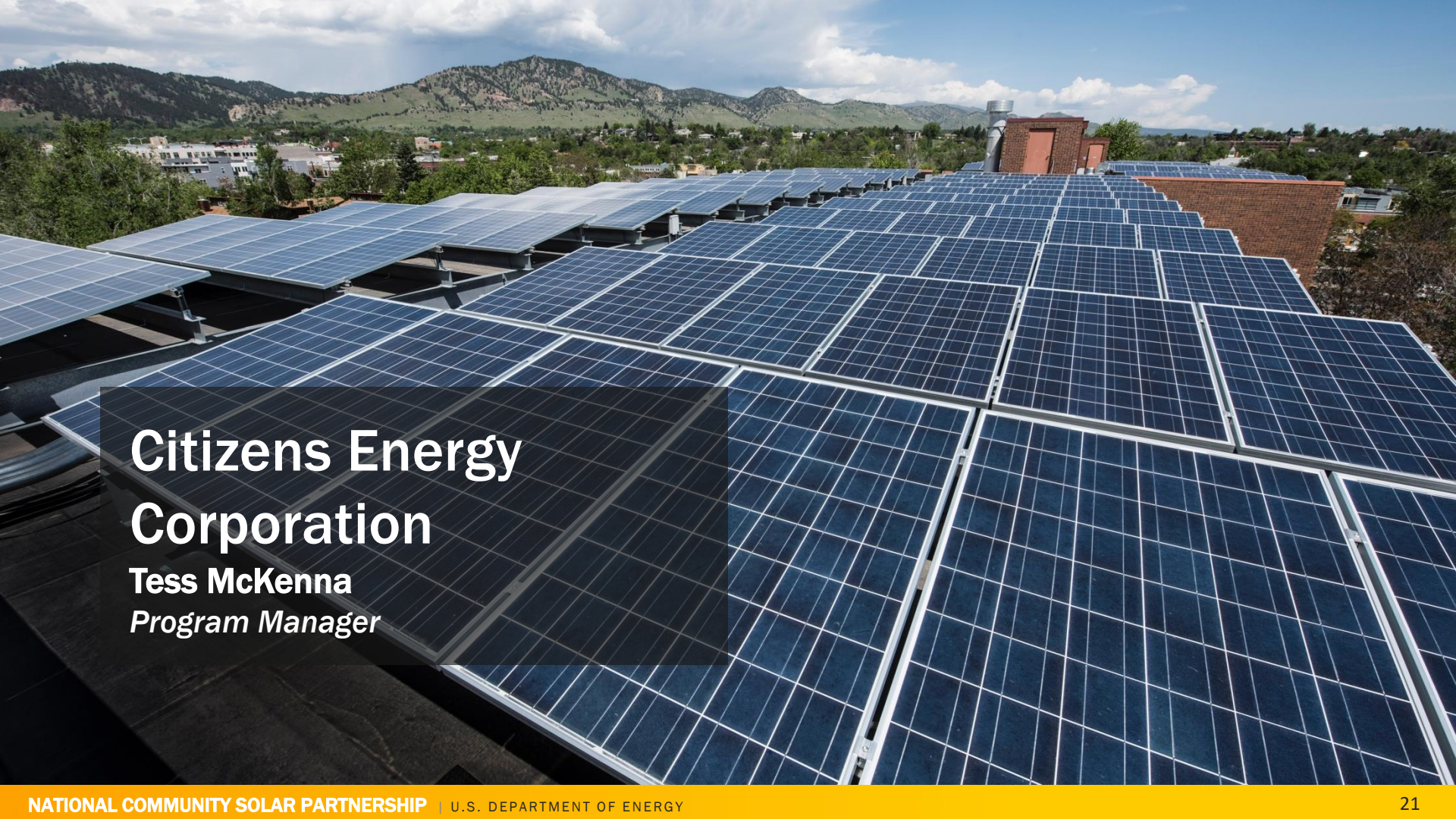
COMMUNITY SOLAR EXPLAINED





DC Department of Energy and Environment

Thomas Bartholemew
*Branch Chief for Renewable Energy and
Clean Transportation*



**Citizens Energy
Corporation**

Tess McKenna
Program Manager

JOE-4-SUN

Saving you money
is our job.

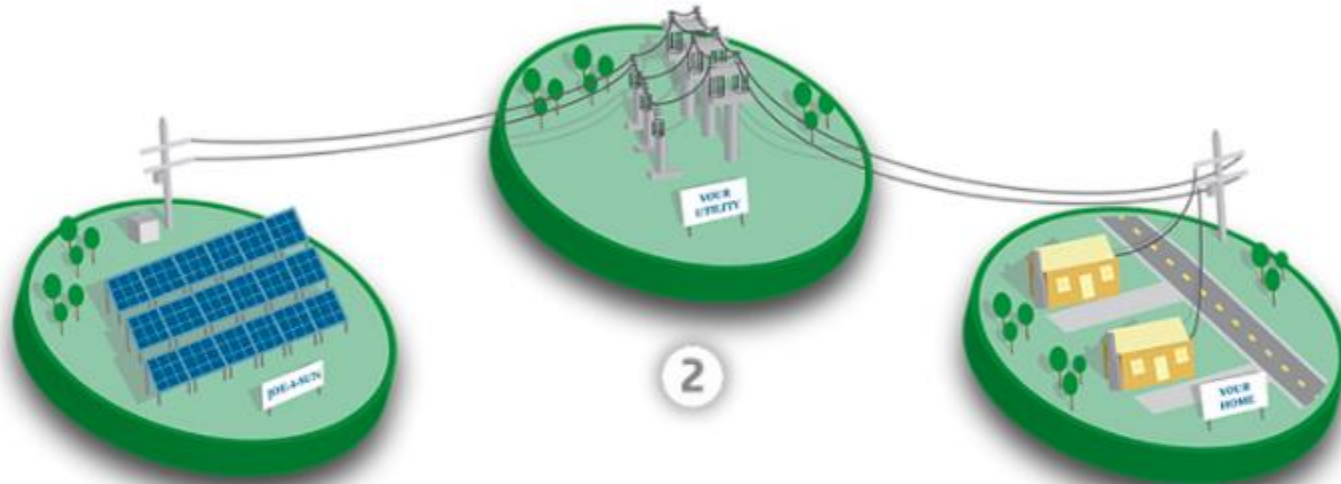


Eligible Programs

- **Low Income Home Energy Assistance Program (LIHEAP/Fuel Assistance)**
- **Supplemental Security Income (SSI)**
- **MassHealth- Basic or Standard (Medicaid)**
- **Emergency Assistance for the Elderly, Disabled & Children (EAEDC)**
- **Public or Subsidized Housing**
- **Transitional Aid to Families with Dependent Children (TAFDC)**
- **Head Start**
- **Veterans Service Benefits (Chapter 115)**
- **School Breakfast/Lunch Program**
- **Supplemental Nutrition Assistance Program (SNAP/Food Stamps)**
- **Veterans Dependency & Indemnity Compensation (DIC) Surviving Parent or Spouse**
- **Veterans Non-Service Disability Pension**
- **Commonwealth Care Plan Types 1, 2, or 2A**
- **Health Safety Net Plan- Primary or Secondary (Not Partial)**
- **Women, Infants & Children (WIC) Nutritional Program**

How it Works

NO COST. NO FEES. NO INSTALLATIONS. NO OBLIGATIONS. NO CREDIT CHECKS.



1

1. OUR SOLAR FARMS ACROSS MASSACHUSETTS PRODUCE CLEAN, GREEN ENERGY.

2

2. YOUR UTILITY TURNS THIS ENERGY INTO BILL CREDITS THAT LOWER YOUR ELECTRIC BILL CHARGES.

3

3. JOE-4-SUN PAYS FOR 50% OF THE CREDITS AND YOU RECEIVE GUARANTEED SAVINGS EVERY MONTH.

EVERSOURCE

Account Number: 000 000 000

Customer name key:

Statement Date: 05/18/20

Service Provided To:

JOHN SMITH

Amount Due

\$10.00

Continued from previous page...

Other Charges or Credits

ALTERNATIVE ON-BILL CREDIT -\$0.00

Subtotal Other Charges or Credits -\$0.00

Total Current Charges \$10.00



ALTERNATIVE ON-BILL CREDIT

**THIS IS THE
VALUE OF THE
BILL CREDITS
YOU RECEIVED
FROM JOE-4-
SUN.**

EVERSOURCE

Account Number: 000 000 000

Customer name key:

Statement Date: 05/18/20

Service Provided To:
JOHN SMITH

Svc Addr: SAMPLE BILL

Rate A2 R2 RESIDENTIAL ASST Cycle 11
Service from 04/15/20 - 05/14/20 29 Days
Next read date on or about: Jun 16, 2020

Meter Number	Current Read	Previous Read	Current Usage	Reading Type
SAMPLE	SAMPLE	SAMPLE	SAMPLE	SAMPLE

Monthly kWh Use

May	Jun	Jul	Aug	Sep	Oct	Nov
Dec	Jan	Feb	Mar	Apr	May	

Contact Information

Emergency: 800-592-2000

www.eversource.com

CustomerServiceMAG@eversource.com

Pay by Phone: 888-783-6618

Customer Service: 800-592-2000

Important Messages About Your Account

DIGGING? STATE LAW REQUIRES YOU OR YOUR CONTRACTOR TO CALL DIG SAFE AT 811 AT LEAST THREE BUSINESS DAYS PRIOR TO DIGGING. FOR MORE INFORMATION VISIT DIGSAFE.COM. IMPORTANT SAFETY INFORMATION IS ALSO AVAILABLE IN THE "SAFETY" SECTION OF EVERSOURCE.COM.

THANK YOU FOR GOING PAPERLESS.

Amount Due

\$10.00

Electric Account Summary

Amount Due On 05/11/20	\$42.50
Last Payment Received On 05/11/20	-\$42.50
Balance Forward	\$0.00
Current Charges/Credits	
Electric Supply Services	\$85.00
Delivery Services	\$5.00
Other Charges or Credits	-\$80.00
Total Current Charges	\$10.00
Total Amount Due	\$10.00

Total Charges for Electricity

Supplier (RESIDENTS ENERGY)

Meter	
Generation Service Charge	\$85.00
Subtotal Supplier Services	\$85.00

Delivery

(Rate A2 R2 RESIDENTIAL ASST)

Meter	
Customer Charge	\$7.00
Distribution Charge	\$40.00
Transition Charge	\$0.00
Transmission Charge	\$5.00
Revenue Decoupling Charge	\$0.20
Distributed Solar Charge	\$0.40
Renewable Energy Charge	\$0.20
Energy Efficiency	\$1.00

Assistance Rate Discount	-\$48.80
Subtotal Delivery Services	\$5.00
Total Cost of Electricity	\$90.00



**OTHER CHARGES
OR CREDITS**

**YOUR BILL
CREDITS ARE
INCLUDED IN
THIS LINE
ITEM***

***PLEASE NOTE
THAT OTHER
EVERSOURCE
CHARGES ARE
ALSO INCLUDED
IN THIS VALUE.**

Sample Citizens Invoice

Utility Account# / Description	Amount
2362 865 1053, Credits allocated to your Eversource bill 08/25/20-09/22/20	\$54.66
2362 865 1053, Savings: You keep this portion of the credits	\$(27.33)
Amount Due	\$27.33

Due Date: 04 Nov 2020

You are in the 50% savings program. Going forward your monthly invoice will be 50% of your utility bill credits.

To make a one-time payment, or set up automatic payments, please log into your account at:

<https://citizensenergy.myowncleanenergy.com>

If you have any questions, please contact us at 1-855-563-4786

How to Apply

Online

<https://www.citizensenergy.com/joe4sun>

1. Enter your name and address.
2. Upload your electric bill.
3. Accept terms & conditions.
4. Submit disclosure form.

By Mail or Email

1. Fill out & sign application and forms.
2. Include a copy of your electric bill.
3. Mail or email documents to Citizens.



Frequently Asked Questions

- **Am I locked into these rates?**
 - NO we are not a supplier, only a discount.
- **How can I make the payments?**
 - Online payment
 - AutoPay
 - Automatic payments through your bank
 - Money order

 - Mail a check
- **What if I can't pay?**
 - No late fees and no interest
 - No collections department and no credit risk
 - Pay when you can- we keep an open line of communication.

Contact Us

www.citizensenergy.com

Citizens Energy Corporation

88 Black Falcon Avenue, Suite 342
Boston, MA 02210

P: (855) JOE-4-SUN

E: joe4sun@citizensenergy.com

Tess McKenna

Program Coordinator

P: (617) 951-0429

E: tmckenna@citizensenergy.com



Cooperative Energy Futures

Pouya Najmaie

Policy and Regulatory Director



COOPERATIVE ENERGY FUTURES

COMMUNITY POWERED ENERGY

Pouya Najmaie - Policy and Regulatory Director
pouya@cooperativeenergyfutures.com

What we do/Who we are

- Mission: To empower communities across Minnesota to build Energy Democracy through solutions that are clean, local, and ours.
- CEF works with underserved and low-income communities - as well as the general public - to create real community wealth by providing a pathway to ownership and control of resources and providing deep energy savings.
- Member-owned solar cooperative (for-profit 308B) operating in MN- our subscribers own the electricity they produce and they control it democratically.
- Consulting and co-development to help other community-based groups develop projects all over the country.

CSG overview

- 8 gardens operating ~7MWs- mixture of ground-mount, large rooftop and carport systems
- 7 gardens in development~ 8MWs- mixture of ground-mount, large rooftop and carport systems
- Seeking to build another 50MW in the next ten years
- [700] members currently own and produce their electricity (more than double that number with new gardens)
- ~51% LI subscribers across our 7 garden portfolio

Benefits

- Currently: No upfront cost- year one save ~10% on electric bill and save ~50% in year 25 and lifetime avg. savings ~ 25%
- New CSG model: No upfront cost- year one save ~18% on electric bill and save ~52% in year 25 and lifetime avg. savings ~ 33%
- Build wealth through dividend payments (garden profits) and equity- the better the gardens do, the better the members do
- Democratic control- builds agency and knowledge of energy system

Lessons Learned

- CSG policy is foundational- but so is the type of CSG policy
 - Policy changes pursued and accomplished in MN- HF2310 [Article 12, Section 14]
- Having accessible communication and building trust (they don't trust this is real)



GRID Alternatives

Daniel Dumovich

Director of Strategic Initiatives

Santa Rosa Band of Cahuilla Tribe & Anza Electric Cooperative Corporation



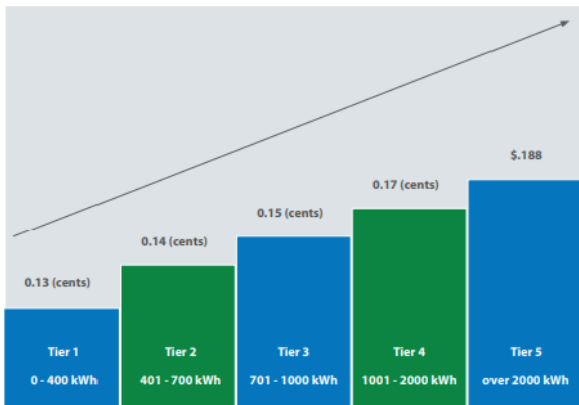
- CA's first full low income community solar project
- Grant from Community Services Department - CA Climate Investment Fund (C&T)
- Will benefit up to 200 low income customers, including all 38 Tribal households
- GRID hired and trained 5 Tribal members to help install the system
- Effort to add 8MWh of battery storage, expand 2.5MW solar, enabling all 38 Tribal homes to be resilient



What to expect with your utility bill

What's new with community solar?

Anza Electric is offering a community solar project for our Low- and Moderate-Income qualified Members. This offering provides our Members that may not be able to have their own solar equipment to benefit from supplying a portion of their energy needs from a clean, renewable resource. In our agreement with the Santa Rosa Tribe, all residential Members of the Tribe will receive a monthly credit on their regular bills equal to the previous year's average use of our entire residential Membership. Any energy used beyond this amount on a monthly basis will be billed according to our regular residential rate.



How does a tiered rate utility structure work?

Your bill is calculated by different tiers or levels. Each tier has a specific number of units of electricity (kilowatt-hours or kWh) you can use. When you use all the electricity units in one tier you are bumped up to the next tier. When you move up from one tier to a higher tier you will pay more. There are five tiers in your utility bill. There is a minimum charge from the utility of \$24.00 per month, in addition to your energy use. Remember to check with your energy provider as rates may change.



GRID Alternatives is a fully licensed solar contractor, C46 license #867533



Funding provided by California Climate Investments, a statewide program that puts billions of Cap-and-Trade dollars to work reducing greenhouse gas emissions, strengthening the economy, and improving public health and the environment particularly in disadvantaged communities.

How Community Solar Works



1. Solar electric systems, also called PV systems, use sunlight to produce electricity. A solar garden is an array of solar panels.

2. The energy generated by the solar garden is delivered to your utility company so that it can be distributed to different customers.

3. By getting your energy from a solar garden you save on your electric bill while also helping reduce pollution.

Your questions answered!

Will I still have electricity at night or when it is cloudy outside?

Yes. Even though solar panels do not generate energy when the sun is not shining, you are still connected to your utility company.

Will I still get an electric bill?

Yes. The system will produce most of your electricity, but not all of it. You will still need to pay your electric bill.

Will I have power during a blackout?

The system does not run on battery storage, so you will not have electricity during a blackout/power outage.

More questions? Get in touch:

Anza Electric Cooperative, Inc.
aec@anzaelectric.org

(951) 763-4333



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Takeaways

- Direct tribal relationships key to siting, enhanced local benefits
- Smaller utilities have more flexibility for customized programs, but may require more development time
- Look into ways to “auto-enroll” LMI members through partner orgs or entities (tribal admin, housing MGMT, etc)
- Billing integration key to scaling LMI residential customer participation (net crediting, consolidated billing, on-bill financing)
- Planning for resilience (future storage pairing) critical in CA market



Discussion + Q&A

Building with Benefits Webinar Series



GREATER HOUSEHOLD SAVINGS: Monday, May 22nd 2:00 – 3:15 p.m. (ET)

[SLIDES & RECORDING](#)



LMI HOUSEHOLD ACCESS: Wednesday, May 31st 2:00 – 3:15 p.m. (ET)

[SLIDES & RECORDING](#)



RESILIENCE AND GRID BENEFITS: Wednesday, June 7th 2:00 – 3:15 p.m. (ET)

[REGISTER](#)



COMMUNITY OWNERSHIP: Date Coming Soon!

[REGISTER](#)



WORKFORCE DEVELOPMENT AND ENTREPRENEURSHIP:

Wednesday, July 5th 2:00 – 3:15 p.m. (ET)

[REGISTER](#)



COMMUNITY ENGAGEMENT & INNOVATION:

Wednesday, July 12th 2:00 – 3:15 p.m. (ET)

[REGISTER](#)

2023 Sunny Awards for Equitable Community Solar

- NCSP launched the **2023 Sunny Awards** on April 20, 2023 to recognize community solar programs and projects that include meaningful benefits
- Up to five \$10,000 Grand Prize Winners and up to 30 additional \$2,500 Sunny Finalize Awards and up to 15 \$5,000 Meaningful Benefits/Engagement Awards

Apply by July 14, 5pm ET!



Applicants can receive recognition for programs that include:
LMI access, household savings, resilience and grid benefits, community ownership, workforce development, equitable community engagement, and innovation

Looking Forward

[Apply for the 2023 Sunny Awards for Equitable Community Solar](#)

[Register for 'Building with Benefits' Webinar Series](#)

[Join the Community Power Accelerator](#)



Register to Join NCSP:

<https://ncsp.solarinyourcommunity.org/registrations/groups/39758>

Resources + Follow Up

Links to resources shared during Building with Benefits: Low to Moderate-Income Access

- DC Solar for All Program: <https://doee.dc.gov/node/1226501>
- DC Solar for All Income Verification: https://doee.dc.gov/sites/default/files/dc/sites/ddoe/service_content/attachments/Solar%20for%20AII%20-%20Income%20Verification%20Guidance_3.1_update%20FINAL.pdf
- Research on LMI Households and Energy Access: <https://energy-allies.org/research/>

DOE Resources Shared:

- NCSP Building with Benefits webinar series: <https://www.energy.gov/communitysolar/building-benefits-meaningful-benefits-foundation-equitable-community-solar-webinar>
- NCSP Community Power Accelerator: <https://www.energy.gov/communitysolar/community-power-accelerator.htm>
- NCSP Sunny Awards: <https://www.energy.gov/communitysolar/sunny-awards-equitable-community-solar>