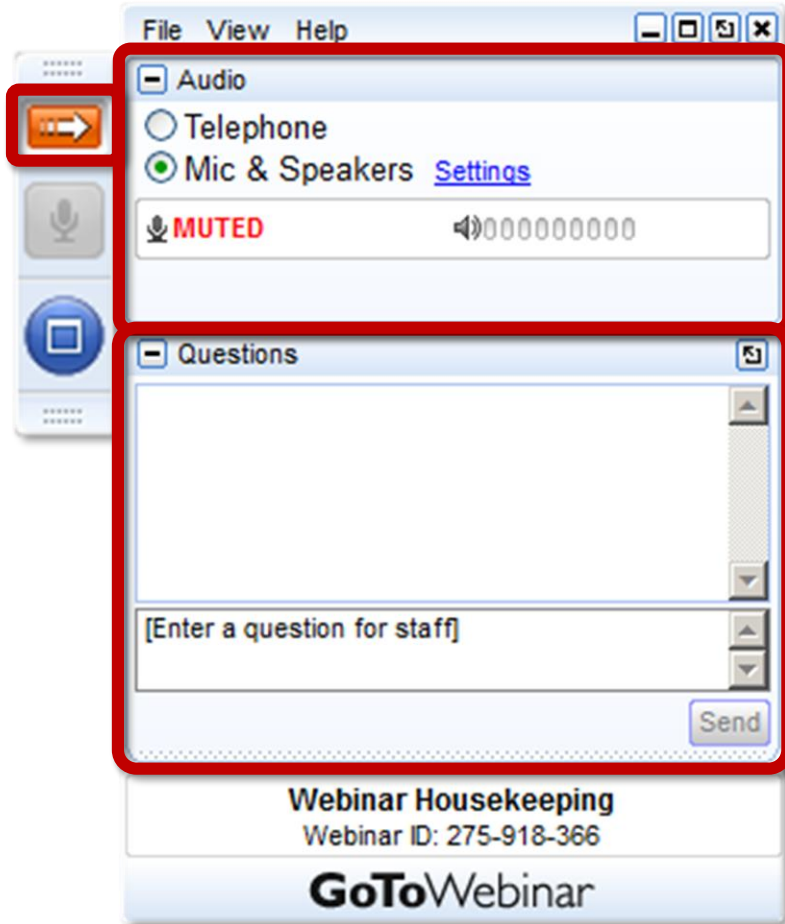


CESA Webinar

Solar with Justice: Recommendations for State Governments

January 29, 2020

Housekeeping



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CleanEnergy States Alliance



Webinar Speakers



Warren Leon

Executive Director, Clean Energy States Alliance

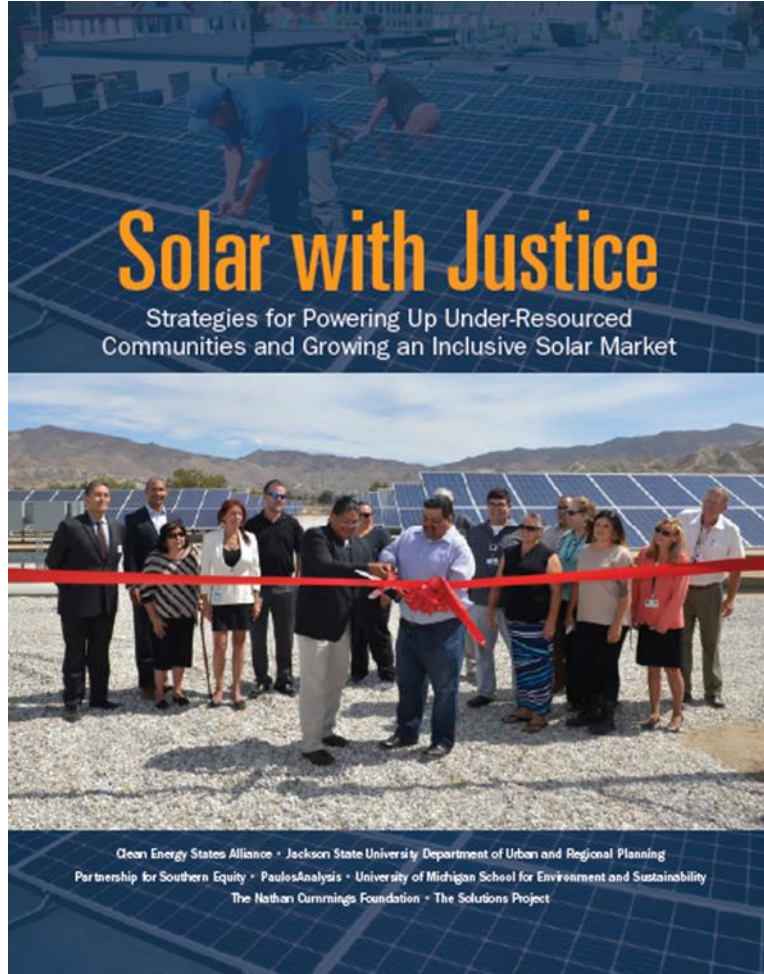


Nate Hausman

Project Director, Clean Energy States Alliance

Solar with Justice Webinar

January 29, 2020



Recommendations for State Governments

Warren Leon
Executive Director
Clean Energy States Alliance

What Makes the Report Different

1. A diverse team worked together to explore solar in under-resourced communities in a comprehensive manner
2. The report gathered the viewpoints of a large number of experts: 76 interviews with 82 people (plus interviews for case studies)
3. The views of leaders of community organizations were given special attention
4. The report makes clear recommendations



Kick-off workshop in Atlanta, January 2019

The Project Team

- Clean Energy States Alliance (CESA)
 - Nicole Hernandez Hammer
 - Nate Hausman
 - Warren Leon
 - Rob Sanders
 - Laura Schieb
- Jackson State University Department of Urban and Regional Planning
 - Berneece Herbert
- Partnership for Southern Equity
 - Chandra Farley
- Paulos Analysis
 - Ben Paulos
- University of Michigan School for Environment and Sustainability
 - Tony Reames
- The Nathan Cummings Foundation
 - Danielle Deane-Ryan
- The Solutions Project
 - Rudi Navarra



PaulosAnalysis



THE **SOLUTIONS** PROJECT

The Report's Structure

Part One: Background

- Challenges under-resourced communities face and how solar can help
- Obstacles to solar for under-resourced communities
- The importance of community empowerment

Part Two: Recommendations

- General findings and recommendations
- Chapters for specific groups:
 - State governments
 - Philanthropic foundations
 - Community organizations
 - Other stakeholders (solar industry, municipalities, etc.)
- Changing project financing

Top Ten General Findings and Recommendations

1. Partnerships involving trusted community organizations are essential
2. It's still the experimental phase for low-and-moderate-income (LMI) solar
3. Installations for community institutions deserve special consideration
4. Resilience should be a component of LMI solar
5. Financial risk needs to be minimized for LMI households and community organizations
6. Strong consumer protection is crucial
7. Shared solar projects can play a useful role but they are not a panacea
8. Training and workforce development should remain a priority
9. Solar education is important
10. Increasing the availability of financing for solar projects in under-resourced communities is essential



Shared Solar Projects Can Play a Useful Role but They Are Not a Panacea

Confusion over “community solar”

- Community solar vs. shared solar vs. locally controlled solar



Issues

- Some project developers not interested in recruiting LMI subscribers
- Low credit scores a barrier
- Can entail too much financial risk if withdrawal is difficult
- Does not necessarily achieve community empowerment

Ideal shared solar project

- Provide significant bill savings for LMI subscribers
- Nearly risk free for LMI subscribers
- Located within the subscribers' community
- Organizations/residents have an active role in deciding on project siting and development

Useful strategy

- Anchor tenant

State or utility role

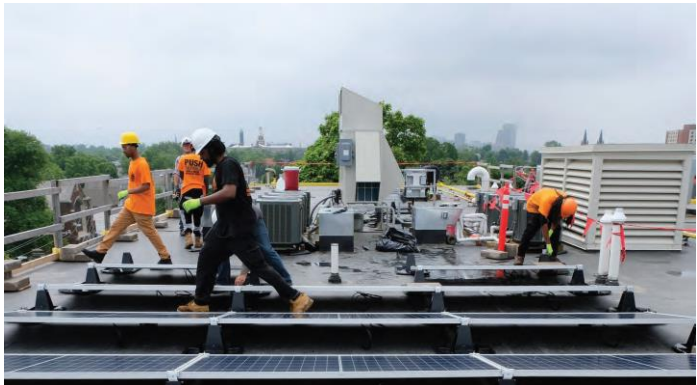
- Require LMI participation
- Offer special financial incentives
- Implement shared solar consumer protection measures

Nine Recommendations for State Governments

1. Measure progress towards energy equity
 - Good data makes it easier to have good programs
 - Questions
 - How are solar installations currently spread among different population groups?
 - Is progress being made in bringing all population segments into the solar economy?
 - Is a state program having the desired effect?
 - Approaches
 - California Energy Equity Indicators report
 - Collect information already compiled by research organizations and supplement with narrowly focused additional research



Recommendations for States (#s 2-4)



2. Make sure pro-solar state policies are in place
3. Adopt special incentives and policies
 - A positive policy environment for solar development is necessary but not sufficient
 - Possible approaches
 - Targeted grant or loan programs
 - Higher rebates or lower interest rates for LMI program participants
 - Incentives to attract solar companies, investors, or lenders to become active in under-resourced communities
4. Leverage private capital
 - Loan-loss reserve funds, loan guarantees, green banks, financial partnerships for bringing private capital into the LMI market
 - Not all projects in LMI communities require credit enhancement

Recommendations for States (#s 5-6)



5. Work with and help community organizations
 - Bring community representatives into the program design process
 - Provide community groups with training and funding to help them put together plans for solar projects
 - Provide funding for the resulting projects
 - See case study of Energy Trust of Oregon program
6. Bring LMI issues into public utility commission proceedings
 - Possibilities:
 - Require PUCs to integrate equity considerations into their proceedings
 - Include LMI provisions and programs as part of utilities' integrated resource planning (IRP) processes
 - Support LMI solar through rate design
 - Overcome billing software and other administrative challenges
 - Integrate solar into existing utility rate discount programs for low-income customers

Recommendations for States (#7)

7. Design solar programs for specific market segments
- No single program will reach all market segments
 - For most states, multifamily affordable housing an important segment that requires special strategies



Case study: Connecticut Green Bank's program for LMI single-family homeowners

- Program elements
 - Employs a public-private partnership
 - Specifically serves LMI homeowners
 - Maximizes financial benefits for participants
 - Protects participants from financial risks
 - Supports solar contractors entering the LMI market
- Join a state working group on replicating the program model?
 - Contact Nate Hausman at nate@cleanegroup.org

Recommendations for States (#s 8-9)

8. Ensure financial benefits reach LMI households
 - Start by assessing how and to whom the financial benefits will flow
 - Put policies in place that ensure LMI benefits
 - Require solar companies to guarantee financial benefits to participate in a state program that includes special LMI incentives
 - Require affordable housing developments to provide tenant benefits as a condition for receiving state solar incentives
 - Avoid designing programs that reduce households' HUD housing subsidies

9. Impose high consumer protection standards
 - CESA report: [State Contract Disclosure Requirements](#)



More State Initiatives to Replicate

1. California's Solar on Multifamily Affordable Housing (SOMAH) program
2. Colorado's inclusion of rooftop solar as an eligible measure for its Weatherization Assistance Program (WAP)
3. Hawaii's Green Energy Money Saver (GEMS) program
4. Illinois' Solar for All program
5. Maryland's Resiliency Hubs program
6. Massachusetts's Solar Loan program
7. New Hampshire's Low and Moderate Income Community Solar grant program
8. New York's Solar for All program

We welcome your comments

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Thank you for attending our webinar

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