

# BEST PRACTICES TO BRING SOLAR TO LOW- AND MIDDLE- INCOME COMMUNITIES

**ICMA** | conference

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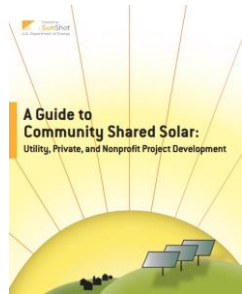
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**MUSIC CITY CENTER, NASHVILLE, TN**

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# SETO + Community Solar, the Early Years



2013

SETO-led Workshop

"Community Shared Solar: Getting to Scale"

2015

NREL report

"Shared Solar: Current Landscape, Market Potential, and the Impact of Federal Securities Regulation"

2016

Funding Opportunity Announcement

"Solar Energy Evolution and Diffusion Studies 2"

2012

SETO/NREL Report  
"A Guide to Community Shared Solar"

2014

Funding Opportunity Announcement  
"Solar Market Pathways"



2015

National Community Solar Partnership



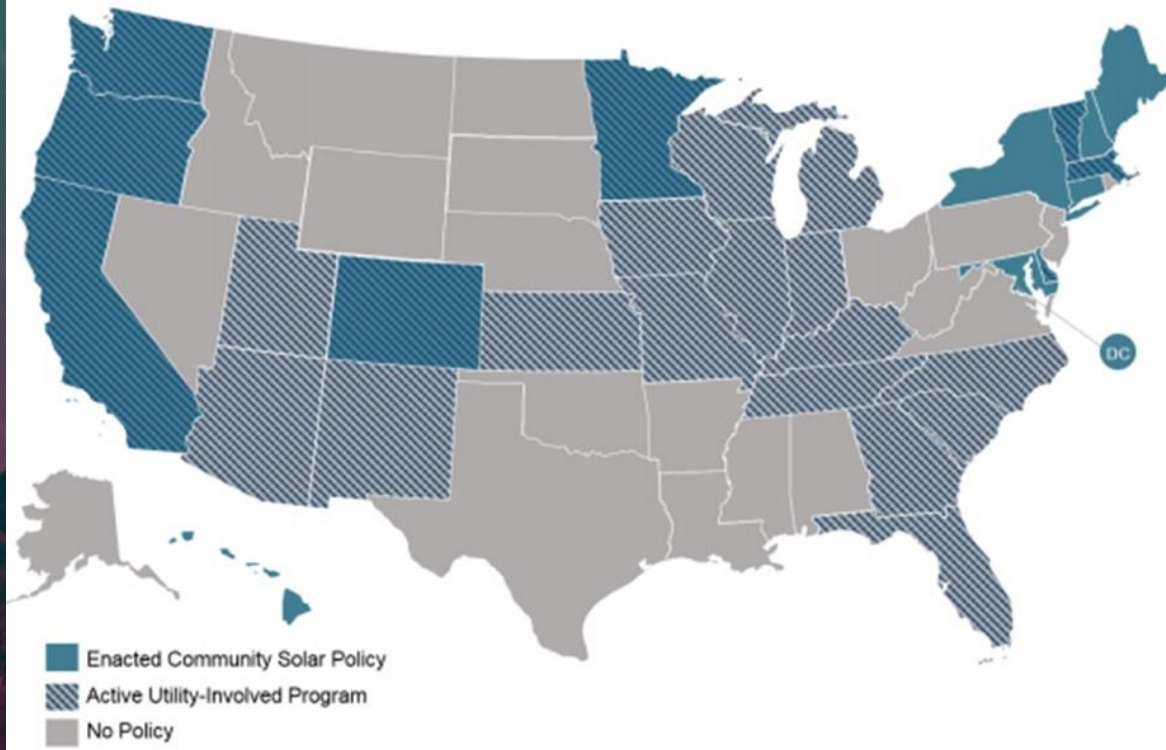
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# Community Solar Evolution

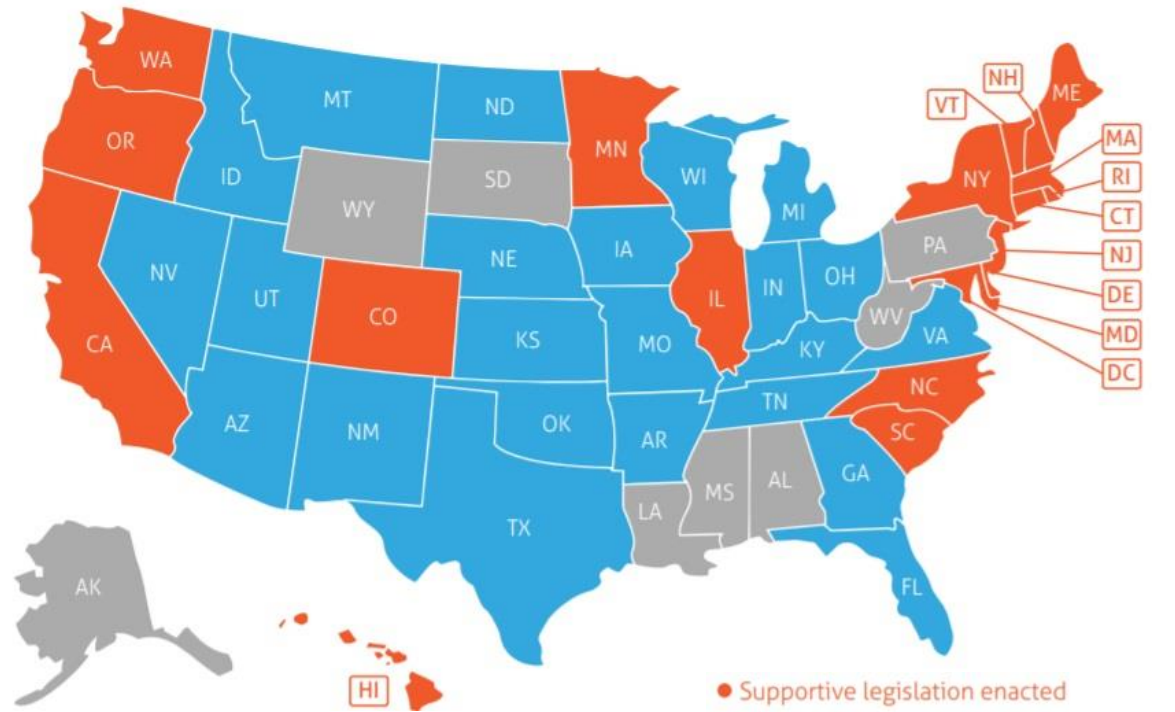
2015

VS.

2019



Source: UtilityDive



Source: Solstice

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# Traditional Rooftop Solar is Limiting

49%

of American households and businesses cannot host solar



- Bad Roof
  - Structural constraints
  - Insufficient roof space
  - Improper roof orientation
  - Shading
- No Control of Rooftop
  - Renters
  - Condos
- Left out of solar market
  - Low credit scores
  - Can't make long-term commitment

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# SOLAR *in Your Community* CHALLENGE



# Overview

- **Goal:** engage and support a wide variety of teams developing innovative and scalable business and financial models that can unlock the low- and moderate-income (LMI), non-profit, and local government solar markets.
- **Contest:** design and deploy scalable local solar projects or programs ranging between 25 kW-5,000 kW in 18-months that serve min. 20% LMI or 60% non-profits and local governments.
- **Why:** to make solar more affordable for market segments where solar is currently too expensive or not easily accessible.
- **Stats:**
  - 172 teams selected in 42 states + DC, Guam, and Puerto Rico
    - 63 teams submitted final prize applications
    - 13 teams went through external verification of claims
    - 5 winners selected
  - 34 teams received seed prizes for reaching milestones
  - 110 teams received technical assistance through vouchers



# Winners



## Best LMI Projects:

- Grand Prize (\$500,000): CARE Project (Denver, CO)
- Runner-Up (\$200,000): Community Solar for Community Action (Backus, MN)

**Best LMI Program (\$100,000):** Kerrville Area Solar Partners (Kerrville, TX)

**Best Nonprofit Project (\$100,000):** Making Energy Work for Rural Oregon (Portland, OR)

**Best Nonprofit Program (\$100,000):** Fellowship Energy (Burlingame, CA)

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# Diverse Business Models in Action

## People Powered Solar

**Volunteers ~ 200**  
**Solar Installed - 172.25 kW**

**Countless Lives Impacted**

**68 JOBS**  
**IN 2018**

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# National Community Solar Partnership



The National Community Solar Partnership is a coalition of community solar stakeholders working to expand access to affordable community solar to every American household by

# Goals of the Program

- ❖ All Americans have a choice and sufficient education to make an informed decision about participation
- ❖ Overall energy cost burden does not increase as a result of participating in community solar
- ❖ Communities realize supplementary benefits and other value streams from community solar installations, such as increased resiliency and workforce development



# Approach

- ❖ Network Infrastructure: Partners have access to an online community platform, virtual and in-person meetings, webinars and other tools to engage with U.S. Department of Energy (DOE) staff and each other.
- ❖ Technical Assistance: Partners have access to technical assistance resources from DOE, its National Laboratories, and independent third-party subject-matter experts for support on unique local challenges.
- ❖ Collaboration: Multi-stakeholder teams of partners form groups around specific goals to address common barriers to solar adoption by learning from each other and sharing resources.

# Areas of Interest

- ❖ **Inclusive community solar models** that enable market adoption in underserved communities
- ❖ Community solar models that reduce energy bills for **multifamily affordable housing** dwellers and owners
- ❖ **Utility partnerships** around community solar models to expand solar access in their communities



# Interested in Joining the Network?

**Visit:** [energy.gov/community-solar](https://energy.gov/community-solar)  
**mail:** [community.solar@ee.doe.gov](mailto:community.solar@ee.doe.gov)