
GRID
ALTERNATIVES
Stan Greschner
VP, Government Relations &
Market Development
People. Planet.
Employment.

Our Vision

A successful transition to clean, renewable energy that includes <u>everyone</u>.

Our Model

- The country's largest nonprofit solar installer
- GRID trains and leads job trainees and other volunteers to install solar for low-income families who most need the savings, but have the least access
- Focus on LI single-family homes, multifamily housing, community solar
- Workforce development and energy efficiency integration

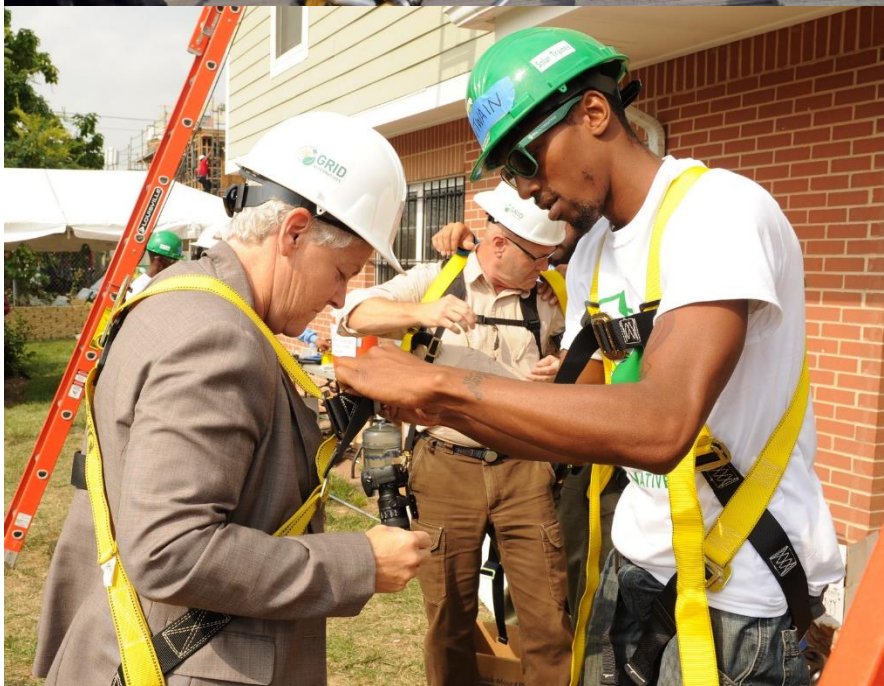
Accomplishments to Date

- Installed 6,600 systems totaling 22 megawatts
- $180 million in long-term savings for low-income families
- 25,000 individuals trained
- 502,000 tons of long-term GHG emissions prevented
- Honored by the White House as a “Champion of Change” for Solar Deployment

Workforce Development

- GRID's solar installation model creates a "classroom on the roof" for local job training programs & community colleges
- Employer partnerships to facilitate job placement
- RISE Initiative - focus on increasing diversity & inclusion in the solar workforce
- Installer jobs growing by 20% and pay $20-$24/hour – no degree required, just experience

(Source: 2014 Solar Jobs Census by the Solar Foundation)



Key to Success: Partnerships

- Community college & job training partners
- Affordable housing providers
- Energy efficiency/ weatherization partnerships
- Industry partnerships
- Utility partnerships
- Local governments

Case Study: California

- In 2006, 10% of $2.2B CA Solar Initiative dedicated to low-income solar programs (SASH/MASH); programs launched in 2009. Programs refunded in 2013 with additional $108M.
- SASH Provided comprehensive energy solution; solar access, job training, community engagement/partnerships, energy efficiency coordination
- SB 535 (2012) requires 25% of cap-and-trade revenues to be invested in projects that benefit disadvantaged communities
- AB 693 (2015) invests up to $1B for solar projects on multifamily affordable housing

Case Study: Washington DC

- District Department of Environment (DOEE) and DC Sustainable Energy Utility (DCSEU) created and funded with $1.4 million a dedicated low-income solar rebate, Solar Advantage Plus

- $2.50/Watt rebate, up to $10K max, for low-income homeowners earning less than 60% of the area median income

- GRID Alternatives partners with the City on installation, leveraging additional outside financial resources, and integrating workforce development opportunities for local job training organizations

Case Study: Grand Valley Power

- Rural electric cooperative serving 17,000 customers in Grand Junction, CO area
- Partnered with GRID Alternatives to complete a first-of-its-kind, 100% low-income community solar array
- System is owned by Grand Valley Power, and the utility allocates benefits from a single shared solar array to many low-income customers
- Partnership with local nonprofit Housing Resources of Western Colorado to identify and qualify recipients
- Workforce development opportunities built into installation process

Key Take-Aways

- Well-designed programs can overcome the solar adoption barriers facing low-income families, while ensuring consumer protection and broader community benefits
- Long-term vision to develop a sustainable low-income market segment
- Long-term financial commitment, while being creative about looking at different funding sources
- Comprehensive strategy that integrates low-income energy efficiency and workforce development programs
- Working with mission-aligned partners and community members is essential to program success

Thank You

Stan Greschner
VP, Government Relations & Market Development

For more information go to:
www.gridalternatives.org
www.lowincomesolar.org