



**NEW YORK**  
STATE OF  
OPPORTUNITY.

**NY-Sun**

# **Affordable Solar**

## **NY-Sun Low-Income Initiatives**



# NY-Sun

Provide long-term certainty to New York's growing solar market and lower the costs for residents and businesses to invest in and benefit from solar power

- Unprecedented solar growth – 575% growth in solar from 2012 to 2015
- 18,313 solar projects installed in 2015
- 525 MW installed – enough to power nearly 85,000 homes
- Strong job growth – 8,250 employed in solar industry in 2015 – New York ranked 4<sup>th</sup> in the U.S. for number of solar workers

# Support for LMI Customers

- \$234.5 million over the next three years (all LMI programs)
- Incentives and financial support through existing programs:
  - EmPower NY
  - Assisted Home Performance with ENERGY STAR®
  - Green Jobs-Green NY financing program
  - Affordable Solar

# Solar barriers for low-income households

- Lack of upfront capital
- Low tax-liability
- Rental residences
- Perceived credit risk
- Commitment to long-term contract

# Affordable Solar residential incentive

- Added incentive for onsite solar installation with owner-occupied low income households
- Matches MW block incentive (doubles the incentive)
- Long Island incentive (\$.20/watt)
- Energy efficiency requirements
- Can be used with various financing options, but must meet cost savings requirement and have no price escalators
- Administered through current NY-Sun incentive process

# Example: Eligible 5 kW installation for customer in Con Edison territory

- Current NY-Sun incentive: \$.60/Watt (\$3,000)
- Affordable Solar incentive: \$.60/Watt (\$3,000)
- Total incentive: \$6,000

# Role of the solar installer

- Conduct assessment of site and household energy consumption
- Provide estimate including information on all possible incentives and tax credits
- Provide information on financing and ownership options
- Submitting the incentive application
- Incentive paid to the installer to reduce cost of contract to customer

# Affordable Solar and financing options

- Can be used with various financing options, but must meet cost savings requirement and have no price escalators
  - Loan
  - Solar Lease
  - Solar Power Purchase Agreement (PPA)
  - NYSERDA Green Jobs Green NY financing

# Income eligibility



- 80% of AMI or below – gross household income
- Can also be documented through participation in public assistance or low-income energy programs

# Income eligibility application

- Homeowner completes application and submits to EFS for verification
- Approval letter provided to homeowner and solar installer indicated by homeowner
- Solar installer submits eligibility letter with incentive application to NY-Sun

# Energy efficiency requirement

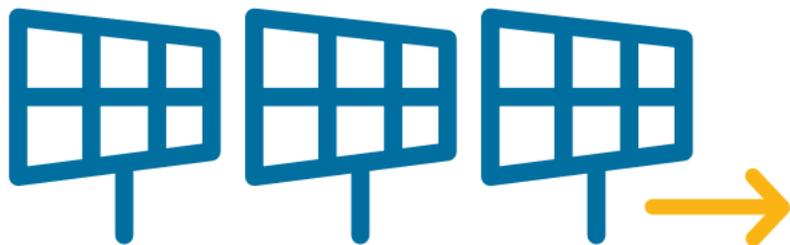
- Increasing household savings with basic measures
- Targets high-use lighting and electric hot water use
- Solar installer confirmation
- Enrollment in income-eligible EE programs a plus for the household

# Opportunities to connect households with Affordable Solar

- Income-qualified home rehabilitation and homebuyer assistance programs and funding
- Income-qualified energy efficiency and energy assistance programs
- Solarize campaigns
- Local/regional sustainability initiatives

# Community Solar

- PSC Community Distributed Generation (CDG) Order - effective October 2015
- No need to install solar on customer's rooftop
- Makes solar accessible for renters and multifamily residents

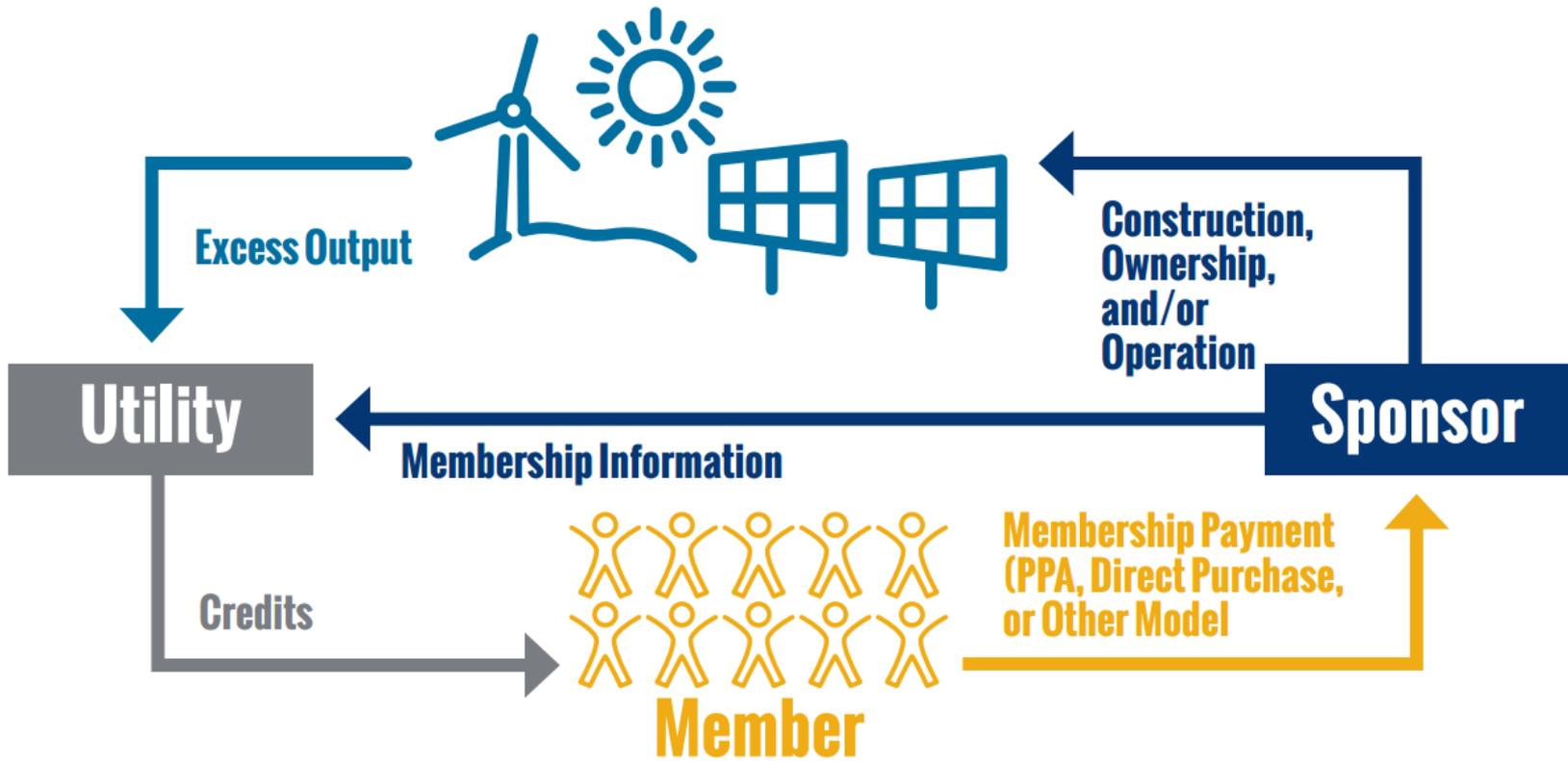


Solar electric panels are installed offsite in sunny locations to produce renewable energy for subscribing members.

Any utility customer (home or business) can be a subscribing member.



Each subscriber's utility bill is credited accordingly when excess energy is produced.



# Community Solar for LMI customers

- Portfolios of affordable or public housing developments
- Social service program channels
- Other channels to aggregate and enroll low-income subscribers within an existing income verification process
- Predevelopment assistance for potential projects
- Convening interested project partners

# Affordable Solar Information and Contact

<http://ny-sun.ny.gov/Get-Solar/Affordable-Solar>

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