



# Low-Income Forum on Energy

**Welcome to the LIFE Webinar Series.  
We will be starting soon.**



## Low-Income Forum on Energy

The Low-Income Forum on Energy Presents:

# Solar Options for Low-Income New Yorkers

**Michelle Andry, NYSERDA**

June 29, 2017

1:30 p.m. – 2:30 p.m. ET



## Low-Income Forum on Energy

### **Working to help low-income New Yorkers address energy issues.**

LIFE, the Low-Income Forum on Energy, is a unique statewide dialogue that brings together organizations and individuals committed to addressing the challenges and opportunities facing low-income New Yorkers as they seek safe, affordable and reliable energy.

Supported by the New York State Public Service Commission and the New York State Energy Research and Development Authority (NYSERDA), the LIFE dialogue encourages an interactive exchange of information and collaboration among the programs and resources that assist low-income energy consumers.



## Low-Income Forum on Energy

### → Monthly webinars

**Thursday, August 24, 2017 @ 1:30-2:30 p.m. ET**

*How Partnerships Can Expand Renewable Access to Multifamily Affordable Housing*

**Thursday, September 21, 2017 @ 1:30-2:30 p.m. ET**

*Renewable Heat NY: High-Efficiency Low-Emission Biomass Heating in New York State*

**Wednesday, October 25, 2017 @ 1:00-3:00 p.m. ET**

*Home Energy Assistance Program (HEAP) Updates for the 2017-2018 Heating Season*

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*U.S. Department of Agriculture's Home Repair and Home Purchase Programs*

### → Monthly email newsletter

**Sign up at [nyscrda.ny.gov/LIFE](http://nyscrda.ny.gov/LIFE) – “Join the email list.”**

### → Social media

**LinkedIn:** Low-Income Forum on Energy

**Twitter:** @LIFEnys



## Low-Income Forum on Energy

**Find more information on the website**

[nyserderda.ny.gov/LIFE](https://nyserderda.ny.gov/LIFE)

**Join the mailing list**

[nyserderda.ny.gov/LIFE](https://nyserderda.ny.gov/LIFE) – “Join the email list.”

**Newsletter suggestions, webinar ideas, event announcements**

[LIFE@nyserderda.ny.gov](mailto:LIFE@nyserderda.ny.gov)

**Contact LIFE**

Phone: 866-697-3732 – Request “Low-Income Forum on Energy”

Email: [LIFE@nyserderda.ny.gov](mailto:LIFE@nyserderda.ny.gov)

# Asking and Responding to Questions

The screenshot displays the Cisco WebEx Event Center interface. The main content area shows a slide with the following text: "NEW YORK STATE OF OPPORTUNITY. | Low-Income Forum on Energy" and "Welcome! We will be starting soon." The right-hand sidebar contains a "Participants (1)" list with "NYSERDA Events (Host, me)" and "Attendees: 0 (0 displayed)". Below this is a "Q&A" section, which is circled in red. The Q&A section includes a dropdown menu set to "All (0)", a text input field with the placeholder text "Select a question, and then type your answer here. There is a 256-character limit.", and two buttons: "Send" and "Send Privately...". Two yellow arrows point to the "Send" and "Send Privately..." buttons. The bottom of the interface shows the Cisco logo and a "Connected" status indicator.

Type into the text field and click “send.”

# Technical Difficulties or Contacting the Host

The screenshot shows the Cisco WebEx Event Center interface. The top navigation bar includes 'File', 'Edit', 'Share', 'View', 'Communicate', 'Participant', 'Event', and 'Help'. The 'Communicate' menu is open, showing options for 'Participants', 'Chat', 'Recorder', 'Q&A', and 'PPT Notes'. The 'Chat' icon is circled in red, and a yellow arrow points to it from the right. The main content area displays a 'Welcome! We will be starting soon.' message for the 'NEW YORK STATE OF OPPORTUNITY. Low-Income Forum on Energy' event. The chat window is also circled in red, and a yellow arrow points to it from the right. The chat window shows a 'Send to:' dropdown menu set to 'All Participants' and a 'Send' button. The Q&A section is also visible, showing 'All (0)' questions.

Click on the “Chat” icon to activate the chat function.





**NY-Sun**

# **Residential Solar Options in New York for LMI households**



**Michelle Andry**  
Project Manager, NY-Sun



# Solar in New York

- State goal of solar for 150,000 new homes and businesses by 2020
- Net metering: home or business receives credit on utility bill equal to customer's electric rate for energy produced by a solar electric system
- Current regulations are transitioning net metering to a new system for compensating solar customers, however....
- Homeowners installing solar onsite by 2020 will continue to receive net metering rates for 20 years

# Financing solar for homeowners

Two broad categories of ownership for solar installed on the homeowner's property

- Homeowner-owned: purchased with cash or through a loan
- Third-party owned: solar company or developer owns the system and sells the electricity generated to the homeowner

# Homeowner-Owned

Purchases: typically homeowners take out loans from NYSERDA financing, bank/credit union, or financing offered by solar installer or other solar lenders

- Greatest payback for the homeowner
- Homeowner can take both federal (30%) and state (25%) tax credits
- Homeowner must qualify for financing (FICO scores)
- Responsible for the full loan balance while waiting for tax credit(s)
- Responsible for all maintenance

# Third-Party Ownership

Lease – contract to make scheduled, pre-determined payments for the electricity produced (usually monthly)

Power Purchase Agreement (PPA) – contract to pay a fixed per kWh rate for the electricity produced (usually monthly)

- Often no money upfront
- No responsibility for maintenance by the homeowner
- Homeowner can take the state (25%) tax credit
- Third-party owner takes the federal tax credit
- Credit qualifications (FICO score) typically 650-680+

# Tax Credit Considerations

Homeowners can spread solar tax credits over multiple years

- Until 2021 for federal tax credit\*
- Up to 15 years for state tax credit
- Due to low annual tax liability, LMI households may require tax advisement -  
- a potential role for local resources or programs

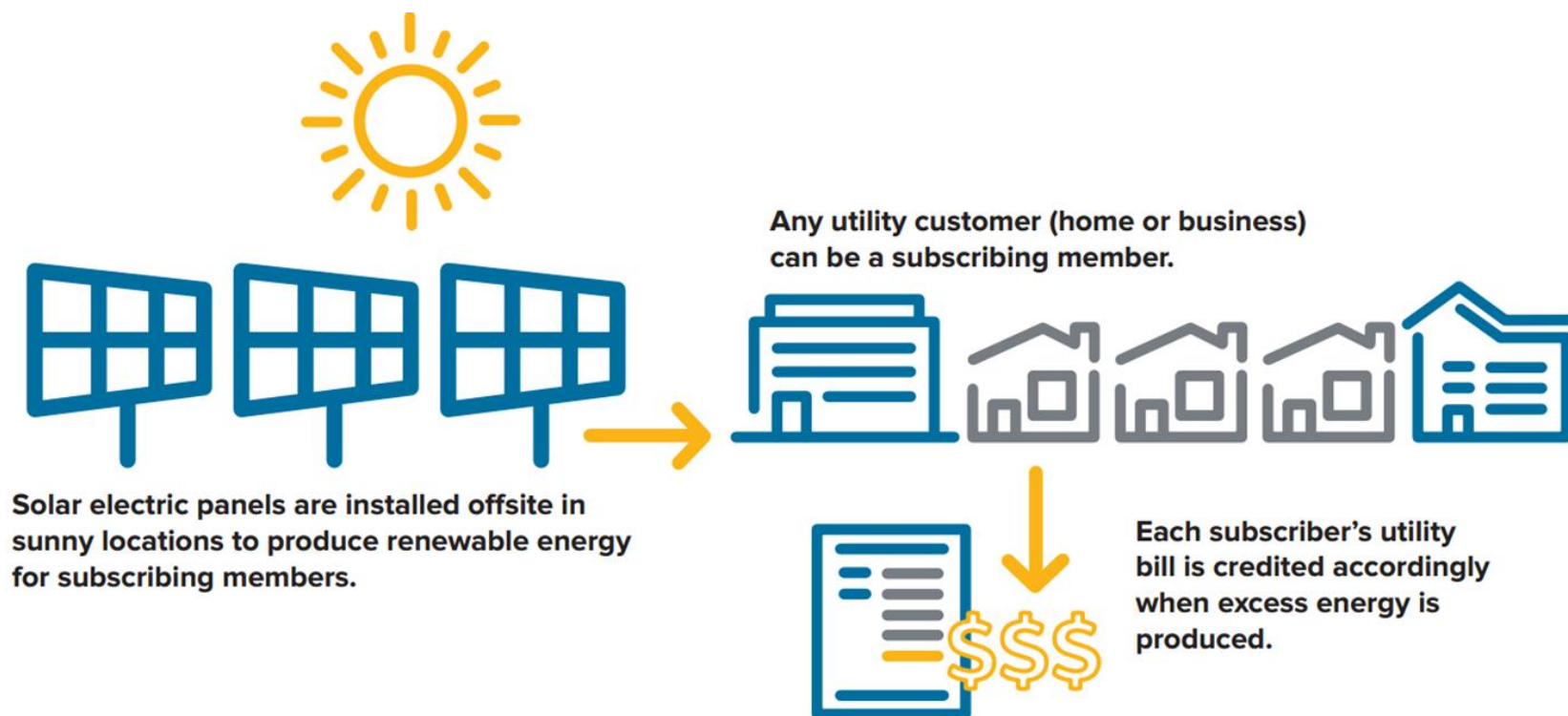
\*it is unclear if the federal credit can be carried forward after it expires by law in 2021

# Home Rehabilitation Challenges

- Roof condition
- Electrical
- Health and safety priorities

For LMI households, multiple government or nonprofit funding programs may be leveraged for both home rehab and energy-saving services

# Community Solar





# Community Solar – LMI considerations

A large solar installation in one location can share solar benefits ‘virtually’ with multiple electric customers

- Avoids issues with home roof condition, roofs with shading
- Payment options similar to a lease or PPA -- low or no upfront cost
- More options and flexibility for contract lengths
- Benefits can move with the household if within the same utility zone
- Household does not need to own the home -- apartments included
  
- Credit qualifications (FICO) typically 650+
- Moves outside the utility zone end the contract
- New product marketplace -- consumer education

# Solar Multifamily Affordable Housing

Savings on owner operating costs, indirect or direct benefits for LMI residents

- Standard onsite installations: for common areas and building mechanical systems ('common load')
- Remote net-metering: for common load or master-metered tenants
- Community solar: for common load and potentially direct-metered tenants
- Financing: housing owner or third-party owned

# NY-Sun Affordable Solar incentive

\$7.2 million in additional solar incentives for low-to-moderate income homeowners

- Standard NY-Sun incentive + additional incentive for eligible households
- Provided to solar contractors to create more access to and cost savings on solar for LMI customers
- Available for homeowner-owned and third-party owned installations
- Currently, maximum total incentives for LMI are \$4,800 and \$1,200 (Long Island)



# Affordable Solar – Predevelopment and Technical Assistance

\$4.4 million to support solar solutions for **multifamily affordable housing** and **community solar** serving LMI households

- Funds predevelopment and non-engineering technical assistance
- Up to \$200,000 per project – solicitation open through August 2018

## Eligible applicants:

- Affordable housing providers
- Community-based organizations
- Municipalities
- Technical service providers and solar developers

# Information and Contact

## Solar 101

[www.energysage.com/newyork/](http://www.energysage.com/newyork/)

[www.nyserda.ny.gov/All-Programs/Programs/NY-Sun](http://www.nyserda.ny.gov/All-Programs/Programs/NY-Sun)

## Affordable Solar

[www.nyserda.ny.gov/aspta](http://www.nyserda.ny.gov/aspta)

PON 3414: NYSERDA current funding opportunities

email: [affordablesolar@nyserda.ny.gov](mailto:affordablesolar@nyserda.ny.gov)

## Community Solar

[www.nyserda.ny.gov/community-solar](http://www.nyserda.ny.gov/community-solar)

email: [communitysolar@nyserda.ny.gov](mailto:communitysolar@nyserda.ny.gov)



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