



**NEW YORK**  
STATE OF  
OPPORTUNITY.

**Low-Income  
Forum on Energy**

**Welcome!**  
**We will be starting soon.**



## Low-Income Forum on Energy

The Low-Income Forum on Energy Presents:

# NY-Sun's Affordable Solar Program

**Michelle Andry, NYSERDA**

December 16, 2015

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**

**SAVE THE DATE!**

**LIFE 2016 Statewide Conference**

**May 25-26, 2016  
Albany, New York**



## Low-Income Forum on Energy

### → Monthly webinars

**Tuesday, January 26, 2016 @ 1:30-2:30 p.m. ET**

*Impact of Supplier Choice Programs on LIHEAP Clients  
and LIHEAP Agencies*

Citizens Utility Board of Illinois

### → Monthly email newsletter

Sign up at [lifenynews.org](http://lifenynews.org)

### → Social media

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

**Twitter:** @LIFEnys



## Low-Income Forum on Energy

**Find more information on the website**

[www.lifenynews.org](http://www.lifenynews.org)

**Join the mailing list**

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**Share article suggestions, webinar ideas, events**

[www.lifenys.org/share](http://www.lifenys.org/share)

**Contact LIFE**

1-877-NY-SMART, Option #5

[LIFE@nysesda.ny.gov](mailto:LIFE@nysesda.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**  
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**Low-Income  
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The right-hand sidebar contains several panels. The 'Participants (1)' panel shows the host 'NYSERDA Events (Host, me)' and zero attendees. The 'Q&A' panel is highlighted with a red circle and two yellow arrows pointing to it from the right. This panel includes a list of questions (currently empty), a text input field with the instruction 'Select a question, and then type your answer here. There is a 256-character limit.', and 'Send' and 'Send Privately' buttons.

Type into the text field and click “send.”

# Technical Difficulties or Contacting the Host

The screenshot displays the Cisco WebEx Event Center interface. The main content area shows a slide with the text: "NEW YORK STATE OF OPPORTUNITY. Low-Income Forum on Energy. Welcome! We will be starting soon." The right-hand sidebar contains several panels: "Participant" (with a red circle around the "Chat" icon), "Recorder", "Q&A", and "PPT Notes". Below these is a "Speaking" panel for "NYSERDA Events (Host, me)" and an "Attendees" panel. The "Chat" panel is expanded, showing a "Send to:" dropdown set to "All Participants", a text input field with the placeholder "Select a participant in the Send to menu first, type chat message, and send...", and a "Send" button. A red circle highlights the chat input area, and a yellow arrow points to it from the right. Another yellow arrow points to the "Chat" icon in the top toolbar.

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



**NEW YORK**  
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**NY-Sun**

# Affordable Solar

## NY-Sun Low-Income Initiatives



December 16, 2015

# Growth in New York Solar Market

- 300% growth from 2011 to 2014
  - NY-Sun initiative
  - Declining costs of solar
  - Growth of solar installer industry

# Low-income solar focus

- Reducing household energy burden
- Efforts across the country
- NY-Sun initial funding for low-income incentive measures

# 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
- 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
- Income-qualified energy efficiency and energy assistance programs
- Solarize campaigns
- Local/regional sustainability initiatives

# Solar barriers for low-income households

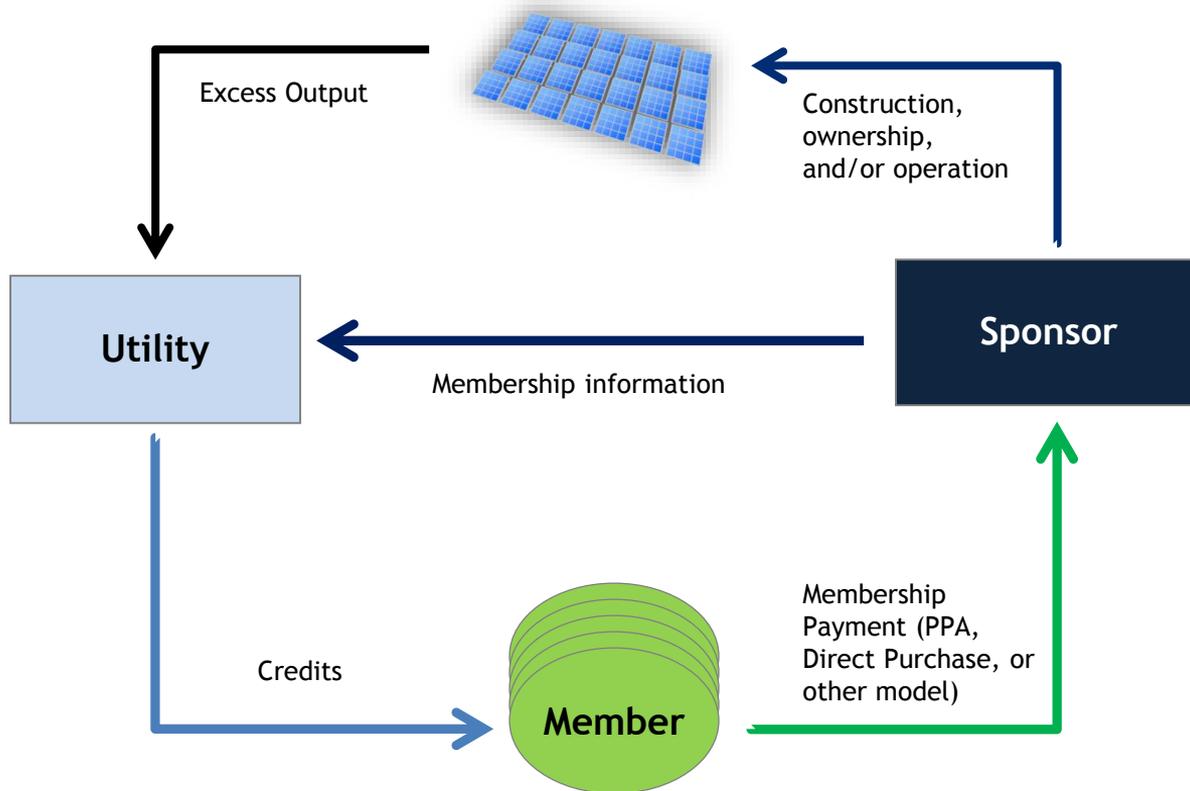
- Lack of upfront capital
- Low tax-liability
- Rental residences
- Perceived credit risk
- Commitment to long-term contracts

# Shared Solar

- Community Distributed Generation (CDG)
- Phase I October 2015
  - 20% LMI
  - CDG Opportunity Zones
- Phase II May 2016



# Shared Solar Project Structure



# Potential supports for low-income participation in Shared Solar

- Incentives to solar developers to partner for subscribers with:
  - 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
- Technical assistance to potential project sponsors
- Convening support for interested project partners

# Information and Contact

- <http://ny-sun.ny.gov/Get-Solar/Affordable-Solar>
- Installers: NY-Sun Program Manual

Michelle Andry, Project Manager

[michelle.andry@nyserda.ny.gov](mailto:michelle.andry@nyserda.ny.gov)

212.971.5342 x3260

# Discussion



## Low-Income Forum on Energy

Join us for the next webinar:

**January 26, 2016 @ 1:30 p.m. – 2:30 p.m. ET**

## **Impact of Supplier Choice Programs on LIHEAP Clients and LIHEAP Agencies**

**Citizens Utility Board of Illinois**

[nysesda.ny.gov/LIFE-Webinar-Series](http://nysesda.ny.gov/LIFE-Webinar-Series)



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