

COMMUNITY SOLAR FROM THE CUSTOMER'S PERSPECTIVE



VOTE SOLAR

How do individuals, businesses, and other community members actually participate in a community solar project?

A community solar project subscriber can be anyone in the community. Whether it's a household, local business, affordable housing property, renter, local government, school, hospital, or library, community solar is intended to expand access and provide individuals the choice to go solar.

Participants can subscribe to a portion of a local community solar project and get a share of the electricity that system produces in the form of a credit on their electricity bill.

THERE ARE GENERALLY TWO WAYS TO SIGN UP:

1 UPFRONT PER-PANEL PAYMENT

This subscription model allows participants to pay a one-time fee for panels that make up part of a larger solar project. In exchange, participants receive all of the electricity produced by their panels and a credit on their normal electricity bill.

Billing **WITHOUT** an Upfront Per-Panel Subscription

Single Standard Utility Bill

Electricity:	\$100
TOTAL BILL TO UTILITY:	\$100

Billing **WITH** an Upfront Per-Panel Subscription

One Time Payment to a Community Solar System Owner for a share in a community solar project

INITIAL SUBSCRIPTION COST:
\$15,500

Bill #1: Monthly Utility Bill

Electricity:	\$100
Solar Credit:	-\$85
TOTAL BILL TO UTILITY:	\$15

SAVINGS

Total savings per month:



Total Savings over 20 years:



Net Savings (20,400 - \$15,500)



Typical billing arrangement: A single, initial payment is paid to the community solar system owner. In exchange for that payment, a subscriber receives a credit for their share in the community solar project. The value of that energy is reflected on a customer's standard utility bill resulting in a single, significantly, reduced monthly electricity bill from their utility. The savings over time allow individuals to receive a return on their initial investment.

2 "PAY-AS-YOU-GO" SUBSCRIPTION PAYMENT

This subscription model eliminates the upfront cost of "going solar." It allows individuals to pay a lower price for the electricity they receive from a community solar facility. The end result is a reduction in a customer's monthly electricity expenditures.

Billing **WITHOUT** monthly "pay-as-you-go" subscription

Single Standard Utility Bill

Electricity:	\$100
TOTAL BILL TO UTILITY:	\$100

Billing **WITH** monthly "pay-as-you-go" subscription

Bill #1: Monthly Utility Bill

Electricity:	\$100
Solar Credit:	-\$85
TOTAL BILL TO UTILITY:	\$15

Bill #2: Monthly Community Solar Subscription Bill to System Owner

TOTAL MONTHLY SUBSCRIPTION COST:	\$70
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SAVINGS

Total monthly savings: (solar credit of \$85 minus monthly subscription cost of \$70)



Total Savings over 20 years:



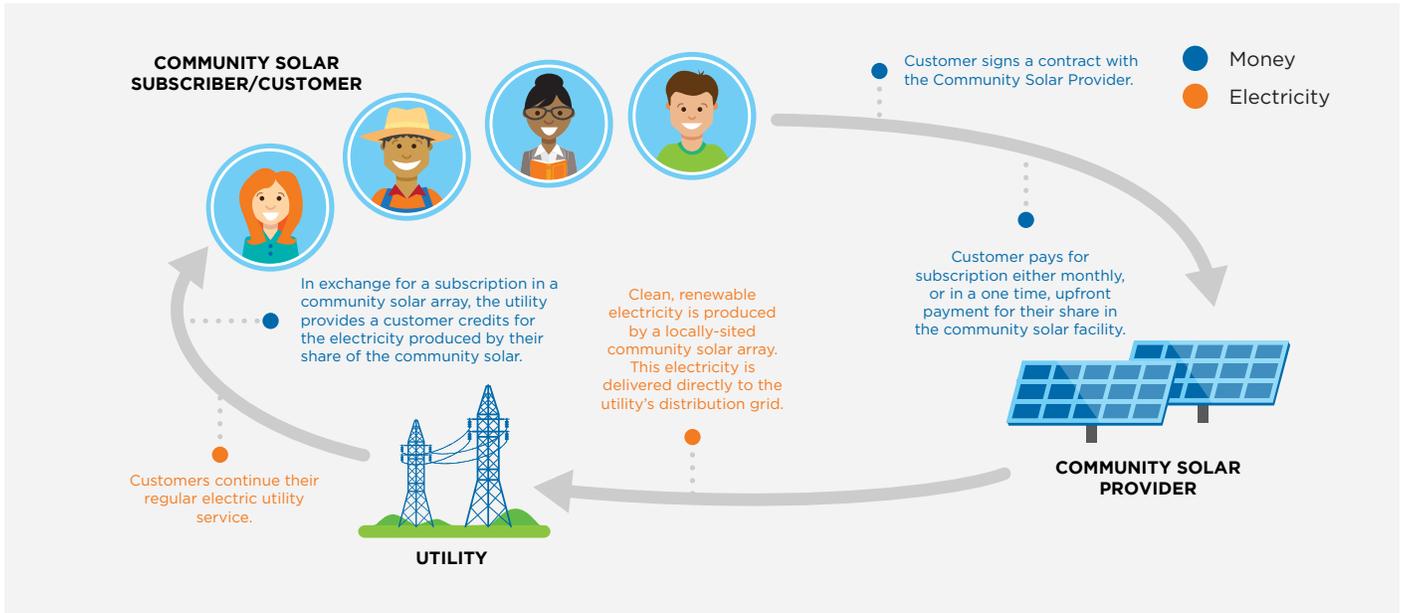
Upfront Investment:



Typical billing arrangement: Participants that want to sign up for the "pay-as-you-go" approach will pay their community solar provider a monthly subscription cost. This subscription model means no upfront cost but does require ongoing monthly payments that should result in approximately a 5 - 15% savings per month. This model provides subscribers long-term savings and predictable energy bills -- all without having to pay any money up-front.

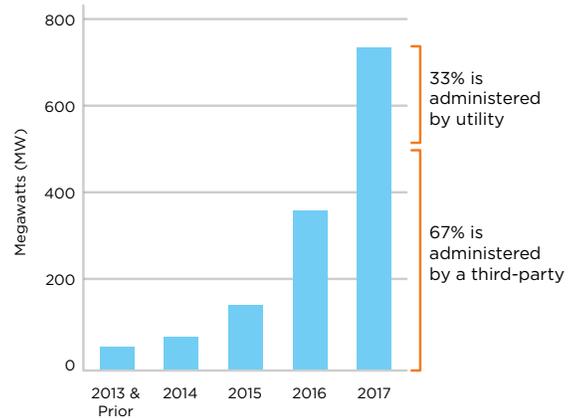
Disclaimer: Project details will vary -- for illustrative purposes only

Regardless of the type of community solar subscription (upfront per-panel payment or monthly "pay as you go" subscription), individuals, businesses, and other community members will receive a credit on their electricity bill that reflects their share in a community solar facility.



Who actually owns the community solar projects? Are there different types of ownership models?

There are a range of different community solar ownership models. These systems can either be owned by the utility, a third party, a non-profit, or by a community based organization. According to a recent report by the Smart Electric Power Alliance, 67% of projects are administered by third-party providers. However, the majority of these third-party administered projects are in the 17 states and the District of Columbia that have passed legislation to create a statewide community solar program. Utilities can create their own community solar program on a voluntary basis, even if the state has not required them to do so.



Source: SEPA Community Solar Database. Data up to date as of December 31, 2017



Third-party owned:

A developer owns a project and allows participation on a voluntary basis. Third-party owned projects are typically only allowed in states that have created a statewide community solar program.



Utility-owned:

A utility owns a community solar project and allows participation on a voluntary basis. Utilities are able to create their own voluntary program or may be able to participate in a statewide community solar program.



Community-owned:

In a community-owned solar project, individuals, nonprofits, and other community-based organizations can come together to own a community-solar facility. Instead of paying a third-party subscriber organization or a utility for the right to participate in a project, community-owned facilities can result in greater long-term economic benefit and can provide local communities greater control with project siting and program design. Collectively-owned projects can be complex to develop and may present challenges regarding monetization of the investment tax credit, funding, and securities laws.

Examples: www.greenbeltcommunitysolar.com | www.universityparksolar.com

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