



Common Energy

How Community Solar Facilitates Energy Equity for LMI Communities

C.J. Colavito – VP of Engineering, Standard Solar

Malcom Bliss – SVP Partnerships, Common Energy



In Memory of Mike Miller- CEO, Ogos Energy



<http://www.ogosenery.com/about-our-ceo>

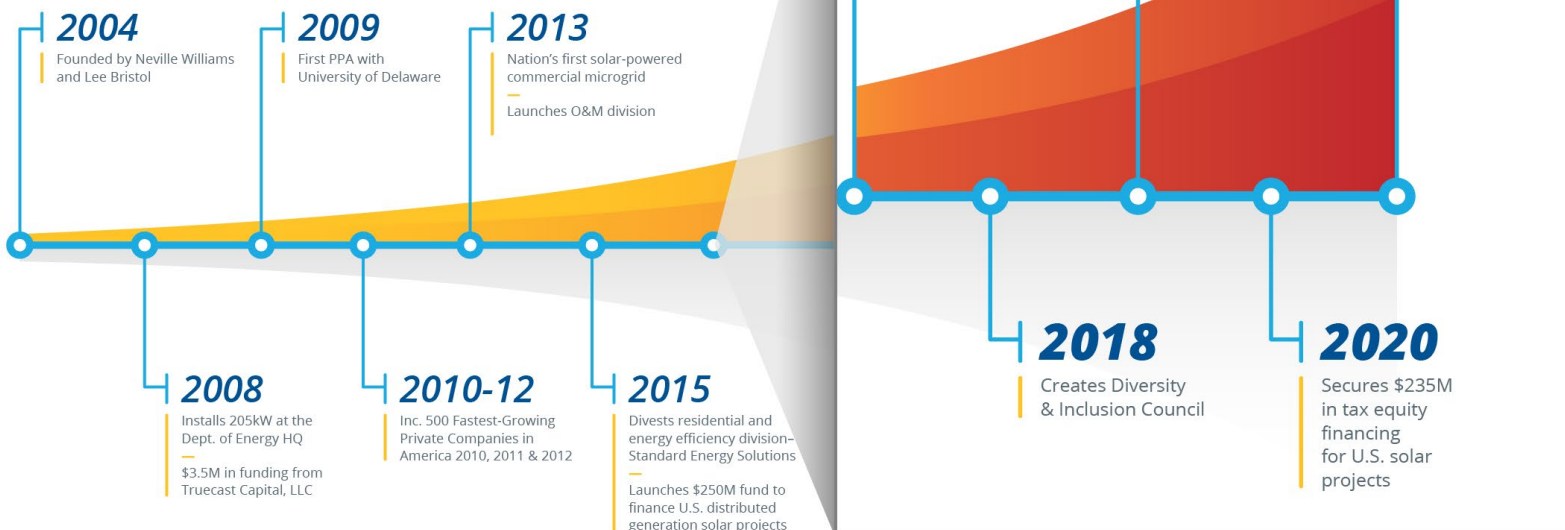
About Standard Solar

A Leader in Distributed Generation Solar PV



- Over 300 MW of projects under long term ownership and management
- \$3.5+ Bn 5 year forecasted CAPEX
- Expertise in financing development, engineering, construction, O&M, and asset ownership

• 18 years of sustainable growth



About Common Energy

Bringing Local Community Solar to All



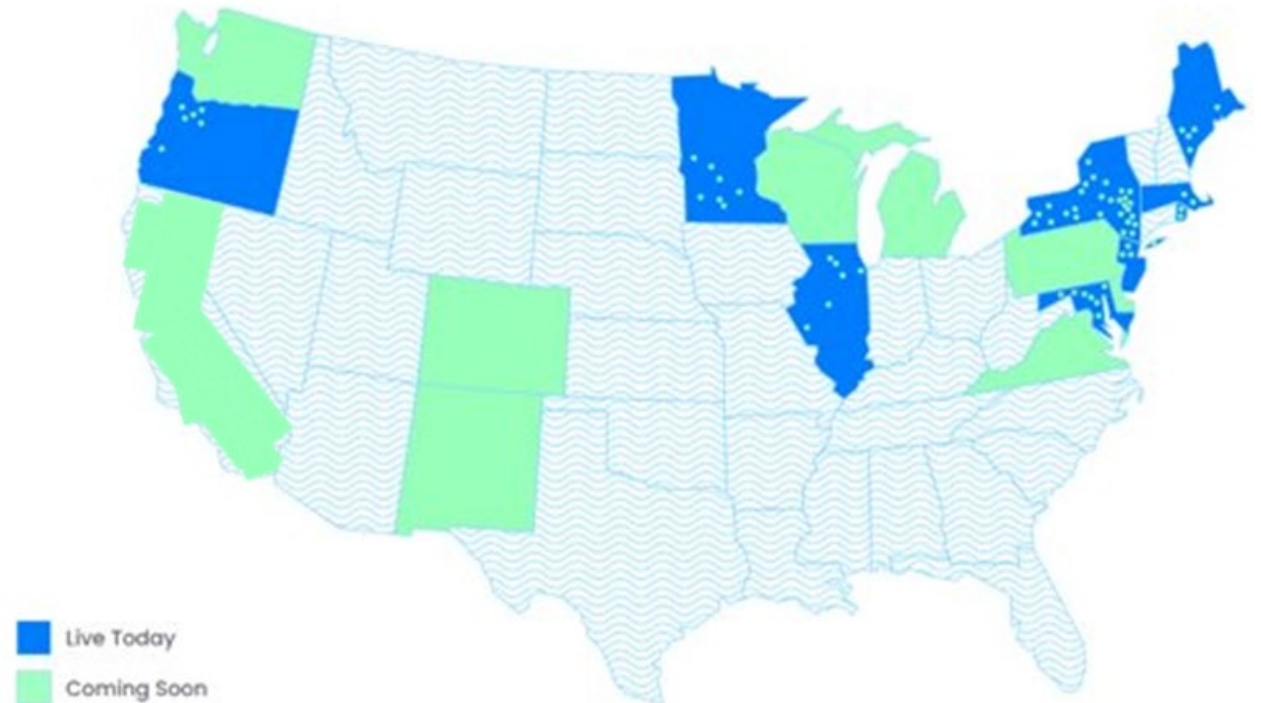
- Providing turnkey subscriber solutions since 2018
- One single scalable solution for industry-leading asset owners nationwide
- Proud to serve SSI as a client since 2019
- Enrolling and managing subscribers of all types and classes
- Leader in providing employee engagement programs for partners such as Microsoft, LinkedIn, Bloomberg, Corning, and others
- Leader in delivering benefits for LMI subscribers

Community Solar Experience

Common Energy and Standard Solar Team

Common Energy

-
- Over 250 MW of CSG projects owned or managed
 - Over 15,000 Community Solar Subscribers
 - Active in Community Solar in 19 States
 - CA, CO, DC, DE, IL, MA, MD, ME, MI, MN, NM, OR, PA, RI, NJ, NY, VA, WA, WI



Advantages of Community Solar

Why It Is An Ideal Tool for Energy Equity

- Technical Benefits
 - On-site issues eliminated
 - Roof condition, structural capacity, shading, electrical infrastructure
 - Large ground mounted PV is more efficient, lower cost, easier to maintain
 - Less hassle for homeowners
- Business & Financial Benefits
 - Renters can participate
 - Credit requirements are waived
 - Higher ITC value under the IRA– **upto 60% ITC** vs. 30% for residential PV
- No Risk for Subscribers
 - Guaranteed savings for LMI customers; **15-25%** --expected to improve with IRA
 - No up-front cost, no financing needed
 - No cancellation fees
 - Subscription is portable



Challenges to Serve the LMI Community

Barriers to Adoption

- Difficulty identifying LMI customers
- Difficulty validating LMI status
- Definition of LMI customers varies by state
- Skepticism – too good to be true!
- Billing confusion and payment difficulties
 - Electronic payment method required
- Difficult to keep subscribership full
- Financier demands for credit checks



LMI = Low and Moderate Income

Best Practices

Strategies to Overcome Challenges

- Identifying and Validating Subscribers
 - Work with organizations and programs that serve LMI communities
 - Use federal and state government tools to plan service for Environmental Justice communities
 - Use existing programs to validate LMI (e.g. SNAP, Medicaid, LIHEAP)
- Keep subscribership full
 - Geo-focused communication to reach likely LMI households
 - Recruit outreach personnel from the LMI community
 - Provide service for strong relationships with subscribers
 - Offer referral incentives to subscribers
- Defeat skepticism
 - Compare the solar program with positive programs they know e.g. ACP tablets
 - Make the project tangible, connected to community
- Billing and Payment
 - Common Energy offers Unified Monthly Statements
 - Use Utility Consolidated Billing where available (e.g., NY, OR)



Integrating With Utilities

Providing An Enhanced Utility Experience Drives Success



Common Energy

- Enhanced communication is key
 - Allow customer approved authorization to share energy data
 - Enables adjustment of credits based on usage
 - Refresh allocation credits monthly
- Unified or Consolidated billing
 - Simplifies customer experience, improves payment collection, reduces turnover
- Utility systems interfaces
 - Avoid dual factor authentication to allow automation



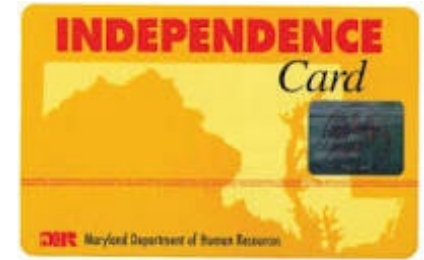
Success Stories

Real World Benefits To LMI



Common Energy

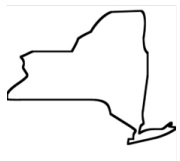
- Customers keep SNAP cards handy and present them easily
 - Hundreds enrolled in MD-BGE



- Qualify housing authorities under state and U.S. Federal rules
 - Success model under NJ pilot program

- Establish income verification systems
 - Eliminates obstacles where other LMI qualifications unavailable

Form **1040**



**New York State
Solar For All**

- Team with state programs
 - 2 MW of LMI under NY Solar For All

Questions & Contact Info



Common Energy

C.J. Colavito, VP of Engineering

Cj.Colavito@standardsolar.com

240-479-1507



Malcom Bliss, SVP Partnerships

malcolm@commonenergy.us

617-821-0422

