

Solar For All California

Fourth Quarter Update: March 1, 2011 – May 31, 2011

This report summarizes Solar for All California activity during the fourth quarter of the program.

Background

In 2009, CSD challenged its existing energy providers to design a program to install rooftop solar systems (photovoltaic or “PV” systems) on low-income homes. Using a competitive bid process, CSD asked interested providers to meet these objectives:

- Install optimally-sized PV systems on single- or multi-family homes.
- Develop creative partnerships to provide systems with no loans, no liens and no out-of-pocket costs for the low-income owners or residents.
- Put Energy Efficiency first to further reduce the energy consumption of each home before installing PV.
- Develop “Green” jobs by training low-income workers to become solar installers.

Based on their proposals, four CSD providers were selected:

- CRP – Community Resource Project
- CCES – Central Coast Energy Services
- Fresno EOC - Fresno Economic Opportunities Commission
- NCES – North Coast Energy Services

The resulting pilot program is called "Solar for All California" and will result in 1,000 new PV systems installed on low-income homes throughout California by October, 2011.

Summary of Agency Goals and Partners

	NCES	Fresno	CRP	CCES
Original Unit goal	148	151	200	600
Unit type	Single-family	Single-family	Single-family	Multi-family
Counties Covered	Lake, Marin, Mendocino, Napa, Solano, Sonoma, Yolo	Fresno, Merced, Madera, Tulare, Kings, Kern	Sacramento	Los Angeles, Orange, Yuba, Sutter, San Diego, Placer, San Luis Obispo, Kings, Imperial, Butte, Santa Cruz, Monterey, Riverside, San Bernardino, Santa Clara
Major Installation Partners/Subs	Gaia Energy Real Goods Solar	Sundowner Solar Fresno CCC	Solar Manufacturer Gaia Energy	ACCES Morgan Stanley
CSD Provider Partners	None	Merced Co, CSET, KCAO, Kern Co	None	Butte Co, Riverside, Orange Co, SLO, CES, CRP, CUI, KCAO, MAAC, Maravilla, PACE

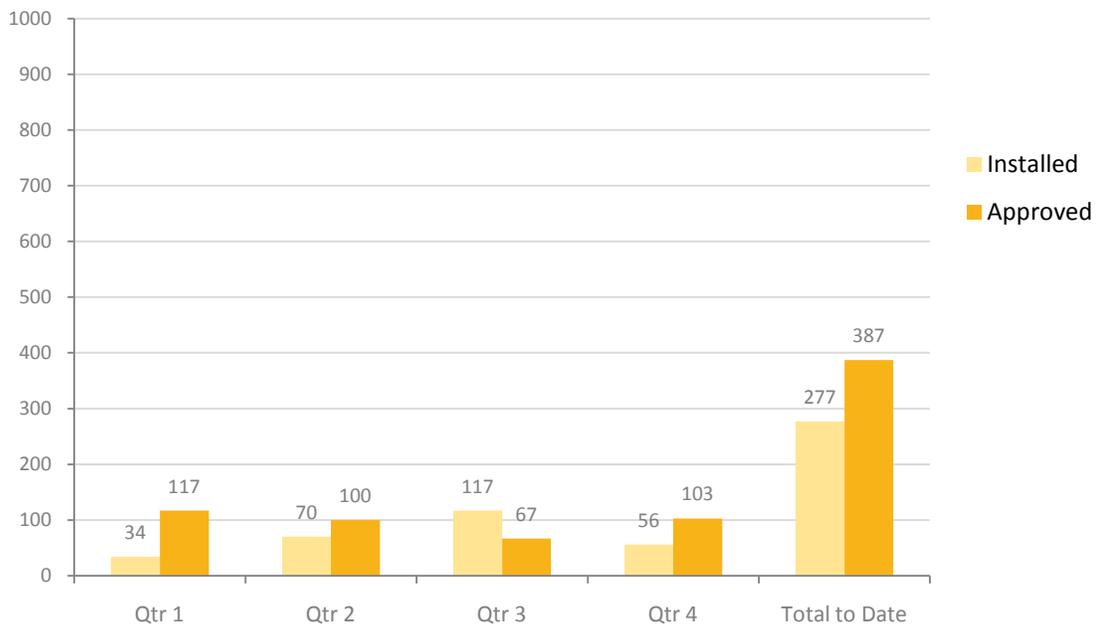
Agency Progress Toward Goals

- CSD reviews and approves each project prior to installation, gathering data and confirming that agencies are within their contracted dollar per watt goals. These projects are listed on the chart below as “Approved.”
- Once the project is complete, agencies send CSD a copy of the final building permit. When the permit is received by CSD, the project is counted as “Installed.”

	NCES	Fresno	CRP	CCES	Total
Goal	148	151	200	600	~1,000
Approved	145	151	16	1 MUD* (=75 units)	387
Installed	138	127	12	0	277

MUD = Multi-Unit Dwelling (apartment building)

Projects Assessed and Installed to Date



Qtr 1 - 3 numbers shown on this chart may not match those shown on previous Quarterly Reports. This is because installation information is sometimes received from agencies after a quarterly report is completed; numbers are updated when new information is received.

Agency Updates

NCES

North Coast Energy Services is in the final stages of approving and installing solar projects. At the end of Qtr 4, NCES had 145 projects approved by CSD and 138 of those were fully installed. NCES's goal for project approval and installation is 148. North Coast anticipates being able to install at least one additional system using money remaining in their contract.

Fresno EOC

Fresno EOC has met their original goal of 151 project approvals. At the end of Qtr 4, 127 of those projects had been fully installed. Original goals were based on an estimate of project costs, but after installing the majority of their projects, Fresno EOC still had some unspent money in their contract. As a result, they increased their goal from 151 to 157.

Fresno is still considering working with Grid Alternatives, the project manager for the California Public Utilities Commission's "Single Family Affordable Solar Homes" Program (SASH), investigating the possibility of leveraging any remaining solar dollars by using them to pay for installation labor for Grid Alternatives' low-income solar projects. Grid Alternatives would pay for all assessments, materials, permitting and tools, and Fresno EOC would provide labor, using its trained Local Conservation Corps members to install local solar projects on low-income homes.

CRP

CRP has contracted with Gaia Energy Systems, a private solar company, to install solar on at least 100 single-family homes, with an option to do more. Gaia has a successful track record with Solar For All California, as it is one of the companies NCES contracted with to do installs under the program.

CRP's original intent was to design and install all of its own solar projects. And though CRP got staff trained in all aspects of solar—and began doing installs—they found themselves spending most of their time and staff resources installing weatherization projects under the American Recovery and Reinvestment Act (ARRA).

CRP will continue to design and install solar projects as time allows and believes that, working together with Gaia, they will achieve their original project goals.

CCES

CCES /ACCES is working via a public-private partnership with Morgan Stanley, an investment company, to install PV systems that will benefit up to 1,000 multi-family dwelling units. The complexity of the model has caused delays, but could lead to a model that will dramatically reduce the costs to the state for installing solar in multi-family low-income homes.

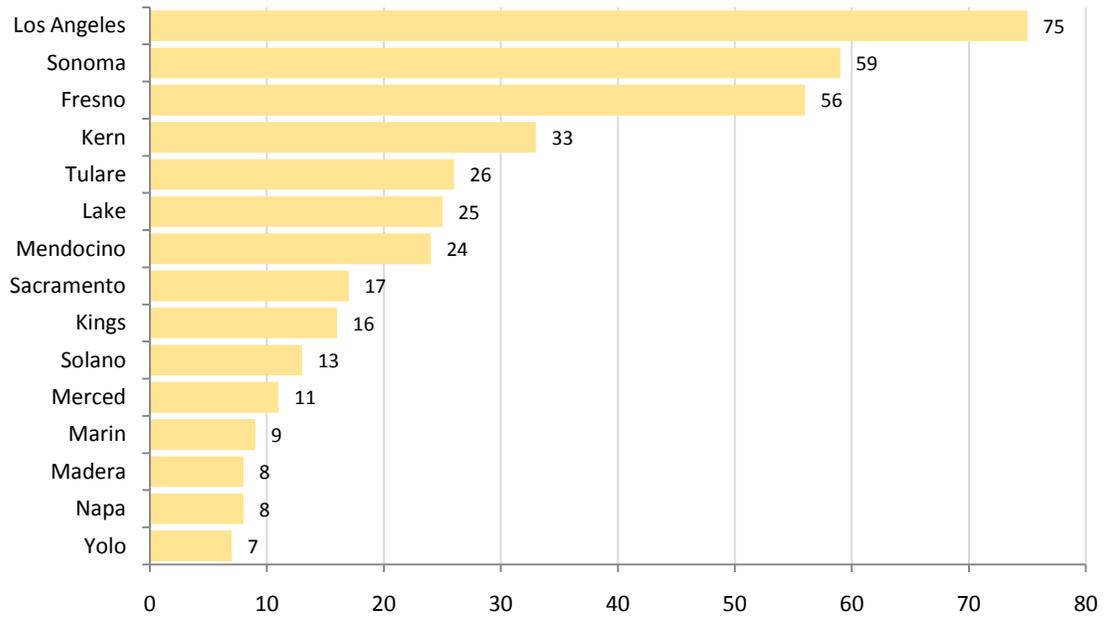
By the end of Qtr 4, CCES has identified 15 multi-unit buildings as probable candidates for the program. Nine of these buildings are currently in permitting, seeking building permits from the appropriate local building authorities.

A slower-than-expected permitting process has delayed the start of project installation. Projects that were expected to take 2 weeks in permitting have now been there for more than 1.5 months. CCES/ACCES continues to actively work with building officials to provide the information requested, but has no control over the length of time buildings remain in permitting.

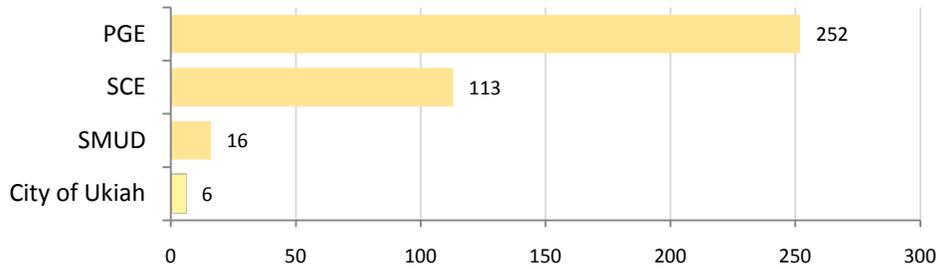
Once final building permits are issued, installation will begin.

Other Facts and Figures

Projects (housing units) approved, by county:



Projects approved, by utility:



Progress Towards kW Goal:

