

Solar For All California

Second Quarter Update: September 1 – November 30, 2010

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

"Thank you so very much for having provided the means to have the solar panels installed on my roof. I have had two PG&E bills showing the wattage produced by the panels, and my PG&E bills have been reduced by more than half each month"

- Solar for All California Customer, Guerneville

"I no longer have electric bills, and since I am currently unemployed, the extra money is spent on everyday living. I feel extremely lucky to be given this gift. It saves me money monthly and will add value to my home."

- Solar for All California Customer, Lakeport

"We have had a big reduction in our PG&E bill since it has been installed. My husband became disabled in 2008 and we have had a very rough time since then. We have been paying everything in arrears so having one less utility to worry about can to go something else we worry about."

- Solar for All California Customer, Kelseyville

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

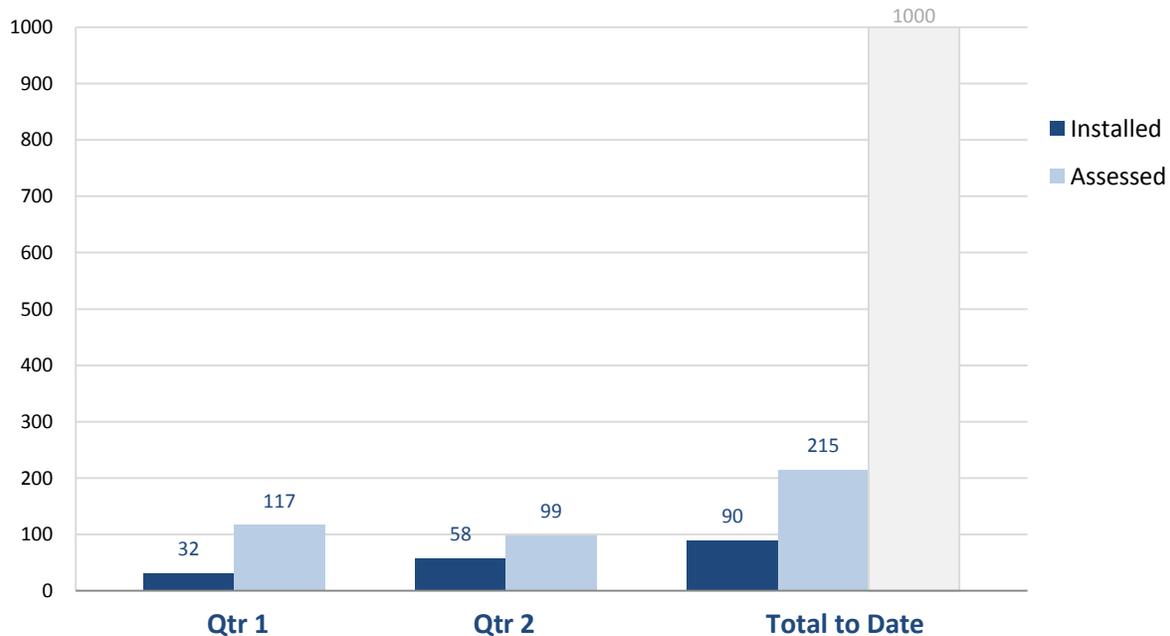
	NCES	Fresno	CRP	CCES
Unit goal	148	151	200	600
Unit type	Single-family	Single-family	Single-family	Multi-family
Counties Covered	Lake, Marin, Mendocino, Napa, Solano, Sonoma, Yolo	Fresno, Merced, Madera, Tulare, Kings, Kern	Sacramento	Los Angeles, Orange, Yuba, Sutter, San Diego, Placer, San Luis Obispo, Kings, Imperial, Butte, Santa Cruz, Monterey, Riverside,
Major Installation Partners/Subs	Gaia Energy Real Goods Solar	Sundowner Solar Fresno CCC	Yes! Solar Solutions SMUD	ACCES Morgan Stanley
CSD Provider Partners	None Identified	Merced Co, CSET, KCAO, Kern Co	None Identified	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	129	86	0	0	215
Installed	48	42	0	0	90

Projects Assessed and Installed to Date



Agency Updates

NCES

North Coast continues to make great progress towards its goal to install 148 systems. Working with local solar subs Gaia Energy and Real Goods Solar, they have had 129 projects approved by CSD, just 19 short of their final goal of 148. Installation is complete on 48 of those projects.

In keeping with their original Solar for All California work plan, NCES arranged for the training of 18 workers in solar assessment and installation: 6 existing NCES crewmembers and 12 unemployed or displaced workers from the local Native American community. Training and other benefits for those 12 was provided by local workforce organizations. Though NCES' six, trained crew members have been busy with ARRA projects, the other 12 individuals were hired by Gaia and Real Goods and are learning the solar trade.

Fresno EOC

Fresno EOC is making excellent progress towards its goal to install 151 systems via its "Central Valley Partnership" (CVP) with 86 projects approved and 42 fully installed. Fresno EOC is the lead agency for CVP, which was put together specifically to plan and implement Solar For All California in the Central Valley region. In addition to Fresno EOC, CVP consists of: Merced County Community Action Agency, Community Service and Employment Training, Kings Community Action Organization and the Community Action Partnership of Kern. Each agency has installation goals in their service territories.

The CVP works with its subcontractor, Sundowner Solar. As reported previously, crewmembers from each CVP agency attended a 5-day classroom training regarding solar installation. The original intent

was for agencies to become self-sufficient in their assessment, design and installation, but as with North Coast, the CVP has been hindered some by the urgency of ARRA work, so Sundowner Solar is still handling the majority of the solar work with agency crews working alongside Sundowner crews to do assessment and installation. This process has allowed agencies to expose additional personnel to the PV installation process. And, in fact, the CVP has now added an additional six homes to its original installation goal of 151, bringing its total to 157.

CRP

CRP has its first 18 homes in the pipeline, and their solar manufacturer, SPI, is working on system design for those 18. CRP has had delays in a number of areas, including working with SMUD to identify eligible homes, as well as a business change in the manufacturer with whom they had contracted.

Response was poor to CRP's initial mailing to potential customers. CRP is in the process of getting a second list of potential homes from SMUD and will do additional marketing to identify qualifying homes.

The solar equipment manufacturer CRP originally contracted with (Yes! Solutions, now known as SPI) changed its business model and no longer manufactures the smaller PV systems CRP often needs. CRP is in the process of bidding on a new manufacturer who can provide the smaller systems.

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 dwellings. The complexity of their approach caused some implementation delays, but could lead to a model that will dramatically reduce the costs to the state for installing solar in low-income homes.

CCES has subcontracted all project management of the program to ACCES, and ACCES is, in turn, contracting with Morgan Stanley, who will design the solar projects and purchase and own the equipment, in exchange for tax credits and other environmental benefits. ACCES is also subcontracting with 11 CSD service providers to provide solar services in their territories.

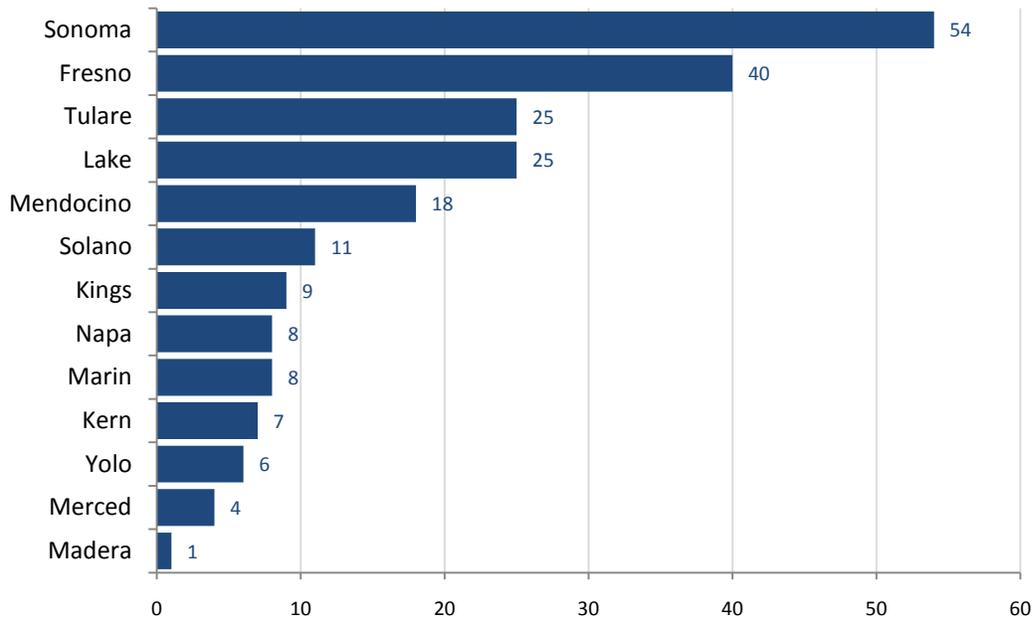
At the end of November, the partnership had nearly completed negotiations with the owner of ten buildings that are 100% HUD units. This project—for which PV system installation is expected to begin in February--will provide for the installation of 500kW to benefit 741 units.

An additional project has been identified at 75 HUD units owned by the Sutter County Housing Authority (SCHA). The project will erect a "solar farm" on property owned by the SCHA. Benefits from the electricity generated will be distributed to the 75 families via Virtual Net Metering.

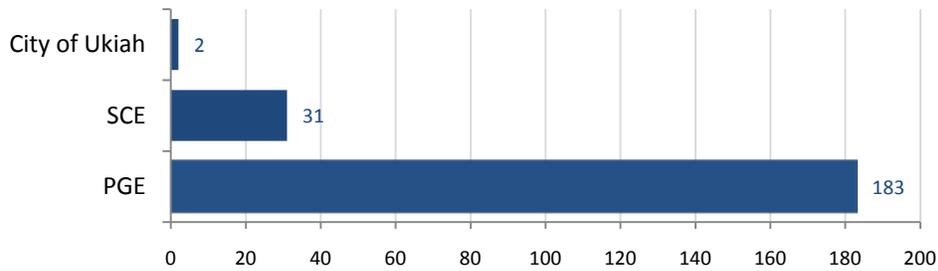
The partnership continues to look for qualifying properties.

Other Facts and Figures

Projects approved, by county:



Projects approved, by utility:



Progress Towards kW Goal:

