



NEW YORK
STATE OF
OPPORTUNITY.

NY-Sun

Community & Solar

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NY Solar Summit
June 10, 2015

Overview

- Background
- Solarize/Group Purchasing: Updates, Innovation, and Challenges
- Looking Ahead

Background

- NY Unified Solar Permit
- PV Trainers Network
- NY Solar Smart
- Economic Development Growth Extension
- Climate Smart Communities
- K-Solar

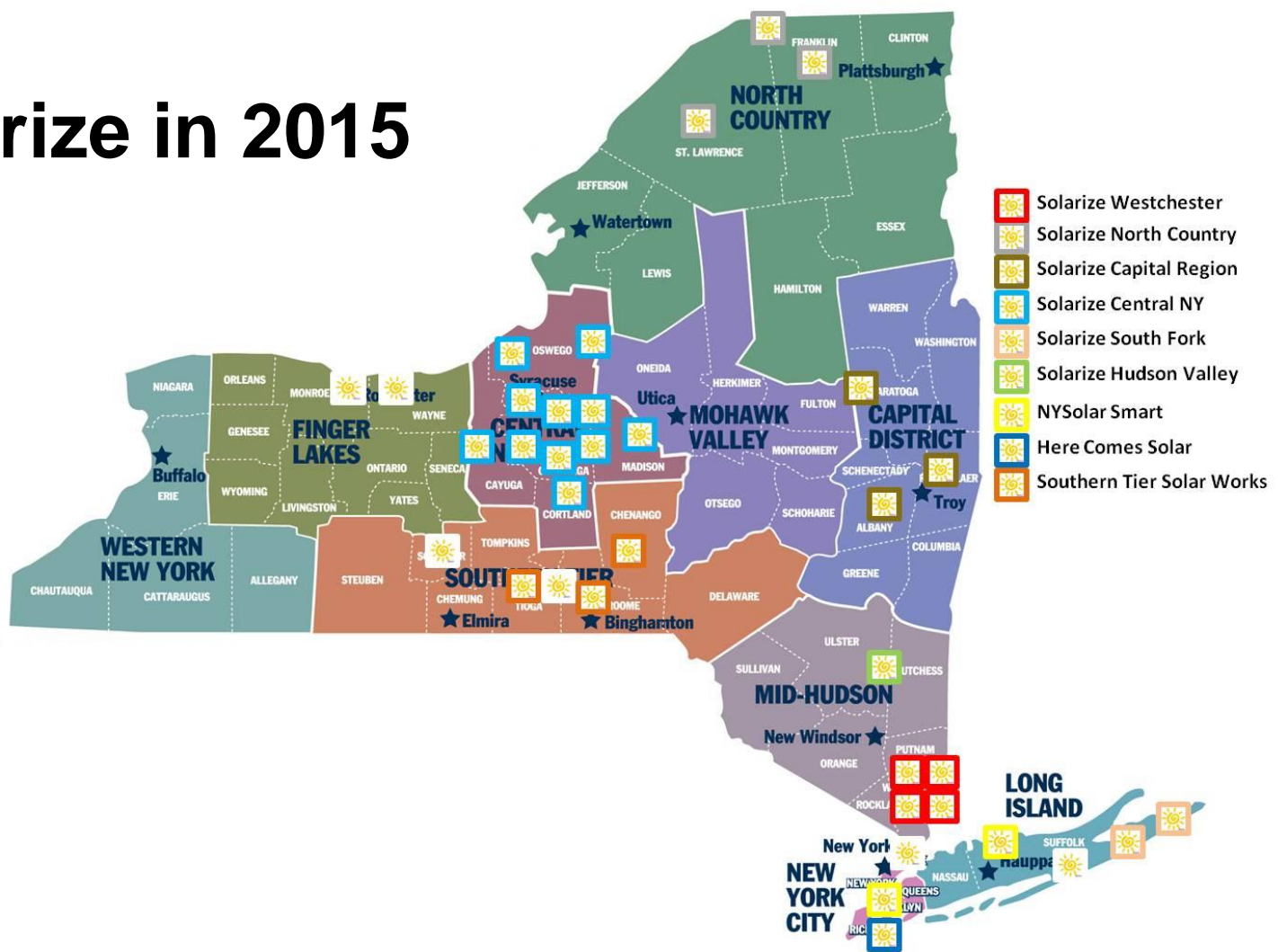
Solarize Background

- Community-driven outreach campaign
- Competitive selection of solar installers
- Limited time (6-9 months)
- Well-established model with room for innovation

Solarize Background

- ~10 Solarize campaigns undertaken in NY between 2011 and 2014.
- Analysis of three 2014 Solarize campaigns: Price reduction of 7.6%-18%, significant market expansion.
- Similar results from much larger study in CT.

Solarize in 2015



Solarize: Updates, Innovation, and Challenges

- ~30 campaigns currently underway
- Wide range of local and regional organizers
- NYSERDA funding and technical support
- Data management tools and online platforms

Solarize: Updates, Innovation, and Challenges

- K-Solar: Schools as community hubs for solar
- Multiple installer campaigns
- Commercial/agriculture focus
- Here Comes Solar: “Micro Solarize”
- Solarize alongside local permitting process improvements and municipal purchasing

Solarize: Updates, Innovation, and Challenges

- Low-moderate income households
- Lasting soft cost reduction
- Solar thermal
- Scale



Looking ahead

- Community Shared Solar
- Community Choice Aggregation
- Microgrids
- Continued innovation in business models and IT tools



MILK for a HEALTHY life
SQUAD for a HEALTHY life

**SOLARIZE
CANTON**