



Stan Greschner

**VP, Government Relations &
Market Development**

**People. Planet.
Employment.**



Our Vision



A successful transition to clean, renewable energy that includes everyone.



Our Model

- The country's largest nonprofit solar installer
- GRID trains and leads job trainees and other volunteers to install solar for low-income families who most need the savings, but have the least access
- Focus on LI single-family homes, multifamily housing, community solar
- Workforce development and energy efficiency integration





Accomplishments to Date

- Installed 6,600 systems totaling 22 megawatts
- \$180 million in long-term savings for low-income families
- 25,000 individuals trained
- 502,000 tons of long-term GHG emissions prevented
- Honored by the White House as a “Champion of Change” for Solar Deployment



- GRID's solar installation model creates a “classroom on the roof” for local job training programs & community colleges
- Employer partnerships to facilitate job placement
- RISE Initiative - focus on increasing diversity & inclusion in the solar workforce
- Installer jobs growing by 20% and pay \$20-\$24/hour – no degree required, just experience





Key to Success: Partnerships

- Community college & job training partners
- Affordable housing providers
- Energy efficiency/
weatherization partnerships
- Industry partnerships
- Utility partnerships
- Local governments





Case Study: California

- In 2006, 10% of \$2.2B CA Solar Initiative dedicated to low-income solar programs (SASH/MASH); programs launched in 2009. Programs refunded in 2013 with additional \$108M.
- SASH Provided comprehensive energy solution; solar access, job training, community engagement/partnerships, energy efficiency coordination
- SB 535 (2012) requires 25% of cap-and-trade revenues to be invested in projects that benefit disadvantaged communities
- AB 693 (2015) invests up to \$1B for solar projects on multifamily affordable housing



Case Study: Washington DC

- District Department of Environment (DOEE) and DC Sustainable Energy Utility (DCSEU) created and funded with \$1.4 million a dedicated low-income solar rebate, Solar Advantage Plus
- \$2.50/Watt rebate, up to \$10K max, for low-income homeowners earning less than 60% of the area median income
- GRID Alternatives partners with the City on installation, leveraging additional outside financial resources, and integrating workforce development opportunities for local job training organizations



Case Study: Grand Valley Power

- Rural electric cooperative serving 17,000 customers in Grand Junction, CO area
- Partnered with GRID Alternatives to complete a first-of-its-kind, 100% low-income community solar array
- System is owned by Grand Valley Power, and the utility allocates benefits from a single shared solar array to many low-income customers
- Partnership with local nonprofit Housing Resources of Western Colorado to identify and qualify recipients
- Workforce development opportunities built into installation process



Key Take-Aways

- Well-designed programs can overcome the solar adoption barriers facing low-income families, while ensuring consumer protection and broader community benefits
- Long-term vision to develop a sustainable low-income market segment
- Long-term financial commitment, while being creative about looking at different funding sources
- Comprehensive strategy that integrates low-income energy efficiency and workforce development programs
- Working with mission-aligned partners and community members is essential to program success



Thank You

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For more information go to:
www.gridalternatives.org
www.lowincomesolar.org