



MD SUN
Maryland Solar United Neighborhoods

MARYLAND COMMUNITY SOLAR INFO SESSION

What makes a good roof for solar?

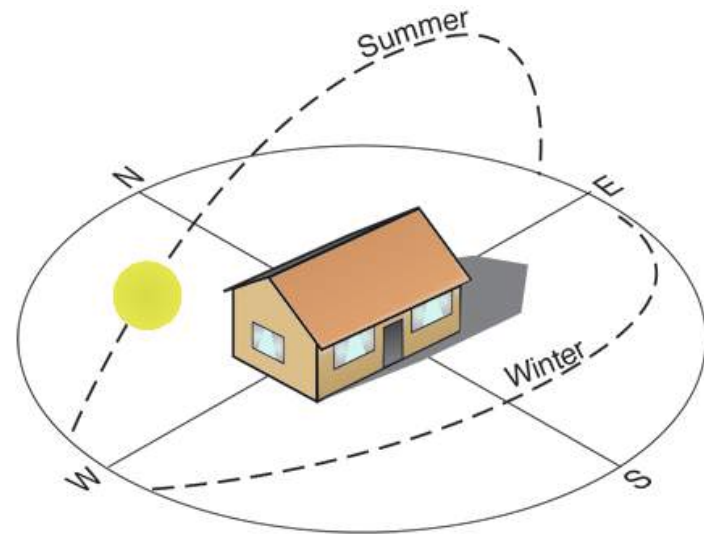


Image take from solarenergy-usa.com

Who can't go solar now?

- Homeowners with small, shaded, or old roofs
- Renters
- People who live in apartments & condos

MARYLAND COMMUNITY SOLAR

What's the alternative?

What about Maryland residents who can't put solar where they live?

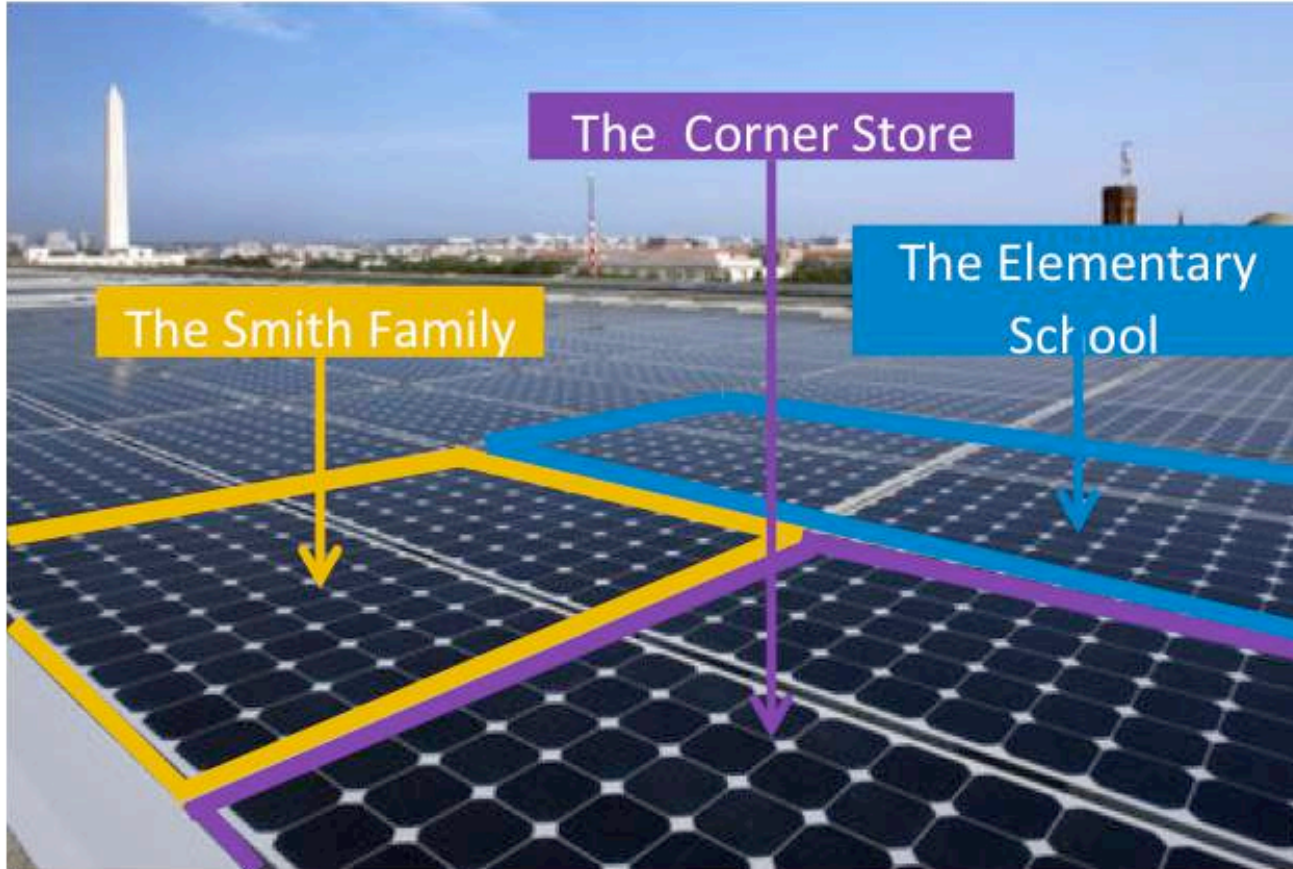


Image take from Forbes.com

→ Community Solar



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Courtesy of Vote Solar

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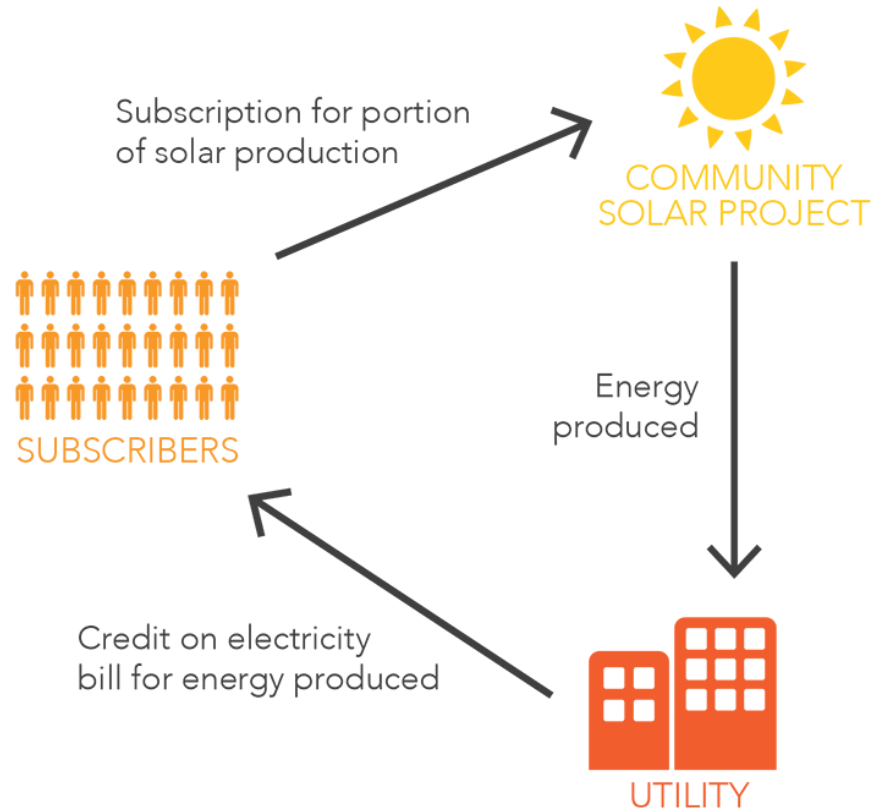
WHAT IS COMMUNITY SOLAR?

- “Community shared solar”, “solar gardens”
- Proportional, not all or nothing and not on your roof
- Solar energy credited to your electric bill
- Same value as if it were on your roof

MARYLAND COMMUNITY SOLAR

HOW IT WORKS

COMMUNITY SOLAR



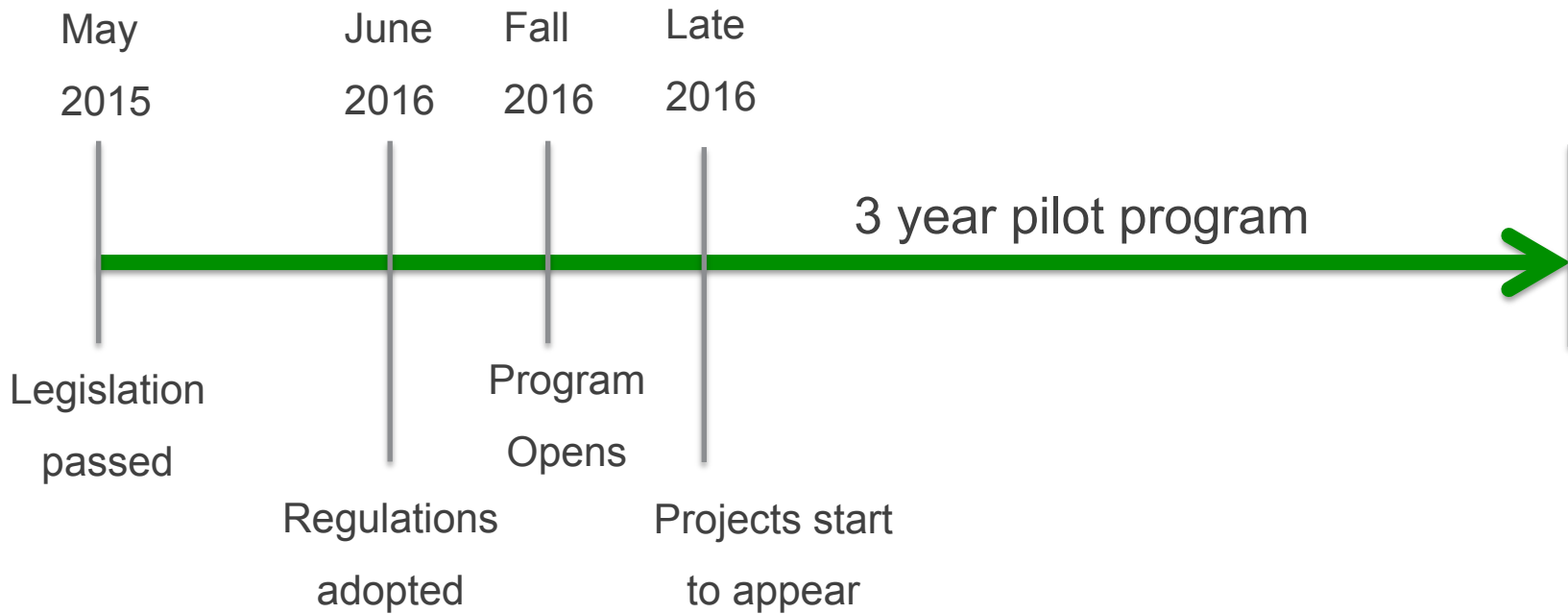
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WHY COMMUNITY SOLAR?

- Cheaper electricity now and/or in the future
- Fair access to solar for all Marylanders
- Wider participation in our clean energy future

MARYLAND COMMUNITY SOLAR

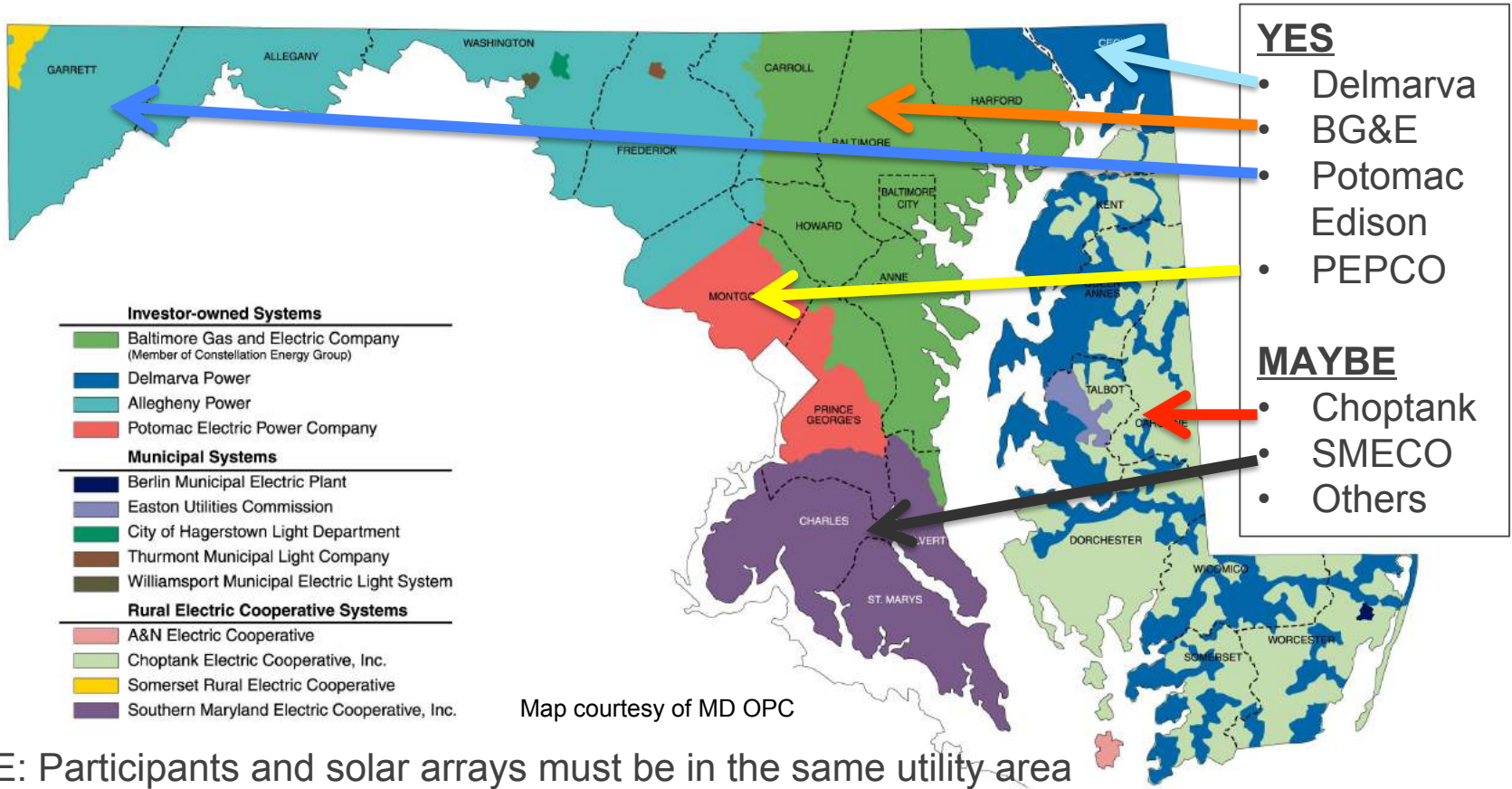
MARYLAND'S COMMUNITY SOLAR PILOT



(NOTE: Projects online during pilot stay online after pilot ends)

MARYLAND COMMUNITY SOLAR

WHERE WILL IT BE AVAILABLE?



MARYLAND COMMUNITY SOLAR

WHAT WILL THIS LOOK LIKE?

- Equipment or power purchases
- Long & short term contracts
- Various subscription/share sizes
- Choosing solar power with your neighbors!
- Big for-profit ventures, small community-based too



MARYLAND COMMUNITY SOLAR

HOW CAN YOU PARTICIPATE?

1. Buy shared solar energy (when available)
2. Own a subscriber organization
3. Host a shared solar array

MARYLAND COMMUNITY SOLAR

Buy shared solar energy: Subscribers

MARYLAND COMMUNITY SOLAR:
SUBSCRIBERS

SUBSCRIBERS

- Full Retail Credit (just like rooftop solar)
- Subscription up to 200% of annual usage**
- Multiple subscriptions in different arrays OK
- Solar on site + community solar OK

MARYLAND COMMUNITY SOLAR:
SUBSCRIBERS

SUBSCRIBERS

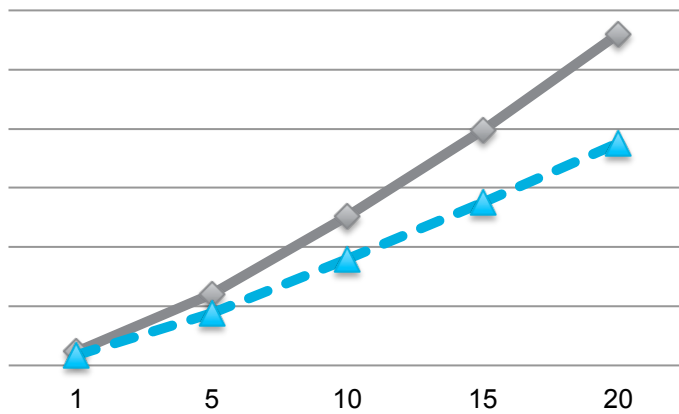
Examples of different types of subscriptions:

- Buy $x\%$ of total system size (ex. 1% of 500 kW)
- Buy a fixed portion of total system size (ex. 5 kW)
- Pay monthly for $x\%$ of total system output (in kWh)
- Pay monthly for a fixed block of kWh

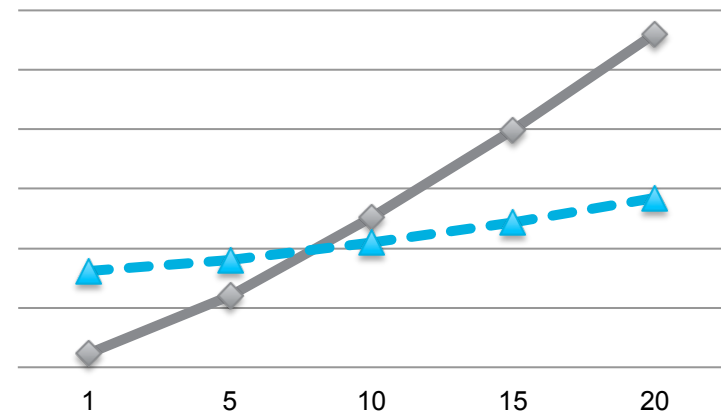
MARYLAND COMMUNITY SOLAR:
SUBSCRIBERS

SUBSCRIBERS

Savings Example w/
purchase of kWh (monthly)



Savings Example w/ purchase
of system capacity (once)



MARYLAND COMMUNITY SOLAR:
SUBSCRIBERS

SUBSCRIBER QUESTIONS (EXAMPLES)

- Buying equipment (and energy) or just energy?
- Cheaper than grid energy now? Later?
- Easy to sign up? Easy to cancel?
- How long is the term? Are there upfront payments?
- Are there monthly or yearly fees?
- Do payments increase over time?

MARYLAND COMMUNITY SOLAR:
SUBSCRIBERS

Be a subscriber organization

**MARYLAND COMMUNITY SOLAR:
SUBSCRIBER ORGANIZATIONS**

SUBSCRIBER ORGANIZATIONS

- Handles subscriptions and cancellations
- Communicate w/ utility to apply subscriber credits
- Maintain system for 25 years

**MARYLAND COMMUNITY SOLAR:
SUBSCRIBER ORGANIZATIONS**

Host a shared solar array: Land hosts

MARYLAND COMMUNITY SOLAR:
LAND HOSTS

LAND HOSTS

- Land holder where solar lives
- Could be farm land, rooftop space, a parking lot, etc.
- Usually 25-30 year leases



MARYLAND COMMUNITY SOLAR:
LAND HOSTS

LAND HOST QUESTIONS (EXAMPLES)

- How long is the lease term?
- How are you being compensated?
- Any impact on existing operations on the land?
- What happens when the lease is over?
- Impacts to insurance & liability?

MARYLAND COMMUNITY SOLAR:
LAND HOSTS

CHALLENGE: LOW AND MODERATE INCOME PARTICIPATION

- Marketing
- Financing availability
- Credit scores

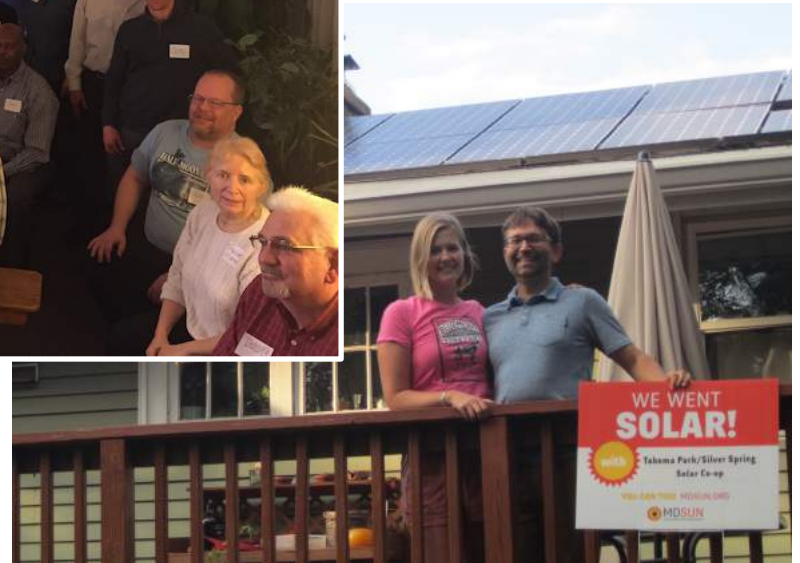
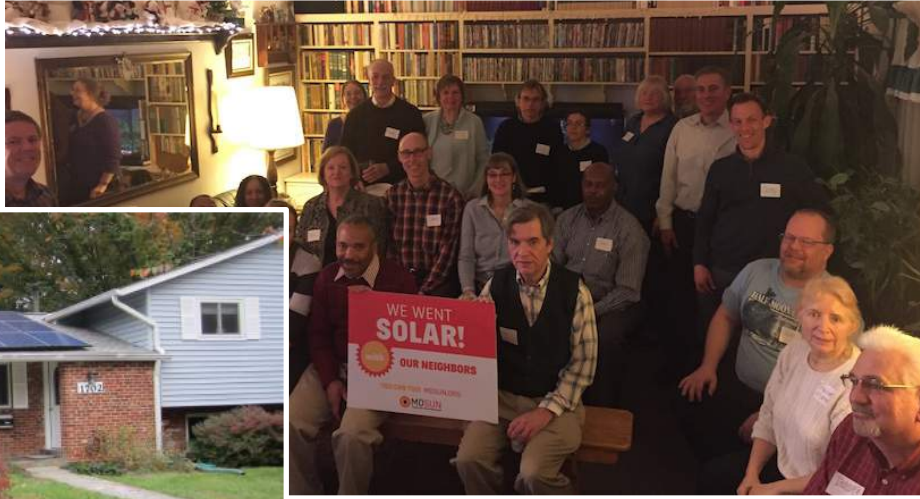
MARYLAND COMMUNITY SOLAR:
PARTICIPATION

ONE SOLUTION: SUBSCRIPTION BACKER MODEL

- Anchor subscriber (church, college, municipality, etc.)
- Contract for [X] kWh or [X]% of array
- Plus agree to backstop [X] kWh or [X]% for others

**MARYLAND COMMUNITY SOLAR:
PARTICIPATION**

OPPORTUNITY: COMMUNITY-OWNED ENERGY



MARYLAND COMMUNITY SOLAR: PARTICIPATION

EXAMPLE: NEIGHBORS

- Set up a subscriber organization or hire one
- Find land
- Share subscriptions among neighbors
- Keep more economic value in the community

MARYLAND COMMUNITY SOLAR:
SUBSCRIBER ORGANIZATIONS

EXAMPLE: FARMERS

- Set up a subscriber organization or hire one
- Provide the land
- Offer subscriptions to themselves and neighbors
- Keep more economic value in the community

MARYLAND COMMUNITY SOLAR:
SUBSCRIBER ORGANIZATIONS

EXAMPLE: NON-PROFIT

- Set up a subscriber organization or hire one
- Lease land
- Offer subscriptions to clients/members/supporters
- Provide more electricity savings

MARYLAND COMMUNITY SOLAR:
SUBSCRIBER ORGANIZATIONS

EXAMPLE: BUSINESS

- Set up a subscriber organization or hire one
- Lease land or use rooftop
- Offer subscriptions to clients, other businesses, & community members

MARYLAND COMMUNITY SOLAR:
SUBSCRIBER ORGANIZATIONS

EXAMPLE: MUNICIPALITY

- Set up a subscriber organization or hire one
- Lease land or provide it
- Offer subscriptions to residents
- Encourage & support LMI subscribers

MARYLAND COMMUNITY SOLAR:
SUBSCRIBER ORGANIZATIONS

WAYS TO STAY INFORMED

- Subscribe to MD SUN listserv
<http://www.mdsun.org/join-the-conversation/>
- Resources & the latest
<http://mdsun.org/community-solar/>
- Get notified of projects coming online
<http://mdsun.org/community-solar/>

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