

Salt Lake Community Solar

*Empowering Utah Communities with
Solar Energy*



What is Community Bulk-Purchase Solar?

Community bulk-purchase solar is a proven, highly successful model designed to help homeowners overcome the logistical and financial hurdles of going solar. Participants unite to tackle the solar process as a team, realizing great cost savings through bulk purchasing power.

What is *Salt Lake Community Solar*?

Salt Lake Community Solar is a pilot community bulk-purchase solar initiative that will help:

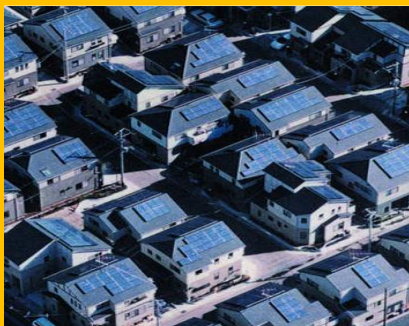
- **simplify the solar process**
- **ensure competitive pricing and quality projects**
- **reduce up-front costs of residential solar**

Salt Lake Community Solar is a partnership effort of Utah Clean Energy (a 501c3 non-profit) and the First Unitarian Church of Salt Lake City (a charitable non-profit). The campaign is targeted to members of the Unitarian Church, but will be open to all interested parties in Salt Lake City/County on a first-come, first-served basis (consideration will be given to geographic boundaries to maximize efficiencies). This effort is modeled after numerous successful campaigns across the country (Google “Solarize Portland” to learn more).

How does it work?

Drawing from the experience of similar efforts, the following outlines the main steps to the program:

1. **Learn about solar**—Potential participants attend workshops and events to learn more about solar and the process.
2. **Group Purchase Price Bid by Solar Contractor** – A designated Solar Steering Committee will issue an RFP for solar contractor(s); the bid will set pre-determine price breaks according to number of participants and/or kilowatts installed (i.e. tiered pricing).
3. **Take the Solar Survey** — An initial survey will help determine if your home is suitable for solar (and/or energy efficiency measures).
4. **Enroll** – By enrolling, you reserve a spot in the project and initiate the process to get a more extensive site assessment and bid from the selected contractor. *Enrolling does not mean you are committing to install or purchase.*
5. **Site Assessment** – The selected contractor(s) will conduct a site assessment to determine suitability for solar, system size, and cost.
6. **Commit to Install**—Once you have had a chance to review the bid and determine if solar is right for you, join friends, family & neighbors and commit to installing solar on your home.
7. **Spread the word**— Spread the word to friends, family, and neighbors! The more members participating in the program, the better the deal for participants, based on tiered prices.
8. **Sign your contract with selected installer and have your system installed!** Work with the installer to complete net metering agreement with utility and file paperwork for any incentives.
9. **Celebrate!** Join the *Salt Lake Community Solar* to celebrate a successful bulk purchase campaign!



Bulk-Purchase = Solar Savings!

Salt Lake Community Solar leverages bulk-buying power to get a better deal on solar for participants. Tables 1 and 2 illustrate an example of potential costs without and with bulk-purchase for an average 2 kW residential solar PV system: *

Table 1. Example WITHOUT Community Bulk-Purchase

System Size	2 kW
Installed Cost per kW	x \$7,000
Up-front Total Cost	= \$14,000
State Tax Credit (25% up to \$2,000)	- \$2,000
Federal Tax Credit (30% with no cap)	- \$3,600
FINAL OUT-OF-POCKET COST	= \$8,400

After state and federal tax incentives, the final cost above represents a **40% reduction** in the overall cost of the system.

Table 2. Example WITH Community Bulk-Purchase

System Size	2 kW
Installed Cost per kW (bulk-purchase discount)	x \$5,000
Up-front Total Bulk Purchase Cost	= \$10,000
State Tax Credit (25% up to \$2,000)	- \$2,000
Federal Tax Credit (30% with no cap)	- \$2,400
FINAL OUT-OF-POCKET COST	= \$5,600

After state and federal tax incentives, the final cost above represents a **60% reduction** in the overall cost of the system.

***DISCLAIMER:** These costs are estimates and are solely intended to provide an example for educational purposes. The prices do not reflect exact or actual costs of any specific system. Final costs will be determined through the campaign process, and individual participant system costs may vary.

FAQs

Q: How will I know if solar energy can work for me?

A: You will complete an initial solar site survey first; if your site appears suitable, the solar installer will do an on-site assessment of your home to help you determine whether or not solar PV makes sense for you.

Q: What rebates or incentives are available for solar PV systems in Utah?

A: At this time, you can take advantage of the following incentives for solar PV on your home (it is advised you consult a tax attorney for any questions regarding tax incentives):

- State Tax Credit: 25% of total costs up to \$2,000
- Federal Tax Credit: 30% with no cap (exp. 12/2016)
- Utility Incentives: Vary, consult solar contractor
- State Rebate: may or may not be available at time of purchase, consult solar contractor

Q: How long will the process take?

A: The time frame for this campaign will depend on how many people commit to going solar. Once the bid is issued, enrollment will be a limited-time offer. We hope to see installations begin in spring of 2012.

Q: I'd like to participate, but I don't have the extra money right now. What can I do?

A: We are currently working with local credit unions and solar installers to make financing available for those interested. Additionally, you may be interested in energy efficiency as an initial first step. Please stay in contact with us to get additional updates on this front.

Solar 101

Solar photovoltaic (PV) cells work by converting sunlight into direct current (DC) electricity. The DC electrical charge is then converted into alternating current (AC) electricity by a power inverter to be used for your household electricity needs. Solar PV can help power your home with an abundant clean, renewable, price-stable, carbon-and fuel-free energy resource. Installing solar requires contracting with the utility through a 'net metering' agreement, so you can get credit for any kilowatt hours you provide to the grid. Solar is a low maintenance and relatively simple technology. The selected contractor will provide you with all the details you need to know about your solar system.

Learn More

Salt Lake Community Solar is in the process of developing a website, so please stay tuned. For questions or to get involved, please contact:

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www.utahcleanenergy.org



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