



# FOSTERING ENERGY EQUITY THROUGH SOLAR DEPLOYMENT

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DEPARTMENT  
OF ENERGY &  
ENVIRONMENT



GOVERNMENT OF THE  
DISTRICT OF COLUMBIA  
MURIEL BOWSER, MAYOR

# GOING SOLAR IN DC: THE OPTIONS



1

Solar For All

2

Market Rate Solar

**Join our solar co-op and let  
the sun pay your electric bill!**

Grant funding available  
to support income-qualified families.  
To learn more call: 202.888.3601  
[SolarUnitedNeighbors.org/51stState](http://SolarUnitedNeighbors.org/51stState)

**SOLAR UNITED  
NEIGHBORS** OF D.C.

This project is funded by  
a grant from:  
**SOLAR FOR ALL**  
A PROGRAM OF DC'S DEPARTMENT OF ENERGY AND ENVIRONMENT





# SOLAR FOR ALL

- Established by the Renewable Portfolio Standard (RPS) Expansion Amendment Act of 2016
- Increases the amount of solar energy generated in the District, and provide those benefits to seniors, small local businesses, nonprofits, and low-income households
- Funded by Renewable Energy Development Fund (RPS alternative compliance payments)
- Task Force of stakeholders informed the development of the Solar for All Implementation Plan



# WHY WE'RE DOING IT



- Solar for All aims to bring solar energy to **100,000 low to moderate income families** in the District of Columbia.
- DOEE is partnering with organizations across the District to install solar on single family homes and develop community solar projects to benefit renters and residents in multi-family buildings.
- Solar for All participants should expect to see a **50% savings on their electricity bill over 15 years** and can be proud to have gone solar!

# SOLAR FOR ALL ACTIVITIES FUNDED

Grants for  
solar developers

Lead by example:  
community solar,  
resiliency, and  
innovation

Projects by  
sister agencies  
and institutions

Job training:  
Solar Works DC

\$23+ million awarded in FY 2017-2019



# SOLAR FOR ALL: CURRENT OFFERINGS

## COMMUNITY SOLAR

Community solar provides the benefits of solar to residents who can't install systems on their home, including renters and homeowners whose rooftops are shaded or need repairs. A community solar project is not located on the home, but offsite, and the benefiting household (called a subscriber) receives a credit on their monthly electric bill.

**GROUNDWELL** is installing solar on houses of worship including at the DuPont Park Seventh Day Adventist Church in Ward 7. Income-eligible households will receive energy credit subscriptions at no cost. Contact [customerservice@groundswell.org](mailto:customerservice@groundswell.org) for more information.

**NEIGHBORHOOD SOLAR EQUITY** is installing solar on a local university and plans to provide benefits to income-eligible households in the District. For more information, contact [rootandbranchinc@gmail.com](mailto:rootandbranchinc@gmail.com).

In late 2019, DOEE plans to open enrollment for a variety of new community solar projects currently in the pipeline. Find out more at [doee.dc.gov/solarforall](https://doee.dc.gov/solarforall)

The Browns

The Veizagas

The Matthews

The Heards

The Mitchells

## SOLAR ON YOUR ROOF

**SOLAR UNITED NEIGHBORS OF DC's** 51st State Solar Co-op brings DC residents together to make solar more affordable through bulk purchasing. Homeowners own the solar panels, receive credit for all electricity produced, and will receive additional income from revenue generated by their Solar Renewable Energy Credits (SRECs) starting after five years. **To apply**, contact Yesenia Rivera at (240) 523-3948 or [yesenia@solarunitedneighbors.org](mailto:yesenia@solarunitedneighbors.org).

**GRID ALTERNATIVES MID-ATLANTIC** provides solar installations to income-qualified single-family homeowners. Homeowners lease their solar systems at no cost to them and will receive at least 50% credit for all electricity produced. **To apply**, please call (202) 517-8848 or email [dcoutreach@gridalternatives.org](mailto:dcoutreach@gridalternatives.org).



# INCOME GUIDELINES

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## Participants Should See:

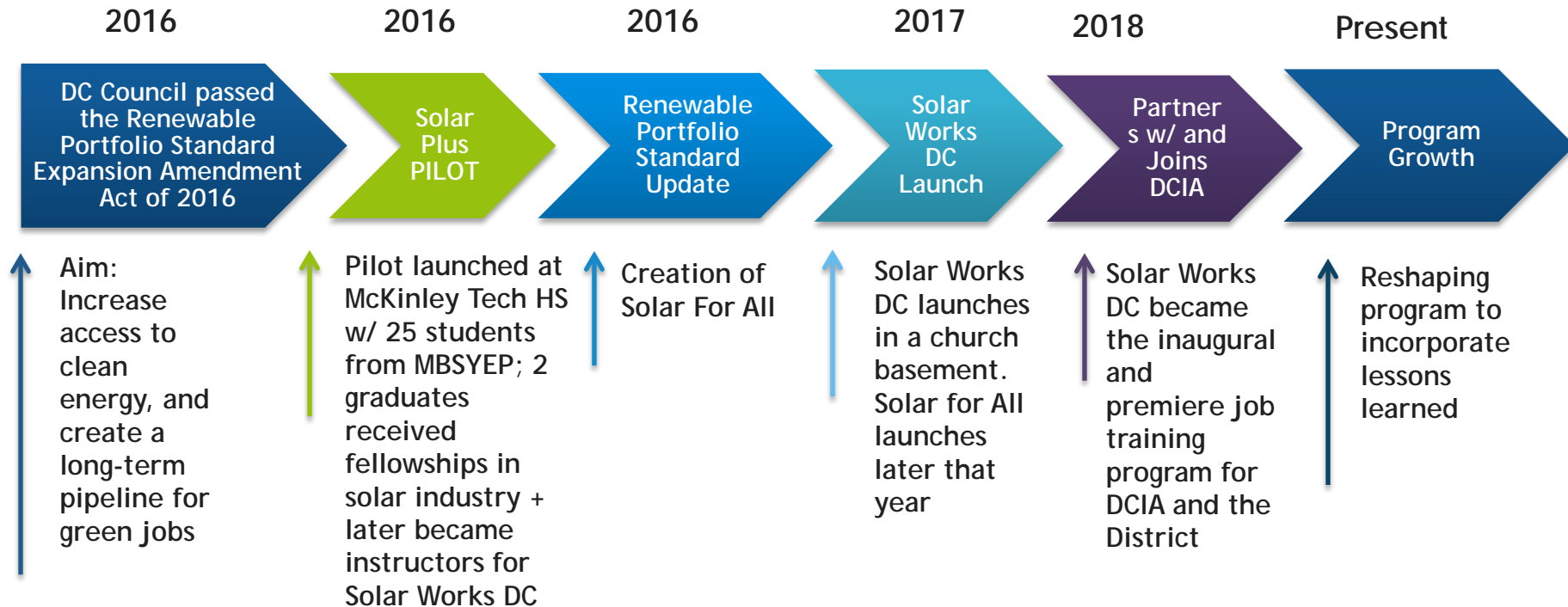
- 50% Electric Bill Savings for 15 years
- Visit [www.doe.dc.gov/solarforall](http://www.doe.dc.gov/solarforall)

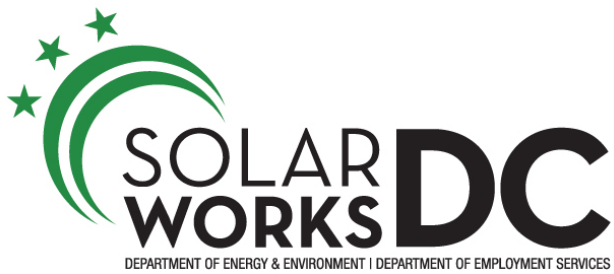
# WHAT IS SOLAR WORKS DC?

- A collaborative effort through public and private partnerships
  - DOEE and the Department of Employment Services (DOES) partnered to develop Solar Works DC (SWDC) as a single-family low-income solar PV installation and job training program.
  - Implemented by a grantee through a competitive process, this is the District's premiere solar training program housed within the DC Infrastructure Academy.
- An innovative approach to **integration** of solar deployment and job training.
  - In addition to preparing residents to enter careers in solar and related industries, SWDC will increase solar capacity in the District and reduce energy costs for qualified low-income District homeowners.
  - Two target groups:
    1. Homeowners: Low-to-moderate income homeowners who can benefit from solar technology to ease burdens from high electricity bills in a rapidly changing environment; and
    2. Prospective Trainees: Underserved and underemployed residents from all 8 wards, specifically Wards 6, 7 & 8



# SOLAR WORKS DC TIMELINE





### Job-Training for careers

- 3 cohorts per year
- Up to 25 people trained per cohort
- \$10 per hour (from \$8.25)
- Ages 18+ (no age cap)
- Must be a District resident
- Solar Works DC partners with DOES' Marion Barry Summer Youth Employment Program during the summer

### Solar for DC residents

- Real-world solar installs
- 60-100 low-income homeowners get solar

### Partnering with local NGOs

- Training provider/ installer Grid Alternatives Mid-Atlantic

# Workforce Challenges

- Cohort size and program duration
- Attrition and program completion
- Recruitment
- Job placement

# Measures

- Strategic shifting
  - Break cohort size into 2 or 3 smaller groups for installs
  - Realistic expectations with NABCEP testing
- Social service needs
  - Referrals to critical services
  - Third party case management
  - Identify needs through vetting process
- Viable candidates
  - Identifying need early on
  - Testing for basic reading and math comprehension
  - 2-week work readiness prerequisite

\*Candidates may need to be deferred

- Strengthen pipeline within solar and related industries and building partnerships





## Biggest and Most Valuable Lesson Learned

- How can we invest in trainees to make the individual “whole” and provide them with services critical to their overall well-being and increase their chances of long-term success.
  - Funding solar education and installations: \$950k
  - Funding for wraparound services: ~\$60k
  - Spend as much time on professional development, personal growth, and work readiness as we spend on technical education
  - Addition of Workforce Development Specialists at DCIA who focus on career counseling and job mapping



## Program Stats

- Completed 7 cohorts in 2 years; 8<sup>th</sup> cohort begins 9/24
- Trained over 190 residents from all demographics; graduated over 130
- ~40 graduates now in the solar and related industries
- Over 490 kW of new solar capacity

## Successes

- DOES MBSYEP Visionary Award
- ECOS 2017 State Program Innovation Awards Highlight State Leadership & Creativity
- Top 24 American Government Program at the Ash Center for Democratic Governance and Innovation at Harvard University
- Additional accolades include Best Workforce Development Program and Best Solar Program



# THANK YOU

Questions on the District's Solar Initiatives? Contact us.

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