

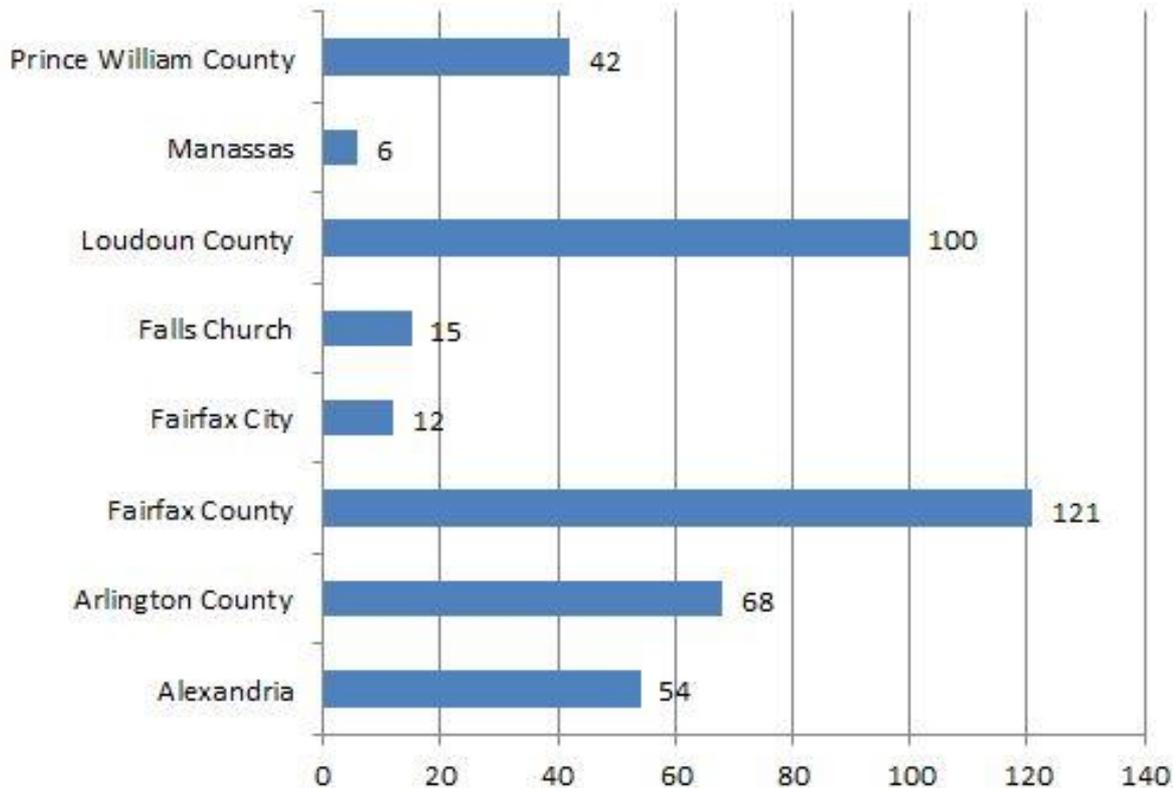


An renewable energy initiative of the Northern Virginia Regional Commission
Implemented by the nonprofit Local Energy Alliance Program (LEAP)



How much solar in NoVA?

Number of Systems Installed



418 Systems
2580 kWh
As of 12/2013

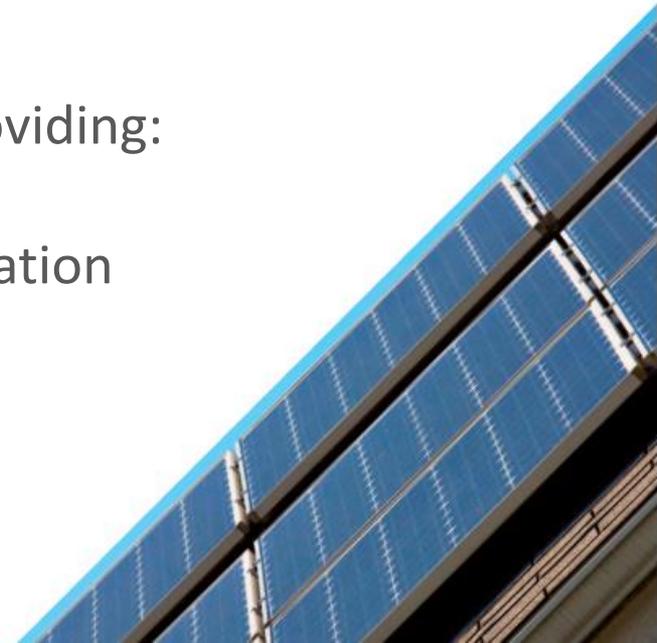




The Solarize NOVA Program

NVRC energy program for its local government members

- 1000 NOVA rooftop challenge
- Multi-year campaign that sunsets with residential tax credit in 12/16
- LEAP works as program implementer providing:
 - Education and outreach
 - Contractor and customer prequalification
 - Energy efficiency consultations
 - Analytics and reporting





What is Solarize NOVA?

Grassroots campaign to reduce the cost and complexity of going solar in northern Virginia: both residents and businesses can participate

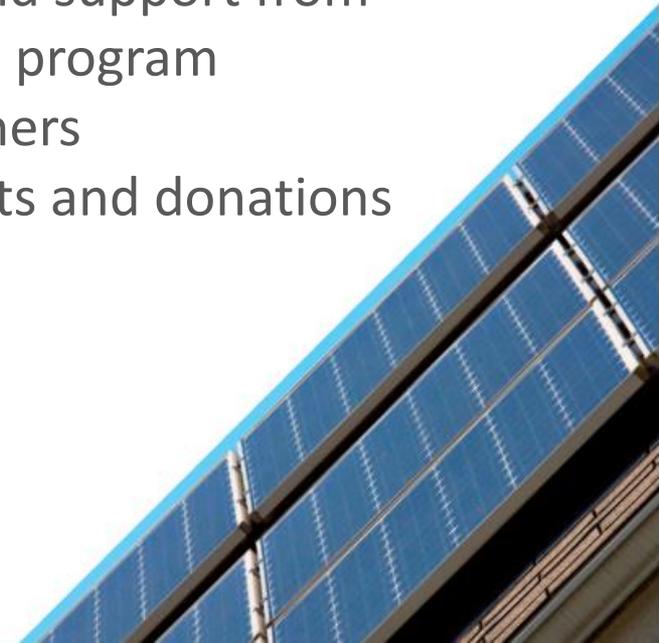


How is it paid for?

Self-funding – Solarize NOVA is funded through multiple sources:



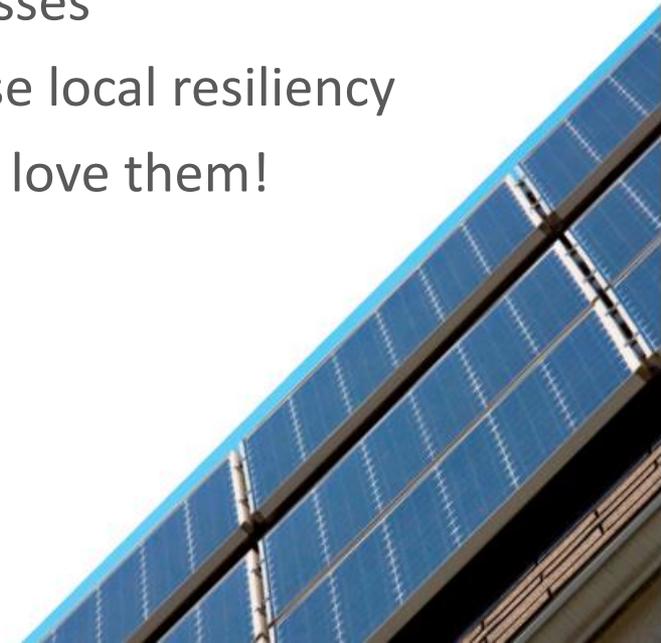
- Business sponsorship
- Contractor referral fees
- In kind support from muni program partners
- Grants and donations



Why support a Solarize campaign?



- Keep local dollars in the locality and support local workforce
- Demonstrate leadership in NOVA to residents and businesses
- Increase local resiliency
- People love them!





Why sign up for a Solarize program?

1. It's a good deal

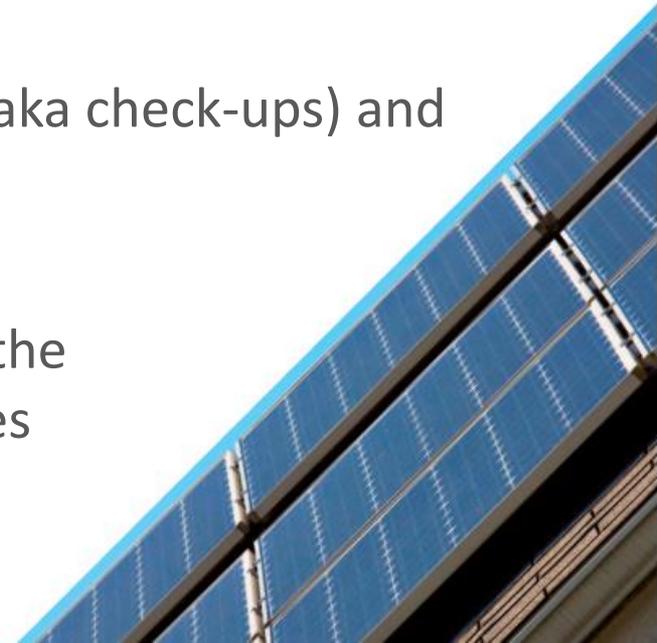
- Vetted contractors
- Discounted and fixed pricing (RFP procurement, competitively bid)
- Standardized system / equipment package

2. Energy independence and risk reduction

- Plus, free energy efficiency evaluations (aka check-ups) and solar site assessments

3. Environmentally responsible

- Solar is renewable energy resource w/o the negative effects of traditional fuel sources





Financing: Solar is affordable today

SYSTEM SIZE BY KILOWATT (KW)	3KW	4KW	6KW	10KW
Solarize Rate per Watt	\$3.47	\$3.36	\$3.15	\$3.15
Total Cost Before Federal Tax Credit	\$10,410	\$13,440	\$18,900	\$31,500
Total Cost After Federal Tax Credit (30%)	\$7,287	\$9,408	\$13,230	\$22,050
Monthly Loan Payment (Financing cost before tax credit over 15 yrs.)	\$88	\$113	\$159	\$265
Monthly Loan Payment (Financing cost after tax credit over 15 yrs.)	\$61	\$79	\$111	\$185
Estimated Monthly Savings (Electricity + SRECs)	\$54	\$72	\$107	\$179
Estimated Net Monthly Cost (Financing cost before tax credit over 15 yrs.)	\$34	\$41	\$51	\$86
Estimated Net Monthly Cost (Financing cost after tax credit over 15 yrs.)	\$8	\$7	\$4	\$6

Community models

Solarize Charlottesville (just completed)

- 1 Campaign
- 1181 Sign Ups
- 75 Contracts – 431 kWh – Contract value approximately \$1.4 million
- 560,625 kWh annually with 387 metric tons of CO2 offset
- 500 +/- home energy checkups

Solarize NoVA (Leesburg & Loudoun on-going)

- 270 Sign Ups
 - 2 Contracts – 14 kWh
 - 18,200 kWh annually with 12.5 metric tons of CO2 offset
 - 54 Proposals pending – contract value \$1.6 million
 - 61 home energy checkups to date
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