

# GRID Alternatives - Solar Affordable Housing Program



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***DOE Office of Indian Energy - Tribal Leader Forum -  
Financing and Investing in Tribal Renewable Energy  
Projects***



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# Session Agenda

- I. GRID Alternatives' Model
- II. GRID and the SASH Program: Eligibility Requirements and Tribal Participation
- III. Opportunities for Collaboration
- IV. Q&A



# I. GRID Alternatives' Model



- GRID Alternatives' History
- Why Residential Solar for Lower-Income families?
- Benefits for Tribes to Go Solar



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# GRID Alternatives

- **Who?**  
Nonprofit solar contractor
- **What?**  
That installs solar electric systems exclusively for homeowners who qualify as low-income
- **How?**  
With the help of volunteers and job trainees



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# History

- Founded by Erica Mackie, PE and Tim Sears, PE
- Piloted Solar Affordable Housing Program in 2004
- Headquarters in Oakland, CA with 9 regional offices serving California, Colorado, New York, New Jersey & Connecticut



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# Why Solar for Low-Income Families?

**High energy costs** - Low-income families spend a higher percentage of their income on energy bills than the average American

**Unpredictable expenses** make budgeting difficult for people on limited income

GRID's solar electric systems create an average **reduction in monthly electric bills** for low-income families of **80%**



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# Why Solar for Low-Income Families?

- **Environmental Justice** – This sector of society can participate in the environmental movement
- Homeowners who can least afford clean energy are often **exposed to** highest levels of environmental **pollution**



# Benefits to Tribes

- Reliable and low maintenance
- Increased energy independence for homeowners
- Reduced energy bills for homeowners
- Reduced production of GHG emissions
- Helping the Tribe achieve energy goals
- Green jobs training and potential paid employment opportunities for tribal members in the growing field of solar installation





# Job Training and Employment Opportunities for Tribal members with GRID installations

## ■ Hands-on training in the growing field of solar installation for volunteers

- ❑ Tribal members can attend a 2-hour volunteer orientation and participate in GRID in-house installations.
- ❑ Volunteers seeking more comprehensive skillset development can become Team Leaders.



## ■ Paid short-term employment for job trainees through the SPP.

- ❑ Tribal members who meet GRID's job training requirement (40 hour class or equivalent hand-on experience) are eligible for paid work on sub-contracted projects.



# GRID Alternatives Growing Impact

- Number of low-income solar electric systems installed to date: **4,268**
- Value of power generated over the systems' lifetimes for low-income families: **\$106M**
- Volunteers trained: **> 15,000** individuals
- Tons of greenhouse gas emissions prevented over the systems' lifetimes: **> 329,000**
- Job trainees trained **> 3,000** individuals from **> 50** job training organizations
- Paid employment opportunities on GRID's sub-contracted projects **>850 paid jobs** for eligible job trainees since 2010



## II. The SASH Program



- Overview and Eligibility Requirements
- Tribal Participation in SASH
- Unique Tribal Considerations



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# Single-family Affordable Solar Homes (SASH) Program Overview

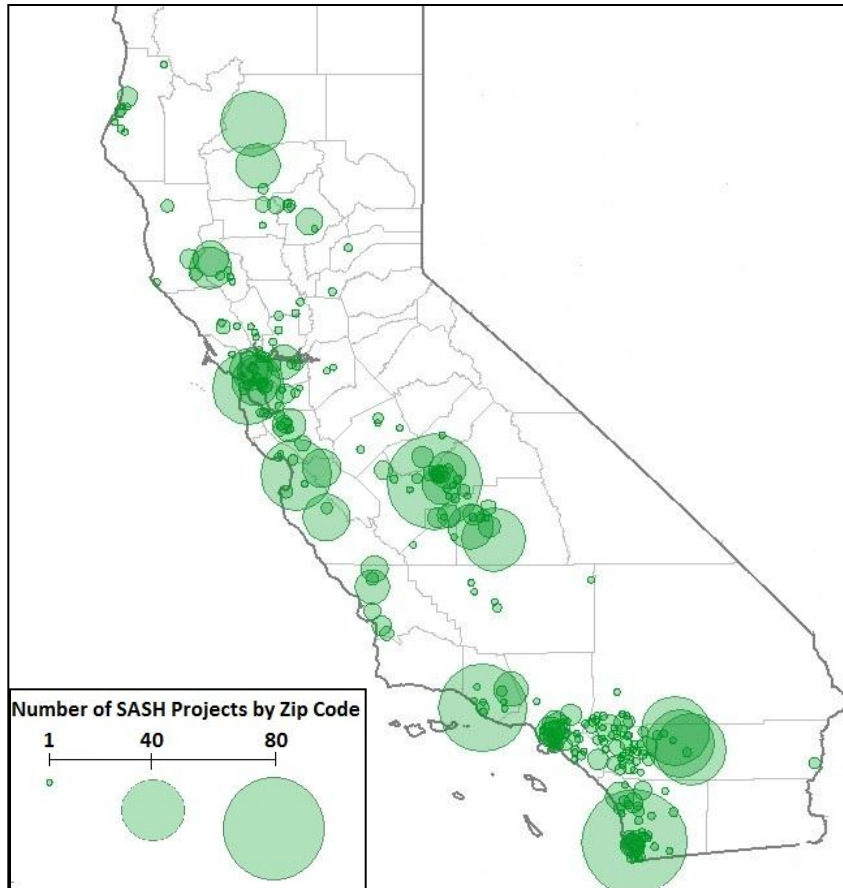


- Part of the **California Solar Initiative**; GRID is the statewide **Program Manager** for SASH
- Provides **ratepayer-funded** rebates to qualified **low-income homeowners** to reduce up front cost of solar
- Rebate covers much of the costs, often a **financing GAP** exists that is covered by Tribe or other funding source
- Incorporates a **workforce development component** into each installation
- **GRID installs** systems with volunteers/job trainees; **sub-contracting partner companies** also install w/job trainees



# SASH Program: Installed Projects

Map: Location of SASH Applications



## Tribal Partners

Big Valley Band of Pomo Indians  
Bishop Paiute Tribe  
Cahto Tribe  
Chemehuevi Tribe  
Coyote Valley Band of Pomo Indians  
Hopland Band of Pomo Indians  
La Jolla Band of Luiseno Indians  
Los Coyotes Band of Cahuilla and  
Cupeno Indians  
Manchester Band of Pomo Indians  
Mesa Grande Band of Mission Indians  
Oglala Sioux Tribe  
Pinoleville Pomo Nation  
Redwood Valley Band of Pomo Indians  
Robinson Rancheria of Pomo Indians  
Round Valley Tribe  
San Pasqual Band of Indians  
Scotts Valley Band of Pomo Indians  
Upper Lake Band of Pomo Indians  
Yurok Tribe



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# SASH Program Eligibility Requirements

- Owner-Occupied Home
- Electric Service from PG&E, SCE, or SDG&E
- Qualified as Low-Income (Annual income is 80% or less of county's Area Median Income, AMI)
- Affordability Requirement (PU Code 2852 Compliant)



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# SASH Program Funding and Timeline

- The SASH Program is structured to go through the end of 2015; or, **until the pool of incentive dollars are encumbered.**
- GRID helped to successfully pass legislation to extend the SASH Program, with a reduced rebate, **through 2021.**
- **Additional funding sources outside of SASH** are important to both cover financing gaps and continue affording lower-income families the opportunity to go solar.



# III. Opportunities for Collaboration: Tribal Partnerships with GRID Alternatives



- What GRID can Contribute
- Opportunities for Tribal Partnership



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# Partnership Opportunities

## **GRID can contribute:**

Low-Income Solar Expertise

Community Education

Equipment partnerships

Hands-on training in the growing field of solar

Volunteer orientations

Installations

Team Leader opportunities

Possible paid short-term employment for job trainees

Fundraising capacity



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# Partnership Opportunities

## We Ask:

Opportunity to partner with your tribe

Knowledge

- Local interest in renewable energy projects

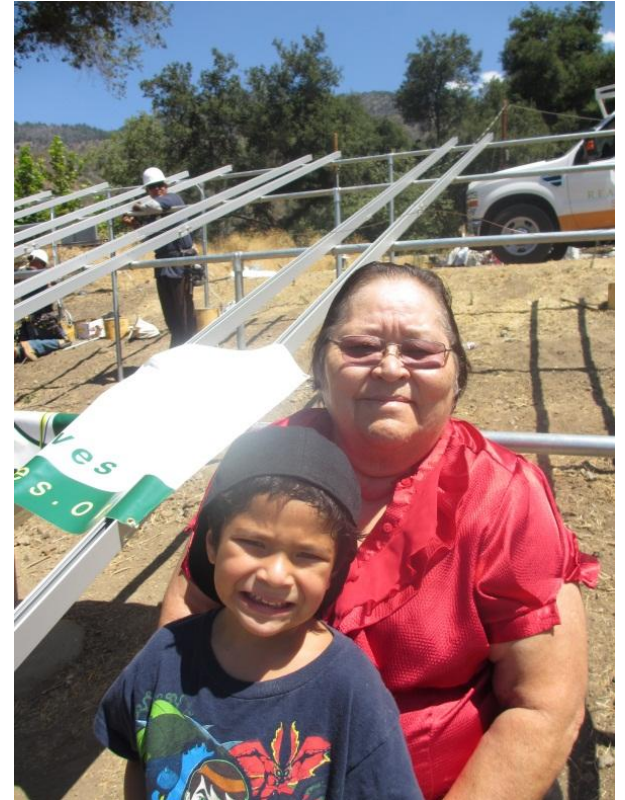
- Opportunities for positive impact

- Most appropriate technology

- Ways to engage community

Identify Funding Sources

Collaborate with GRID on funding requests

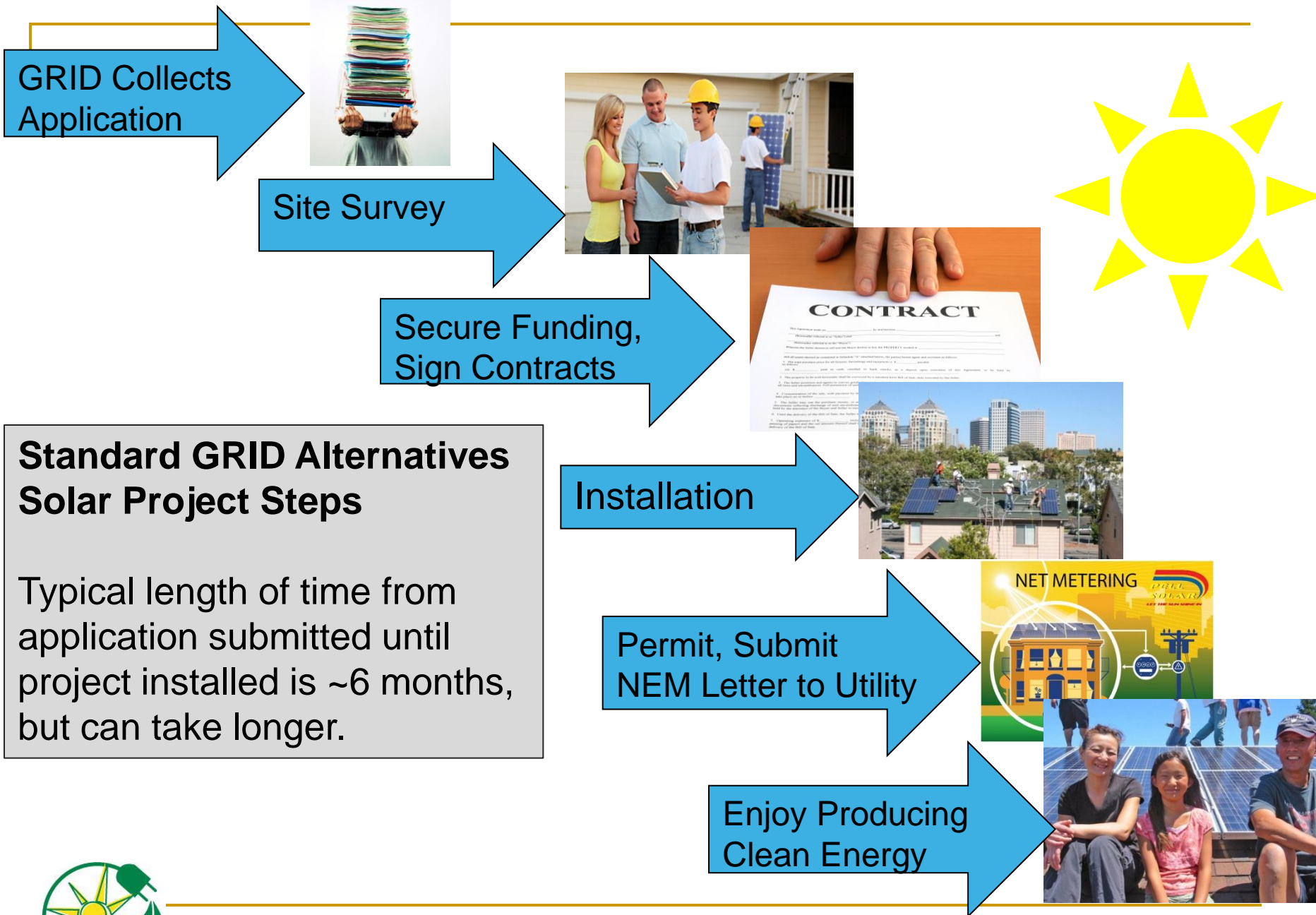


# Partnering with Tribes

## Stories from the Field



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**Standard GRID Alternatives Solar Project Steps**

Typical length of time from application submitted until project installed is ~6 months, but can take longer.



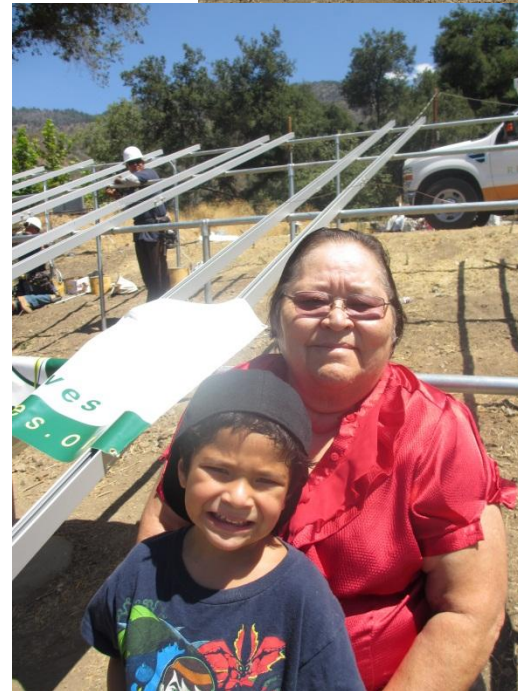
# How does GRID finance solar projects?

- Leveraging Rebates – ex. SASH Program's rebate for low-income solar
- Partnerships – with community colleges, affordable housing providers, and job training programs
- General Fundraising
- Corporate Sponsorships
- Grants and Foundations
- In-kind Donations
- Homeowner Contributions



# Funding Opportunities

- Indian Block Housing Grant (IBHG)
- Indian Community Development Block Grants (ICDBG)
- Native American Housing Assistance and Determination Act (NAHASDA)
- EPA, DOE, USDA loans and grants
- Casino profit reinvestment



# In Summary...

- GRID is a **non-profit organization** that brings the benefits of residential solar directly to **low-income families**.
- We incorporate **energy efficiency** and **green jobs training** opportunities into every installation.
- GRID has **installed** over 4,000 projects in CA, and over 130 projects on tribal lands for 17 tribes.
- GRID's primary source of funding, the **SASH Program**, is **changing** and GRID is working on pulling together many **additional sources of funding**.
- Tribes are encouraged to **contact GRID to learn more about our program** and for collaboration on solar projects and grant/funding requests.



# IV. Q & A

Please contact us!



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