



National Webinar: Solar Initiatives in Rural Communities

July 24, 2019

Hosted by:
**Weatherization Leveraged Partnerships
Project**

Weatherization Leveraged Partnerships Project

Funded by the Department of Energy to offer training and assistance to WAP subgrantees and their associations in designing private partnerships and programs that leverage the WAP.





THE PROMISE OF COMMUNITY ACTION

Community Action changes people's lives, embodies the spirit of hope, improves communities, and makes America a better place to live. We care about the entire community and we are dedicated to helping people help themselves and each other.



<https://communityactionpartnership.com/events/category/webinars/>

Training & Technical Assistance

The Community Action Partnership offers a variety of Training & Technical Assistance (T/TA) to meet the needs of the national network. Topics include, but are not limited to:

Management & Operations

Organizational Standards
Community Needs Assessment
Strategic Planning Data Analysis
Board Governance Succession
Planning Customer Satisfaction
Systems Strategic Financing
Risk Assessment

Innovative Practices

Two-Generation Approaches
Bundling Services
Financial Empowerment
Racial Equity
Trauma Informed Approaches
Health Intersections
Homelessness Poverty Trends
Developing a Learning Community



We design and deliver trainings tailored to the needs of our Network:
Webinars | Workshops | 1-2 day In-Person Trainings



NEW! Partnership Resource Library



www.communityactionpartnership.com > Tools & Resources > Resource Library



Webinars

Click here to access all Community Action Partnership facilitated webinars across our various training & technical assistance focus areas.



Publications and Toolkits

Click here to access all Community Action Partnership developed publications, toolkits, and resources across our various training & technical assistance focus areas.



Online Tools

Click here to access our collection of web-based tools, trainings, and resources related to Community Action Partnership's various training & technical assistance focus areas.

2019 National Community Action Partnership Annual Convention

Community Action: A Voice for Change



**Community Action
Partnership**

**2019 ANNUAL
CONVENTION**

August 28 - 30, 2019 |
CHICAGO MARRIOTT DOWNTOWN
MAGNIFICENT MILE

Save the Date



Mark Moormans, Manager - Strategic Projects, People Incorporated

Mr. Moormans holds a degree in Architecture from the Massachusetts Institute of Technology and brings a wealth of business, project management, design, construction and community development experience to People, Incorporated. He has worked for over twenty years in both for-profit and non-profit leadership roles successfully managing multi-million dollar budgets and supervising cross-functional teams of over 100 people, often spread over diverse geographic areas, including internationally. During his tenure in Eastern Europe, he worked to establish and staff a network of benevolent organizations whose impact and development projects spanned eight countries. He is responsible for managing People Incorporated's portfolio of new and ongoing strategic projects, including most recently the first \$1MM phase of a multi-phase CDBG project for a recovering historic mining community in the Appalachian region of southwest Virginia.



People Incorporated of VA

Solar Initiatives
in Southwest Virginia

Solar Workgroup of SW Virginia

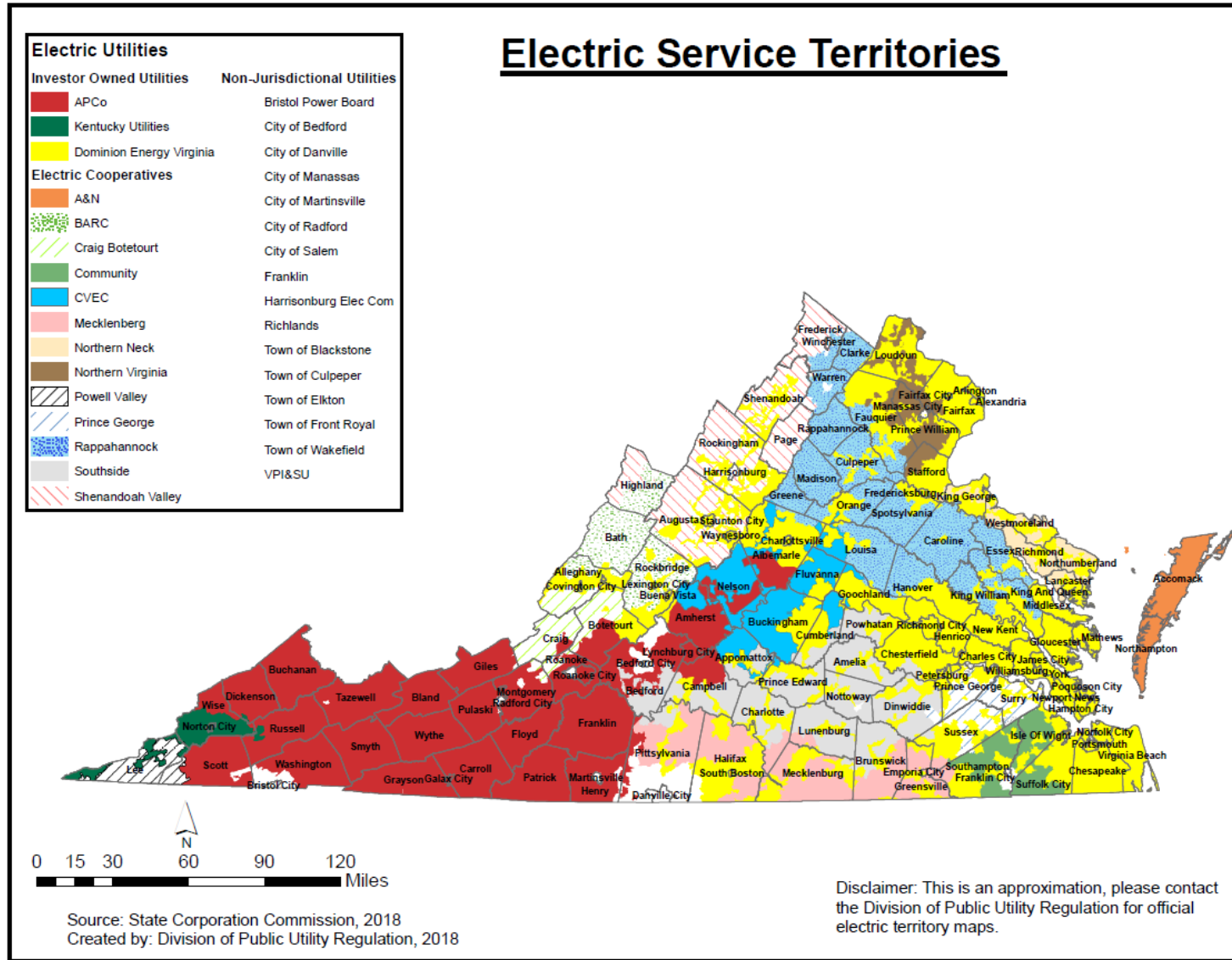
Goals	Done <i>2016-2019</i>	Doing <i>mid-2019</i>	Planning <i>late 2018-2019</i>
<p>Identify and develop sites that are ideal for solar development, especially solar “ambassador” projects.</p>	<ul style="list-style-type: none"> • Published Solar Roadmap identifying 15 solar ambassador sites with solar site assessments and economic analysis • Encouraged creative solar financing • Launched residential Solarize Wise program • Issued first group purchase RFP for solar developers including seven buildings 	<ul style="list-style-type: none"> • Release and award second commercial-scale group purchase RFP for multiple buildings including a hospital, municipal buildings, and community centers 	<ul style="list-style-type: none"> • Continue tracking and aiding with solar construction on RFP ambassador projects • Explore large-scale solar development on post-mined lands • Create demonstration and educational programs at ambassador sites
<p>Grow workforce development and entrepreneurship opportunities to advance solar projects and maximize local benefits.</p>	<ul style="list-style-type: none"> • Created solar internship program with Solarize Wise 	<ul style="list-style-type: none"> • Encourage installers to provide student internships and hire local subcontractors • Support HVAC and similar contractors to partner with installers in RFP process 	<ul style="list-style-type: none"> • Acquire grant money for internship stipends • Ongoing RFP process to spur the growth of solar installers and solar sites
<p>Expand education and outreach in communities and with local leaders around solar benefits and opportunities.</p>	<ul style="list-style-type: none"> • Held successful educational Solar Fair at UVa-Wise • Awarded two \$500 mini-grants to local high school students for Solar-in-Your-School Challenge • Held Solar Workgroup meetings to promote regional solar development • Developing one-stop website resource for residential solar in SWVA: http://swvasolar.org/ 	<ul style="list-style-type: none"> • Expanded residential solar outreach program • Facilitated regional SolSmart program to assist eight SWVA local governments with designation and technical assistance (see back for details) 	<ul style="list-style-type: none"> • Train and oversee residential solar outreach team • Facilitate new community Solarize programs • Explore options for community-owned solar projects • Ongoing Solar Workgroup meetings and goal implementation
<p>Promote policy changes that will help grow the solar industry in Southwest Virginia.</p>	<ul style="list-style-type: none"> • Worked with Delegate Kilgore to support pro-solar power policy legislation in 2018 General Assembly session • Developed key state-level policy recommendations (see Solar Roadmap) • Supporting renewed effort to pass PPA enabling legislation in 2019 GA session 	<ul style="list-style-type: none"> • Utilizing “Solar Services Agreement” third party financing to develop ambassador sites • Assist all Southwest Virginia counties to achieve SolSmart designation 	<ul style="list-style-type: none"> • Identify opportunities for policy support and future bill introduction • Engage utilities on advancing solar policy in the region



Progress

- Existing Installations
 - Abingdon (very limited, low maintenance)
 - Dante (more comprehensive, service issues)
- In Process Implementations
 - Norton Elderly Housing (40 units)
 - Abingdon LMI Housing (20 units)
- Supply Chain opportunities?

Diverse Provider Landscape



Challenges / Legislative Priorities

1. Third Party Ownership/PPAs
2. Net Metering
3. Meter Aggregation
4. Community Solar





- Bryan Phipps, VP/Chief Development Officer

bphipps@peopleinc.net

276-619-2286

- Mark Moormans, Manager - Strategic Projects

mmoormans@peopleinc.net

276-619-2247

Vicki O'Day – Development Director RREAL

Vicki's early career spanned twenty years in the financial services industry where she helped people invest for their futures then later focused on development of new products and services. She's an active advocate for advancing the clean energy economy and transforming money consciousness.

At RREAL, Vicki manages the CS4CA program and works with community development leaders in creating strategies and social impact finance mechanisms to build resilient futures that mitigate energy poverty and combat climate change.



2019 Community Action Partnership

Community Solar for Community Action

Changing the Face of Energy Assistance with Solar Assistance



The Power to make a difference



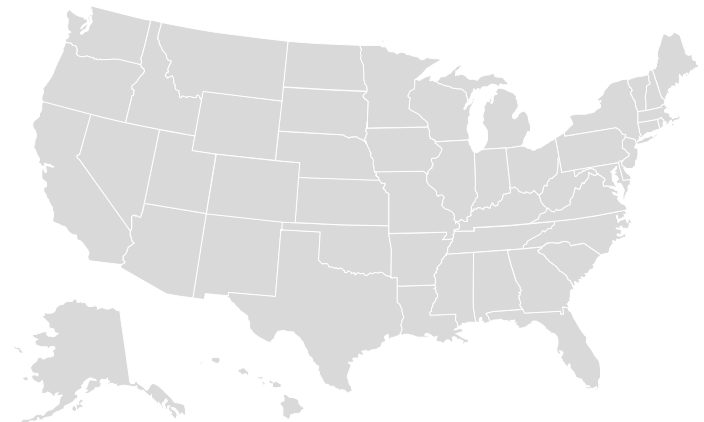
RREAL

Rural Renewable Energy Alliance

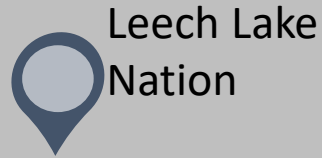


MISSION

RREAL is a Minnesota-based 501c3 nonprofit with a mission is to make solar energy accessible to everyone and empower rural and low-income communities across the globe with a clean, reliable source of energy.



First Community Solar Integration into LIHEAP



- RREAL developed
- RREAL funded
- RREAL served as EPC
- 200 kW Ground Mount
- Partnership with First Nation

Solar Energy is a Fiscally Responsible Solution to Energy Poverty!

Case Study: Community Solar for Community Action Leech Lake Band Energy Assistance Program



- Community solar garden is 217.6 kW (DC)
- 100% low-income subscribers
- All subscribers LIHEAP qualified
- System owned site owners and 100% of the energy revenue is given via a trust agreement to the Leech Lake Energy Assistance Program
- Funding from state dollars and foundations
- Subscription benefits are annually transferable
- \$25,000 annual solar energy production value delivered to low-income families through LL EAP
- Investment of \$600,000 serves 78 families annually with a \$300 benefit for 25+ years
- Read the Leech Lake Case Study [here](http://www.rreal.org/cs4ca) www.rreal.org/cs4ca



Westminster, Vermont

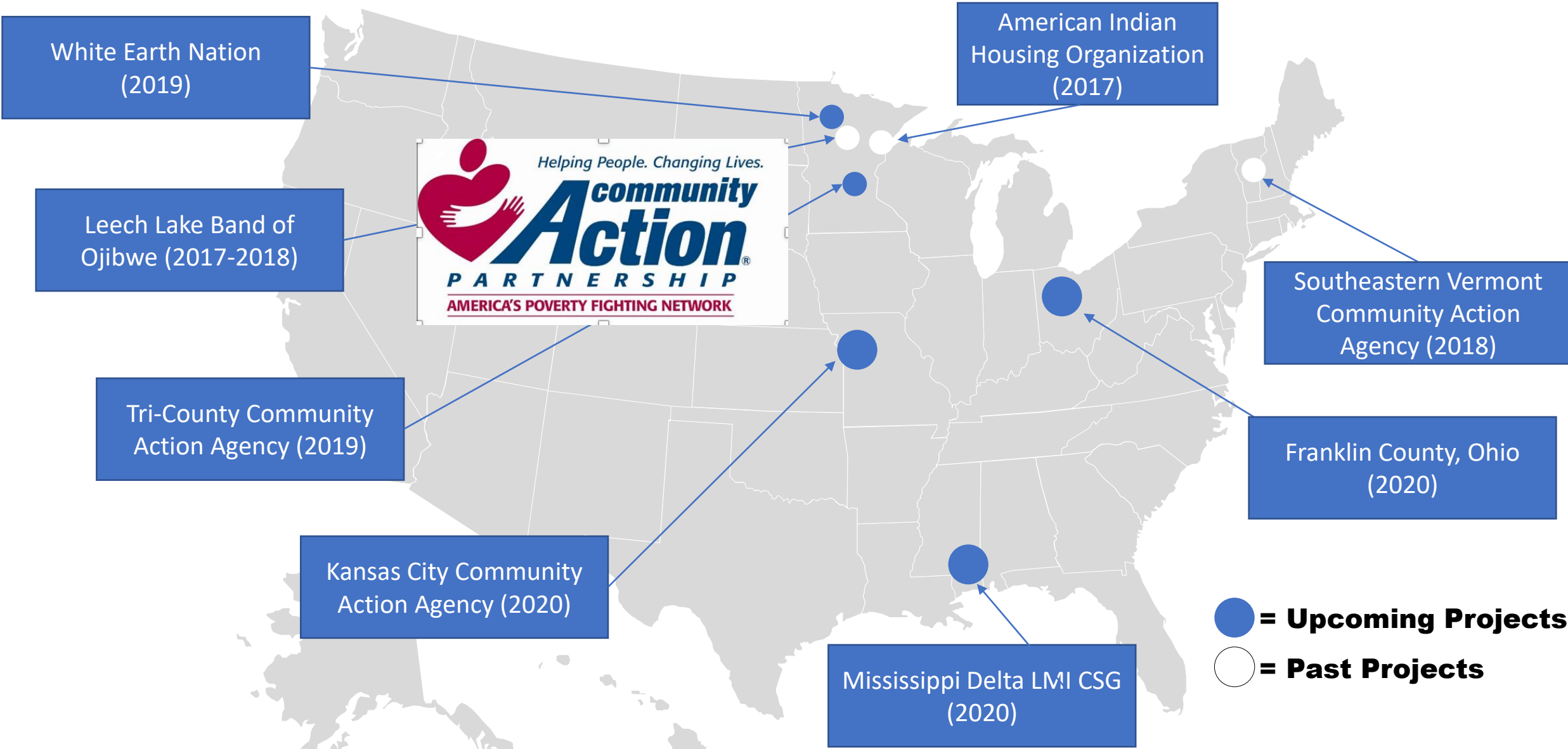
RREAL’s capacity to work with diverse stakeholders is unmatched and a testament to our collaborative spirit and technical acumen.

In partnership with Southeastern Vermont Community Action, RREAL developed and acted as technical advisor and financier for a ground-breaking CS4CA project where virtual net metering credits are serving as bill assistance for low-income Vermonters. We work across the nation and world!

RREAL’s efforts foster success and esprit de corps.



Community Solar for Community Action: A Nationally Scalable Model



Key Benefits of Delivering Community Solar Assistance through CAPS

- 1) Low-income customer acquisition
- 2) Income Verification
- 3) LIHEAP Eligible
- 4) Public-private partnership
- 5) Utility relationships already exist
- 6) Mission and service alignment
- 7) National delivery infrastructure
- 8) Scalable, replicable, sustainable
- 9) Locally owned and operated
- 10) You Name One
- 11) Another?

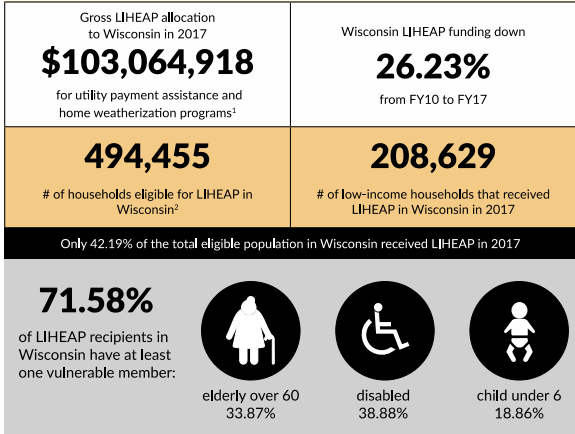
WHY is this IMPORTANT?

neuac

NATIONAL ENERGY & UTILITY AFFORDABILITY COALITION

PROTECT LIHEAP IN 2020

Wisconsin By the Numbers



Federal home heating/cooling assistance saves Wisconsin lives.
NEUAC urges Congress to protect LIHEAP funding for FY20.

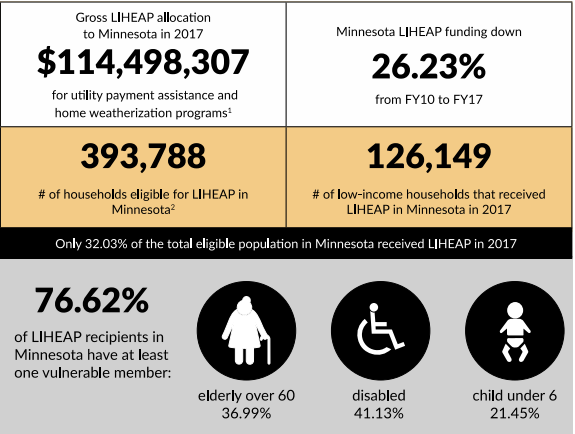
www.neuac.org

neuac

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www.neuac.org

HOW does it WORK?

Community Solar for Community Action

A new model of
Solar Energy Assistance



1 Empower Every American

Imagine a **permanent and renewable solution** that frees people from the grip of energy poverty, bringing vulnerable families financial security and peace of mind. Community Solar for Community Action (CS4CA) uses the Community Solar innovation to reimagine our energy assistance program as a clean and lasting solution that empowers Americans, builds community wealth, and preserves our health.

Community Solar

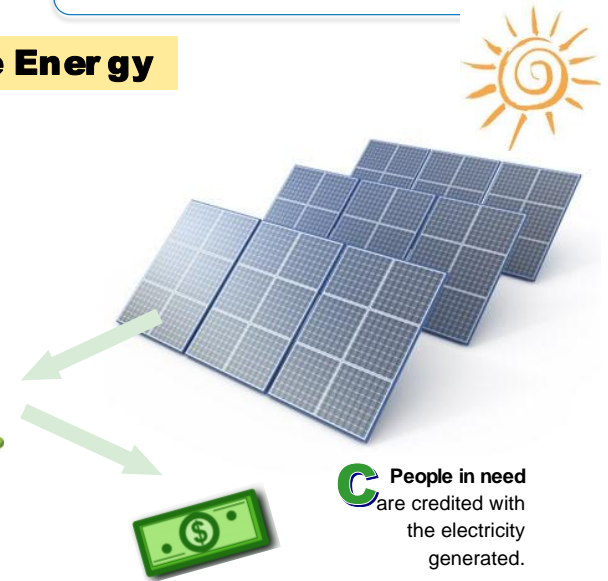
Community Solar is a shared solar photovoltaic (PV) system that provides electricity to participating subscribers.

2 Equitable Energy

A Solar PV panels are installed in sunny locations to harvest renewable electricity.



B Community Action Partnerships connect people to Community Solar, ensuring a healthy and safe supply of clean power.



C People in need are credited with the electricity generated.

WHAT about
FUNDING?

Community Solar for Community Action: A New National Model of Solar Energy Assistance



THANK YOU!

Thank you for your consideration and interest.

RREAL invites Community Action Partners across the United States to join us in delivering this innovative Solar Assistance model in your community.

For additional information, please contact me,

Vicki O'Day * vicki@rreal.org * 952-239-6198

Rural Renewable Energy Alliance
P.O. Box 89, Pine River, MN 56474

www.rreal.org/cs4ca

Thank You For Joining Today's Webinar!

For More on Energy Partnerships:

✓ Attend the **Energy Partnerships Track** at the [CAP Annual Convention](#)
August 28-30, 2019 in Chicago

- *Update from the Department of Energy*
- *Percentage of Income Payment Plans*
- *Solar as a Social Enterprise*
- *General Session – Leading the Campaign for Affordable, Accessible Energy for All*



✓ Visit <http://bit.ly/EnergyPartnerships>

✓ Contact Kathryn Maddux, kmaddux@communityactionpartnership.com