

Current landscape of rooftop solar in Arizona

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WHAT IS SOLAR UNITED NEIGHBORS?



We're a vendor neutral,
national 501(c)(3)
nonprofit.

WHAT IS SOLAR UNITED NEIGHBORS?



We help people
go solar,
join together,
& fight for their
energy rights.

Arizona Program's impact since 2019



543 people gone solar with us

4.5 MW installed capacity

\$13M invested in local solar

\$23M energy savings over 25 yrs

95 solar jobs created

60,000
metric tons of lifetime CO₂e offsets

What we'll cover today

- 1 Recent state-level solar policy updates**
- 2 Solar incentives & programs in the Inflation Reduction Act**
- 3 Preview of Solar For All**
- 4 Solar United Neighbors solar co-ops**

ACC Updates: Value of Solar

Background: In 2017, ACC repealed net-metering and created the “resource comparison proxy” or export rates for rooftop solar.

Currently, solar homeowners are locked into a flat rate \$/kWh for 10 years. Utilities can reduce that rate by up to 10% each year.

In October, ACC voted 3-2 to launch a hearing process to reconsider 2 elements of the current policy:

- 1) Changes to the 10 year lock-in period
- 2) Whether or not utilities can reduce by more than 10%

- SUN’s response & next steps
- What does this mean for current solar owners and homeowners thinking about going solar now?

Rallying the community to defend solar rights



Press conference outside ACC chambers (left)
Standing room only inside (right)
Line to get inside chambers (bottom right)

ACC received thousands of public comments from homeowners, industry, and advocacy groups

APS Rate Case & Solar Grid Access Charge

Background: APS rate case (more than a year process) came to a vote on February 22nd.

Commissioners voted 4-1 to approve rate increase for all APS customers:

- Allows APS to increase profit they can earn from 8.9% to 9.55%
- Average customers can expect ~ 8% increase

ACC also approved new “grid access charge” specifically for rooftop solar customers.

- Average solar customer will face ~ \$2.50 additional monthly charge on top of regular rate increase

SUN strongly opposed this charge and generated ~ 7,000 public comments, phone calls, and emails to Commissioners

AG response & next steps



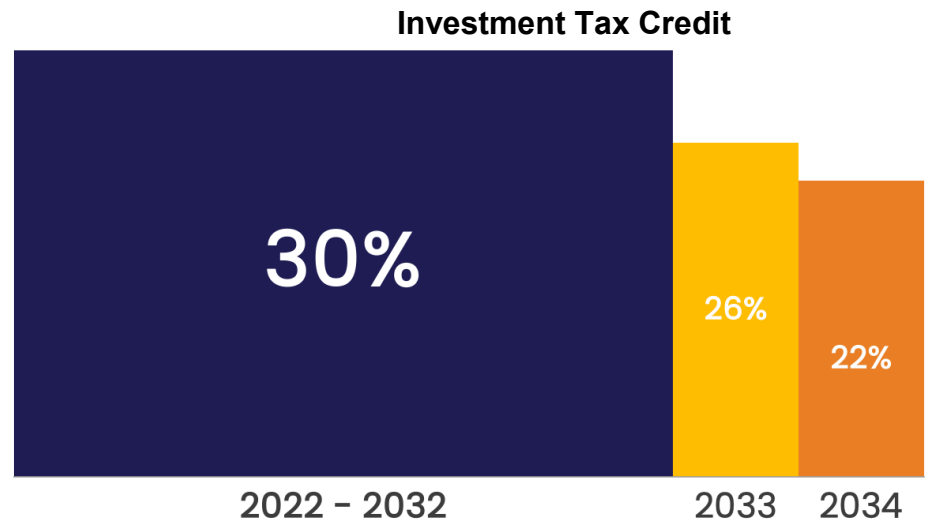
Solar Incentives in the IRA



Investment Tax Credit – Residential



- Restores 30% residential solar tax credit for 10 years
- Only applies to individuals who pay federal income tax
- Stand-alone residential battery storage now qualifies



Investment Tax Credit – Commercial

- Same 30% solar tax credit for 10 years

Additional adders:

- + 10% for projects located in former “energy communities”
- + 10% for projects located in low-income areas
- +10% for projects that use domestically-sourced equipment



Direct Pay for Non-Profits

- For the first time ever, tax-exempt organizations can receive a version of the solar tax credit.
- Direct pay (cash payment from IRS) worth 30% of cost of installation



Applies to:

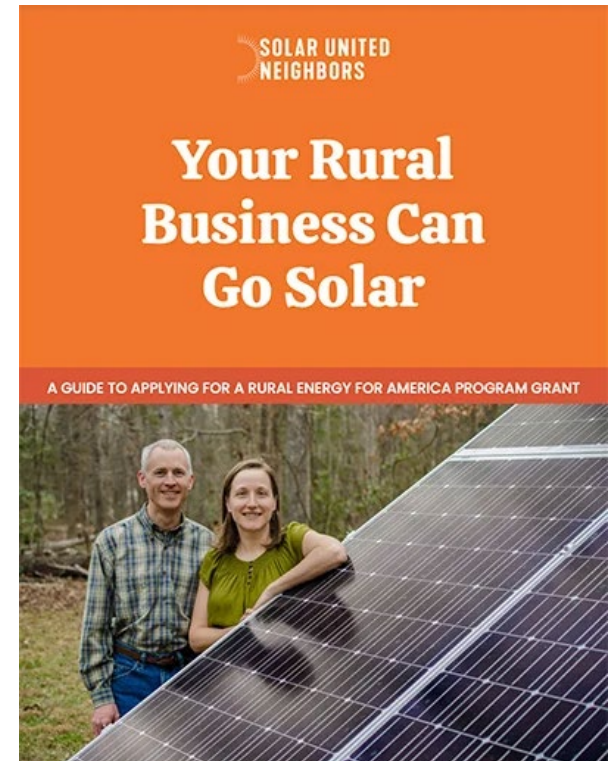
- 501(C)3 organizations
- Houses of worship
- State, county, local governments
- Special taxation districts (i.e. water district, school district)
- Tribal entities
- Non-profit hospitals, schools
- Does NOT apply to individuals

Rural Energy for America Program (REAP)

- REAP provides grants and loans to farmers and rural small businesses to fund solar installations
- IRA quadrupled funding for REAP and increased cap to up to 50% of total cost.



Kathy & Ruby and their new solar installation



Free REAP guide and assistance from SUN

Solar For All is a
transformational
opportunity to
dramatically expand solar
access for low-income
households.

Overview: What is Solar For All?

Inflation Reduction Act



Greenhouse Gas Reduction Fund



Solar For All Program

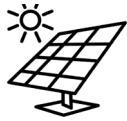


- \$7 billion total
- Each state/territory had opportunity to apply
- 60 total grants
- Administered through state energy offices

Arizona Wins EPA Solar For All Grant!



\$156M received from the EPA (\$250M requested)



~ 58 megawatts (MW) of rooftop solar installations



~ 10,800 families who will benefit



~ 2.3M tons of CO₂ prevented over the lifespan of the systems



~ \$164M in energy savings

Summary: Arizona's Solar For All Application

Three Deployment Strategies:

1. Expand rooftop solar **ownership** (41% of funds)
2. Create a **neighborhood solar** program for renters (31% of funds)
3. Pilot a **solar plus storage** resilience program (10% of funds)

**Hopi Tribe also awarded
separate \$25M SFA Grant**



What happens next?

Year One planning includes:

- RFP to procure lenders and Housing Finance Authorities to oversee low-cost residential loans
- Non-profits and municipalities for community outreach and engagement
- Agencies to own neighborhood solar projects
- Solar installers
- Colleges, universities, unions to provide workforce development

Advisory Council will meet to advise on implementation of SFA:

- Community groups & local gov will be needed to help connect households to various grants.
- Implementation to start end of 2024/early 2025

To summarize...

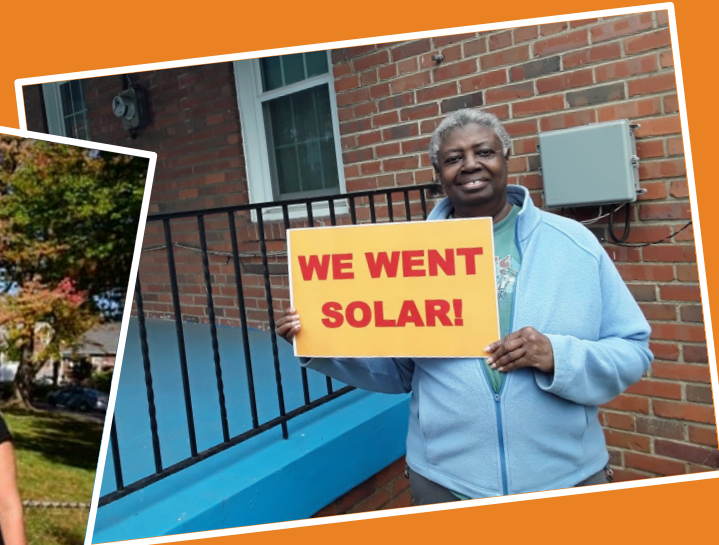
What IS the current state of rooftop solar in Arizona?

- Federal policy has never been better for rooftop solar
- Recent statewide policy has been damaging to rooftop solar
- Interest rates are affecting business (most people finance)
- A bit of a mixed bag





SUN Residential Solar Co-ops



Imagine walking into a solar company's office with 50 or 100 of your neighbors and saying, "We all want to get solar. What kind of deal can you give us?"
That's a solar co-op!

Why join a Solar Co-op?



Expert help

Get unbiased support



Save money

Get a group rate on your solar



Community

Go solar with 50-100 people



Nonprofit

We're not a sales company



Free to join

No commitment to go solar



The solar co-op process

Months 1-2

1 LEARN

Attend a free solar co-op info session.

2 SIGN UP ONLINE

Become a co-op member! It's free to sign up.

3 SPREAD THE WORD

Invite neighbors & friends to join!

Month 3

4 SELECT INSTALLER

Once the co-op has 30 members, they choose the solar installer.

Solar United Neighbors issues a competitive RFP for solar installers on behalf of the solar co-op. We review bids & check references.

Then volunteer co-op members review bids & select one installer.

Months 4-8

SIGN UP DEADLINE

Last chance to join.

5 PROPOSAL

Co-op pricing, customized for you.

6 SIGN CONTRACT

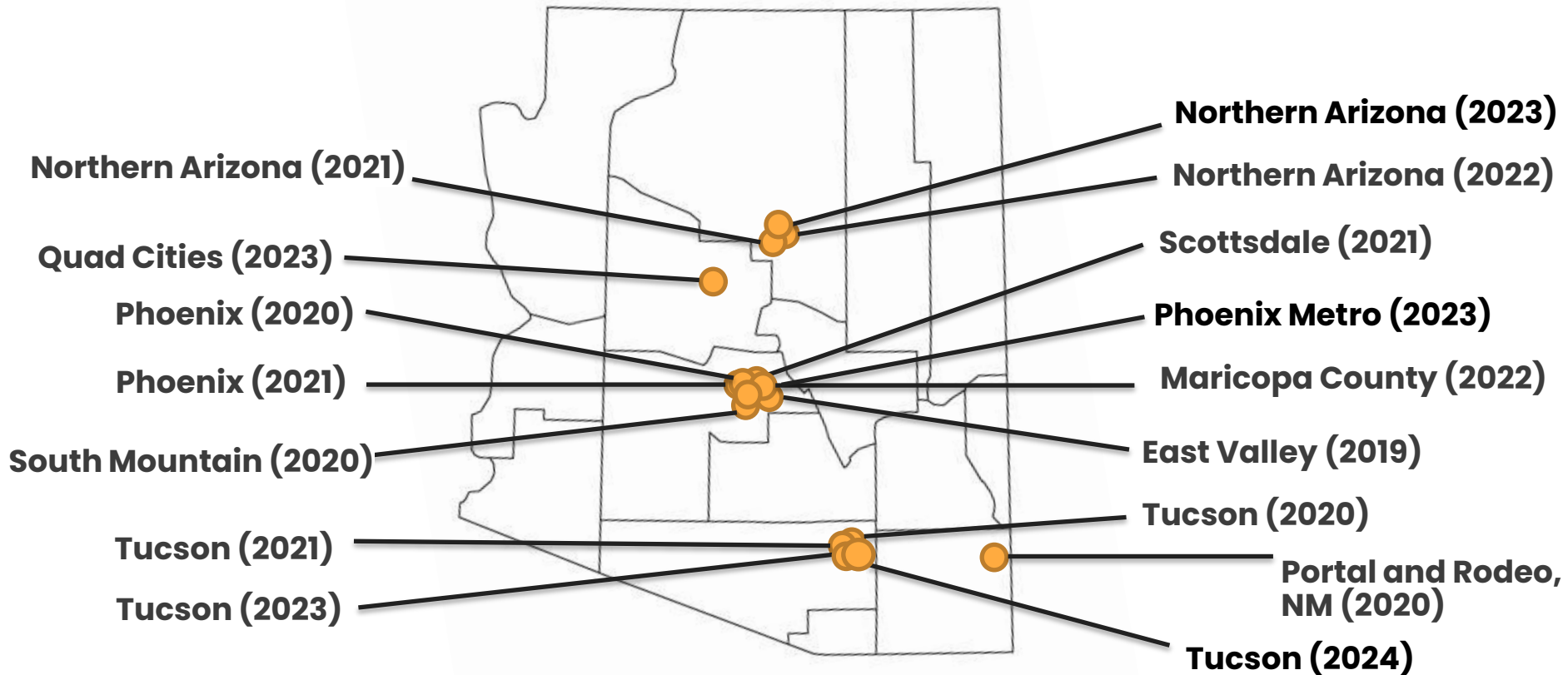
with the installer

7 INSTALLATION

8 PARTY!

Celebrate & meet your solar neighbors.

16 Solar Co-ops in Arizona since 2019



The 2024 Phoenix Metro Solar Co-op Launches May 1

We are still looking for partners for this co-op!

Previous partners for Arizona SUN co-ops include:

- Cities of Flagstaff, Sedona, Phoenix, Scottsdale; Coconino County
- Nonprofit organizations like Chispa, Vote Solar, Poder Latinx, Sustainable Tucson, Raza Development Fund, etc.

This co-op will be open from May – July. Open to anyone in the Phoenix metro area.

Partners help promote the co-op. No financial support required.



Thank You!

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