



NY-Sun

NYSERDA

NY-Sun

CHG&E SOLAR SUMMIT VI

6th Annual Conference for Solar Energy
Professionals

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Agenda

- NY-Sun Background & Objectives
- NY-Sun Components:
 - Incentive Program (MW Block)
 - Shared Solar (CDG)
 - Solarize
 - Balance of System Initiative
- Q&A

NY-Sun: Background

- Part of Governor's initiative- efficiency, affordability, and reliability of energy systems
- \$1 Billion commitment to stimulate solar market
- **NY-Sun Goals:**
 - Install more than 3 GW solar by 2023
 - Develop a sustainable, self-sufficient solar industry

New York Statistics

- 575% increase in solar between 2012 and 2015
- 4th in number of people employed in solar industry
- 5th in total annual solar installation, up from ninth (2013)

NY-Sun: Objectives

- Provide transparency and certainty to marketplace
- Lower BOS costs, enable lower installed costs
- Enable higher penetration, high growth markets to transform
- Growth in markets that are lagging
- Decrease and eliminate program incentives sooner in regions where market conditions support it

NY-Sun Initiative: Components

- **Incentive Program**
 - MW Block Program
- **Shared Solar**
 - Helps renters, residents, business owners benefit from solar
- **Solarize**
 - Assists communities buy in groups for the most competitive pricing
- **K-Solar**
 - Joint partnership [NY-Sun/NYPA program](#) to help schools install PV
- **Balance of System (BOS) Initiative**
 - Streamlining permitting, interconnection, and training



NY-Sun Incentive Program

Incentives for new grid-connected solar electric systems that offset customer electric usage

Customer Types:

- **Residential/Small Commercial MW Blocks (<200kW)**
 - Residential (up to 25kW)
 - Small Commercial (up to 200kW)
- **Commercial/Industrial (>200kW)**
 - “Competitive PV” Program: competitively bid (ended 2014)
 - Transitioned into the new MW Block program, launched May 2015



NY-Sun Incentive Program

All Projects	Total Installed (MW)	Installed 2015 (MW)	# Installs 2015	Installed-2016 (MW)	# Installs 2016	Pipeline (MW)
Commercial/Industrial	87	32	27	1	3	354
Res/Small Commercial	319	152	16,387	27	2,985	233
Grand Total	406	184	16,414	28	2,988	589

Central Hudson PV Projects

Central Hudson	Total Installed (MW)	Installed 2015 (MW)	# Installs 2015	Installed 2016 (MW)	# Installs 2016	Pipeline (MW)
Commercial/Industrial	7	3	2	0	1	15
Res/Small Commercial	34	15	1,604	3	348	1
Grand Total	41	18	1,606	3	349	16

MW Block Program Structure

MW Block Design:

- MW targets to specific regions of the state; breaks those MW targets into blocks to which incentives are assigned
- Incentives awarded based on block in effect at time of application submission
- When a block is fully subscribed, it will close, and the next opens with a decreased incentive

MW Block Dashboards

- Tracks real-time information on block status, including incentive level and capacity:
 - [Residential/Small Commercial Dashboard](#)
 - [Commercial/Industrial Dashboard](#)

Residential/Small Commercial Dashboard



Residential/Small Commercial (<200kW)

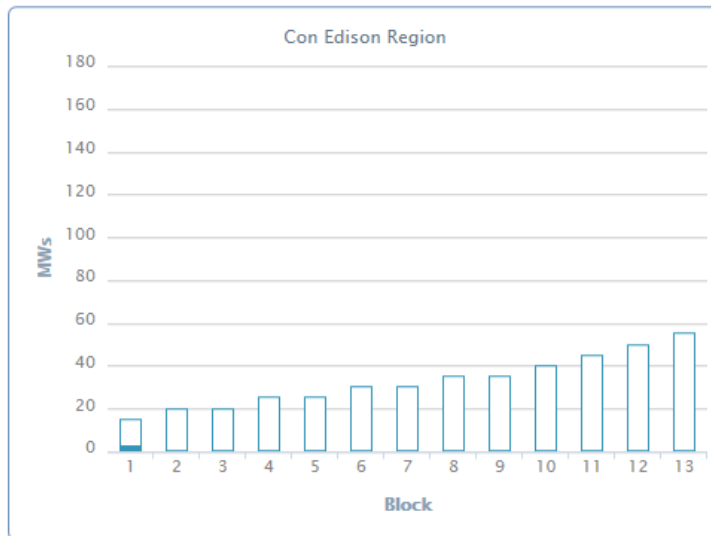
- **Two Sectors:**
 - Residential (Up to 25kW)
 - Small Commercial (up to 200kW)
- **Three Regions for each sector:**
 - Long Island (PSEG-LI)
 - ConEd
 - Rest of State (ROS)

Affordable Solar

- Additional incentive for low-income households
- MW Block Program- one extra step for contractor
- Matches NY-Sun standard incentive (doubles the incentive)
- Requirements outlined in Residential [Program Manual](#)
- 80% of AMI or below – gross household income
- More information for [Affordable Solar](#)

Commercial/Industrial Dashboard

Refresh



■ Submitted □ Available

Hold the cursor over a column in any chart to get the block details.

Commercial/Industrial MW Block (>200kW)

- **Two Regions:**
 - ConEd
 - Rest of State (ROS)
- CDG sites can apply
- If project application exceeds remaining capacity- moved to next block, closing previous block

Commercial/Industrial MW Block (>200kW)

- **Performance- based incentive**
 - Initial payment at Commercial Operation (25%)
 - Three annual performance payments
- **Additional Incentives:**
 - Utility Strategic location (+20%)
 - Energy Storage Integration (\$50,000)
 - Energy Efficiency Integration (\$50,000)
- One host meter per site

MW Block- Participating Contractors

- Qualified Contractors and Installers can apply to the Program(s)
- Anyone who meets requirements can participate:
 - Installers, project developers, financiers, individuals, etc.
- Once approved, you may start submitting project applications via PowerClerk

Contractor Application Process

- Complete PV Installer/Contractor Application (website) and select:
 - Option A: Residential/Small Commercial (<200kW)
 - Option B: Commercial/Industrial (>200kW)
 - Option C: Participate in both tiers (must meet all requirements)
- [Application Forms](#)

Participating Contractors Application

Option A:

Residential/Small Commercial – Program Eligibility

Installer must have **ONE** of following credentials:

- NABCEP PV Installation Professional Certification
- IBEW-NECA Journeymen & Apprentice Training
 - Be a Journeyman Electrician & Complete any IBEW/NECA, NABCEP, or UL approved 40 hour PV training course
- UL (Underwriters Labs) PV Installation Certification

Participating Contractors Requirements

Option B:

Commercial/Industrial-Program Eligibility

Must meet ONE of following:

- Three commercial-scale projects that entered into commercial operation in past three years that sum to at least 500kW.
- Successfully completed a PV project under prior PONs and reports data to the NYSERDA DG Integrated Data System website for at least three months:

<http://chp.nyserda.ny.gov/facilities/index.cfm?Filter=Solar>

Participating Contractor Requirements

Option C:

Both Res/Small Commercial & Commercial/Industrial

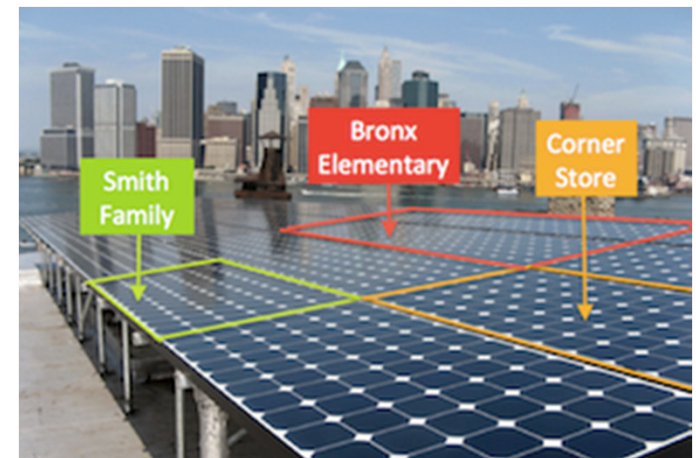
- Must meet requirements for both tiers and indicate selection/credentials on PV Contractor Application
- Once Approved, Option C allows you to submit project applications to both programs in PowerClerk

Additional Information- Participation

- Participating Contractor/Installer are jointly responsible for full compliance with terms, in their entirety of the NY Sun Incentive Program Participation Agreement and this Program Manual
- Please refer to Program Manuals for full rules and requirements of MW Block Program
- Resources: <http://ny-sun.ny.gov/>
 - Information, forms, tools/tutorials, etc.

Shared Renewables (Shared Solar)

- Community Distributed Generation (CDG)
 - Provide opportunities for renters, homeowners, low-income residents, schools, and businesses to set up shared renewables
- Phase I October 2015
 - 20% LMI
 - CDG Opportunity Zones
- Phase II May 2016



Solarize Your Community

- Campaigns are locally organized community outreach efforts
- Aim: getting a critical mass of area homes and businesses to go solar
- Provide technical assistance, marketing materials, and funding
 - Projects can apply to MW Block Program
- [Resources](#): General information, webinars, templates, outreach, resources

Solarize: Round 1

- Closed November 2015
- Over 4,000 leads
- 900 New Yorkers
- Campaigns saved participants a total of approximately \$1.4 million on upfront purchase costs

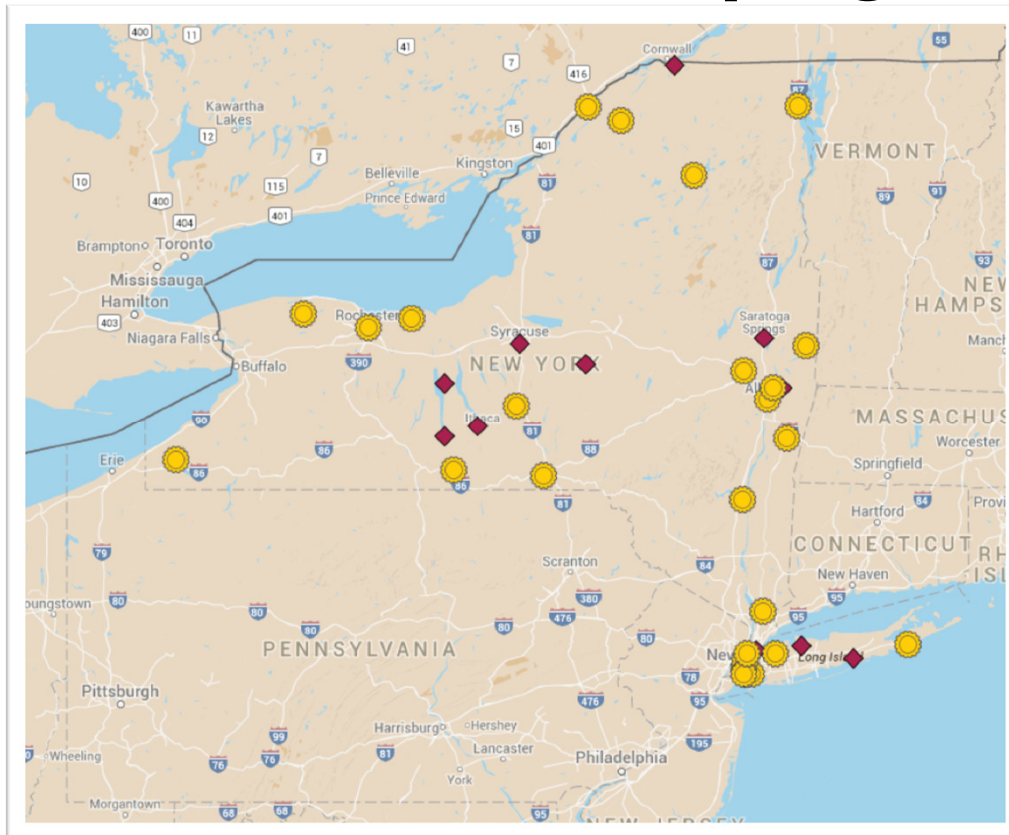


Solarize: Round 2



- 31 campaigns accepted
- Campaigns expected to launch Spring 2016
- Shared, residential, & commercial solar

2016 Solarize Campaigns



Regional

- 5 Capital District
- 6 Central New York
- 8 Finger Lakes
- 2 Long Island
- 4 North Country
- 5 NYC
- 1 Western NY

2016 Round 2 Solarize Campaigns

Canton Community Solar

Solarize Southampton II

Solarize North Hempstead

Solarize Tri-Lakes

Solarize the Town of Plattsburgh

Solarize Troy's Business Improvement District

Solarize Columbia County

Solarize Schenectady County

Solarize Cambridge

Solarize Orleans

Solarize the Flower City 2016

Solarize the City of Ogdensburg

Solarize Brownsville

Central Brooklyn Community Solar Campaign

Solarize Albany

Solarize Brooklyn CB6: Sun for All

Solar Chautauqua

Solarize LES

Solarize CNY

Solarize Williamson

We Act Solar

Balance of System (BOS) Initiative

Assisting in streamlining:

- Permitting
- PV Training
- Inspection processes
- Interconnection

BOS- Examples

- **Permitting:**

- (NYS [Unified Solar Permit](#)) and inspection processes

- **PV Trainers Network**

- Educate local government planners, code officials, fire department personnel, and other first responders

- **Interconnection**

Thank You!

More Information & Resources:

- <http://ny-sun.ny.gov/> (new website coming soon)

Specific Program Questions:

Community Solar (Solarize, Shared Solar)

communitysolar@nyserda.ny.gov

Commercial/Industrial (>200kW)

commercial.IndustrialPV@nyserda.ny.gov

Residential/Small Commercial (<200kW)

residential.SCPV@nyserda.ny.gov

Affordable Solar

affordablesolar@nyserda.ny.gov

Other Questions:

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(Interconnection Issues)

