



Rooftop Solar Challenge: Funding Opportunity Overview

Market Transformation Team
U.S. DOE Solar Program

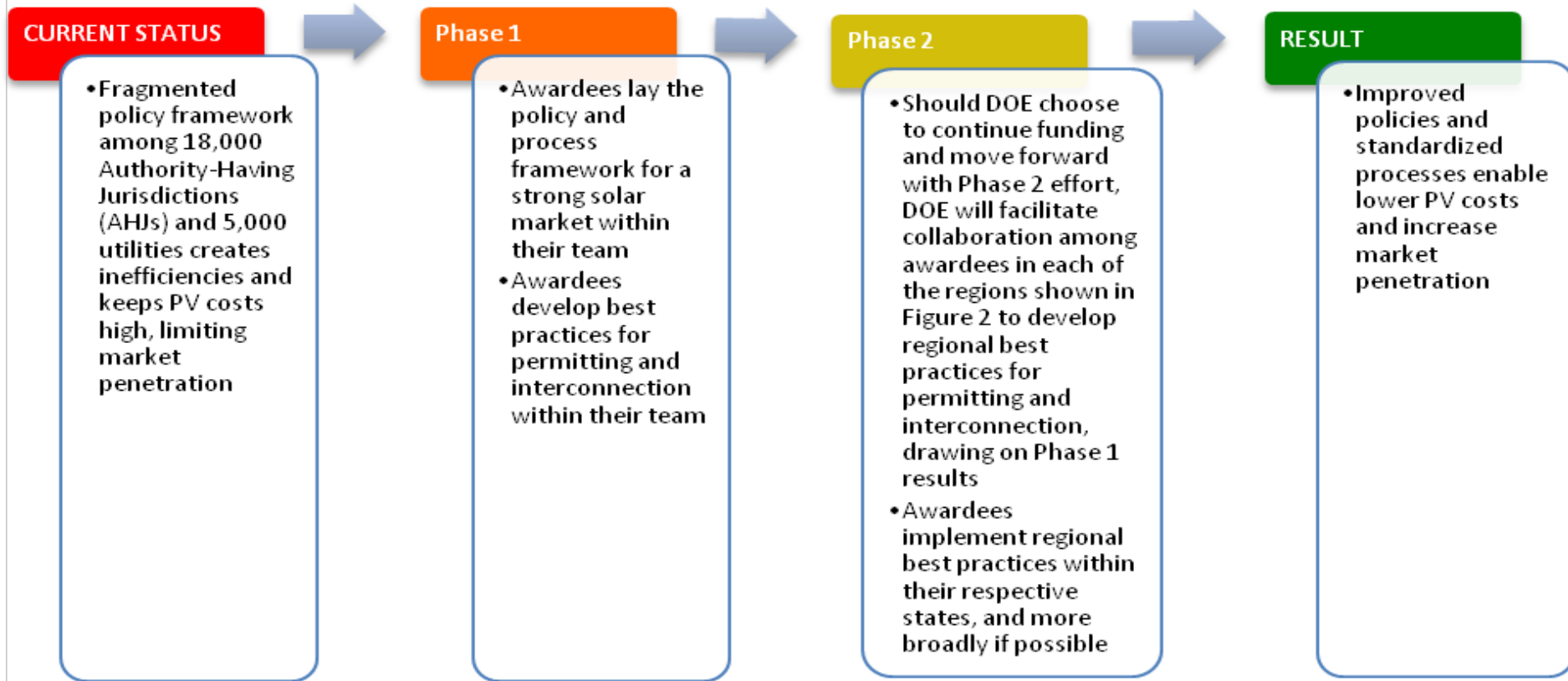
June 29, 2011

This Presentation Will Cover...

- Challenge Goal and Strategy
- Challenge Action Areas
- Eligibility Requirements and Forming Strong Teams
- Measuring Progress
- Funding Details
- How to Apply
- How Applications will be Evaluated



Challenge Goal and Strategy



Federal Investment Leverages Local Action:

DOE will invest up to **\$12.5 million** to support up to **25** teams in Phase 1

Stakeholder Input:

The Challenge was designed based on input from hundreds of stakeholders, including comments received in response to a public Request for Information

Phase 1 Action Areas:

- **PERMITTING AND INTERCONNECTION PROCESSES:** Develop and implement a transparent, consistent, and expedient permitting and interconnection process for residential (less than approximately 10kW) and small commercial (less than approximately 300kW) rooftop PV systems, throughout all participating jurisdictions.
- **NET METERING AND INTERCONNECTION STANDARDS:** Improve interconnection and net metering standards, as evaluated by the Network for New Energy Choices grading scheme, for the primary load-serving utility in each participating jurisdiction.
- **FINANCING OPTIONS:** Increase distributed PV market activity in models other than self-financed ownership by enabling direct financing options, community solar programs, and/or utility-owned distributed generation and resolving legal issues around third party ownership models.
- **PLANNING AND ZONING:** Remove siting restrictions and incorporate favorable provisions in state and local codes and land use policies in every participating jurisdiction to maximize PV siting options.

Phase 2 Action Areas:

- **STATEWIDE IMPLEMENTATION OF STANDARD PERMITTING PROCESS:** Collaborate with other awardees in the region to develop standard permitting process based on results in Phase 1, then implement standard permitting process statewide.

Eligibility Requirements and Forming Strong Teams

Applicant entities must satisfy the following criteria:

- Located in the United States and
- State or territorial governments; or
- Local governments; or
- Consortia, made up of regional or statewide teams of local governments, large single jurisdictions, or Indian Tribes; or
- Non-profit or for-profit entities authorized to act on behalf of a consortia of state and/or local governments, and
- The total population represented by eligible entities for this FOA must be 500,000 or greater as defined by the 2010 report of the U.S. Census Bureau .

Letters of commitment / Letters of support:

- Applicants must provide a letter of commitment from each party contributing cost-share . At minimum this includes the chief elected official of each participating local jurisdiction.
- Applicants must provide a letter of support from the respective State Energy Office or equivalent, and from the primary load-serving electric utility for each participating jurisdiction.

Forming strong teams:

Applicants are encouraged to partner with diverse stakeholders to ensure the buy-in and resources necessary to make progress under all action areas.

Potential partners include:

- Utilities
- Solar companies
- Non-profit organizations
- State governments



- Point scoring approach allows jurisdictions to demonstrate progress through a variety of policy and practice improvements
- Applicants submit benchmark data with their application
- Teams must achieve a total score of 800/1000 at the end of Phase 1 in order to be eligible for a potential Phase 2
 - For awardees representing multiple jurisdictions, the overall score used to determine eligibility for a potential Phase 2 will be based on the lowest-scoring jurisdiction.
 - Awardees whose teams consist of multiple jurisdictions must demonstrate that they have implemented the use of a standard permitting template and a standard set of criteria for expediting certain types of projects, across all jurisdictions on the team, in order to be eligible for Phase 2, should DOE choose to proceed.

ACTION AREA	POINTS
Permitting Process	460
Application	110
Information Access	60
Process Time	110
Fee	30
Model Process	30
Inspection	80
Communication w/ Utility	40
Interconnection Process	110
Application	40
Information Access	20
Process Time	20
Inspection	30
Interconnection Standard	100
Net Metering Standard	100
Financing Options	150
Third Party Ownership (or equivalent)	90
Direct Finance Options	25
Community Solar	15
Other	20
Planning and Zoning	80
Solar Rights and Access	54
Zoning	20
New Construction	6
TOTAL POINTS POSSIBLE	1000

Excerpt from Attachment 1 to Funding Opportunity:

Sub-Criteria	#	Question	Measurement Unit	Industry Verification?	RESIDENTIAL		COMMERCIAL	
					Options	Check Box	Options	Check Box
Application	1	To how many departments does an installer have to submit separate applications for a typical installation? (a municipal utility does not count as a city department here)	Multiple Choice	N	1		1	
					2		2	
					≥ 3		≥ 3	
	2	What types of departmental approvals are required for a typical installation? (check all that apply)	Multiple Choice	N	Building		Building	
					Electrical		Electrical	
					Fire		Fire	
					Mechanical		Mechanical	
					Planning		Planning	
					Plumbing		Plumbing	
					Structural		Structural	
					Zoning		Zoning	
	Other (*Specify) *		Other (*Specify) *					
	3	What approvals from Professional Engineers are required as part of the permit package for a typical installation? (Check all that apply)	Multiple Choice	N	Civil		Civil	
					Electrical		Electrical	
					Environmental		Environmental	
					Fire Protection		Fire Protection	
					Mechanical		Mechanical	
					Structural		Structural	
4	What is the average time required for an installer/customer to complete a permit application for a typical installation?	Multiple Choice	Yes	≤ half day		≤ 1 day		
				1 - 2 days		2 - 4 days		
				> 2 days		> 4 days		
5	What are the options for obtaining an application? (Check all that apply)	Multiple Choice	N	Online		Online		
				Email		Email		
				In person		In person		
				Mail		Mail		
6	What are the options for submitting an application? (Check all that apply)	Multiple Choice	N	Online		Online		
				Email		Email		
				In person		In person		
				Mail		Mail		
Information Access	7	How is information describing the permitting process accessible? (Check all that apply)	Multiple Choice	Yes	Online and easily accessible		Online and easily accessible	
					Online		Online	
					Email		Email	
					In person/mail		In person/mail	
	8	Is there an accessible designated point of contact, with contact information available online, for questions about the PV permitting process?	Multiple Choice	N	Yes		Yes	
					No		No	

Tips for Completing Market Assessment (Attachment 1)

- Teams composed of multiple local jurisdictions must provide a copy of Attachment 1 completed for each jurisdiction. The lead applicant is responsible for ensuring that each file is fully and accurately completed.
- Utility-related questions should be answered based on the policies and processes related to the primary load-serving utility in the jurisdiction, defined as the utility serving the greatest number of customers within the jurisdiction.
- Industry Verification: Teams must submit letters from at least two solar companies in the residential and commercial PV business confirming the reported data for questions marked “yes” in the industry verification column. The letter template is provided in Attachment E.

- DOE will select up to 25 teams for awards in Phase 1
- Phase 1 award range: \$250,000 to \$1,000,000
- Cost-share requirements:
 - 10% in Phase 1
 - Includes in-kind contributions



Recognition: Teams that achieve a score of 800/1000 at the end of Phase 1 will receive a highly publicized DOE designation that indicates that all jurisdictions on the participating teams have put in place a solar-friendly business environment

- Submit Letter of Intent by **July 29, 2011**
- Applications due **August 31, 2011**
- Include project plan (up to 16 pages)
- Include letters of commitment and letters of support
- Include initial market assessment (Attachment 1)
- Link to Challenge home page:
 - <http://www.solar.energy.gov/challenge>
- Direct link to Funding Opportunity Announcement (FOA):
 - <https://eere-exchange.energy.gov>
- Q&A available at FOA link above
- All webinars will be recorded and made available from the Challenge home page

ROOFTOP SOLAR CHALLENGE



SOLAR AMERICA COMMUNITIES

Building Blocks of Success

The Challenge builds off the success and lessons learned from DOE's [20 Solar America Cities](#) partnerships and focuses on reducing administrative costs associated with solar projects through standardization of policies and processes. It represents an expansion of DOE's efforts to empower local stakeholders to develop solutions that make solar energy more accessible and affordable for Americans. The Challenge supports the goals of the [DOE Solar Energy Technologies Program](#) and the [SunShot Initiative](#), which seeks to make solar electricity cost-competitive without subsidies by the end of the decade.



Rooftop Solar Challenge

DOE is seeking applications for its Rooftop Solar Challenge. This [Funding Opportunity Announcement](#) represents a unique chance for local and regional teams to drive significant improvements in market conditions for rooftop solar photovoltaics (PV) in their communities and throughout the United States. DOE anticipates providing funding for up to 25 awards to address key market barriers, emphasizing streamlined and standardized permitting.

Upcoming webinars:

July 6: Permitting and Interconnection Process

July 13: Net Metering and Interconnection Standards

July 20: Financing Options and Planning and Zoning

How Applications will be Evaluated

A panel of experts will review all applications based on the following weighted merit review criteria:

- | | |
|-------------------------------------------------|-----|
| • Understanding of Market Environment | 10% |
| • Plan for Increasing Market Maturity (Phase 1) | 35% |
| • Plan for Increasing Market Maturity (Phase 2) | 20% |
| • Qualifications, Resources, and Capabilities | 25% |
| • Management Plan | 10% |



In addition to the recommendations of the reviewer panel based on the above criteria, the selection official will consider the following in final selection decisions:

- Cost-effectiveness, breadth and significance of potential impact;
- Impact of DOE funds on the project measured by project's increased likelihood of achieving programmatic objectives;
- Leveraging of resources; and
- Diversity and complementary nature of activities, approaches, methods, and geographic distribution of organizations involved.

THANK YOU!

