



Financing Solar for Public and Affordable Housing

Solar for Public and Affordable Housing

Sustainable Solar Education Project

October 17, 2017

Denver, CO

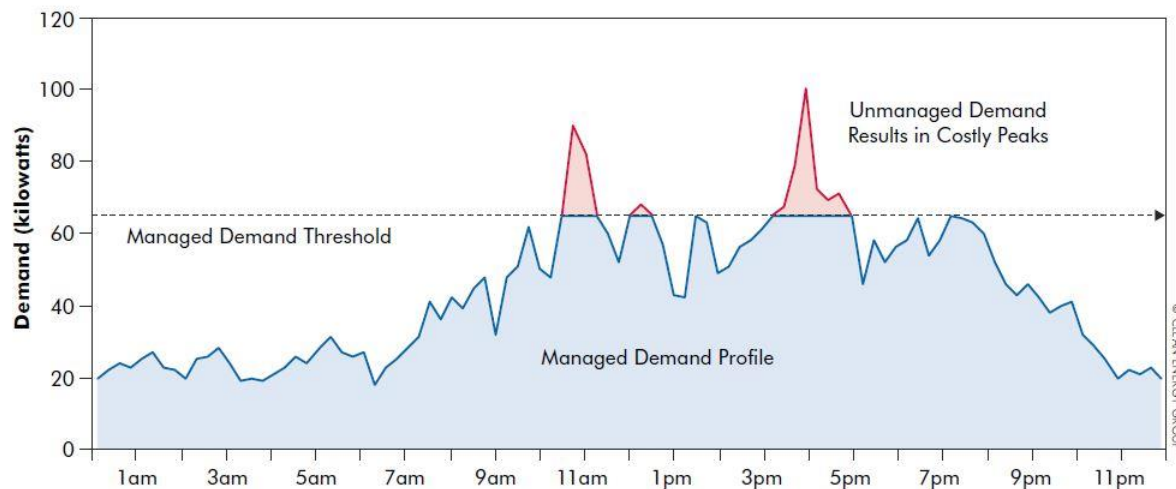
Rob Sanders

Clean Energy Group / CESA ¹

How Solar+Storage Projects are Financed Today

- *Utilities* - direct ownership or contract for services (3rd party owned)
- *Large energy services companies* - access to capital markets (MUSH)
- *New solar+storage companies* - using project finance funds, venture capital & private equity
- *Non-recourse project finance* (Macquarie/CIT finance facility)
- *State incentives* for demonstration projects (MA DOER, MD Energy Administration)
- *Federal tax credits* (ITCs, LIHTCs)
- *Bond financing* for municipal projects, schools, large nonprofit institutions

Solar+Storage Value: Peak Shaving



Peak reduced from 100 kW to 65kW = **35 kW reduction**

@ \$10/kW = **\$4,200 annual savings**

@ \$20/kW = **\$8,400 annual savings**

Owning the Benefits of Solar+Storage

- *“Owning the Benefits of Solar+Storage: New Ownership and Investment Models for Affordable Housing”*
 - Immediate direct ownership
 - Third-party ownership flips
 - CivicPACE with third-party ownership
 - Third-party ownership under a utility-contracted payment for services agreement



Contact Information

Rob Sanders
Senior Finance Director, CEG
rsanders@cleanegroup.org
215-870-3257

www.cleanegroup.org

