



Summary of Opportunities in 14 States for Solar for Manufactured Homes

This table identifies the market segments, programs, and financing strategies that are most likely to lead to successful solar installations and pilot programs in fourteen states. The table also indicates if certain utilities or categories of utilities deserve special attention. For further information on the situation in a state and CESA’s recommendations for it, see Volume Two of [Solar for Manufactured Homes: An Assessment of the Opportunities and Challenges in 14 States](#), which contains chapters on all 14 states.

State	Promising Market Segments	Promising Programs and Financing Strategies	Utilities to Receive Special Attention
Arizona	<ul style="list-style-type: none"> • Large manufactured home communities • Age-restricted communities 	<ul style="list-style-type: none"> • Solarize-style campaigns • Community solar projects 	
California	<ul style="list-style-type: none"> • Resident-owned communities (ROCs) • Large manufactured home communities • New manufactured homes 	<ul style="list-style-type: none"> • Targeted outreach through Single-Family Affordable Solar Homes Program (SASH) • Community solar projects • Projects for shared loads at ROCs • Solarize-style campaigns 	
Florida	<ul style="list-style-type: none"> • ROCs • Large manufactured home communities • Age-restricted communities • New manufactured homes 	<ul style="list-style-type: none"> • Duke Energy’s Clean Energy Connection Program • Community solar projects • Projects for shared loads at ROCs • Solarize-style campaigns 	<ul style="list-style-type: none"> • Duke Energy • Municipal utilities and rural electric coops with community solar projects
Georgia	<ul style="list-style-type: none"> • Large manufactured home communities • Homes on individual plots of land 	<ul style="list-style-type: none"> • Small pilot program(s) • On-bill financing • Solarize-style campaigns 	<ul style="list-style-type: none"> • Rural electric coops (electric membership cooperatives)
Kentucky	<ul style="list-style-type: none"> • Market segment should be determined by financing strategy and interested organizations 	<ul style="list-style-type: none"> • Small demonstration projects • Recruit an interested philanthropic foundation or community organization • Outreach to manufactured home dealers 	<ul style="list-style-type: none"> • Municipal utilities and rural electric coops
Maine	<ul style="list-style-type: none"> • Large manufactured home communities • ROCs • Homes on individual plots of land 	<ul style="list-style-type: none"> • Incorporate manufactured homes in state solar strategy for low- and moderate-income (LMI) households • Incorporate into Efficiency Maine programs • Property Assessed Clean Energy (PACE) financing 	<ul style="list-style-type: none"> • Central Maine Power

State	Promising Market Segments	Promising Programs and Financing Strategies	Utilities to Receive Special Attention
Michigan	<ul style="list-style-type: none"> • Large manufactured home communities • New manufactured homes 	<ul style="list-style-type: none"> • Incorporate into the programs of the Michigan Department of Environment, Great Lakes, and Energy • Community solar projects • Solarize-style campaigns 	
Missouri	<ul style="list-style-type: none"> • Market segment should be determined by financing strategy and interested organizations 	<ul style="list-style-type: none"> • Small pilot program(s) • Pay as You Save (PAYS) • Recruit an interested philanthropic foundation or community organization 	<ul style="list-style-type: none"> • Utilities with PAYS programs. • Municipal utilities and rural electric coops
New Mexico	<ul style="list-style-type: none"> • Large manufactured home communities • Homes on individual plots of land • New manufactured homes 	<ul style="list-style-type: none"> • PV on a Pole • Community solar projects • Solarize-style campaigns • Outreach to manufactured home dealers 	
North Carolina	<ul style="list-style-type: none"> • Large manufactured home communities • Homes on individual plots of land • New manufactured homes 	<ul style="list-style-type: none"> • Solarize-style campaigns • Community solar projects • On-bill financing 	<ul style="list-style-type: none"> • Duke Energy • Rural electric coops with community solar projects • Utilities with on-bill financing
Ohio	<ul style="list-style-type: none"> • Large manufactured home communities • Age-restricted communities 	<ul style="list-style-type: none"> • Small pilot program(s) • Solarize-style campaigns 	<ul style="list-style-type: none"> • AEP Edison • First Energy • Rural electric coops with community solar projects
South Carolina	<ul style="list-style-type: none"> • Large manufactured home communities • Homes on individual plots of land • New manufactured homes 	<ul style="list-style-type: none"> • Small pilot program(s) • Community solar projects • Build on the Energy Efficient Manufactured Homes • Incentive Program 	<ul style="list-style-type: none"> • Utilities with community solar programs • Utilities with on-bill financing
Texas	<ul style="list-style-type: none"> • Market segment should be determined by financing strategy and interested organizations • New manufactured homes 	<ul style="list-style-type: none"> • Small pilot program(s) • Recruit an interested philanthropic foundation or community organization • On-bill financing • Outreach to manufactured home dealers 	<ul style="list-style-type: none"> • Utilities with on-bill financing
Virginia	<ul style="list-style-type: none"> • Large manufactured home communities • Homes on individual plots of land 	<ul style="list-style-type: none"> • Include manufactured homes in the Virginia Energy's planned LMI solar pilot program • Include manufactured homes in Dominion Energy and Appalachia Power's LMI solar pilot programs • Shared solar subscriptions under SB 629 • On-bill tariff programs 	<ul style="list-style-type: none"> • Dominion Energy and Appalachia Power • Rural electric coops with on-bill tariff programs

Source: Clean Energy States Alliance, April 2021, <https://www.cesa.org/resource-library/resource/solar-for-manufactured-homes>. ©Clean Energy States Alliance (10/2021)