

California

ESP (Solar Installer)

Design Software	Financing Companies
SOLO	<ul style="list-style-type: none">• Enfin• Dividend• Goodleap• Mosaic

Design Software	Financing Companies
THRIVE	<ul style="list-style-type: none">• Thrive PPA

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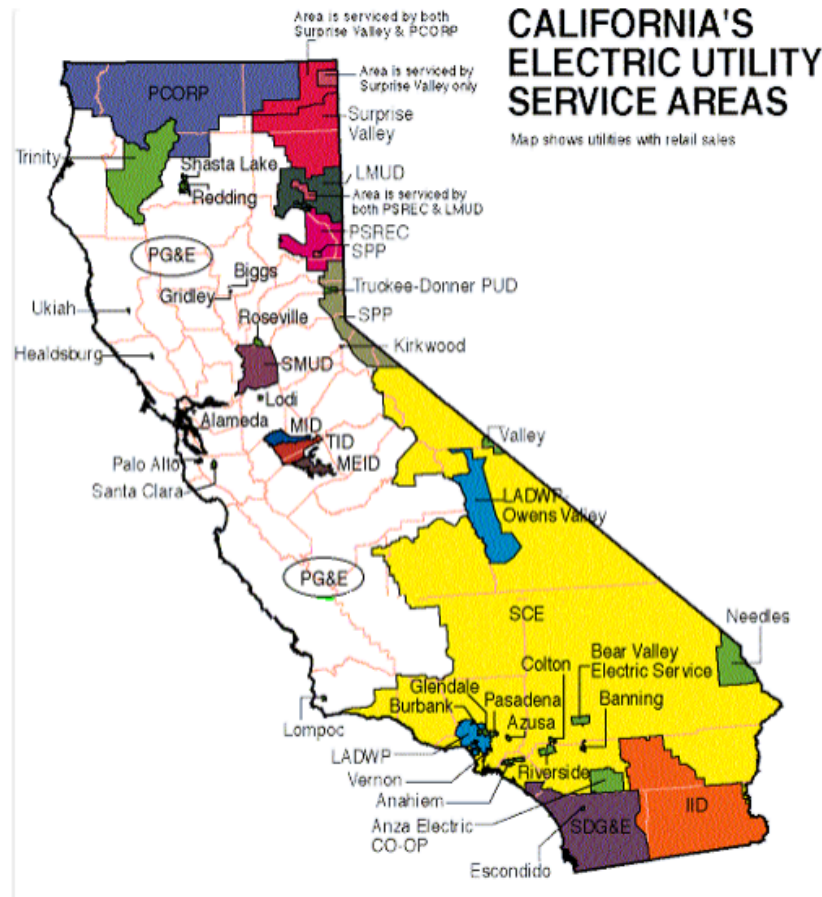
Investor-owned

- Pacific Gas and Electric
- Southern California Edison
- San Diego Gas and Electric

Muni and Cooperative-owned

- Anza Electric Cooperative
- City of Azusa Light & Water Department
- Alameda Municipal Power
- Anaheim Public Utility
- Biggs Municipal Utilities
- Bear Valley Electric Service
- Burbank Water & Power
- City of Banning Utility Department
- City of Colton Electric Utilities
- City of Healdsburg
- City of Lompoc Electric Utility Division
- City of Redding Utility
- City of Roseville California
- City of Shasta Lake Municipal Utilities
- City of Ukiah
- Riverside Public Utilities
- Sacramento Municipal Utility District
- Surprise Valley Electrification Corp
- Silicon Valley Power City of Santa Clara
- Truckee Donner Public Utility District
- Turlock Irrigation District
- City of Palo Alto Utilities
- Gridley Municipal Utilities
- City of Glendale Water & Power
- Imperial Irrigation District
- Los Angeles Water of Department & Power
- Lodi Electric Utility
- Lathrop Irrigation District
- Lassen Municipal Utility District
- Merced Irrigation District
- Modesto Irrigation District
- Moreno Valley Electric Utility
- Needles Public Utility
- Pacific Power
- Plumas-Sierra
- Rural Electric Cooperative
- Pasadena Water & Power
- Redding Electric Utility

Active Utility Coverage Map



Financing Options in California

- GreenBiz Financial
- LightStream
- Home Loan Investment Bank
- Mosaic
- Dividend Solar
- Eagle Community Credit Union
- PPA/Lease: Sunrun

State of California (CA) Market Guide

Overview of California Electricity Market

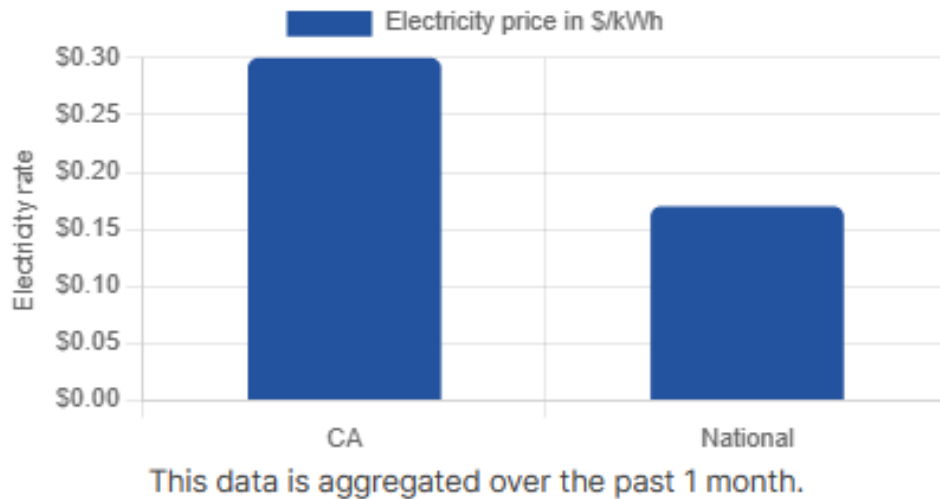
California is a regulated residential electricity market, which means that homeowners are not permitted to choose their electricity supplier. However, California law supports community choice aggregation (CCA). A CCA gives residential and businesses an opportunity to purchase electricity from local government agencies and gives local governments the authority to manage energy resources on behalf of their communities and customers.

Cost of Electricity in California 2023 – 25% higher than the national average electric bill

On average, California residents spend about \$220 per month on electricity. That adds up to \$2,640 per year. And that's 25% higher than the national average electric bill of \$2,116. The average electric rates in California cost 30¢/kWh, so that means that the average electricity customer in California is using 736 kWh of electricity per month, and 8,832kWh over the course of the year.

Current electricity rate: 19.90¢/kWh

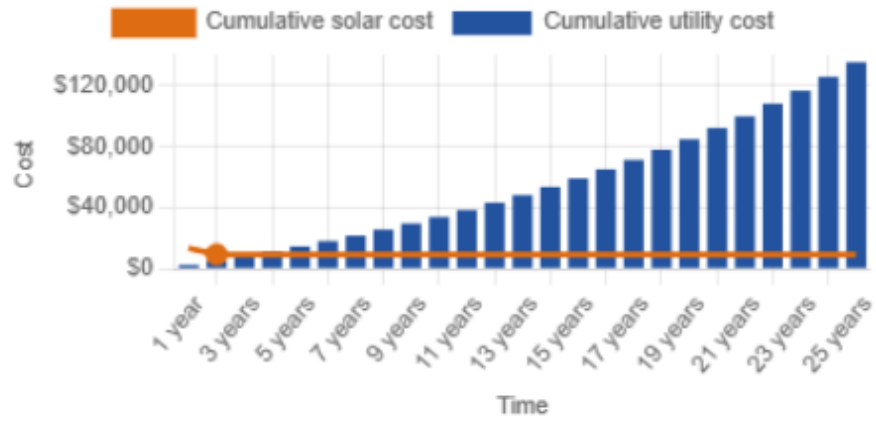
Electric rates in California



Is getting solar in California worth it?

Definitely! Based on the intensity and amount of sunlight hours in California, the average electricity customer in California will need a 4.9kW solar panel system to offset 100% of their annual electricity consumption of 8,832kWh per year.

How much can you save by going solar in California?



California Solar Incentives

Solar Incentives in Florida	Incentive Type	Description	Occurrence	Estimated Dollar Amount You Can Save
Federal Solar Investment Tax Credit (ITC)	Federal	Credits 30% of your entire system price to your income tax burden for the tax year your system is commissioned	One time: Gets applied when you file your taxes for the year your system is installed	\$4,914 on average
Self-Generation Incentive Program (SGIP)	State	Rebates for installing batteries alongside your panels	One-time: Applied after registration	\$200 per kWh of battery installed
Single-Family Affordable Solar Homes (SASH)	State	Affordable financing for qualifying individuals (based on eligibility by income)	One-time: Application is completed prior to installation	Up to \$3 per watt, or an average of \$18,000 in CA
Equity Resiliency Program	State	Additional rebates for installing batteries	One-time: Applied after registration	\$1,000 per kWh of battery installed in qualifying areas
Active Solar Energy System Property Tax Exclusion	State	Prevents taxes from increasing as a result of solar conversion	One-time: Takes effect upon installation	Varies based on property value, system value and local tax rates
California FIRST (PACE Financing)	State	Varies based on property value, system value and local tax rates	One-time: Application is completed prior to installation	Varies based on system value

CA Solar Rights and Easement Laws	State	Provides guaranteed access to solar panel installation and solar energy	Continuous: Always in effect	N/A
Net Metering	Local	Allows you to earn energy credits for all overproduction and use them to offset future utility bills, new policy as of 04/2023	Continuous: Always in effectV	Varies based on system size, energy needs and credit rate
Local incentives	Local	Special perks offered by utility companies and municipalities in CA	Varies	Varies based on incentive

Federal Solar Tax Credit (ITC) for Californians

- When you file your income taxes, 30% of your system cost will be credited to what you owe. Unused credit can be carried over up to five years to allow more individuals to take the credit.
-
- 30% system installed between 2022-2032
- 26% for systems installed in 2033
- 22% for systems installed in 2034
- The program will be discontinued in 2035 and will no longer be available

In California, where the average 6 kW system totals \$16,380, the federal credit will average around \$4,914, bringing down your effective system cost to \$11,466

How to claim the Federal ITC in California

- When you or your accountant are ready to file your taxes, print IRS form 5695, which is the form for Residential Energy Credits
- Fill out the form using the information provided by your solar installation company. You'll need the total system value, the address where the panels were installed, the size of the system in kW and some additional information that your installer should have provided.
- Include the form when filing your taxes. Automated sites like TurboTax and HR Block usually ask if you've installed solar equipment, so those programs will also ask for the form or have you fill it out digitally.

Self-Generation Incentive Program

- Since power outages can be an issue for utility companies in California (the state leads the nation in power outages), the state initiated the Self-Generation Incentive Program, which provides rebates to customers who couple their [solar panels with solar batteries](#).

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☒ **How to claim the SGIP**

- Claiming the SGIP in CA is another relatively simple process. In fact, your installer should do the work for you. You can start by finding approved SGIP installers.
- Once your installer provides you with the eligible storage system, a representative will file the paperwork needed to get you the rebate for which you qualify

Single-Family Affordable Solar Housing (SASH) program

☒ The SASH program — also known as the Disadvantaged Communities SASH (DAC-SASH) program — was initiated to make solar accessible to low-income households and areas. It provides one-time, upfront cash-back incentives to bring down the [cost of solar in California](#) for eligible individuals.

This solar program was started by the California Solar Initiative (CSI). It's open to prospective solar customers who:

- Are customers of Pacific Gas & Electric (PG&E), Southern California Edison (SCE) or San Diego Gas & Electric (SDG&E)
- Own their home
- Live in the home full-time that qualifies
- Have a household income that is at or below 80% of the median household income in the area
- Take advantage of “affordable housing,” which is defined by Public Utilities Code 2852

If you qualify, you can get immediate rebates of up to \$3 per watt — an average of \$18,000 in CA — to make your solar array more affordable

☒ **How to claim the SASH**

- Filing for the SASH Program can be a bit time-intensive. You need to confirm that you qualify, which can entail working with program administrator and providing a slew of documents to verify income and residence in your home, as well as your affordable housing qualification.
- You can start by seeing if you qualify on the program [Energy Program](#)
- After you qualify, a representative from GRID Alternatives will discuss verification requirements and the next steps

Equity Resiliency Program (ERP)

☒ The Equity Resiliency Program (ERP) is offered as part of the SASH program. Rather than providing rebates for solar panels, this program provides rebates for energy storage solution

☒ If you qualify for the SASH program and you also want to install solar energy batteries in your home, then the ERP is an outstanding option. It will help reduce the cost of your batteries by up to \$1,000 per kWh of battery capacity installed. For a Tesla Powerwall, that's around \$13,500, which could cover the entire cost

📄 **How to claim ERP**

- If you're already working with a representative to take advantage of the SASH program, you can claim the ERP by letting the rep know that you'd like to install solar energy batteries as well. The representative can help you fill out the additional paperwork to take advantage of this program.

Active Solar Energy Property Tax Exemption

📄 This exemption is available to all residents of California. Normally, when you carry out home improvements, your home value increases, which drives up your taxes. As with any home improvement project, converting to solar is expected to boost your home value by around 4.1%

📄 **How to claim Active Solar Property Tax Exemption**

- This tax exemption for going solar is automatically applied to all solar power systems in California. The value added by home improvements is typically taxed based on closed permits. Your municipality will automatically neglect to consider the value your system adds when assessing your home value.

PACE Financing

📄 PACE financing is a pro-solar financing program that provides low-APR, no-money-down financing options for aspiring solar customers. PACE loans let you pay for your solar installation via your taxes, and the cost of financing is often significantly lower than if you chose to finance through your installer or a third party.

📄 **How to claim PACE Financing**

- Applying for a PACE loan begins by choosing a certified PACE vendor from the list provided by the Department of Financial Protection and Innovation (DFPI). Once you choose a vendor, a program administrator will help guide you through the process of filing the necessary paperwork.

Solar Rights and Easement Laws

📄 California has initiated solar rights and easement laws, which basically make solar accessible to all residents. These laws prevent homeowners associations (HOAs) and municipalities from preventing residents from installing rooftop solar panels.

📄 **How to Claim Solar Rights and Easement**

- Solar rights and easement laws don't need to be claimed, and all residents can automatically enjoy them. No governing body can stop you from installing panels and accessing the solar energy that would normally hit your property.

NET METERING

NEM 2.0 mandated that all excess energy be credited at the full retail rate, which is the best-case scenario for solar customers and leads to the greatest long-term savings, with credits also rolling over to future months indefinitely, NEM 3.0 is much more

conservative- and reduced the buy back rate for solar energy from retail rate to 75% less

📄 **How to Enroll in Net Metering in California**

- ☐ **Step 1:** Fill out the interconnection application provided by your utility company
- ☐ **Step 2:** Wait for approval and inspection from your utility company

- **Step 3:** Receive permission to operate from your utility (PTO)
- **Step 4:** Monitor your first few bills after installation to ensure your credits are accruing (only if your production outpaces your energy usage)

Local Solar Incentives in California

- **San Diego County Green Building Program:** If you live in San Diego County and you're coupling a home build or renovation with solar or other energy efficiency upgrades, you can get a reduction in the permit fees. This offers a 7.5% reduction, plus expedited processing times.
- **City of San Francisco GreenFinanceSF:** Residents of San Francisco can opt to finance PV systems using this program. It allows your payments to be processed via your taxes for convenience, and it helps to reduce interest rates for greater savings over time.
- **Rancho Mirage Energy Authority (RMEA) Solar Rebate:** Customers of RMEA can claim up to \$500 in rebates from the utility provider when installing or expanding upon an existing solar PV system.
- **Sacramento Municipal Utility District (SMUD) Solar Rebates:** SMUD provides additional rebates and incentives to customers who install batteries along with their panels. Rebates can add up to around \$2,500.