



## Working with Partners to Make Florida #1 in Solar!

### *Why should we want more solar in Florida?*

- Lower Energy Costs: Rooftop solar helps homeowners reduce and control their energy bills, keeping millions of dollars in state and in consumer's pockets instead of going out of state and overseas.
- Keep Florida \$\$ in state and clean up air and water: The increased use of solar reduces the need for expensive out of state fossil fuel. As a result, air and water quality is improved plus the cost to operate, maintain and expand the plants and transmission lines is reduced. Solar on some roofs helps everyone by reducing the need for new expensive power plants as Florida grows.
- Job: Solar jobs are local and opportunities are growing along with strong demand. Solar jobs outnumber those in coal and continuing to grow fast.

### *Florida is already #1 for sunshine on the east coast/how do we become #1 in solar?*

- Overcome lack of information – Many Floridians are positive about solar but they don't have a trusted source to consult. Most Floridians do not know someone who has experience with solar.
- Help homeowners get access to most affordable price – Prices have come down dramatically to where the **return on investment can now be between 5 to 7 years**, with a 100% return on investment following that for the life of the panels, which are generally warrantied for a minimum of 25 years.

### *What is a Neighborhood Solar Co-op?*

- **A solar Co-op is a group of homeowners that bundle their buying power to secure** a volume discount on rooftop solar PV systems. They use free-market principles to solicit competitive bids from area solar installers in order to secure the best price, and ensure a quality product.
- These discounts are usually **10% to 20% below local market prices on solar PV installations**. Co-op members select one installer. Co-op members are not obligated to sign a contract submitted by the co-op's chosen installer.

*How do solar co-*



### **What is the role of a partner?**

- Partners are expected to help publicize the Co-op, and encourage members, citizens or the public at large to attend the public meetings and learn more about how solar might work for them.
- When feasible, partners may provide a public meeting space or assistance with social media outreach for greater public awareness.

### **How do Co-ops work?**

1. Homeowners learn about solar at local public information meetings, and join online at [www.FLSUN.org](http://www.FLSUN.org). Roofs reviewed for suitability.
2. Once 20 - 50 members have joined, installers are invited to bid and members select one installer.
3. Installer draws up customized design and each homeowner decides if they will sign contract. (No obligation to sign)
4. Installer completes installations and co-op members enjoy monthly savings on utility bills.

### **What is the track record of solar co-ops in Florida? In other states?**

- In Florida, two co-ops were completed in 2015, and three in 2016 with almost 1,000 households joining. At least, five to seven co-ops are planned for 2017.
- Mayor Teresa Jacobs spearheaded the Orange County Co-operative, the largest co-op in the country with 550 households signing up. Mayor Rick Kreisman of St. Pete, spearheaded that co-op over the summer generating 250 participants. Since then, Co-ops have launched in Sarasota, Space Coast and two in Broward County.
- Since beginning CPN in 2011, the organization has collectively launched 67 co-ops in Washington D.C., Maryland, Virginia, West Virginia, Ohio, and Florida.

FL SUN is a program of Community Power Network(CPN), a nonprofit based in Washington DC. CPN has extensive experience in facilitating solar co-ops.

FL SUN's State Director is Angela Demonbreun, [angela@flsun.org](mailto:angela@flsun.org) She works with groups around the state to implement FL SUN Solar Co-ops.

**Learn more at [www.FLSUN.org](http://www.FLSUN.org)**