

#### **How We Work**



# Disproportionate Costs Block LMI Solar Adoption

Solar installations in urban neighborhoods cost more...

Avg. Building Upgrade Cost:

~\$5,500





# Disproportionate Costs Block LMI Solar Adoption

Current incentives are not adequate to cover additional costs:

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Avg. Building Upgrade Cost: ~$5,500
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NPV of LMI Property Owner Incentive: ~\$3,000

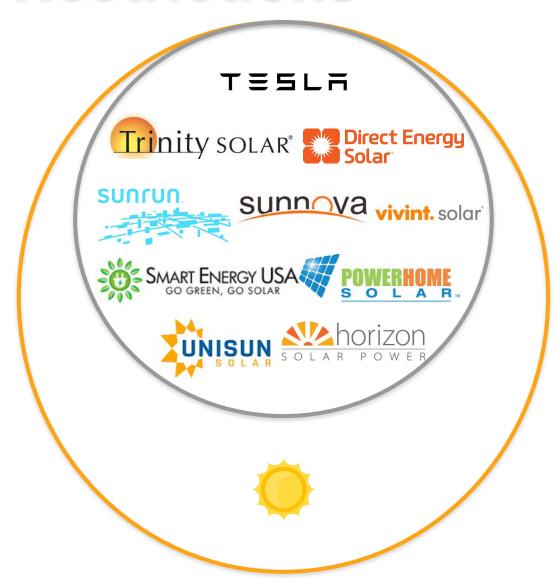
Net Project Value: -\$2,500

#### **Credit Restrictions**

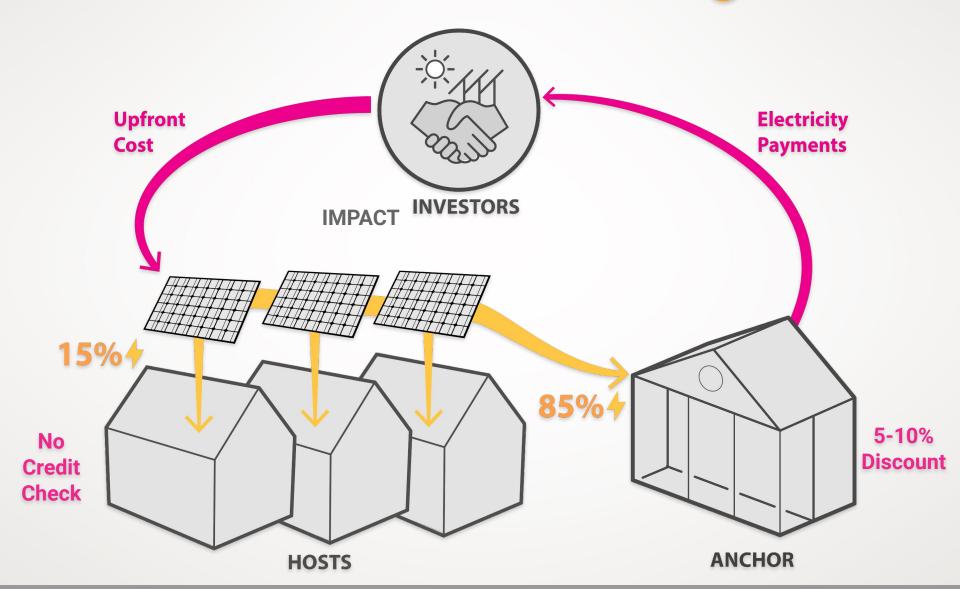
51%

of U.S. homeowners & most nonprofit & small businesses do not qualify for zero-down solar contracts (PPAs) or solar loans due to credit score.

**Result:** Over half of addressable rooftops have no way to go solar.



## The Solar Access Program





### **Rooftop Solar Host**

"So many people who could not even think about going solar now have the opportunity to do it."

-Olive Knight

Dorchester, MA







## **Our Vision: Energy Democracy**

