



Living the Jewish value of *shmirat ha'adamah* —
guarding the earth



**Energy Bill
Check Up**

Income-Eligible Community Solar and Energy Bill Check Ups 10.21.21

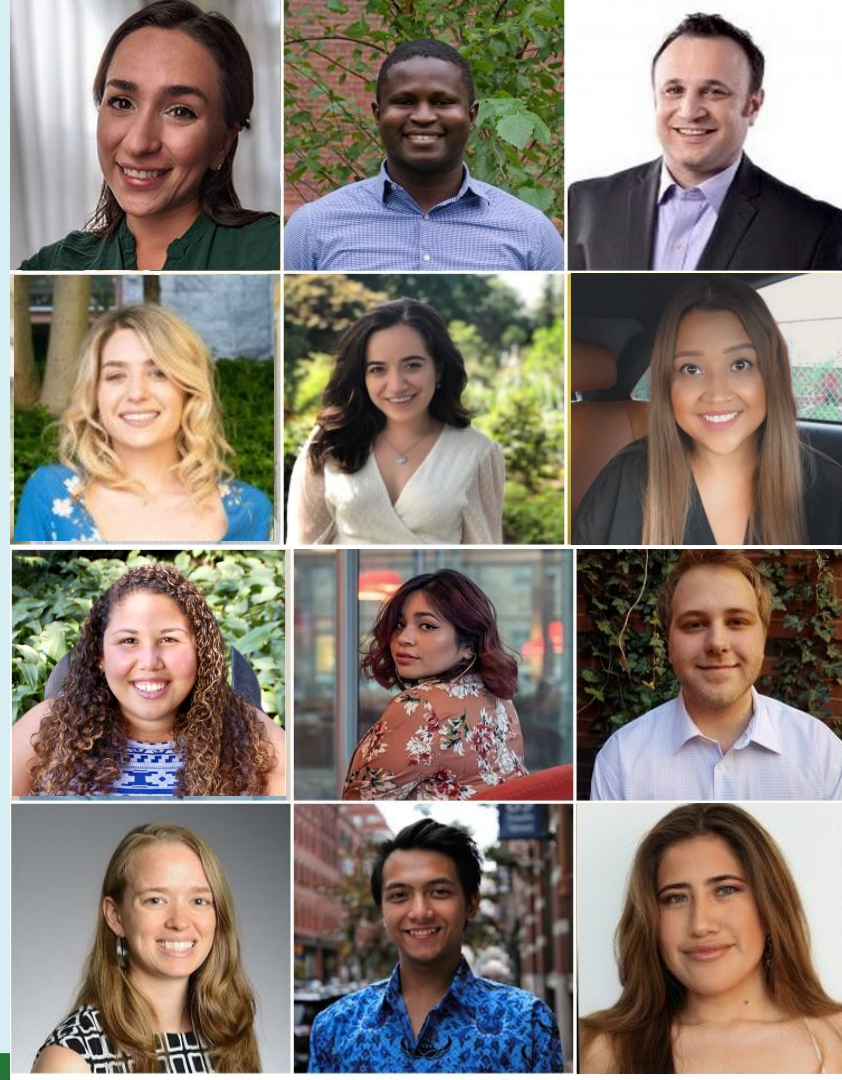


Agenda

- About All In Energy
- Barriers to energy program adoption
- All In Energy's experience with income-eligible community solar
- Our newest service to meet community needs: Energy Bill Check Ups

Who is All In Energy?

Our mission is to accelerate an inclusive clean energy economy and also diversify the clean energy workforce in MA. That means helping everyone get access to energy saving programs, affordable renewable energy, and empowering minority and bilingual professionals to break into the clean energy space.



Community Partners



2018: Dorchester



2019: Cambridge

2020: Lawrence & Methuen

2021: Andover, Chelsea, Haverhill,
Framingham, City of Boston

Challenges for underserved groups (renters, non-english speakers, low-to-moderate income)

Awareness: Mass marketing, targeted marketing are insufficient

Trust: The messenger is as important as the message

Access: One size does not fit all

Time: Barrier to action must be very low

Barriers: Low-to-Moderate Income

Low-to-moderate income families

- Access to, or desire to take on, loans or lock in payments
- More likely to be behind on utility bills, so immediate savings less meaningful
- Lack time to learn about, enroll in energy programs

All In Energy's Community Solar Experience



Expanding Access for Low Income Residents



Community Surveys to understand needs

+ Low Income Community Solar offering

+ Community Outreach Partners

= Lots of learning and a new service

Product Overview

Benefits:

- 20-25% discount on on-bill credits
- Short-term commitment, long-term benefit
- No credit check
- No cancellation fee (30 days notice)

Challenges:

- Complex savings mechanism involving a separate bill
- 2nd bill must be auto-paid by wire transfer or credit card
- Savings only realized through reduction of payments to Eversource
- EJC data from 2010 census

To Qualify

Delivery

(Rate A1 R2 RESIDENTIAL) (Prorated)

- Eversource electric bill with a discounted (R-2 or R-4 rate) electric rate or live in an income-based EJC
- Be no more than two months behind on electric bill
- **That's it!**

How community solar works: SMART program



- Funded by ratepayers
- Enables net metering
- Provides incentives to developers
- Additional incentives for income-eligible carve-outs
- **Makes it possible for families to save money by participating in community solar**

Total Charges for Electricity		
Supplier (Eversource) (Basic Svc Fixed)		
Meter		
Generation Service Charge	1047 kWh X .09877	\$103.41
Subtotal Supplier Services		\$103.41
Delivery		
(Rate A1 R1 RESIDENTIAL)		
Meter	1272328	
Customer Charge		\$7.00
Distribution Charge	1047 kWh X .06501	\$68.07
Transition Charge	1047 kWh X .00002	\$0.02
Transmission Charge	1047 kWh X .02730	\$28.58
Revenue Decoupling Charge	1047 kWh X .00089	\$0.93
Distributed Solar Charge	1047 kWh X -.00020	-\$0.21
Renewable Energy Charge	1047 kWh X .00050	\$0.52
Energy Efficiency	1047 kWh X .01929	\$20.20
Subtotal Delivery Services		\$125.11
Total Cost of Electricity		\$228.52
Other Charges or Credits		
TRANSFER AMOUNT		-\$157.24
Subtotal Other Charges or Credits		-\$157.24

Step 1: Net metering credits reduce subscribers' bills



sunwealth[®]

Project Owner



Host



Other Charges or Credits

TRANSFER AMOUNT

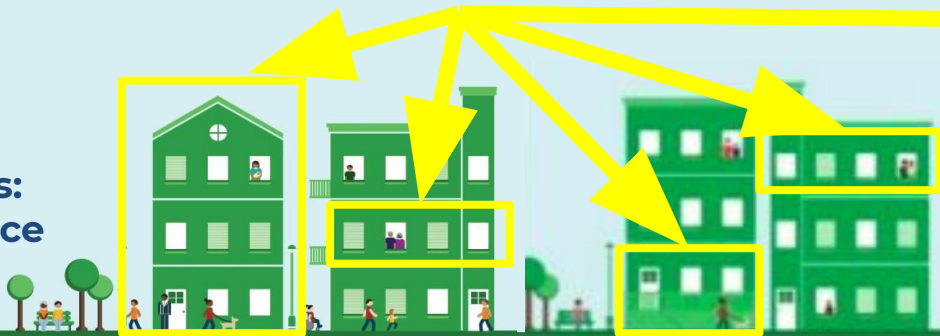
-\$25.00

Subtotal Other Charges or Credits

-\$25.00

Net Metering Credits

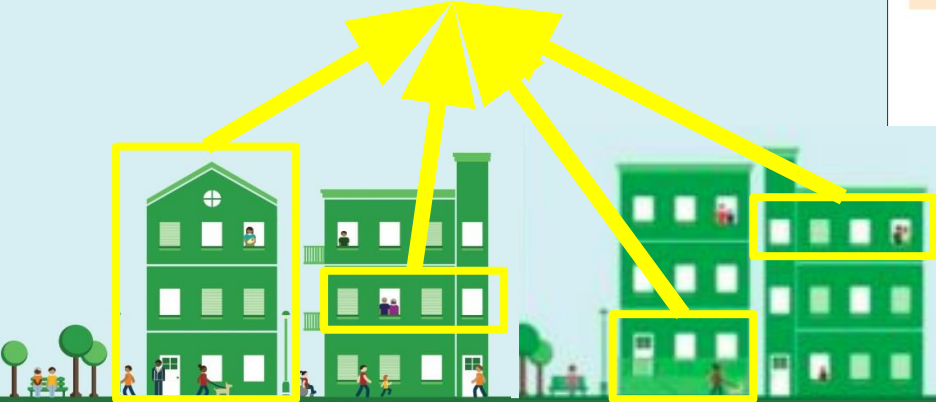
Residential Benefactors:
R-2 or R-4 Rate Eversource
Customer




Step 2: subscribers pay for these credits at a 25% discount and reduce their bill by ~20%



**Payment for Credits
(25% Discount)**



Sunwealth Power, Inc.
1 Davis Square, Suite 302
Somerville, MA 02144
accounting@sunwealth.com
www.sunwealth.com



INVOICE

BILL TO
Customer

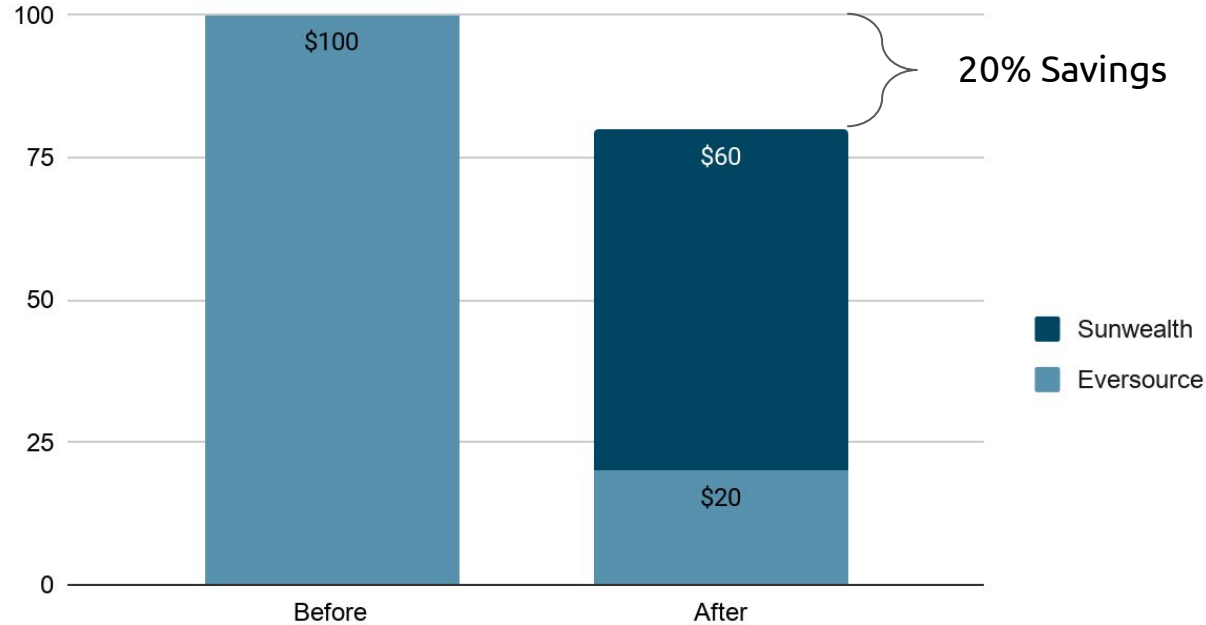
INVOICE # 1090
DATE 01/28/2020
DUE DATE 02/27/2020
TERMS Net 30

	QTY	RATE	AMOUNT
Electricity (kWh)	25.00	0.75	18.75
Net-Metering Credit (Corresponding with January 23, 2020 Eversource bill)			
BALANCE DUE			\$18.75

**25% discount
x ~80% of your bill
~20% annual savings**

End result: Approximately ~20% reduction of electricity costs

Your Electric Costs



What we learned

- People rarely look at their electric bills and often don't know about existing services that can help them save
- Auto-payment is a dealer breaker for many
- 40% of potential subscribers were on 3rd party contracts (all but 1 was paying more than basic service)
- Many potential subscribers were carrying balances and very few were enrolled in Eversource's debt forgiveness program
- A handful of potential subscribers were eligible for discounted rates but not enrolled

Our solution - Energy Bill Check Up

“[My electric bill] is the one bill I don’t understand, I just pay it”

- Heidi, Boston resident



Energy Bill Check Up



allinenergy.org
(857)-309-5080
info@allinenergy.org

Sign up for free at
billcheckup.org!



1 Income Eligible Electric Rate

~30% savings

Delivery

(Rate A2 R2 RESIDENTIAL ASST)

2 Energy Supplier

Don't get scammed!

RESIDENTS ENERGY

15.960 ¢/kWh

BASIC SERVICE

11.795 ¢/kWh

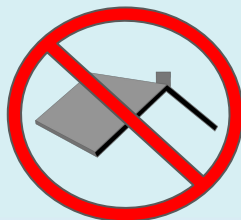
3 Debt Forgiveness

75% match on payments



4 Community Solar

On-bill solar credits!



5 Energy Efficiency

Up to 100% incentives



LED light bulbs



Programmable thermostats



High efficiency shower heads



No cost air sealing. 75-100% off approved insulation



Efficient heating/cooling equipment and appliances

Contact for more information

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