



SUSTAINABLE SOLAR EDUCATION PROJECT

State Planning to Bring Solar to Low- and Moderate-Income Residents **Workshop Agenda**

The workshop will be held in the Ronald Kirby Training Center on the 1st Floor of the Metropolitan Washington Council of Governments, 777 North Capitol Street NE, Suite 300 Washington, DC 20002.

Bring a photo ID with you to the workshop. You will need it to get into the building.

Breakfast is on your own. For those staying at Hilton Garden Inn – Capitol Hill the night before the workshop, you will receive a meal coupon for breakfast at the hotel. If you are staying at the hotel, we will meet in the hotel lobby at 8:20am on June 14th and will walk over to the workshop together.

Coffee and lunch will be provided at the workshop.

9-9:15am—Welcome

- Agenda overview and project overview

9:15-10:30am—Introductions and State Presentations (no more than four minutes per state)

- Introductions of attendees
- State teams present one or two pieces of relevant information about their state. For example, a state team could share a few data points from an in-state study on LMI solar penetration, mention any specific LMI goals the state has, report on the status of the solar market in the state, provide a short description of an LMI solar program in the state, or note one or two salient facts about the LMI demographics in the state.

10:30-10:45am—Break

10:45-12:15pm—Topical Breakout Discussions

- Attendees break into groups by topic with a facilitator and experts with each team:
 - Financing for LMI solar
 - Michael Healy, CEO, New Columbia Solar
 - Bracken Hendricks, CEO, Urban Ingenuity
 - Warren Leon, Executive Director, Clean Energy States Alliance
 - Harnessing existing low-income and housing programs for solar

- Crystal Bergemann, High Performance Buildings Lead, U.S. Department of Housing and Urban Development
- Ben Paulos, Principal, PaulosAnalysis
- Melanie Santiago-Mosier, Low-Income Solar Access Program Director, Vote Solar
- LMI solar+storage as a strategy to reduce lifecycle costs
 - Nate Hausman, Project Director, Clean Energy States Alliance
 - Todd Olinsky-Paul, Project Director, Clean Energy States Alliance
- Using community solar to advance solar for LMI households
 - Lori Bird, Principal Analyst, National Renewable Energy Laboratory
 - Diana Chace, Program Associate, Clean Energy States Alliance
- Discussion leaders present promising practices in each topic area
- Groups discuss program design elements (stakeholders, existing resources, impediments)
- Groups discuss specific state challenges related to the topic area
- Reports back

12:15 -1pm—Lunch (provided)

1-2:30pm—Market Segmentation, Coalition-Building, Promotion, and Administration for LMI Solar Programs Discussion

- Research needs and market segmentation
- Partnerships and coalition building
- Program marketing and promotion
- Administrative and operational challenges and solutions

2:30-2:45pm—Break

2:45-4:00pm—States Generate Ideas for Next Steps

- Using a worksheet as a guide and information gathered during the breakout sessions, attendees work in small groups to generate and refine ideas for LMI solar adoption
- At the end of the session, discussion of progress and next steps

4:00-4:30pm—LMI Solar Resources & Training

- Presentations on LMI solar resources and training opportunities
 - Nate Hausman, Project Director, Clean Energy States Alliance
 - Clean Energy for Low Income Communities Accelerator, Better Buildings

4:30-5—Close-Out

- Discussion about other resources and training that it would be helpful to develop
 - Additional issues and action items
-