



About the California Solar Initiative

Providing incentives for all Californians to *Go Solar!*

The California Solar Initiative (CSI) provides incentives for solar technologies in the investor-owned utility territories of Pacific Gas and Electric Company (PG&E), Southern California Edison Company (SCE), and San Diego Gas & Electric (SDG&E).

This 10-year public program began in 2007, and as of January 1, 2012, more than 670 megawatts (MW) of new solar at more than 61,000 sites have been installed with cash incentives from the CSI program. Year after year, the solar market expands in California, and costs for solar systems have declined dramatically.



Did You Know?

- Since the CSI Program began, the cost solar photovoltaic (PV) systems has decreased as much as 27% in the residential sector and 17% in the non-residential sector.
- Residential solar only comprises about 30% of the megawatt capacity of the CSI Program. Commercial, nonprofit, and government installations comprise the remaining 70% of the state's solar capacity.
- More than 40% of CSI residential solar systems are third-party owned through solar leases or Power Purchase Agreements, which makes solar affordable to more households.

Not only have panel costs decreased, but new financing models like third-party owned systems and solar leases have drastically reduced the up-front costs of going solar. Since the beginning of the CSI program in 2007, the solar industry has seen significant growth in third-party owned systems. Third party owned systems allow customers who can't afford the capital costs of solar to receive the benefits of solar through a lease or a Power Purchase Agreement.

Now, solar thermal technologies such as solar water heating systems that displace both electricity or natural gas are eligible for rebates from the CSI program.

Making Solar Better

The CSI program also fosters improved solar technologies with a \$50 million Research, Development and Demonstration program. Already, promising new technologies have been delivered that increase the efficiency and effectiveness of solar power.

One of the additional benefits of going solar is Net Energy Metering, which credits customers for the energy they produce at full retail value. Virtual Net Energy Metering allows energy credits generated from a single solar system to be allocated to multiple meters in the same building, letting building tenants benefit from solar energy, and Net Surplus Compensation is a special annual payment method for a system owner's unused solar energy.



Visit the one-stop-shop for California Solar Initiative Programs at
www.GoSolarCalifornia.ca.gov



The California Solar Initiative has solar programs for all Californians!

For schools, local governments, non-profits, affordable housing, businesses large and small, and of course everyday homeowners, solar is helping to meet California’s energy needs. Plus, the California Solar Initiative now offers rebates on solar water heating systems and other solar thermal technologies.

Affordable Solar Housing

Making solar affordable for all is an important goal of the California Solar Initiative, which has three solar programs for the affordable housing sector.



Single-family Affordable Homes Program (SASH)

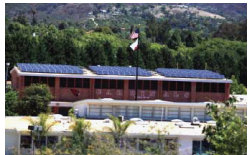
serves qualified low income home owners, and is managed statewide by Grid Alternatives.

Multi-family Affordable Housing Program (MASH)

serves housing developers and tenants and is managed by PG&E, SCE and, in San Diego, the California Center for Sustainable Energy (CCSE).

Low Income CSI-Thermal Program offers incentives for solar water heating systems to qualifying customers, and is managed by PG&E, SoCalGas, and CCSE.

General Market Solar



Schools, Local Government, and Non-Profits

operate more cost-effectively with solar, making taxpayer dollars stretch farther. The CSI program offers special rates for all tax-exempt agencies.

Large/Small Business that want to control their energy costs and add “green” distinction to their brand can take advantage of monthly performance-based incentive payments.

Residential homeowners may want a solar system to eliminate their utility bill; others may want to shave-off their top-tier usage where costs are highest. Either way you size it, solar is more affordable than ever with upfront CSI rebates, as well as reduced panel costs and new financing models like leases and power purchase agreements.

Buy, Lease, or PPA?

- Traditionally, solar systems were owned by customers who pay upfront or finance systems with loans. Points to consider when buying a solar system include contracting with a qualified installer, rebates and tax credits, and financing options.
- Today, leased systems are common. Customers generate electricity and their monthly lease payments can be less than their former utility bills. Often the customer can opt to purchase the system at the end of the lease period. Customers must consider the total costs of the lease, including any deposits and balances due.
- Power Purchase Agreements, or PPAs, enable customers to buy solar power produced on their own roofs at a price that is less than they pay their utility for electricity. The systems are owned by third-parties that meter the solar output against a customer’s consumption, and then bill customers according to the terms of the PPA.

California Solar Initiative Contacts for Customers

Affordable Housing		General Market		CSI-Thermal/Solar Water Heating	
Grid Alternatives	866-921-4696	CCSE	858 - 244-1177	CCSE	877-333-7947
CCSE	858 - 244-1177	PG&E	877-743-4112	PG&E	877-743-4112
PG&E	877-743-4112	SCE	800-799-4177	SCE	800-799-4177
SCE	800-799-4177			SoCalGas	800-427-2000