

Solar Market Pathways *Friends of NEM-V* Policy

The purpose of Center for Sustainable Energy's (CSE) Solar Market Pathways *Friends of NEM-V* effort is to educate Contractors who install solar in Santa Monica, to track the sales progress of multi-family projects installed in the region and to inform research that will ultimately contribute to the creation of a statewide California market solar PV development plan for multi-tenant properties. As a participant of the *Friends of NEM-V* pilot study, Contractors will be educated on best practices of determining eligibility and selling the general market virtual net metering tariff to multi-family apartment owners and condominium associations and will be connected to decision makers in this market to install projects.

Contractor Eligibility Requirements

1. Hold an active A, B, C-10 or C46 contractor's license, in good standing with the California Contractors State License Board.
2. Maintain at least \$1 million in general liability coverage.
3. Abide by Contractor roles and responsibilities outlined in this document.
4. Participate as a [Solar Santa Monica Preferred Contractor](#) (*optional*).
5. Active member of [CALSEIA](#) (*optional*).

Solar Market Pathways Virtual Net Metering Pilot Study

The Solar Market Pathways NEM-V Market Development Project seeks to increase solar access to the multifamily/multi-tenant, market-rate building sector throughout California and beyond, specifically through the NEM-V tariff. Utility data shows that this tariff has not witnessed large levels of adoption, regardless of being available since 2011. This three-year project seeks to address that slow adoption, develop best practices to bolster the NEM-V market, and share lessons learned to solar markets across the US. In order to strengthen the tariff adoption levels, the existing barriers must be identified and addressed. CSE and project team members California Solar Industries Association (CALSEIA) and Interstate Renewable Energy Council (IREC) seek to address these barriers through a variety of tactics, which will include marketing/outreach efforts, technical assistance, and, ultimately, the creation of a NEM-V Market Development Plan. As a precursor to this plan, the project team will implement a Pilot Study ("Pilot") which will focus tariff outreach, technical, and administrative assistance efforts in the City of Santa Monica in order to gain discernable results of "what works" and "what doesn't work", as it relates to strengthening NEM-V adoption levels. The Pilot will take place from September 2015 through December 2016, and will engage both apartment buildings and condominiums in the multifamily sector. Lessons learned from the Pilot will be applied to a replicable market development model in California and nationwide, to support existing NEM-V markets and encourage non-NEM-V markets to consider offering a similar program.

CSE – Roles and Responsibilities

- Develop, and host four (4) two-hour Pilot Study NEM-V Working Groups, to serve as a Contractor training and discussion forum, covering NEM-V tariff eligibility and best practices for developing NEM-V multi-family projects for apartment and condominium markets.
- Refer multi-family property owners interested in solar to *Friends of NEM-V* list.
- Offer, or direct Contractor to, technical assistance outlets for NEM-V projects.

Contractor – Roles and Responsibilities

- Attend **each of the four** (4) Pilot Study NEM-V Working Group training and discussion sessions:
 - At least one (1) Company representative should be present at each NEM-V working group, who is able to participate in discussion related to multi-family projects and virtual net metering.
 - **Wednesday, September 23, 2015**
 - **Wednesday, October 28, 2015**
 - **Wednesday, November 18, 2015**
 - **Wednesday, December 9, 2015**

*These dates are subject to change, in which case the project team will notify the company contact on file.
 * “Friends of NEM-V” will be notified of the venue and event times upon company approval.
 *All Working Group meetings will be held in Santa Monica, CA
- When contacted by a Pilot Study multi-family referral or other multi-family property owner, Contractor must provide each lead with a bid.
 - If, for any reason, the Contractor cannot provide multi-family property owner with a bid, the Contractor must notify CSE Pilot team.
- Provide CSE copies of all bids offered to multi-family NEM-V projects¹.
- Complete and submit monthly project tracking spreadsheet to CSE at the end of each month which should include the following:
 - # of NEM-V bids submitted.
 - # of NEM-V contracts signed.
 - Challenges encountered / addressed.
 - Technical assistance needed.

**If you are unable to fulfill the above requirements, and still wish to become a Friend of NEM-V within our Santa Monica Pilot Study, please email us at SMP-NEM-V@energycenter.org to see what accommodations can be made.*

[Click here to apply to be a Friend of NEM-V.](#)

¹ CSE will not divulge any information included on the bid(s), including, but not limited to, client contact information, site information, project cost, etc. CSE will only use the bids for research purposes to further understand how NEM-V projects are proposed, and what metrics are included in such proposals.