

Single-family Affordable Solar Homes (SASH) Program

Q2 2011 Program Status Report



July 2011



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Single-family Affordable Solar Homes

1. Program Summary

The Single-family Affordable Solar Homes (SASH) Program is one of the California Solar Initiative's two low-income programs. GRID Alternatives, a non-profit solar contractor, is the statewide Program Manager for the SASH Program. The SASH PV-solar incentive is available to qualifying low-income homeowners in the Pacific Gas and Electric (PG&E), Southern California Edison (SCE), and San Diego Gas and Electric territory (SDG&E) service territories.

The SASH Program is uniquely designed to be a comprehensive low-income solar program. In addition to providing differential incentives, SASH is structured to promote or provide energy efficiency, workforce development and green jobs training opportunities, and broad community engagement with low-income communities. There is no other low-income solar program in California that has such a diverse range of benefits for low-income communities. It is truly a first-of-its-kind solar program.

The SASH incentive provides low-income families with free or low-cost PV-solar systems that significantly reduce household energy expenses and allow families to direct those savings toward other basic needs. GRID Alternatives' volunteer-based installation model has proven to be a highly efficient and low-cost model that makes solar even more affordable for low-income homeowners. In addition to being the primary installer for SASH, GRID provides education on and access to energy efficiency programs which further reduces a household's energy consumption and expenses.

In implementing the SASH Program, GRID Alternatives provides opportunities for local volunteers to assist with installations, to engage their communities, and to participate in the California Solar Initiative's programs. Currently, GRID has thousands of volunteers statewide to help promote and install solar in low-income communities. GRID requires its volunteers to participate in a solar orientation program that educates these potential solar adopters about PV-solar and energy efficiency. This basic consumer education program will help further the broader CSI goals of promoting the use of PV-solar technology statewide and helping build broad-based community support for solar electric technologies and energy efficiency.

Finally, SASH provides a foundation for promoting and building a sustainable solar industry in California by incorporating a workforce development and job training component into the program. GRID partners with local job training programs to give their trainees an opportunity to get hands-on installation experience. The SASH Program also promotes partnerships between solar contractors and local workforce development programs by including a job training requirement for all sub-contracted SASH projects. This becomes a double benefit to low-income communities since many green-collar job trainees come from the same communities that the SASH Program aims to serve.

2. Background

In D.06-01-024, the California Public Utilities Commission ("the Commission") adopted the Staff proposal to set aside a minimum of 10% of CSI Program funds for projects installed by low-income residential customers and affordable housing projects. In 2006, the California Legislature codified this requirement in Senate Bill (SB) 1 and Assembly Bill (AB) 2723. Subsequently, in D.06-12-033, the

Commission directed the Program Administrators (PAs) to conform the CSI Program to SB 1¹ and AB 2723² requirements and directed that 10% of the total ten-year CSI budget would be reserved for the low-income residential solar incentive programs that are now referred to as the Single-family Affordable Solar Homes (SASH) and Multifamily Affordable Solar Housing (MASH) Programs. GRID Alternatives was selected as the statewide Program Manager for the SASH Program.

In D.07-11-045, the Commission established the \$108.34 million SASH Program as a component of the CSI Program. The SASH Program provides incentives “for homeowners who occupy their homes and meet the definition of low-income residential housing established in Public Utilities Code Section 2852.”³ The Commission adopted an incentive structure that provides a fully-subsidized 1kW PV-solar system to “very-low income” households, and a partial-subsidy to qualified “low-income” households.

The overall goal of the SASH program is “to provide existing low-income single family homes with access to photovoltaic (PV) systems to decrease electricity usage and bills without increasing monthly household expenses.”⁴

The SASH Program will operate either until December 31, 2015, or when all funds available from the program’s incentive budget have been allocated, whichever event occurs first. Public Utilities Code Section 2852(c)(3) requires that any program dollars remaining unspent or unencumbered on January 1, 2016, are to be used for Low Income Energy Efficiency programs.

Details of the SASH Program can be found in the CSI Program Handbook or at www.gridalternatives.org/sash.

3. Q2 2011 Overview

The second fiscal quarter of 2011 marks a period of continued growth and expansion for the SASH Program and GRID Alternatives throughout California.

The number of SASH clients accepted into the Program and the volume of SASH installations completed were the most in Q2 2011 as compared to any previous quarter of the program. GRID continues to increase the operating capacity of its seven regional offices and projects strong growth will continue across the state for the duration of the year.

In Q2 2011, 207 low-income California families acquired and interconnected a SASH solar electric system – 207 families that are now able to reduce their utility bills and direct those savings toward other basic household expenses. The SASH Program continued making progress in key areas of outreach, marketing,



¹ SB 1 (Murray & Levine), *Chapter 132, Statutes of 2006*, sets forth specific CSI program requirements regarding program budget, conditions for solar incentives, and eligibility criteria

² AB 2723 (Pavley), Chapter 864, Statutes 2006, required the Commission to ensure that not less than 10% of the CSI funds are used for the installation of solar energy systems on low-income residential housing and authorized the Commission to incorporate a revolving loan or loan guarantee program for this purpose.

³ D.07-11-045, Appendix A, p.1

⁴ D.07-11-045, Appendix A, p.1

volunteer management, and the Sub-Contractor Partnership Program (SPP). The steady fortification of strong partnerships with solar contractors through SPP allows SASH to more easily attain targets for installation volume and to more effectively serve eligible clients in every California county. In Q2 2011, 40% of completed SASH installations were orchestrated through SPP, while the remainder were installed by GRID's construction staff overseeing teams of volunteers or job trainees.

At the end of Q2 2011, 650 PV-systems have been installed and interconnected, 214 projects have been reserved and are awaiting installation or interconnection, and another 439 applications statewide are under review by GRID's construction staff and sub-contracting partners to determine if a system design meets the SASH Modified Design Factor requirement.

The SASH RFP and the Commission's Decision 07-11-045 describe three SASH Program Milestones⁵, designed to be short-term benchmarks indicative of the Program Manager's success at implementing the SASH Program. GRID has either met, exceeded, or expects to attain each Milestone by the end of this year. Due to the initial delays in Program contracting, fulfillment of the Milestones by the end of 2011 is congruent with the Commission's intended timeframe for completion⁶.

To begin, GRID's seven offices in Oakland, Carson, San Diego, Fresno, Atascadero, Riverside, and Chico effectively allow the SASH Program to reach and serve all eligible clients in the 3 IOU territories, thereby meeting the first Program Milestone. In addition, the SASH Program has completed and interconnected 650 projects and is on track to meet the second short-term Program Milestone of 1,000 PV systems installed later this year. The third Program Milestone, to identify and contact all eligible clients in the 3 IOU territories, was completed in 2010 though as eligibility criteria is regularly updated by the CPUC, GRID continues to identify newly qualified homeowners.

To attract new SASH clients, GRID continued to focus on the following core endeavors: expanding marketing and outreach scope; fostering new relationships and strengthening existing partnerships with volunteers, job training programs, and municipalities; and amplifying communication and media capacities. As in previous quarters, word-of-mouth and testimonials from satisfied first adopters of the Program continue to be the best marketing tool for garnering new SASH clients and fortifying existing clients' relationships.



A continuing challenge for the SASH Program is identifying cost effective gap financing in order to make SASH projects cash flow positive from day one of the installation. The inability for most homeowners to assume more debt in today's uncertain economic climate, and the elimination or reduction of municipal loan and rebate programs because of the state's budget cuts, have reduced the availability of low or no-interest loans for SASH homeowners who have a financing gap between the available incentive and the system cost for their project. In Q2 2011, while a few SASH homeowners were able to contribute individually toward their financing gap, most clients relied on the fundraising efforts of GRID to meet this need. GRID has increased its dedicated development staff in

both the headquarters office and the regional offices, and in Q2 2011 several substantial philanthropic

⁵ SFLI RFP, p. 5; D. 07-11-045, Appendix A, pp. 8-9.

⁶ Administrative Law Judge Ruling, 1/12/09.

donations from individual donors came to fruition and have been applied to SASH projects' financing gaps. GRID's partnership with module manufacturer Yingli Solar has also been a tremendous help in covering these financing gaps. Through this partnership, Yingli has committed to helping over 400 low-income families go solar in 2011.

The SASH Program continues to provide green job training opportunities at every installation. As GRID expands its regional offices, new partnerships are developing at a local level between GRID staff and the leaders of job training organizations and community college programs who would like to have their graduates obtain on-the-job training at a SASH installation. Every GRID installation is staffed by either a team of volunteers from the local community or graduates from job training programs. In addition, each sub-contracted installation requires at least one job trainee to be on site, as a paid worker learning valuable skills. These green job training opportunities form the backbone of SASH and create lasting value in local communities by helping foster a new green workforce – a workforce of skilled laborers, many hailing from the same communities that SASH aims to serve – that will have high employability in the increasing solar job sector in California and the nation.

4. Budget

The SASH Program budget is \$108.34 million. The program will be funded by Pacific Gas and Electric Company (PG&E), Southern California Edison Company (SCE), and San Diego Gas & Electric Company (SDG&E) according to the following percentages:

Table 1: SASH Budget Allocations by Utility Territory

	PG&E	SCE	SDG&E	Total
Budget %	43.7%	46%	10.3%	100%
Total Budget (\$ in millions)	47.34	49.8	11.2	108.34

The Program Manager shall ensure that the \$108.34 million is allocated as follows across program functions:

Table 2: SASH Budget Allocations by Program Functions

	Budget, %	Budget, \$	Expensed / Encumbered thru Q2 2011
Incentives	85%	\$92,089,000	\$22,510,000
Administration	10%	\$10,830,000	\$2,849,284
Marketing and Outreach	4%	\$4,330,000	\$799,711
Evaluation	1%	\$1,091,000	Budget resides w/ CPUC
Total	100%	\$108,340,000	\$26,158,995

5. Applications, Installations, Incentives

By the end of 2011, GRID originally anticipated that the SASH Program would have a total of 800-900 applications totaling around \$20M in incentives and ~3.5MW (CEC-AC). At the end of Q2 2011, SASH has already surpassed its 2011 targets with >1,300 applications totaling 3.5MW and over \$22.51M in incentives.

Table 3 summarizes the status of all SASH applications through Q2 2011.

Table 3: SASH Applications by Status and Service Territory

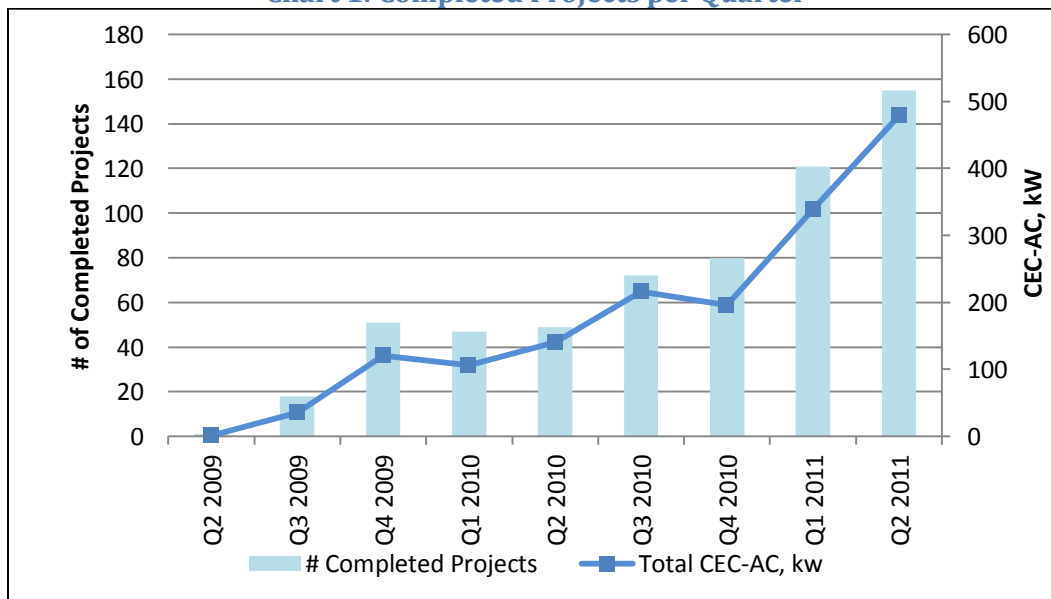
Application Status	Number of Applications				Total kW, (CEC-AC)	Total Incentives, \$ millions
	PG&E	SCE	SDG&E	Totals		
STEP 1: Applications under review	227	184	28	439	1,097.5*	\$6.59*
STEP 2: Confirmed Applications/Reservations	82	115	17	214	663.4	\$4.32
STEP 3: Completed/Installed	343	198	109	650	1,784.90	\$11.60
TOTALS	652	497	154	1303	3,545.80	\$22.51

Data collected 7/21/2011

* Step 1 system sizing (kW) and incentives (\$) are estimates based on an average system size of 2.5kW and incentive level of \$6.00/W. System designs are not completed until the Applicant is confirmed to meet all other program requirements. The majority (>90%) of projects in Step 1 will receive Step 2 reservations.

Chart 1 below shows the steady and incremental growth of interconnected projects each quarter since the beginning of the SASH Program. In Q2 2011, SASH interconnections have increased three-fold from the same time last year. **By the end of Q2 2011, SASH has already exceeded its 2011 cumulative application targets.**

Chart 1: Completed Projects per Quarter



Installation Costs: Table 4 below demonstrates that SASH's average installed costs remain substantially lower than installation costs for similarly sized projects in the general market CSI Program.

On average a SASH system’s installed-cost is nearly \$1/W less than general market systems <10kW.

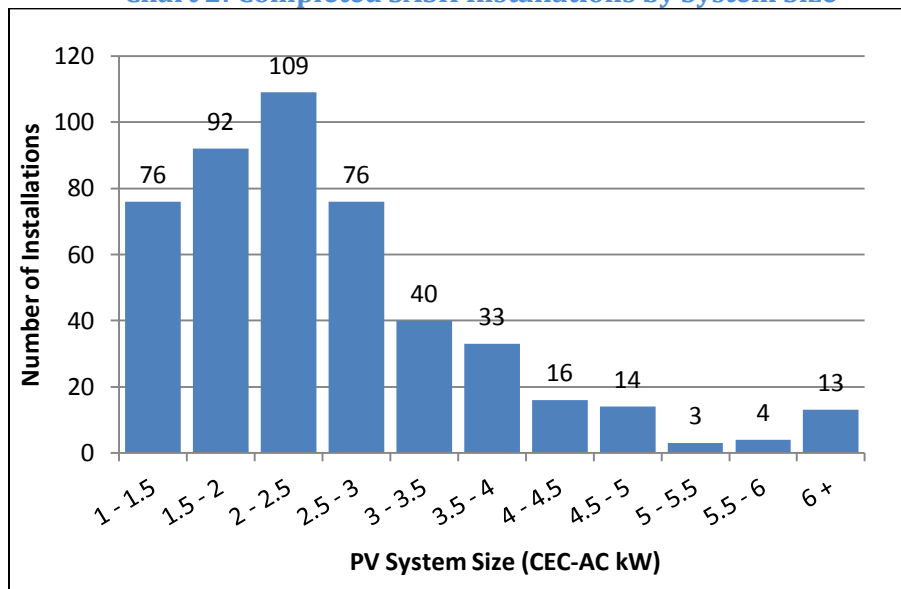
Table 4: Average Installed Cost, \$/W

GRID/SASH Average \$/W	\$7.21
General Market CSI Average \$/W	\$8.34

Table 6: General Market CSI data collected from California Solar Statistics on 7/25/2011. Calculation based on all system sizes 1.0kW to 10.0 kW (CEC-AC, kW) for 1/1/2009 -7/25/2011.

System size: Chart 2 below shows that nearly 75% of installed SASH PV-systems are less than 3kW, and the average SASH installed project is around 2.5kW.

Chart 2: Completed SASH Installations by System Size



Since the majority of SASH PV-systems are less than 3kW, Chart 3 compares SASH’s installed cost per Watt for similarly sized systems in the general market program. On the smallest sized systems (1-1.5kW) SASH systems cost 25% less than general market systems.

Chart 3: Installed Cost per Watt, SASH vs. General Market CSI

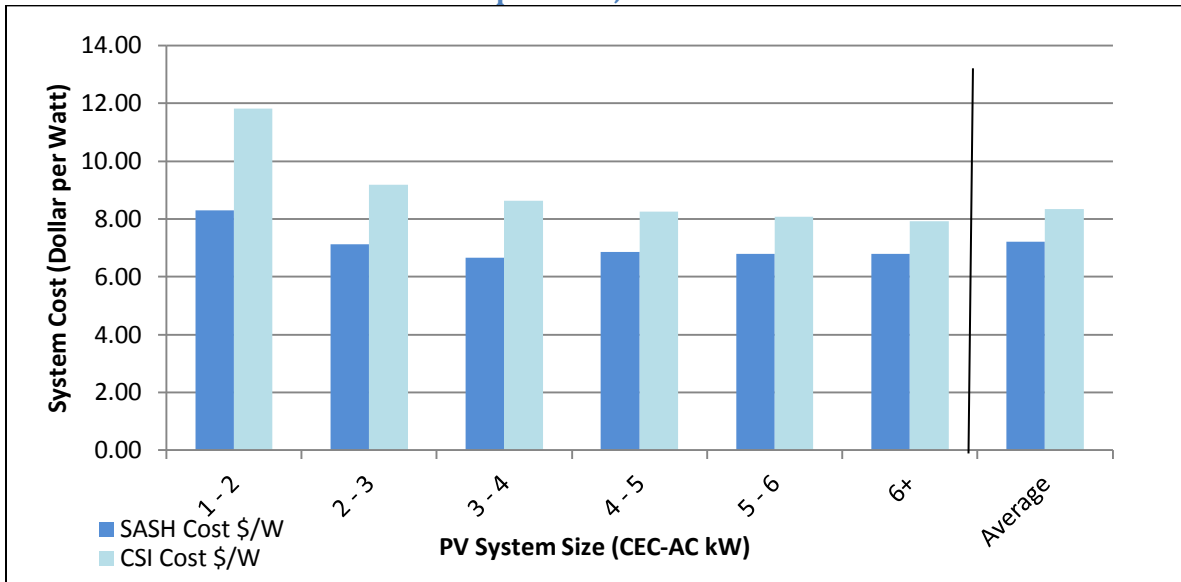
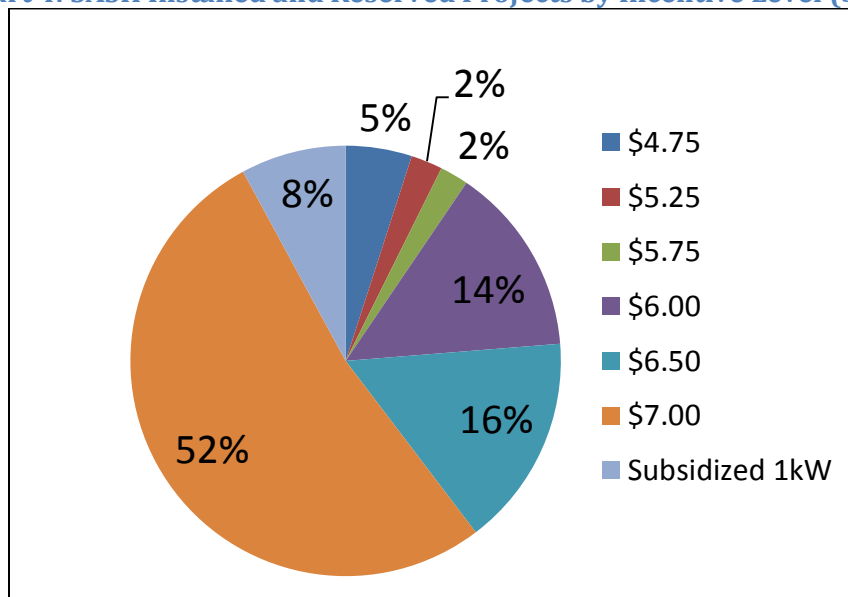


Chart 3: GRID's data is based on the total number (650) of installed SASH projects to date (7/21/2011). The CSI sample set is from the California Solar Statistics (updated 7/25/2011), and is filtered to include all residential projects, under 10kW, for 21/1/2009 – 7/25/2011.

The SASH Program is designed to be a comprehensive low-income program, and serve homeowners in the most distressed and impoverished areas of California. Chart 4 below shows that over 90% of SASH clients qualify for CARE, a Program which has lower income requirements than SASH. This demonstrates that the SASH Program is mainly serving CARE-eligible homeowners – homeowners at the lowest income levels who need the savings provided from solar electric systems the most. Chart 4 also illustrates that GRID has been able to qualify SASH clients and install SASH systems at every incentive level offered within the Program. At the non-CARE rate incentive levels, GRID works with the homeowner to explore avenues to cover the gap between their system costs and their available incentive.

Chart 4: SASH Installed and Reserved Projects by Incentive Level (\$/W)



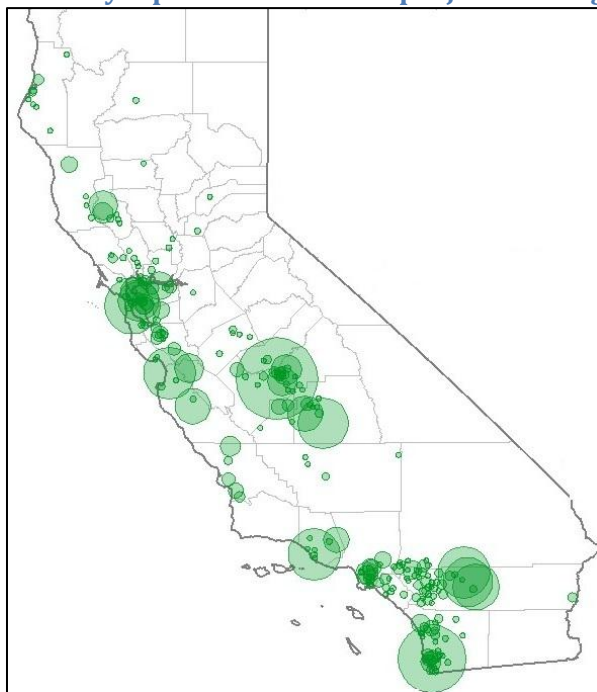
GRID works with homeowners who have a financing gap to explore individual financing options, such as client contribution or private loan, and has experienced limited success with the gap financing challenge. GRID's new partnership with module manufacturer Yingli Solar, announced in Q1 2011 and slated to continue for the duration of this year, will be a significant asset to help cover many SASH clients' gap funding requirements. Given the slow economic recovery, continued tight credit markets, and the inability for most homeowners to assume more debt, gap financing remains a potential obstacle for low-income families to participate in the SASH Program.

6. Marketing and Outreach

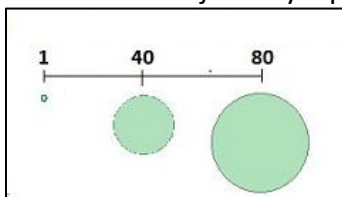
GRID currently has seven offices located in Oakland (PG&E), Carson (SCE), San Diego (SDG&E), Fresno (SCE/PG&E), Atascadero (SCE/PG&E), Riverside (SCE), and Chico (PG&E).

Map 1 below shows the location of all SASH applications through Q2 2011. This map encompasses in a small circle each installed system, reserved project, and approved application from a SASH-eligible homeowner that is presently in the design review phase. The projects are mapped by California zip code, and the larger circles as shown on the legend below the map indicate multiple projects in those zip codes.

Map 1: Location by Zip Code of all SASH projects through Q2 2011



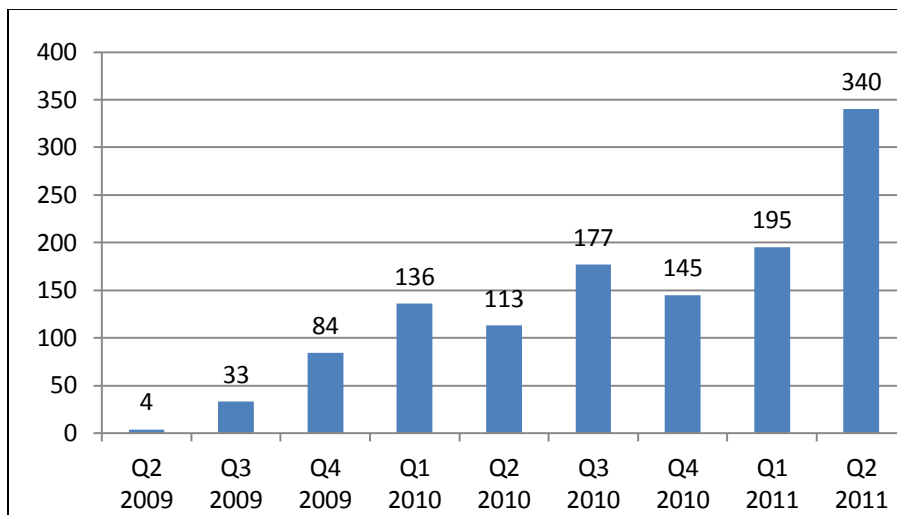
Number of SASH Projects by Zip Code



Map 1 above demonstrates that GRID’s marketing and outreach efforts are resulting in SASH projects being installed and reserved over widely disparate geographic areas throughout the IOU territories. As regional offices further augment and enhance the outreach scope in their respective counties, GRID expects the volume of projects both to increase in established zones and to reach further across the state into new communities over time.

Chart 5 below shows that GRID received 340 applications from eligible SASH clients in Q2 2011, bringing the total number of approved SASH applications to 1227 – a sufficient pool of applicants to propel the SASH Program into 2011 on-track to meet its robust installation targets for this year. GRID continued to receive a high volume of SASH applications in Q2 2011, and from disparate geographic areas – indicating both that the marketing and outreach strategies continue to be effective; and, that SASH is gaining exposure and expanding its scope throughout the state.

Chart 5: Applications Received per Quarter



GRID continued to utilize many of the marketing and outreach methods proven to be effective for recruiting SASH clients and building SASH brand recognition since the inception of the Program. These activities included: leveraging partnerships with organizations trusted by low-income homeowners, offering consumer education sessions, and increasing community exposure to the SASH program through events, media and marketing collateral.

As in the past, GRID extended partnerships with city and municipal housing departments to connect with homeowners. At GRID’s request, housing departments or other affordable housing partners send letters of introduction for the SASH Program to local eligible homeowners. Some examples from Q2 2011 include a letter of endorsement from a municipality in Humboldt County, and several targeted mailers with Homeowner’s Associations and affordable housing partners in Riverside and San Bernardino counties. As more municipal and community leaders learn about SASH and observe the positive impacts that the Program has in low-income communities, this broad cross-section of new supporters will augment GRID’s marketing and outreach endeavors in these neighborhoods, and also offer general advocacy for SASH and create awareness of the Program in wide political and professional circles.



GRID continued to leverage its existing relationships with key community partners to spearhead outreach efforts in low-income communities. This strategy has proven to be successful in these communities where individuals may be predisposed to mistrust new programs or organizations. GRID also continued to garner support and participation from the first-adopters of the SASH Program to discuss it with their neighbors and acquaintances and encourage them to contact GRID. Involving neighbors, volunteers, and civic supporters at SASH installations helps build the SASH brand recognition on-the-ground in low-income communities, and for a wide audience of stakeholders.

7. Volunteer and Workforce Development

GRID's unique volunteer-based installation model has made every in-house SASH project a workforce development opportunity for a broad range of professional interests. These volunteer and training opportunities can help create the solar market transformation sought through the California Solar Initiative. These opportunities create a well-informed public and proof that the technology can be adopted by everyone in every community within California. Over 6,000 individual volunteers or job trainees have already participated in a SASH installation and thousands more will help bring the SASH Program and solar energy to low-income families throughout the state and will prove solar is a technology for all communities.



GRID ensures that the volunteers on SASH projects are adequately trained in safety and installation techniques and understand the SASH Program, the California Solar Initiative, and the benefits of PV-solar by requiring all volunteers to attend a mandatory volunteer orientation. Since the inception of SASH, over 4,000 individuals have completed GRID's mandatory volunteer orientation and the majority have gone on to participate in an installation. In Q2 2011, GRID's offices held over 30 orientations that were each attended by 10 to 40 prospective volunteers. GRID also offered Team Leader trainings in Q2 2011 to qualify volunteers for both Ground Team Leader and Roof Team

Leader roles. These sessions are geared toward more experienced volunteers, and many team leaders participate in order to gain valuable resume-building experience that will aid them in their job search in the solar installation sector. These classes educate participants about more advanced PV installation techniques. Participants leave with enhanced awareness of PV solar and develop additional skills to increase their employability in California's solar industry.

Volunteers and job trainees form the backbone to GRID's installation model and will be an important part of the overall success of the SASH program. Through Q2 2011, the SASH Program has provided over 10,000 opportunities for volunteers to become involved and over 2,000 opportunities specifically for solar installation job trainees, further strengthening California's solar industry. GRID's volunteer positions on installations fill up quickly, and many volunteers join the waiting list for a position on an installation. The fact that each GRID office has a waiting list of volunteers vying to participate in SASH

installation implies that SASH is fulfilling an unmet need for many individuals: the need for hands-on training in solar installations, and the desire to be a part of the important work of bringing solar to low-income communities.

GRID Alternatives has incorporated “green job” training and workforce development initiatives into the SASH Program with the following initiatives:

- **Integration of hands-on solar installation experience into low-income job training programs.** GRID Alternatives partners with existing job training organizations to incorporate GRID Alternatives’ volunteer-based installation projects into their construction training curricula. GRID Alternatives dedicates 20% of its internal installations for these trainees to build hands-on experience with real-world solar PV installations that have conditions and requirements comparable to what they would encounter in private industry.
- **GRID Team Leader and ongoing hands-on opportunities of job trainees.** In addition to reserving entire installations for job training partnerships, GRID gives individual job trainees priority to participate on volunteer installations. Additionally, job trainees can participate in GRID’s “Team Leader Program” that provides leadership roles on GRID’s volunteer installations. These opportunities give a job trainee more opportunities to get the critical hands-on PV-installation experience required by most PV-solar contractors.
- **Team Leaders may apply their experience toward NABCEP certification.** The North American Board of Certified Energy Practitioners (NABCEP) is widely recognized and accepted as the definitive certification for solar energy professionals. An individual pursuing NABCEP’s PV solar installer certification must meet the Board’s requirement of having completed two PV solar installations as part of their application. One of the auxiliary benefits for a GRID Team Leader to become “Certified” to lead volunteer SASH installations by completing various GRID Team Leader requirements is that the experience can be applied toward meeting NABCEP’s requisite installations. Several of GRID’s standout “Certified” Team Leaders have applied their GRID experience toward their successful pursuit of their NABCEP certification, thereby improving their resume for prospective employers and making them more competitive in the job market.
- **Paid work and job placement opportunities for training program graduates.** Students or graduates of these job training organizations may be provided with short-term paid work and opportunities for long-term job placement in the solar PV industry through the Subcontractor Partnership Program. These trainees will work alongside experienced installers from for-profit companies to install SASH systems, reducing total installation costs for the homeowner while providing the job trainees and the contractors with extended, paid “field interviews” where the trainees can be evaluated for available long-term installer positions with the company.
- **Innovative new partnerships between private industry and community-based job training organizations.** The Sub-Contractor Partnership Program’s job training requirement helps foster new partnerships between for-profit sub-contractors with local workforce development programs. The requirement that sub-contractors use one or more job trainees for each SASH



installation often causes the for-profit company to look to community job training organizations or other local green job programs that they otherwise might not have considered when hiring new staff. Not only does this increase the breadth and impact of SASH on the solar industry's job development, but also can prove to a for-profit contractor that solar can be a viable technology for all and that outstanding employees can come from all neighborhoods and backgrounds.

- **General volunteering opportunities.** Over 6,000 volunteers have completed GRID's volunteer/solar orientation. Since the inception of the SASH Program, nearly 4,000 volunteers participated in GRID's educational solar orientation program and worked directly on SASH installations. The orientation program allows GRID to promote solar energy and educates volunteers on solar technologies, the importance of energy efficiency, and the CSI incentive programs.

Providing low-income individuals with hands-on solar installation experience and avenues to employment in the growing solar PV installation industry is an important part of GRID Alternatives' mission to empower communities in need through renewable energy. GRID Alternatives currently partners with a growing number of low-income job training organizations interested in providing green-collar job training to their constituents. These programs need to provide real-world, hands-on experience for their trainees. GRID's volunteer-based installation model lends itself perfectly to this need – these projects serve as a solar PV version of a teaching hospital, where trainees can “learn by doing” in the field and gain valuable exposure, experience and skills that will significantly increase their employability.

The Sub-Contractor Partnership Program requires all contractors to use one or more current or recent solar job trainees on each sub-contracted SASH installation. Through Q2 2011, over 200 paid employment opportunities for job trainees have resulted from installations orchestrated through this Program. Though there is not a requirement to hire the trainee for full-time work, several sub-contractors have promoted the job trainees they employed on SASH installs to full-time work with the company. This becomes a double benefit to the low-income community since many solar job trainees come from the same communities that the SASH Program aims to serve. GRID encourages sub-contractors to hire from the local communities whenever possible and provides contact lists of eligible local programs and job training partners to assist in this endeavor. This will continue to propel the California solar industry forward and provide long lasting benefits beyond the scope of the CSI and SASH programs' lifecycles.

8. Sub-Contractor Partnership Program

The SASH Sub-Contractor Partnership Program (SPP) provides opportunities for licensed CA contractors to participate in SASH installations. Qualified contracting companies agree to a reduced cost model and commit to hiring at least one eligible job trainee for each SASH installation. SASH projects that are too dangerous for volunteers to be involved, such as those with steep roofs, or homes that are located in geographically disparate areas from GRID's offices are generally installed by sub-contractors.

Due to the significant interest by private contractors to participate in the Sub-Contractor Partnership Program, GRID temporarily closed SPP to new applicants in November 2010. There is a high level of



participation in the program and closing the program to new applicants allows GRID to work with existing SPP partners to streamline the program and to develop the strong partnerships requisite for the program's long-term success. If necessary, GRID will re-open the program in the future, but GRID is confident that the existing contractors can handle the volume of projects planned for upcoming quarters.

Presently there are 30 active sub-contractors working with GRID's seven regional offices throughout the state. Since the beginning of the Program, SASH sub-contractors have installed and interconnected 134 SASH solar electric systems – over 40% of these were completed in Q2 2011. SPP is an integral part of SASH and will continue to increase its installation volume each year.

The SPP program promotes partnerships between solar contractors and local workforce development programs by incorporating a job training requirement for all sub-contracted SASH projects. This becomes a double benefit to the low-income community since many solar job trainees come from the same communities that the SASH Program aims to serve. GRID encourages sub-contractors to hire from the local communities whenever possible and provides contact lists of eligible local programs and job training partners to assist in this endeavor.

By requiring SASH sub-contractors to hire a job trainee for each installation, new connections are frequently formed between for-profit solar installers and community job training organizations and schools. Conventionally, solar companies may not look to community green jobs training programs when hiring a new team member; but, with the SASH requirement, the company now serves as a bridge between a job training organization and a paid employment opportunity in the solar installation field for a recent graduate.

9. Energy Efficiency

Energy efficiency (EE) remains an important part of the SASH program and the overall mission of GRID Alternatives. GRID believes that energy efficiency is the essential first step to implement in clients' homes before installing solar PV. To this end, GRID performs an energy efficiency audit for every SASH applicant and shares comprehensive EE report with the homeowner. The EE report is based on the Department of Energy's Home Energy Saver online tool. The audit is conducted regardless of the clients' enrollment into CARE or LIEE. GRID works with the LIEE program administrators to enroll homeowners into LIEE if they are eligible, and with the IOUs to streamline LIEE enrollment for SASH clients. The following Table 5 summarizes the number of homeowners that qualified and were enrolled into the LIEE programs.

Table 5: LIEE Enrollment

Utility	Total
PG&E	325
SCE	363
SDG&E	109
Total	797