

California Solar Initiative  
Progress Report  
March 2010  
Data Annex

## Contents

<b>1</b>	<b>Program History and Structure .....</b>	<b>1</b>
<b>2</b>	<b>Additional CSI Program Demand Statistics.....</b>	<b>3</b>
2.1	<i>PBI Incentive Demand .....</i>	<i>3</i>
<b>3</b>	<b>Administrative Statistics.....</b>	<b>4</b>
3.1	<i>Application and Incentive Processing Times.....</i>	<i>4</i>
3.2	<i>Installation time .....</i>	<i>7</i>
3.3	<i>Interconnection time .....</i>	<i>7</i>
3.4	<i>Incentive claim processing .....</i>	<i>8</i>
<b>4</b>	<b>CSI Program Trainings.....</b>	<b>12</b>
4.1	<i>PG&amp;E Training Offerings .....</i>	<i>12</i>
4.2	<i>SCE Training Offerings.....</i>	<i>12</i>
4.3	<i>CCSE Training Offerings.....</i>	<i>13</i>
<b>5</b>	<b>Program Dropouts.....</b>	<b>15</b>

## List of Figures

Figure 1.	Number of PBI systems by system size and Program Administrator.....	3
Figure 2.	Residential reservation processing .....	6
Figure 3.	Non-residential reservation processing .....	6
Figure 4.	Residential project completion times .....	11
Figure 5.	Non-Residential project completion times .....	11

## List of Tables

Table 1.	Incentive MW available by step, by program administrator and customer class.....	2
Table 2.	Time from application to reservation .....	5
Table 3.	Installation time .....	7
Table 4.	Interconnection time.....	7
Table 5.	Incentive claim processing times .....	9
Table 6.	Payment time .....	10
Table 7.	Number of trainings by Program Administrator .....	12
Table 8.	CSI MW dropouts and dollar differentials.....	16

*This report was compiled by the California Solar Initiative Program Administrators – Pacific Gas and Electric Company (PG&E), Southern California Edison Company (SCE), and the California Center for Sustainable Energy (CCSE) – pursuant to direction from the CPUC.*

## **1 Program History and Structure**

The original step allocations and megawatt goals were divided among the three investor-owned utilities (IOUs) according to the proportion of their respective electricity sales. Table 1 shows the original MW goals of the program allocated to PG&E, SCE, and CCSE (for SDG&E territory), separated into residential and non-residential segments. The goals and budgets were determined by each utility's percentage of electricity sales compared to the total of all utility sales. These allocated percentages are: PG&E - 43.7%; SCE - 46.0%; and SDG&E - 10.3%.

As each Program Administrator receives applications for solar incentives, it tracks the total MW reflected in the applications received. Table 1 also shows the actual MW available or used at each step. The "actual" MW amount is different than the "original" MW amount because the actual amount takes into account program dropouts and represents the actual number of MW that will be paid out at a given step.

Finally, the highlighted sections of Table 1 show the current step for each Program Administrator and each customer segment, based on CSI Program demand as of December 2009.

**Table 1. Incentive MW Available by Step, Program Administrator, and Customer Class**

Step	MW in Step	PG&E (MW)				SCE (MW)				CCSE in SDG&E Territory (MW)				SoCalGas <sup>4</sup>			
		Residential		Non-Residential		Residential		Non-Residential		Residential		Non-Residential		Residential		Non-Residential	
		Original	Actual <sup>2</sup>	Original	Actual	Original	Actual	Original	Actual	Original	Actual	Original	Actual	Original	Actual	Original	Actual
1 <sup>3</sup>	50	0.0	0.0	27.8	27.8	0.07	0.1	12.4	12.4	0.0	0.0	6.4	6.4	0.0	0.0	3.3	3.3
2	70	10.1	13.1	20.5	32.9	10.6	10.7	21.6	26.7	2.4	2.4	4.8	10.1	SoCalGas was a Program Administrator in 2006 before CSI became a separate program on January 1, 2007.			
3	100	14.4	14.8	29.3	33.8	15.2	16.5	30.8	35.5	3.4	4.9	6.0	8.0				
4	130	18.7	20.5	38.1	49.6	19.7	9.4	40.1	47.3	4.4	5.8	9.0	12.6				
5	160	23.1	25.3	46.8	72.5	24.3		49.3	41.3	5.4	5.7	11.0	18.0				
6	190	27.4	12.9	55.6	25.8	28.8		58.6		6.5	3.9	13.1	9.2				
7	215	31.0		62.9		32.6		66.3		7.3		14.8					
8	250	36.1		73.2		38.0		77.1		8.5		17.3					
9	285	41.1		83.4		43.3		87.8		9.7		19.7					
10	350	50.5		102.5		53.1		107.9		11.9		24.2					
<b>Sector Subtotal</b>		<b>252.4</b>		<b>512.3</b>		<b>265.7</b>		<b>539.5</b>		<b>59.5</b>		<b>120.8</b>					
<b>All Sectors</b>		<b>746.7</b>				<b>805.2</b>				<b>180.3</b>							
<b>Percent of All IOUs</b>		<b>43.7%</b>				<b>46.0%</b>				<b>10.3%</b>							

**Source:** CPUC data request to Program Administrators, dated March 8, 2010, and covering data through December 31, 2009.

**Notes:** (1) Shading in the table denotes Current Step as of December 31, 2009.

(2) The “Actual” MW field in Table 1 denotes the actual amount of MW that are either actively reserved or completed in each step and will be paid out at the given incentive level. The “Actual” MW numbers are equal to the “Original” MW in step less dropouts from that step plus dropouts from previous steps. The “Actual” numbers are current as of December 31, 2009. The “Original” MW amount represents the original number of MW allocated to the step in CPUC decision D.06-12-033, Appendix B, Table 13.

(3) In accordance with CPUC policy decisions that provided for a transition between the Self Generation Incentive Program and the California Solar Initiative, Step 1 was fully reserved in 2006 under the Self Generation Incentive Program, which was only open to non-residential projects. The 50 MW in Step 1 were not allocated across the utilities and were reserved on a first come, first served basis. Although almost all Step 1 MW were reserved by non-residential entities, Program Administrators later reallocated Step 1 dropouts into both residential and non-residential customer segments.

(4) Southern California Gas Company (SoCalGas) is an SGIP administrator and had MWs reserved in 2006 for solar projects at the Step 1 incentive level, but since SoCalGas is not a CSI Program Administrator, it has no CSI MWs reserved after January 1, 2007.

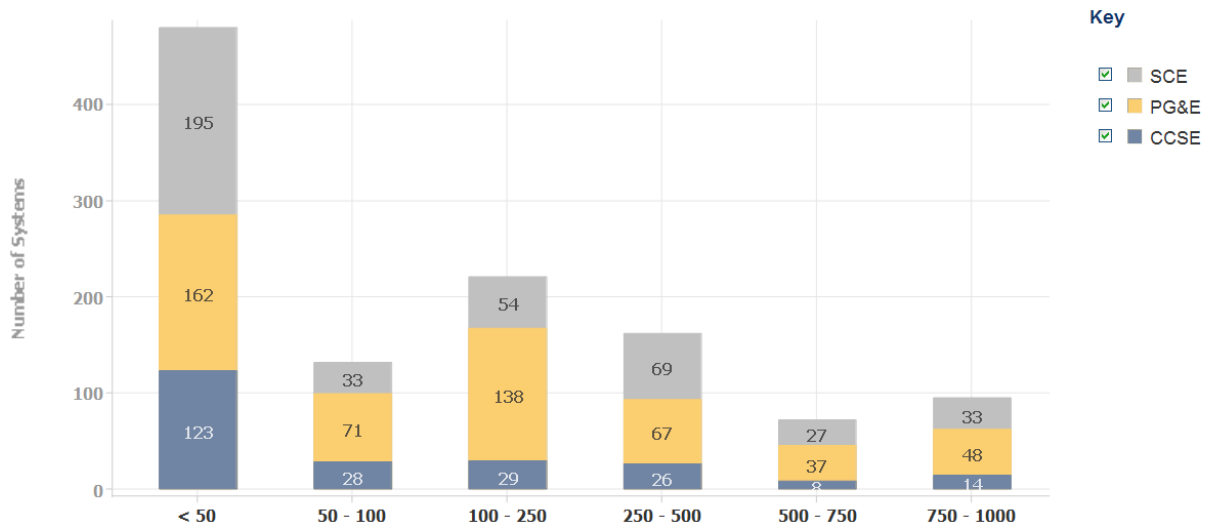
## 2 Additional CSI Program Demand Statistics

All references to capacity are reported as CEC-AC ratings (except Tables 1 and 8 which are reported in CSI rating). Additional CSI program data and information can be found at the following URL: [www.GoSolarCalifornia.ca.gov](http://www.GoSolarCalifornia.ca.gov).

### 2.1 PBI Incentive Demand

The Performance Based Incentive (PBI) path is required of larger projects in the CSI Program. Currently, the CSI Program has 1,162 PBI projects. Figure 1 shows the number of PBI systems by size and Program Administrator as of December 30, 2009.

**Figure 1. Number of PBI Systems by System Size and Program Administrator**



**Source:** [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov)

### 3 Administrative Statistics

The CPUC continues to track a number of administrative metrics in order to monitor potential program administration issues. In particular, the CPUC is interested in application and payment processing times, including the amount of time required for moving projects from (i) from application to reservation, project completion, and interconnection, and (ii) from incentive claim request to payment.

The data in this section is responsive to a CPUC data request to the Program Administrators dated March 8, 2010. The data presented is current through December 31, 2009 except as indicated.

#### 3.1 Application and Incentive Processing Times

The Program Administrators strive to process reservation requests in 30 days or less for both residential and non-residential customer applications. Table 2 shows the most recent application processing times, from the date the application paperwork is physically received and time-stamped by the Program Administrator to the date that a reservation is granted (either “first reservation reserved” status or “first pending RFP” for non-residential applications or “first confirmed reservation” status for residential applications). This time period includes both Program Administrator application processing time and time that the host customer takes to respond to requests for more information or application corrections. Table 2 compares processing times from the most recent quarter (Q4, 2009) to average processing times for the same quarter of the 2008 calendar year.

Applications for which the Program Administrator takes more than 60 days to grant a reservation typically have a problem. Problems encountered in these applications include, but are not limited to:

- Listed equipment does not match the EPBB printout
- Mailing address is different from the project site address
- Missing signatures
- Missing or incomplete documentation
- Slow customer responsiveness

**Table 2. Time from Application to Reservation**

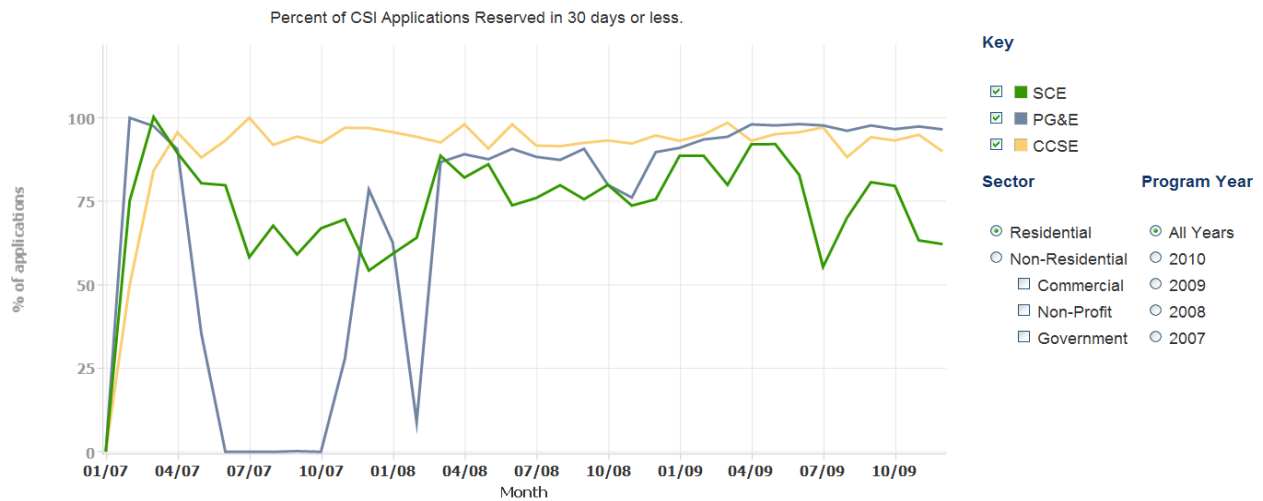
	Percent of applications whose processing time is:							
	15 days or less		30 days or less		60 days or less		Greater than 60 days	
	Q4 2009	Q4 2008	Q4 2009	Q4 2008	Q4 2009	Q4 2008	Q4 2009	Q4 2008
<b>RESIDENTIAL</b>								
CCSE	65%	87%	93%	93%	98%	97%	2%	3%
PG&E	88%	1%	97%	84%	100%	96%	1%	4%
SCE	39%	58%	71%	76%	95%	93%	5%	8%
<b>NON-RESIDENTIAL</b>								
CCSE	41.4%	41.2%	82.8%	58.8%	100.0%	70.6%	0.0%	29.4%
PG&E	58.7%	1.6%	81.5%	43.7%	96.7%	82.5%	3.3%	19.0%
SCE	1.7%	26.2%	33.3%	47.6%	65.0%	81.0%	35.0%	21.4%

**Source:** Based on public export from CA Solar Statistics at [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov).

**Notes:** “Q4 2009” includes all applications that were reserved by the Program Administrators between October 1, 2009 and December 31, 2009. “Q4 2008” refers to all applications reserved by Program Administrators between October 1, 2008 and December 31, 2008.

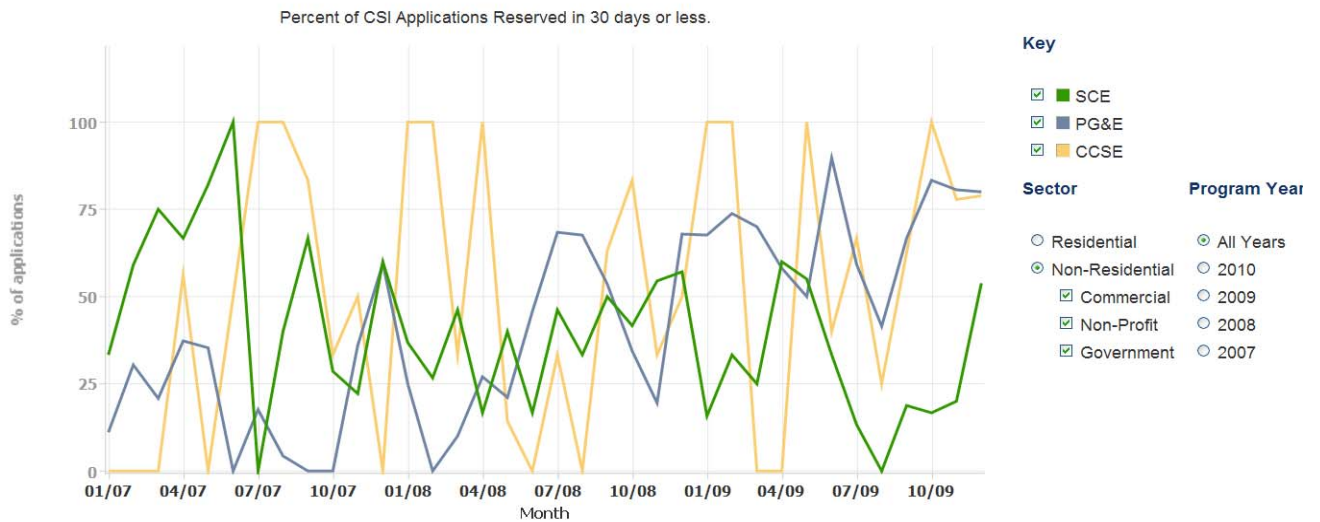
Figures 2 and 3 offer another look at our progress towards achieving administrative processing goals. These graphs show the percent of applications that were granted a reservation within 30 days, by month since the program began on January 1, 2007. The data is presented separately for each Program Administrator and is divided into residential and non-residential customer sectors. Since March 2008, the Program Administrators consistently processed the majority of residential reservations in 30 days or less. Analyzing data for non-residential applications is particularly challenging, because far fewer non-residential applications have been submitted compared to the number of residential applications, so the percentages appear erratic.

**Figure 2. Residential Reservation Processing**



**Source:** Based on public export from CA Solar Statistics at [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov). Data covers January 1, 2007-December 31, 2009.

**Figure 3. Non-Residential Reservation Processing**



**Source:** Based on public export from CA Solar Statistics at [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov). Data covers January 1, 2007-December 31, 2009.



### 3.2 Installation time

The average installation time is determined by the applicant and not the Program Administrator. Residential and commercial applicants have 12 months from the date of their confirmed reservation to submit an Incentive Claim Form (ICF). Installation times also vary according to residential and non-residential projects. Table 3 shows the average number of calendar days between the customer’s confirmed reservation date and the date that the Incentive Claim Form was received by the Program Administrator, for all applications for which the ICF was received in Q4 2009 and Q4 2008.

**Table 3. Installation time**

Average Installation Time				
	Residential Q4	Residential Q4	Non-Residential Q4	Non-Residential Q4
	2009	2008	2009	2008
CCSE	93.5	101.9	262.2	389.4
PG&E	119.9	120.7	236.2	254.4
SCE	90.3	90.9	182.3	206.2

**Source:** Based on public export from CA Solar Statistics at [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov). Data covers January 1, 2007- December 31, 2009.

### 3.3 Interconnection Time

The time for interconnection is determined by the date the utility’s interconnection department deems the application to be complete (e.g., final single line, final building permit, etc.) and the date that the utility inspects the interconnection and issues the “permission to operate” letter. This time is generally under the utility’s control and does not depend on additional inputs from other entities, such as cities, counties, etc. However, exogenous factors, such as customer availability or adverse weather conditions, may impact this process. Table 4 shows the average number of calendar days for the interconnection of residential and non-residential customer projects by IOU, for all projects that have been interconnected in the Q4 2008 and Q4 2009.

**Table 4. Interconnection Time**

	Average Interconnection Time (Number of Calendar Days)			
	Residential Q4		Non-Residential Q4	
	2009	2008	2009	2008
SDG&E	2.2	2.7	1.3	3.5
SCE	6.6	4.7	10.8	8.8
PG&E	7.5	5.7	10.7	6.4

**Source:** Program Administrators and SDG&E

### **3.4 Incentive Claim Processing**

For CSI Program participants, incentive claim processing is an extremely important part of the project timeline. Table 5 shows how quickly incentive claims are processed for different types of projects, from the date that the Incentive Claim Form (ICF) is physically received by the Program Administrator and time-stamped (often different than the date the ICF is electronically submitted in PowerClerk) to the date that the application is changed to “pending payment” status. After the ICF is submitted, the Program Administrator selects a random number of projects for onsite field inspection, during which inspectors verify that the installed system matches the system identified in the ICF application. As scheduling and inspection times often vary, projects identified in Table 5 are sorted into groups that were or were not inspected. Table 5 compares data from those projects that were identified as “pending payment” in the most recent quarter to those projects whose claims were processed in Q4 2008 and Q4 2009. The majority of residential incentive claims are processed in 60 days or less.

Applications for which the Program Administrator takes more than 90 days to process the incentive claim typically have a problem. Problems encountered with applications at the ICF stage include, but are not limited to:

- System not interconnected
- Revised EPBB not submitted to reflect changes in installed equipment
- Missing PMRS documentation
- Missing 10-year warranty for equipment and/or installation
- Incomplete or missing data about Performance Data Provider (PDP)
- Host customer unaware the need for a CSI inspection
- Failed meter or system inspection
- Missing or incomplete documentation

**Table 5. Incentive Claim Processing Times**

Percentage of applications whose processing time between "Incentive Claim Form Received" and "Pending Payment" stage is:								
	30 days or less		60 days or less		90 days or less		Greater than 90 days	
	Q4 2009	Q4 2008	Q4 2009	Q4 2008	Q4 2009	Q4 2008	Q4 2009	Q4 2008
<b>RESIDENTIAL with inspection</b>								
CCSE	28.4%	33.3%	70.4%	66.7%	87.7%	91.7%	12.3%	8.3%
PG&E	35.2%	19.9%	89.5%	69.4%	93.8%	87.2%	6.2%	14.3%
SCE	20.6%	19.3%	70.9%	64.9%	83.4%	86.8%	16.6%	13.2%
<b>RESIDENTIAL without inspection</b>								
CCSE	86.0%	81.9%	95.8%	89.7%	97.2%	91.6%	2.8%	8.4%
PG&E	84.7%	72.7%	95.4%	91.8%	97.9%	94.7%	2.2%	5.4%
SCE	64.4%	79.4%	82.9%	91.4%	92.7%	94.9%	7.6%	5.1%
<b>NON-RESIDENTIAL with inspection</b>								
CCSE	0.0%	28.6%	0.0%	42.9%	100.0%	57.1%	0.0%	42.9%
PG&E	50.0%	25.7%	80.0%	54.3%	90.0%	82.9%	10.0%	17.1%
SCE	0.0%	11.1%	33.3%	44.4%	55.6%	61.1%	50.0%	38.9%
<b>NON-RESIDENTIAL without inspection</b>								
CCSE	63.2%	64.7%	94.7%	94.1%	94.7%	94.1%	5.3%	5.9%
PG&E	72.7%	67.4%	95.5%	91.3%	98.5%	94.6%	1.5%	5.4%
SCE	41.7%	26.7%	58.3%	50.0%	75.0%	50.0%	25.0%	50.0%

**Source:** Based on public export from CA Solar Statistics at [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov).

**Notes:** "Q4 2009" includes all applications that were approved for "Pending Payment" by the Program Administrators between October 1, 2009, and December 31, 2009. "Q4 2008" refers to all applications approved for "Pending Payment" by Program Administrators between October 1, 2008, and December 31, 2008.

Table 6 shows the average number of calendar days for an application in “Pending Payment” status to reach “Completed” status (EPBB payments) or “PBI in Payment” status (PBI payments). The time from “Pending Payment” to “Completed” status reflects the amount of time it takes for payment to be made to the applicant for EPBB payments and the time from “Pending Payment” to “PBI in Payment” status reflects the amount of time it takes for the first payment to be made to the applicant for PBI Payments. Timeframes vary according to residential and non-residential projects, but also depend upon whether the project is receiving an EPBB or PBI payment.

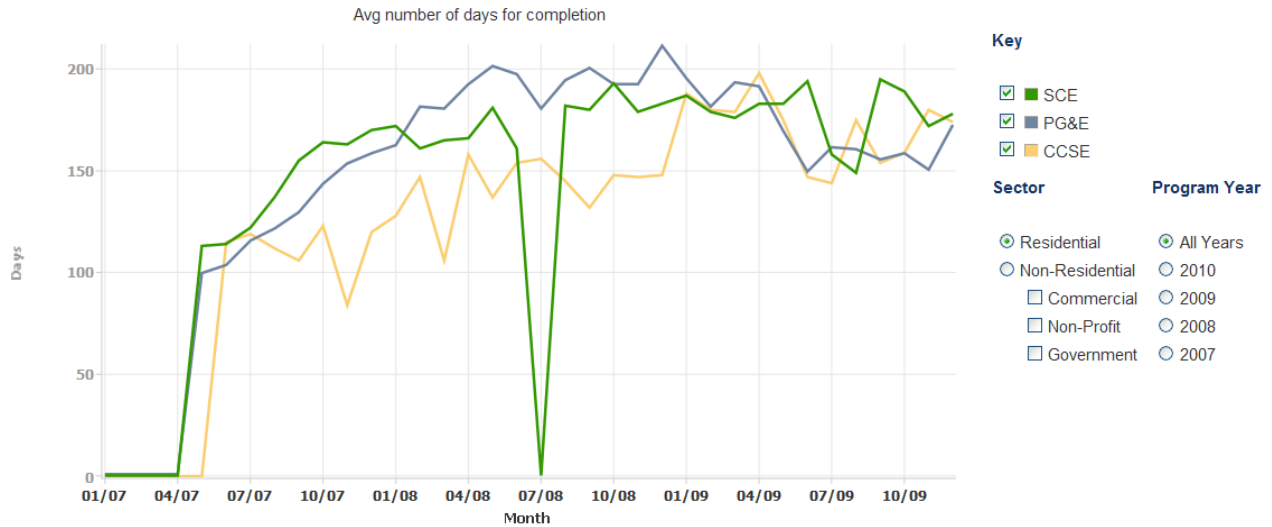
**Table 6. Payment Time**

Average Payment Time				
	Residential		Non-Residential	
	Q4 2009	Q4 2008	Q4 2009	Q4 2008
<b>CCSE</b>				
EPBB Avg Days	35.3	18.2	26.3	22
EPBB Projects	654	184	13	13
PBI Avg Days	16.5	54.6	221	33.4
PBI Projects	2	7	1	16
<b>PG&amp;E</b>				
EPBB Avg Days	8.6	12.7	8.9	15.9
EPBB Projects	1,659	1,232	55	107
PBI Avg Days	82.0	82.9	99.3	45.1
PBI Projects	2	18	12	7
<b>SCE</b>				
EPBB Avg Days	33.4	36.2	36	35.3
EPBB Projects	833	672	23	32
PBI Avg Days	53	60.1	58.2	49.5
PBI Projects	26	24	12	22

**Source:** Based on public export from CA Solar Statistics at [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov).

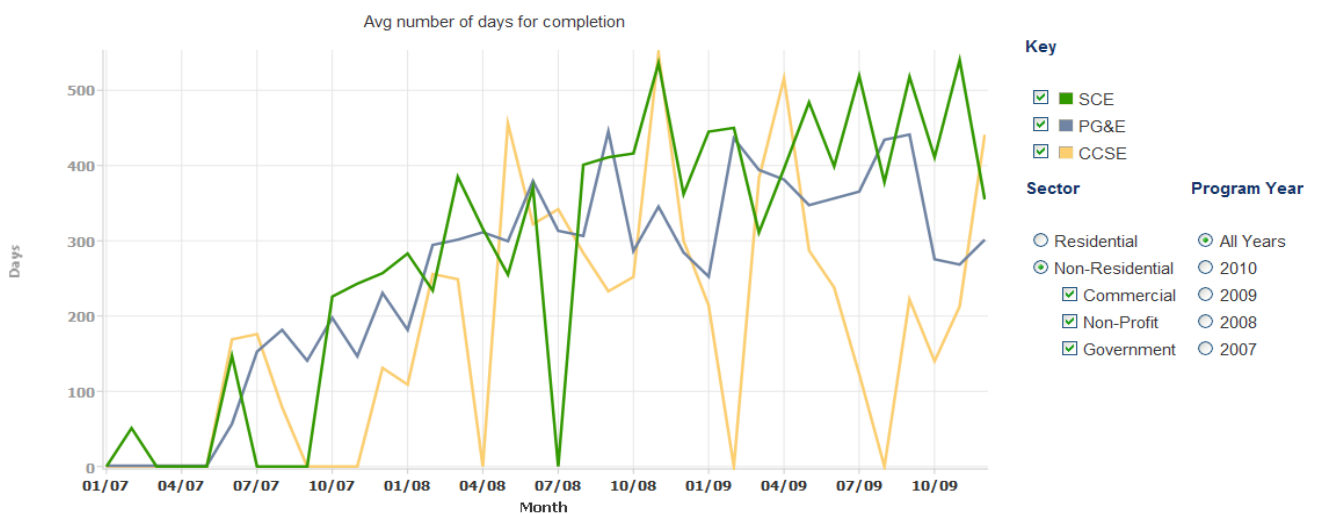
Figures 4 and 5 show the end-to-end project completion times for the past three years in calendar days for the past three years. These times reflect both the Program Administrator processing times and host customer responsiveness to inquiries, requests for additional data and inspection scheduling. The data in the figures below are separated by residential and non-residential customer projects completed in each given month, according to Program Administrator.

**Figure 4. Residential project completion times**



**Source:** Based on public export from CA Solar Statistics at [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov). Data covers January 1, 2007-December 31, 2009.

**Figure 5. Non-Residential project completion times**



**Source:** Based on public export from CA Solar Statistics at [www.californiasolarstatistics.ca.gov](http://www.californiasolarstatistics.ca.gov). Data covers January 1, 2007-December 31, 2009.

## 4 CSI Program Trainings

Each of the Program Administrators regularly offer training for both customers and solar installers on the CSI Program and the benefits and technical details of solar energy in general. In the fourth quarter of 2009, the CSI Program Administrators held 72 trainings and trained 1,755 attendees.

**Table 7. Number of Trainings by Program Administrator**

	PG&E			SCE			CCSE			All PAs		
	Q4 <sup>3</sup>			Q4			Q4			Q4		
	2007	2008	2009	2007	2008	2009	2007	2008	2009	2007	2008	2009
Number of attendees at trainings	1800 <sup>1</sup>	550	910	N/A <sup>2</sup>	529	612	163	165	233	2057	1244	1755
Number of CSI Program Trainings held	N/A	14	51	N/A	13	14	5	7	7	11	34	72

**Source:** CPUC data request to PAs dated March 8, 2010.

**Notes:** 1) PG&E did not record the number of trainings in 2007. The 1800 number of attendees is the total for 2007.

2) SCE did not record the total number of classes or attendees in 2007.

3) "Q4" refers to the period October 1 through December 31 of a given year.

### 4.1 PG&E Training Offerings

In the fourth quarter of 2009, PG&E's education and training efforts were varied and widespread. Aimed at reducing operational and administrative costs and increasing the adoption of solar and energy efficiency, PG&E offered more than 50 classes in just this fourth quarter alone. Highlights included partnering with our communities on the city and county level to optimize our reach. Examples of our partners included but were not limited to San Mateo, Belmont, Sonoma and San Francisco.

The fourth quarter rounded out an exceptional year of training for PG&E, whereby over 4,500 customers participated in one of our live or online classes. Moving into 2010, PG&E is leveraging some lessons learned from 2009 education including the need for even greater frequency of classes and more targeted outreach to the key audiences appropriate for the applicable subject matter. As requested during our fourth quarter classes, we'll also focus more on solar's connection with energy efficiency and other Integrated Demand-side Management programs as well as the range of solar issues across the value chain.

### 4.2 SCE Training Offerings

SCE continues to offer classes geared toward non-residential and residential customers, both of which attract the solar installer community. Since the CSI program's inception, SCE has reached over 2,600

non-residential customers through 70 “Intro to CSI” classes, and more than 3,400 residential customers through 44 Homeowner Solar Information Sessions (HSIS). Since SCE began offering the “Intro to CSI” class via Webinar in 2008, 198 attendees have participated via 15 Webinars.

#### **4.2.1 Intro to CSI Classes**

The “Intro to CSI” class is a course designed for solar contractors, self-installers, managers and PV owners, and features new and updated information on the CSI Program. During the course discussion, information is given on how to participate in the program; system basics, including the different types of solar systems, metering, monitoring, site and equipment requirements; and PowerClerk, to name just a few. In addition, beginning in 2009, SCE enhanced the Interconnection information provided during this course.

#### **4.2.2 Homeowner Solar Classes**

SCE’s HSIS (homeowner) classes are 90-minute, easy-to-understand sessions that provide the basics of how residential customers can “go solar” without the “techy” jargon so often used and confusing to potential solar customers.

The subject matter SCE presents in both the “Intro” and “HSIS” classes is updated as program needs require. SCE also makes adjustments based on feedback received from attendees.

For more information, please visit:

[www.sce.com/solarleadership/gosolar/california-solar-initiative/Training/training.htm](http://www.sce.com/solarleadership/gosolar/california-solar-initiative/Training/training.htm).

### **4.3 CCSE Training Offerings**

CCSE’s 2009 trainings built on our prior success in educating customers about the benefits of solar. We believe our efforts to educate homeowners contributed to the two residential step changes CCSE went through in 2009. In mid June 2009, the residential step level dropped to Step 5. Between mid June 2009 and October 2009, a period of just over four months, the incentive step again dropped to Step 6.

CCSE also created a very successful series of workshops focused on getting the word out to business owners about the benefits of solar. The workshop series entailed five events discussing the details of solar financing structure, specific to power purchase agreements. This seminar concluded with a mixer that was geared toward prospective customers and solar energy providers.

The trainings and workshop efforts CCSE provided to the San Diego region through our *Solar for Homeowners* monthly workshops, *PPA Seminars*, radio ads and the various outreach events such as the premier solar event in the San Diego Region, *Solar Energy Week*, helped facilitate a growing number of homeowners and business owners go solar.

At the same time, CCSE sustained its efforts to ensure solar contractors understand the CSI Program and complete the application process as efficiently as possible. While CCSE continued to place heavy emphasis upon solar contractor outreach in regards to application processing efficiency, CCSE led the way in assisting the transition of many new contractors who have now entered the solar industry. Building on 10 years of solar incentive programs in the State of California, the solar industry is at a

crossroads in solar growth and ethics. Partnering with stakeholders such as CALSEIA, CCSE helped educate solar providers about the ethical business practices that are needed to help make the solar market sustainable.

#### **4.3.1 California Solar Initiative (CSI) Application Process**

CCSE holds a quarterly workshop focusing on the CSI application process and any recent changes to the program. This training session is designed for contractors, but is open to the public.

#### **4.3.2 Solar Shade Workshops**

On a monthly basis, CCSE holds a solar shade workshop that reviews the CSI program's shade measurement requirements and the CSI inspection protocol; CCSE strongly encourages all installers to attend.

#### **4.3.3 Solar for Homeowners**

CCSE conducts a solar for homeowner's workshop that educates homeowners in the San Diego area, providing them with the basics of how to read their annual electricity usage and properly size a PV system for their home as well as an overview of the California Solar Initiative and the financial and environmental benefits of going solar.

#### **4.3.4 Solar Sales and Marketing Ethics Training**

To underscore the importance of business ethics in the growing solar market, CCSE offered a sales and business ethics workshop in November 2009 in partnership with the California Solar Energy Industries Association (CALSEIA) to promote high standards of conduct in the solar marketplace.

In the last quarter of 2009, CCSE continued educating residential and nonresidential customers and solar contractors. Moving into 2010, CCSE is increasing its outreach and education activities. Since January 2010, we are offering the workshop *Solar for Homeowners* twice a month, and we have offered the *CSI Application Process* workshop three times this year due to the changes in processing. Starting March 2010, we will be offering the following workshops: *Solar for Contractors* (in partnership with the Solar Training Institute), *What Every Solar Contractor Must Know* (in partnership with the California State License Board), *California Solar Initiative Overview*, and *Solar Careers and Opportunities and the Business of Solar* (in partnership with Verve Solar Consulting).

For more information, visit: [www.energycenter.org](http://www.energycenter.org) and click on "Events & Workshops".



## 5 Program Dropouts

The CPUC hosted a workshop on CSI Program Dropouts and their effects on the CSI Budget in July 2008. Since that time, CPUC staff has continued to monitor and report on both the CSI Program dropout rate and the amount of incentive dollars unreserved when projects and their associated MW drop out of a higher incentive level and are added back in to the program after a step change, at a newer, lower incentive level.

**The CSI dropout rate is currently about 18.7%.** As of 12/30/2009, about 18.7% percent of reserved MW has dropped out of the Program, representing 19.9% of reserved incentive dollars. This average dropout rate was calculated from the Public Data Export, which draws on data from the 12/30/2009, PowerClerk data, and includes *only those applications that have ever been granted a CSI reservation* (non-blank “Reservation Reserved” or “Confirmed Reservation” or “Pending RFP” date for non-residential projects, and non-blank “Confirmed Reservation” date for residential projects).

CPUC staff also continues to monitor the potential for future dropouts, based on projects that have passed the normal implementation timeline without becoming complete. For residential and commercial projects, this normal implementation timeframe is 12 months after a reservation is granted, and for government and non-profit projects the normative timeframe is 18 months after a reservation is granted. According to the PowerClerk data, approximately 7.4 % of total reserved MW, representing 7.9% of reserved incentive dollars, remain “active” and incomplete beyond their normal implementation time under the CSI Program, though it is important to note that the majority of these projects have demonstrated installation progress to the CSI PAs and have been granted extensions in accordance with the rules of the CSI Program Handbook. However, if we were to assume that all these incomplete projects will drop out, the percentage of incomplete projects beyond their normative timeframe plus the existing percentage of Program dropouts would yield an overall dropout rate of no more than 26.1% of reserved MW and 27.8% of reserved incentive dollars. Even this “worst case scenario” dropout rate is significantly less than the programmatic dropout rate of the CSI Program’s predecessor, the Self Generation Incentive Program, which experienced dropout rates for solar projects at or above 50%.

**There are about \$56 million in unreserved incentives associated with CSI Program dropouts.**

Additionally, when CSI projects drop out of the program and their associated MW are added in at a lower incentive rate, a small amount of incentive dollars become “unreserved”. For example, if a 1 MW commercial project were to be reserved at incentive Step 4, its associated incentive would be \$1.9 million (1 MW x \$1.90/watt incentive). If that project was to drop out, and the MW was to be added back in at incentive Step 5, the associated incentive would be \$1.55 million (1 MW x \$1.55/watt incentive). That represents a difference of \$350,000 in unreserved incentive. The CPUC requires Program Administrators to regularly report on the amounts of these unreserved incentives, and publishes the overall sum of these unreserved incentives in the quarterly Staff Progress Reports. Table 8 shows that as of December 31, 2009, the sum of all unreserved incentive dollars was approximately \$56 million as reported by the Program Administrators in their responses to the CPUC Data Request dated March 8, 2010.

**Table 8. CSI MW Dropouts and Dollar Differentials**

Step	PG&E			SCE			CCSE			Total		
	Res MW	Non-Res MW	\$ million un-reserved <sup>1</sup>	Res MW	Non-Res MW	\$ million un-reserved	Res MW	Non-Res MW	\$ million un-reserved	Res MW	Non-Res MW	\$ million un-reserved
1	3.3 <sup>2</sup>	13.4		0.1	6.9		0.0	6.2		3.4	26.5	
2a	0.0	3.1		0.1	0.1		0.0	0.8		0.1	4.0	
2b	1.4	12.7	9,207,365	1.3	5.2	2,976,313	0.2	1.8	1,677,605	2.9	19.7	13,861,283
3	2.0	12.1	7,939,130	1.2	10.6	5,912,367	1.6	3.1	2,034,028	4.8	25.7	15,885,525
4	11.1	28.8	9,008,275	0.1	26.3	7,915,774	1.4	6.6	1,967,468	12.6	61.7	18,891,517
5	1.5	23.1	7,431,742	-	3.5	-	0.1	0.4	5,769	1.6	27.0	7,437,511
6	9.1	1.7	-	0.0	0.0	-	0.0	0.0	-	9.1	1.7	-
<b>Total</b>	<b>25.1</b>	<b>78.5</b>	<b>33,586,512</b>	<b>2.6</b>	<b>45.5</b>	<b>16,804,453</b>	<b>3.3</b>	<b>11.9</b>	<b>5,684,870</b>	<b>31.1</b>	<b>135.9</b>	<b>56,075,836</b>

**Source:** CPUC data request to Program Administrators, dated March 8, 2010 and covering data through December 2009.

**Notes:** 1) The “\$ unreserved” figure is an estimate based on the assumption that all non-residential dropouts are commercial projects. The actual figures may differ slightly based on government & non-profit participation in the steps. The “\$ unreserved” figure does not equal the total amount of incentive money associated with the dropped-out MW.

2) Steps 1 and 2a were fully reserved under the Self Generation Incentive Program in 2006, and these applications were subject to different programmatic rules.

Therefore, Step 1 and 2a dropout rates are not directly comparable to the rates for Step 2 and beyond, and are not included in the totals row at the bottom of Table 8