

SUMMARY

Stanford-Affiliated Homeowner Volume Discount Solar PV Program

In response to successful community volume discount programs in Portola Valley, Woodside, and Mountain View, the Stanford Campus Residential Leaseholders (SCRL) organization is facilitating a similar community volume discount program for solar photovoltaic (PV) installations for Stanford-affiliated homeowners. Stanford-affiliated homeowners consists of all faculty and staff homeowners living on campus or within 15 miles of campus. It includes condominium and townhouse owners.

Solar PV systems generate electricity directly from sun light, as contrasted with solar hot water systems widely used for heating swimming pools. The same large local solar PV contractor, SolarCity, has offered to let SCRL facilitate an identical community volume discount solar PV program to Stanford-affiliated homeowners as these three cities. The discount consists of an initial reduced community price, followed by a possible further reduction in price, if the total Stanford-affiliated homeowners' solar PV installations exceed a community-wide threshold. If there is enough interest by Stanford-affiliated homeowners as a group to exceed the community threshold, a total discount of about 20% over typical Bay Area solar PV pricing may be available for a limited time.

By bringing down the initial cost to each participant homeowner, solar PV systems can become more affordable, and we can thus enable our community to move toward reducing our environmental impacts -- not to mention substantial reductions our individual PG&E electricity bills.

Participation in the Stanford-affiliated homeowner community volume discount program is entirely voluntary.

Neither SCRL nor Stanford University has any financial stake in this project.

WHY SOLARCITY? SolarCity appears as the only and certainly the most experienced company in offering community solar PV volume discount programs. SolarCity is a Bay Area firm¹ that has a track record of attractively priced community discount projects in Portola Valley, Woodside, and Mountain View, and is currently establishing similar programs for Berkeley, Castro Valley, Menlo Park and Atherton, San Jose, and Santa Monica. The scope of their services includes handling all paperwork for state and federal rebates, floating the state rebate so that participants do not have to wait for its receipt, and importantly, providing post-installation, life-of-system remote monitoring at no additional cost to be sure

¹ SolarCity is one of the largest solar contractors in the Bay area with over 80 employees. It was created recently when several smaller contractors consolidated, including the solar division of Palo Alto Hardware. Combined it has six years of experience, and has done over 500 solar installations. It recently received \$10 million in funding from the co-founder of Tesla Motors, the electric car company.

each installation performs as planned. As far as we know, no other local solar PV contractor currently offers these benefits.

For more details on the Stanford-affiliated homeowner community discount program, including estimated cost and savings examples, see the Frequently Asked Questions document posted on the SCRL website:

<http://www.stanford.edu/group/scrl/> under "News"

TIME IS OF THE ESSENCE. California's Solar Initiative offers "early adopter" rebates that decline as more homes install solar PV systems state-wide. This plus the possibility of the additional community volume discount suggests that now is an attractive time to install solar PV systems. The company can pass along the additional community volume discount only if enough Stanford-affiliated homeowners commit to installation during the sign-up period.

Sign-ups for the SolarCity Community Volume Discount Program for Stanford-affiliated homeowners are underway and extend only until **July 16th, 2007**. (The solar PV installations themselves occur some time thereafter, depending on demand.)

Solar installations are not practical in all situations. If you are interested in an analysis of whether a solar PV system would make sense for your home, we encourage you to

1. Review your past year's PG&E electric bills,
2. Read the Frequently Asked Questions document posted on the SCRL website: <http://www.stanford.edu/group/scrl/>, under News
3. Consult with SolarCity at <http://www.solarcity.com> or phone 888-765-2489 and/or other solar PV contractors

as soon as possible to preserve your option of participating in the community volume discount if the total installations' threshold is reached. Since each homeowner must first receive an individualized solar PV evaluation and cost estimate, interested homeowners should not delay in starting the process. The July 16th deadline for opting in or out of the community-related discounts applies to those who have already received their solar PV proposals.

PLEASE LET US KNOW. If enough Stanford-affiliated homeowners are interested, SCRL will organize a second informational meeting (A meeting for on-campus homeowners was held on May 23rd) with representatives from SolarCity. Please help us arrange a meeting by clicking on the link below; it is a very short survey to let us know your level of interest in the proposed Community Solar Volume Discount Program for Stanford-affiliated homeowners.

<http://www.surveymonkey.com/s.asp?u=429743761613>

The location and timing of the meeting will be announced by e-mail to those responding to the short survey.

Thank you,

SCRL Solar Committee: Rita Koltai, Jeff Moore, Jeannie Siegman, Chuck Witcher, Mary Lou Zoback, Chair