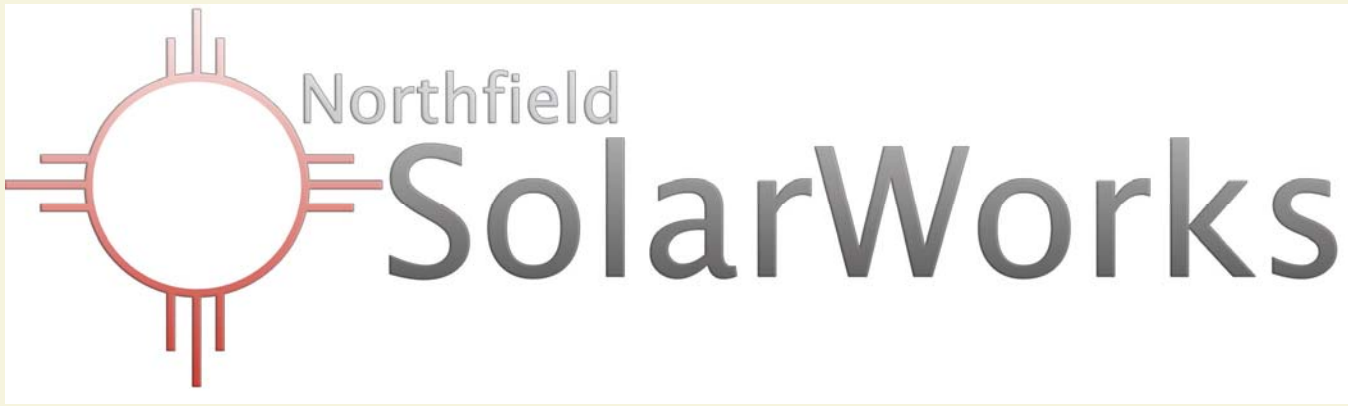
Northfield SolarWorks

May 11, 2006

RENew Northfield

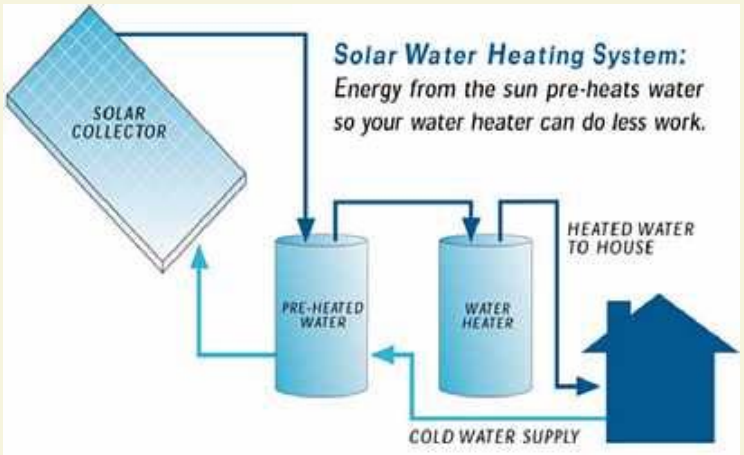


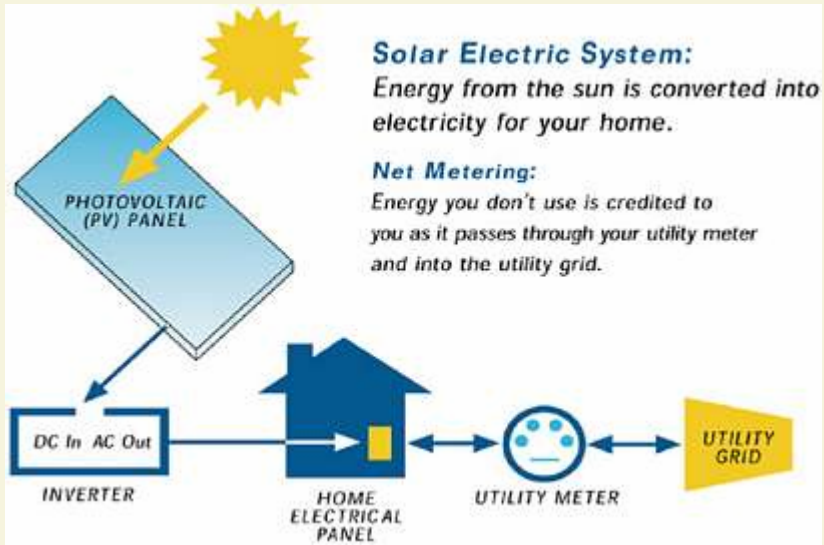
Why should I consider investing in solar?

- Reduce air pollution
- Save money on gas and/or electricity bills
- Protection against future energy price increases

What is Northfield SolarWorks?

•Initiative to spur installation of many solar water heating and solar electric (photovoltaic or PV) systems in the Northfield area





Diagrams and photos: IPS Solar, http://www.ips-solar.com

What is Northfield SolarWorks?

- Bulk buy of solar water heating equipment in partnership with solar installer IPS Solar (http://www.ips-solar.com/) of Minneapolis
- Owner installations, or installations through other contractors, are also an option
- Solar electric, or photovoltaic, systems also encouraged

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Objectives:

- Facilitate installation of at least 20 solar water heater systems in the Northfield area by December 31, 2006
- Facilitate installation of as many PV systems as possible in the area during the same time period

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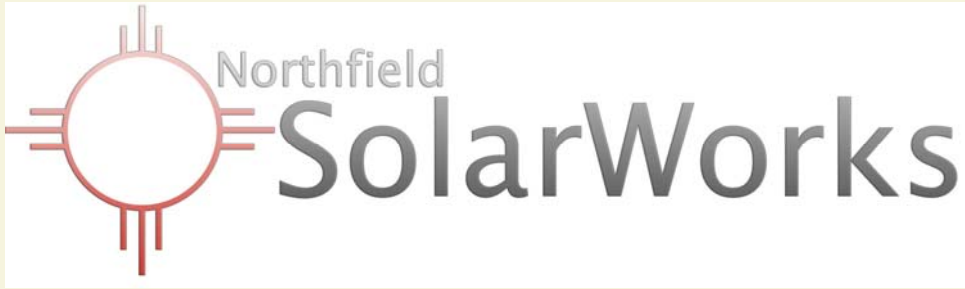
Has this been done anywhere else?

- The SE Como neighborhood (Minneapolis) is in the midst of a similar pilot project (http://www.secomo.org/Solarpage.htm)
- 39 home/business owners signed up for solar site analyses
- About 20 are proceeding with solar work this summer



How will it work?

RENew Northfield will coordinate and facilitate:

- Solar site analyses for area homeowners and business owners, and
- Below-market-cost bulk buying of solar water heating systems
- Potential for installation savings on associated solar heating and/or PV systems as well

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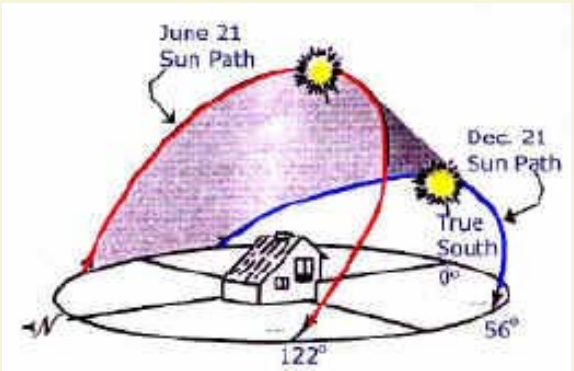
What are the steps to take?

1. **Sign up for a solar site analysis (performed by IPS Solar and/or RENew Northfield) to determine which solar option(s), if any, make sense at your site ($95 cost)**
2. **Solicit bids from IPS Solar and/or other contractors**
3. **When target of 20 participants committing to bulk buy through IPS Solar is reached, materials order placed**
4. **Schedule work beginning around September 1 2006**



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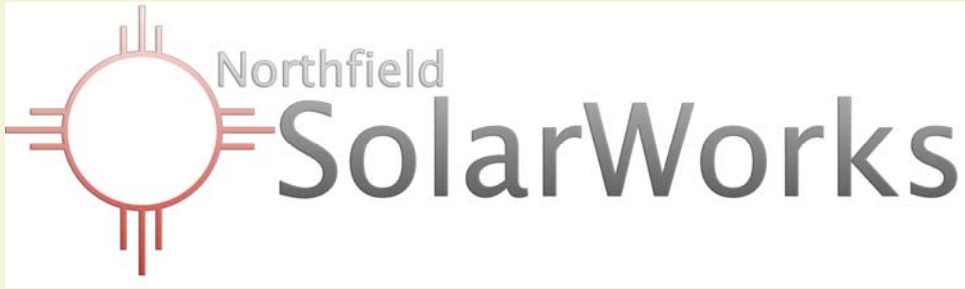
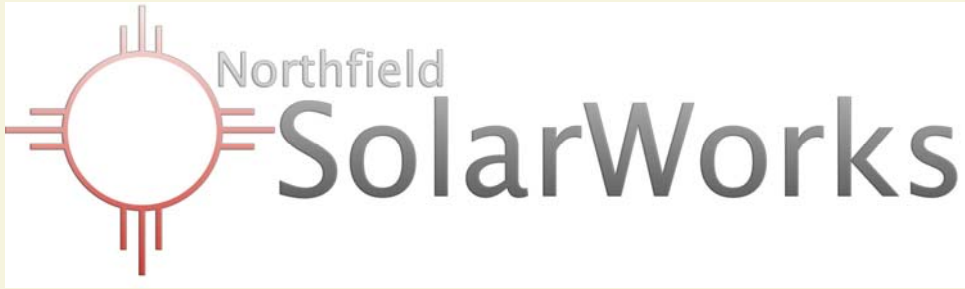


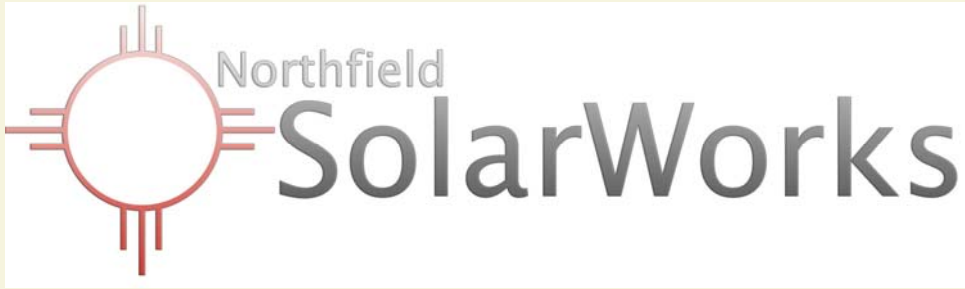
Financial incentives

- **Federal tax credit** (http://www.energystar.gov/index.cfm?c=products.pr_tax_credits#1) for PV and/or water heating (available for systems installed by 12/31/07)
  - 30% after other rebates
  - $2,000 residential limit per system (can be taken for both water heating and PV systems)
  - No business limit



Financial incentives

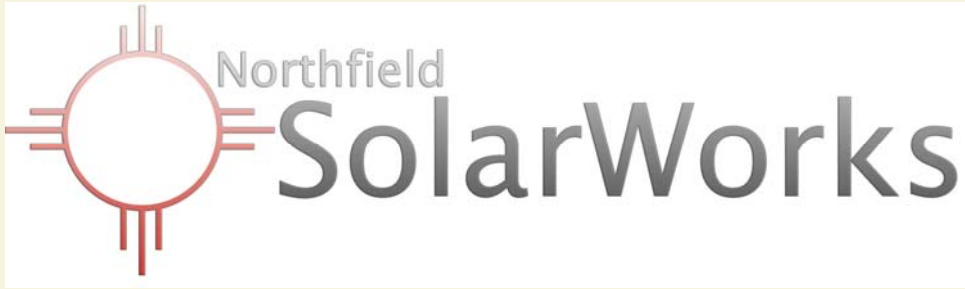
- **Minnesota Solar Electric Rebate** (http://www.state.mn.us/mn/externalDocs/Commerce/Solar_Electric_Rebate_Program_110802025911_RebateInstructions.pdf) of $2,000 per kW (PV), up to $20,000 total
- **Great River Energy Solar Electric Rebate** (http://www.greatriverenergy.com/partners/_images/gre_solar_fact_sheet.pdf) of $2,000 per kW, up to $4,000 total (available for customers of Steele-Waseca, Dakota and Goodhue co-ops)



Solar water heating example: 2-panel system (64 square feet), residential customer
(***actual costs may vary***)

Typical system cost: $7,500
Tax credit: $2,000

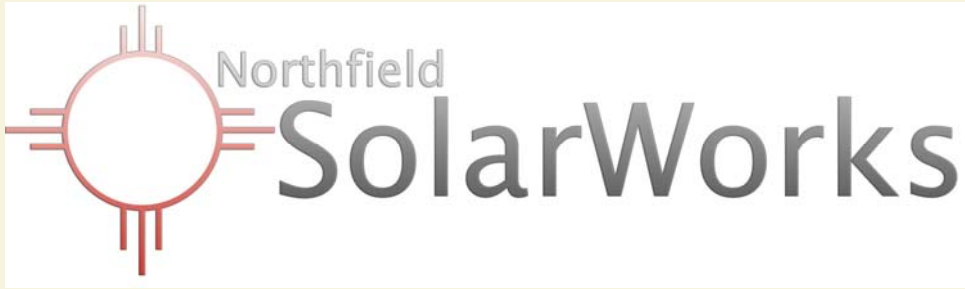
Net system cost: $5,500



Solar water heating example: 2-panel system (64 square feet), business customer
(***actual costs may vary***)

Typical system cost: $7,500
Tax credit: $2,250

Net system cost: $5,250

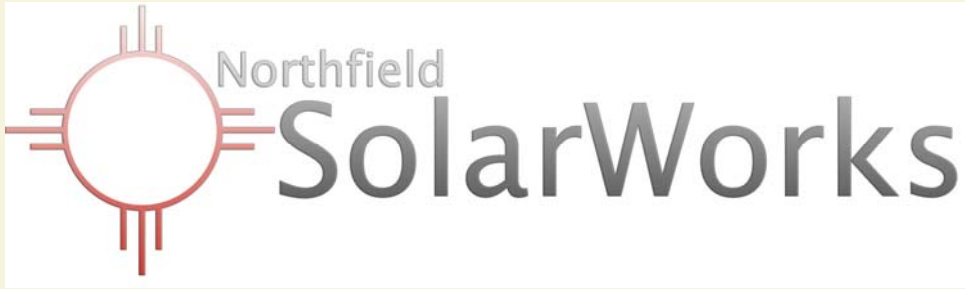


PV example: 2 kW system, Xcel residential customer (***actual costs may vary***)

Typical system cost: $17,000

Minnesota PV rebate: $4,000
Tax credit: $2,000

Net system cost: $11,000

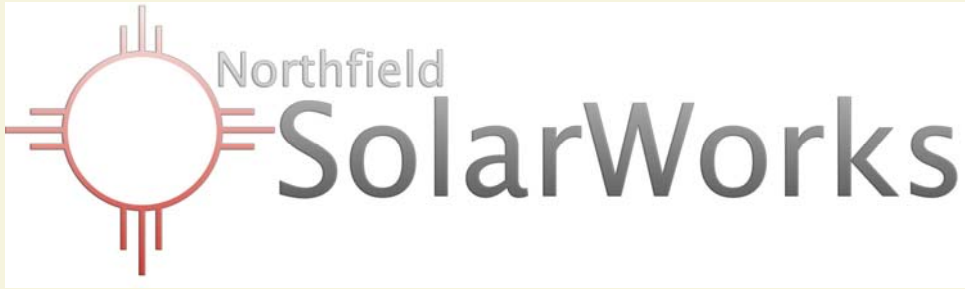


PV example: 2 kW system, Xcel business customer (***actual costs may vary***)

Typical system cost: $17,000

Minnesota PV rebate: $4,000
Tax credit: $3,900

Net system cost: $9,100

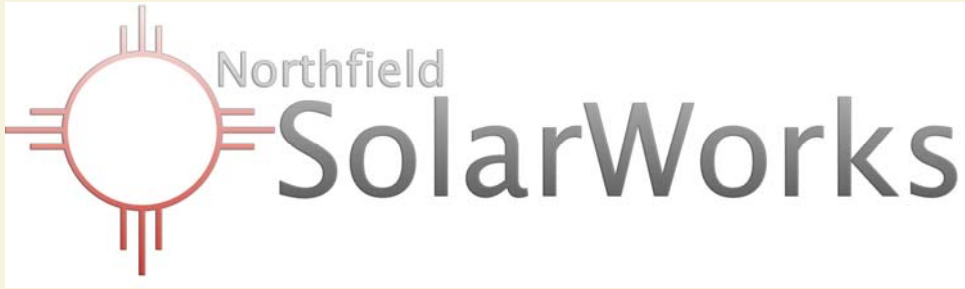


PV example: 2 kW system, GRE residential customer (***actual costs may vary***)

Typical system cost: $17,000

GRE PV rebate: $4,000
Minnesota PV rebate: $4,000
Tax credit: $2,000

Net system cost: $7,000



PV example: 2 kW system, GRE business customer (***actual costs may vary***)

Typical system cost: $17,000

GRE PV rebate: $4,000
Minnesota PV rebate: $4,000
Tax credit: $2,700

Net system cost: $6,300

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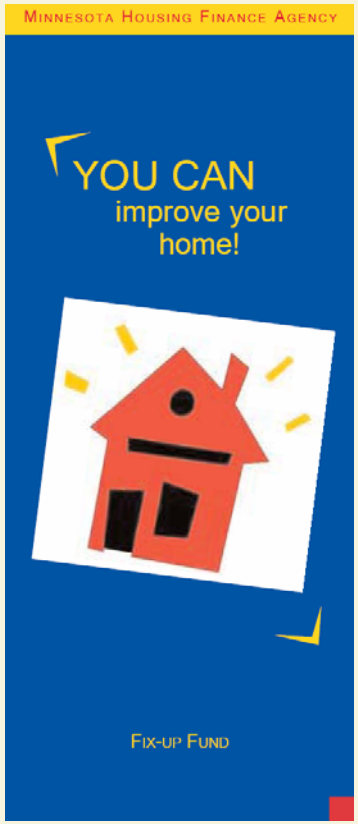
Financing options

- **Fix-Up Fund loan** (Minnesota Housing Finance Agency; Premier Bank Minnesota)
  - $35,000 maximum loan amount
  - 7.25%
  - $90,000 gross household income limit
  - Contact Kathy Aanerud (kathy.aanerud@state.mn.us; 651.296.8215) for more information
  - Local participating lender: Premier Bank Minnesota (507.645.4418)



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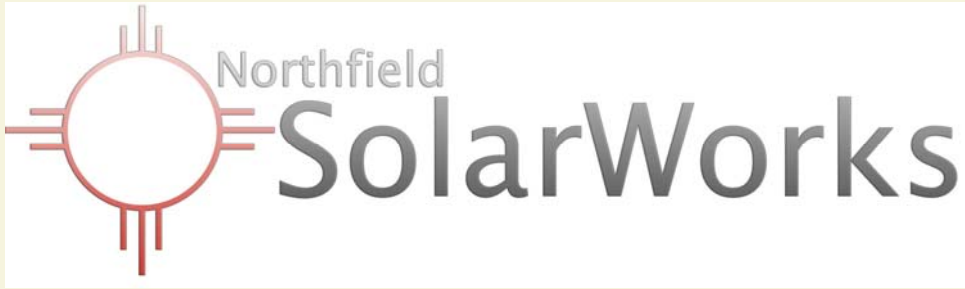
Financing options

- **Home Energy Loan** (Center for Energy and the Environment; http://www.mncee.org/)
- $10,000 maximum
- 5-year term
- 7.25%
- Contact Kristin DeGrande (kdegrande@mncee.org ; 612.335.5881) for more information.



Questions?

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