



COMMUNITY SOLAR FOR YOUR ORGANIZATION

How your business or organization can go renewable, save on its operating costs, and boost its eco-friendly reputation—with no added costs.

Introduction

So, your organization or business is looking to go solar. Great choice! It's efficient, it's sustainable, and it'll save you money—not to mention the positive impact going green will have on your brand.

You'll probably start by looking into installing solar on your own property. Since solar is now the cheapest form of energy, you'll find the savings down the line will be huge (often thousands per year). If you own your organization's rooftop and can afford the upfront cost of installation, this is the way to go.

But what if your organization doesn't have a suitable roof for solar? What if you don't have the extra money to install a five-figure solar array?

That's where Community Solar comes in: your organization can connect to a share of an offsite solar farm, earn solar credits for its production, and save on your monthly utility costs. Instead of installing solar panels on your roof, you can access it through your portion of the solar farm. The best part is, your employees can access it too!

If your organization is looking to go green, Community Solar makes going green simple. This short guide will show you how!



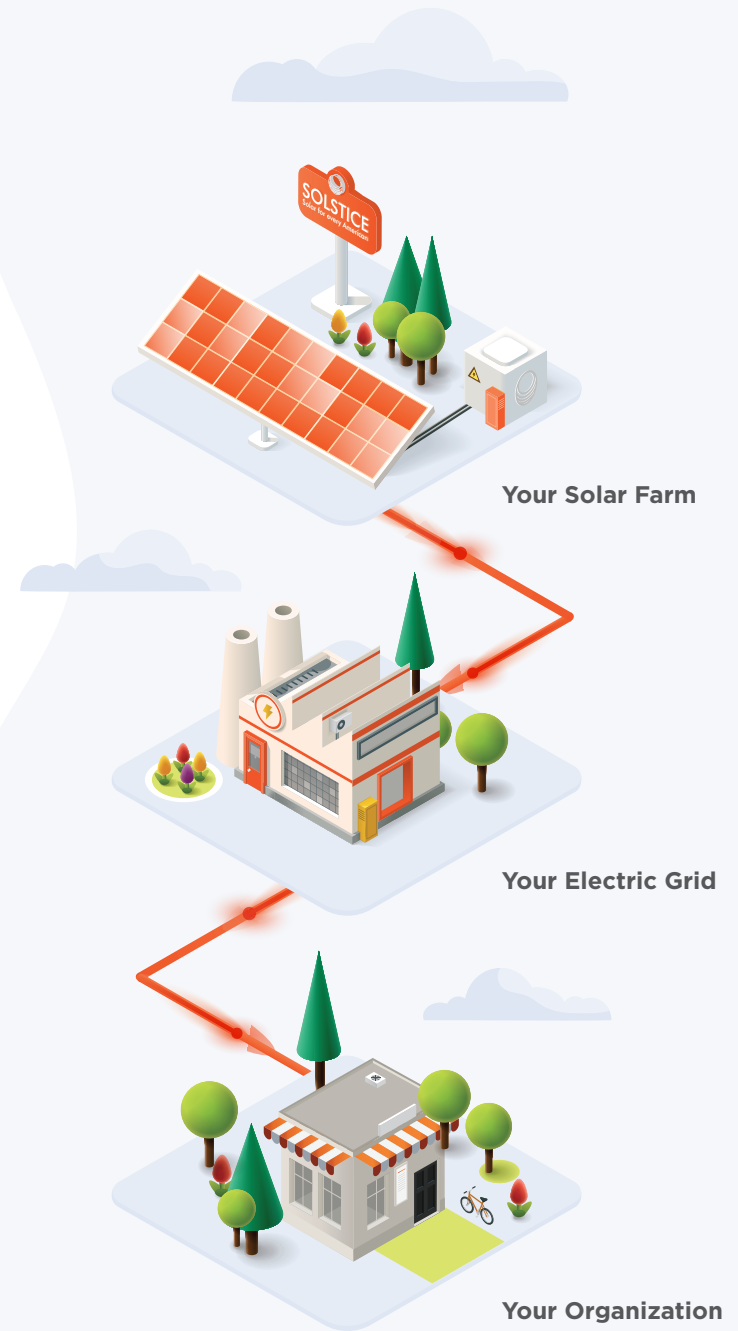
Community Solar: An Overview

Think of Community Solar like a community garden for clean energy. Your organization can subscribe to a share of a locally built solar farm. As a subscriber, you're not responsible for construction or maintenance. Your solar share sends clean energy into your utility grid, and in exchange for supporting renewables, you earn solar credits on your monthly bills.

Community Solar provides businesses with affordable, locally produced clean energy without installing any panels on their rooftops or charging any extra fees. This makes it a simple, affordable, hassle-free way to access the financial and environmental benefits of solar power.

Since building one solar farm is much cheaper than building hundreds of household arrays, and since solar developers earn revenue through subscribers' normal monthly utility payments, Community Solar companies can offer subscriptions that lock in savings at no added cost. Really. The catch is that solar farms are only open in select areas where states have enabled their construction.

If there is a Community Solar program near you, there are a few different ways your business can take advantage. We'll outline these next.



Connecting Your Business To Solar

Going solar as a business is probably easier than making your dinner will be tonight.
It's that simple!



Is there a Community Solar program near you?



Can your business join?



Enroll online in minutes

First, you need to make sure there's a program in your area. A simple Google search of Community Solar projects near you should do the trick. Visit our blog for more information about which states have set up programs--states like New York and Illinois have great programs for local businesses to participate in. To find out if there is a Solstice Community Solar project near you, visit our website at solstice.us/partners.

Most small businesses can join Community Solar (some larger commercial electric meters cannot, but it's always worth a shot). You can find out whether your particular business' meter is eligible through a 5-minute phone call or quick email back and forth with your local Community Solar organization. With Solstice, all you need is your most recent electric bill handy to determine whether you can join. If it's a yes, you can enroll online in just another five minutes.

A Win For Your Bottom Line

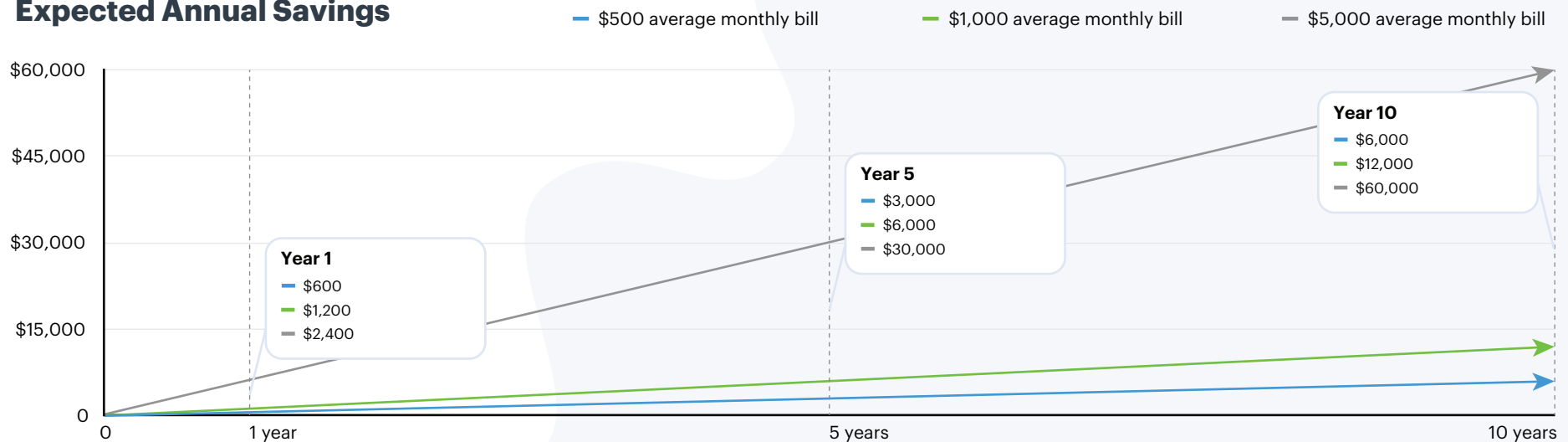
Community Solar offers a direct reduction to your organization's operating costs. When your organization joins Community Solar, you will earn solar credits on your electric bills. These solar credits give you a discount on your regular electric bill, bringing you savings for as long as you are a solar farm subscriber.

Exact savings depend on your local Community Solar program, but most businesses can expect to save about 10% on their electricity by joining Community Solar. That amounts to hundreds or thousands in savings each year--money you can put toward fulfilling your own mission.



**ESTIMATED YEARLY SAVINGS
(FOR A \$500 AVERAGE MONTHLY BILL)**

Expected Annual Savings



Boost Your Brand



80%

of Americans think the United States should put more of an emphasis on solar power



30%

of Americans are willing to pay extra for products that deliver on social responsibility

Americans have spoken: they prefer to do business with organizations that care for the environment. These folks are your customers and teammates. What better way to demonstrate your commitment to their values than to go solar?

Going solar signals your company's value-driven investment in eco-friendly practices and a more sustainable future for all. Community Solar in particular concentrates the benefits of solar power right in your business' community. By joining your local solar farm, you contribute not just to a global movement, but to solutions based in your neighborhood.

1. <https://news.gallup.com/poll/2167/energy.aspx>
2. <https://www.nielsen.com/us/en/insights/report/2018/unpacking-the-sustainability-landscape/>



How Community Solar Has Worked For Organizations Like Yours



ARC ROCKLAND

The Arc Rockland, based in New York, supports over 1,000 community members with intellectual and other developmental disabilities. Their impactful programs, ranging from preschool to residential housing, recreation, and family support services, have touched the lives of countless children and adults.

The organization's facilities consist of 28 different sites, and it's difficult to manage energy use across them all. Those costs add up. Through New York's Community Shared Solar program, however, The Arc enrolled those 28 properties in its local solar farm,

locking in an estimated \$6,000 in electric savings per year. Once they signed up, they spread the word to their employee base, who began to sign up themselves.

By the end of their Community Solar initiative, The Arc Rockland had enrolled more than 40 electric meters in solar and raised over \$8,000 to support their programming in the process, on top of their annual savings.



**See if your organization
can do the same!**

www.solstice.us/partners
(866) 826-1997

Community Solar as an Employee Benefit

Discounts on gym memberships, public transit, and cell phone plans are hallmarks of employee benefits programs. Now you can add Community Solar to your list and delight your employees with the opportunity to save money every month while preserving the environment.

Helping your employees sign up for Community Solar is a great way to augment your organization's environmental impact and empower your team to do good.

Depending on your local Community Solar program administrator, you may even be able to accomplish your business' CSR goals at the same time. Solstice's employee benefits program, for instance, allows for a donation to your organization or a cause of your choosing for every employee or community member who joins their local solar farm. It's a cause your entire team can get behind, and your employees will thank you for your devotion to their well-being!



CONGRATULATIONS!

**You are now prepared to take the next step toward
Community Solar for your business!**

Get Started

With the basic benefits of Community Solar outlined, you should feel confident in your decision to take the next step--or leave it if you have another path to savings or sustainability in mind.

To find out if Solstice serves businesses in your area, visit our website at www.solstice.us/partners and enter your zip code—or give us a call at **(866) 826-1997**. Even if we can't personally connect you to solar, we'll be happy to chat anytime about your options.

No matter which form it takes, we hope you succeed in implementing sustainability at your organization. Good luck!