Bay Area SunShares

Welcome!

We will begin momentarily...

Bay Area SunShares is a program of

ACT BAY AREA NOW
REGIONAL SOLUTIONS to the GLOBAL CLIMATE CHALLENGE

Bay Area SunShares

CITY OF PALO ALTO UTILITIES

Bay Area SunShares

October 13th, 2026 6PM

Discounts available Sept 1st - Nov 15th, 2026

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ACT BAY AREA NOW
REGIONAL SOLUTIONS to the GLOBAL CLIMATE CHALLENGE

Housekeeping & Agenda

- This webinar will be recorded and posted to YouTube
- Recording will be sent in a follow-up email
- Put your questions in the Q & A box!

- Bay Area SunShares Overview
- Why Get Solar + Storage?
- Installers & Offerings
- Next Steps
- Palo Alto Presentation
- Q & A with Installers

Poll: How much do you know about solar + storage?



Program Overview

SunShares Impact

1,500+ households have signed contracts through SunShares

7.8+ MW of solar installed

500+ battery units installed



A Program of Act Now Bay Area

Act Now Bay Area is a regional non-profit that curates and delivers climate resources to the general public to accelerate the reduction of greenhouse gas emissions from ***energy*** and ***buildings***, ***transportation***, and ***food waste*** sources.



Bay Area SunShares

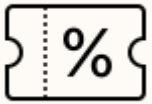


- SunShares is a solar + storage discount program of Act Now Bay Area
- Residential property owners in **all 9 Bay Area Counties** are eligible
- SunShares is only offered in the Fall of each year and the registration period is limited to two months: **Sept. 1st - Nov. 15th in 2026**

The SunShares Program



Partner Installers
ensuring high-quality



Reduced Prices
on solar & storage installs
(ave. discount is ~15%)



No-Obligation
proposals

SunShares prices are for turnkey installations: including equipment, warranties, labor, and permitting

SunShares Process

1. Participants fill out the form on our website to sign up for the discount during the registration period (***September 1st - November 15th***), indicating which pre-vetted installer(s) they're interested in getting proposals from

2. Installers contact participants, evaluate their needs, and send a "no obligation" proposal that includes products and pricing

3. Participants review their proposals and make an informed decision to sign a contract to install solar /+ storage by ***December 15th*** to lock in the SunShares discount



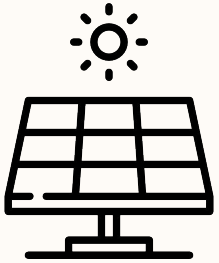


Why get solar + battery storage?

Poll: Where are you in your clean energy journey?

The Basics of Rooftop Solar + Battery Storage

Solar panels collect energy during the day



You use the energy in your home



Batteries store excess energy to use at night



Energy produced - Energy consumed = Energy stored

Why should you get solar and battery storage?



SunShares discount & future bill savings



Solar & storage increase property values



Support clean jobs & businesses



Build resilience for your home & community



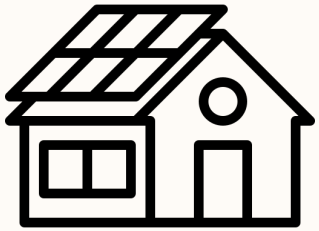
Reduce GHG emissions at a critical time

Bay Area SunShares

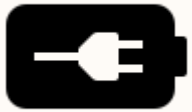
2026 Installers & Offerings

Your Options with SunShares

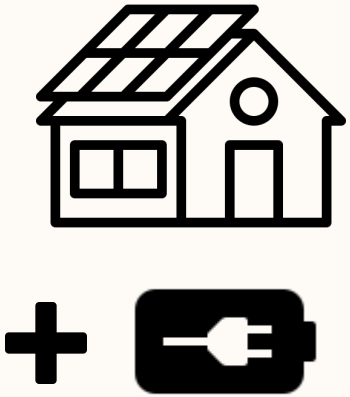
Solar only



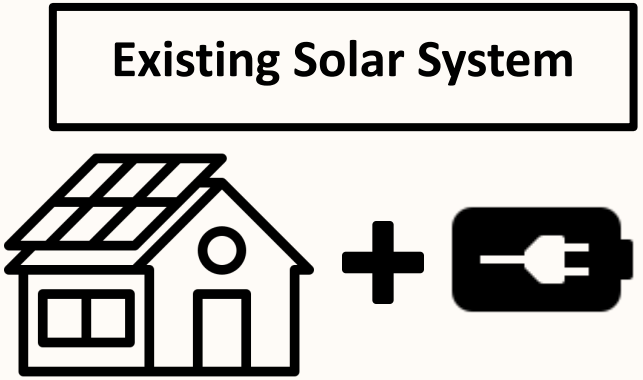
Battery only



Solar + Battery



Add new solar and/or battery to existin system



Financing: Our installers offer a variety of financing options like leases, loans, and standard and prepaid PPAs (Power Purchase Agreements)

Screening process

1. Interested installers submit an application
2. An independent Evaluation Committee, made up of regional industry experts and recommended by our Outreach Partners, evaluate the applications
3. The evaluation is based on product offerings, quality of customer service, and the competitiveness of their pricing

We make sure all installers provide:

- Labor and equipment warranties
- System monitoring
- Service option for installation of EV charging stations (additional costs apply)
- Evaluation of electrical panel for full upgrades (additional costs apply)
- Education on energy rate plans with your utility provider and local incentive programs

Fall 2026 Installers

SOLAR TECHNOLOGIES

Solar Technologies is back for their 10th year with SunShares.

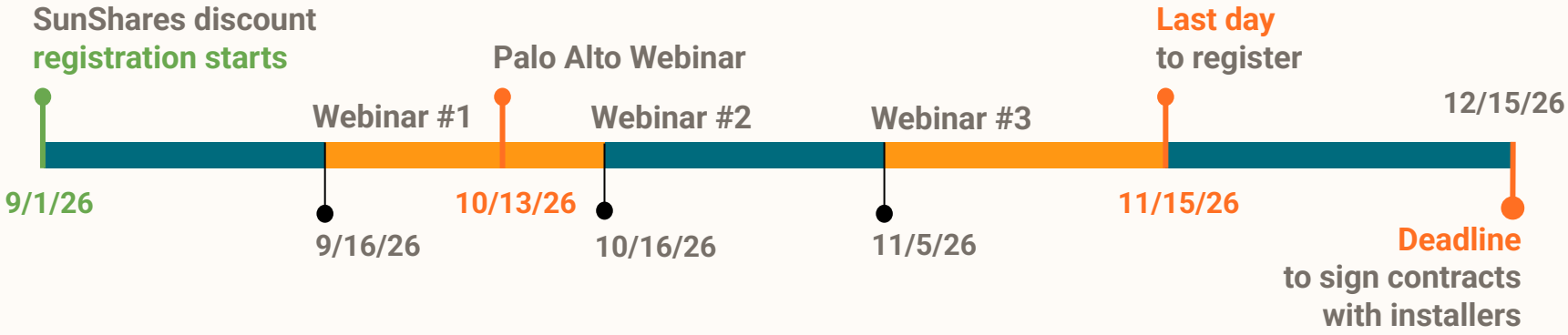
SimplySolar

Simply Solar is new to SunShares but has been serving California for over two decades.

Bay Area SunShares

Next Steps

Key Dates & Timeline



Three free public informational webinars available throughout the discount season!

Claim your discount!



1. Fill out the form at www.bayareasunshares.org/get-solar-storage before **November 15th**!
2. Review installers proposals
3. Sign contract by **December 15th** to lock in the discounted pricing on your proposal!

Thank You!

Sign up for SunShares: fill out the form on our website:
https://www.bayareasunshares.org/get-solar-storage

Have questions? Visit our FAQ pages for Solar & Storage and SunShares

For pricing, visit: https://www.bayareasunshares.org/products-and-pricing

If you have project-specific questions, sign up for SunShares and speak with our partners directly.

If you have issues filling out the form or further questions about the program, you can email us at sunshares@actnowbayarea.org

CITY OF PALO ALTO



City of Palo Alto: SunShares Webinar

Olivia Trevino, Sustainability Program Administrator

October 13, 2026

PaloAlto.gov

Background

- Palo Alto has an ambitious Sustainability and Climate Action Plan (S/CAP) with a GHG reduction goal of reducing emissions to 80% below 1990 levels by 2030.
- The City of Palo Alto Utilities (CPAU) provides 100% Carbon Neutral Electricity & runs a wide range of sustainability programs covering energy & water efficiency, building electrification, and electric vehicles, to support the City's S/CAP goals.





Planning and Optimizing Your Solar System

Sizing Your Solar System for Current & Future Needs

Future increases in electricity consumption with electrification:

- Electric vehicle
- Heat pump water heater
- Heat pump HVAC
- Induction cooktop
- Electric clothes dryer





Resources & Tools

Solar Resources

Consider Solar

Attention

The federal solar and battery tax credits for residential systems expired on December 31, 2025. City of Palo Alto Utilities continues to offer residents rebates to help electrify their homes.



Solar photovoltaic (PV) or solar electric systems convert sunlight into electricity for your home. Whether you are just starting to consider solar PV, are an existing solar customer, or are a contractor working with a Palo Alto resident, we have the resources for you.

The City of Palo Alto Utilities (CPAU) is a trusted, unbiased source of information for residents, contractors and others looking to learn more or install a home solar photovoltaic system.

Guide to Install Solar at Home

- Reduce electricity bills with rooftop solar
- Assess roof space and energy use
- Federal residential solar tax credit ended December 31, 2025
- Check City resources for solar options and requirements

paloalto.gov/solar

Solar Resources

- Palo Alto offers a streamlined SolarAPP+ permitting process
- Makes eligible residential solar permits easier to obtain
- Contractors typically handle the permitting process



paloalto.gov/solar

Home Electrification Programs and Services in Palo Alto



Get Advice

Schedule a call with an Energy Advisor to receive technical advice on your homes' needs and energy project questions.



Gain A Home Assessment

Get a free home assessment and consultation to go electric at home.



Rebate Hub

Find, bundle, and apply for home electrification project rebates, plus get a quote from a contractor.



Courtesy Contractor List

Alphabetical list of contractors of those who completed at least 5 heat pump water heater or heat pump HVAC system projects in Palo Alto in the past 3-4 years, based on Accela permit data.



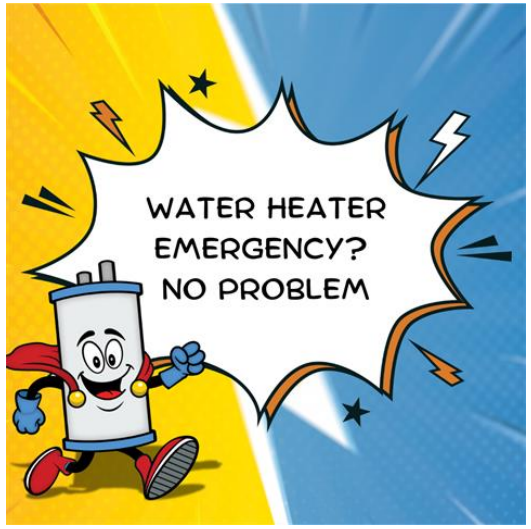
Mechanical, Electrical, Plumbing Over the Counter Permit

Eligible projects include residential standalone electrical, mechanical, and plumbing permits for equipment or systems associated with single-family structures and individual units within multi-family structures.



Heat Pump Space Conditioning Instant Permit

Licensed contractors with a C20 classification may obtain an instant permit for new, retrofit, or replacement of heat pump space conditioning system(s).



Connect to any program through the Home Energy Advisor.

One call does it all.

(650) 713-3411 >

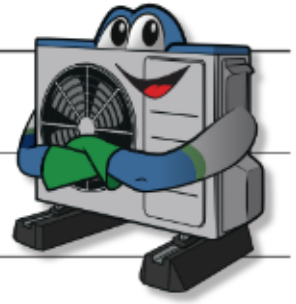
Electrify My Home Program



- **Electrify My Home program** expands Full Service HPWH Program, to also cover heating, cooking, and clothes drying + efficiency improvements.
- Concierge service through Franklin Energy
- Fixed pricing for heat pumps & appliances + Rebates; No cost for Rate Assistance Program (RAP) customers
- Full-service aspect provides assistance from start to finish incl. permits & all paperwork, plus GoGreen financing

Home Electrification Rebates

Appliance or Upgrade	Maximum City Rebate*
Heat Pump HVAC (HP HVAC)	**$2,500** - Replace gas heater **$5,000** (income-eligible)
Heat Pump Water Heater (HPWH)	**$3,500** - Replace gas water heater **$500** - Replace electric resistance water heater
Induction Cooktop/Range	**$500** - Replace gas cooktop/range **$1,000** (income-eligible)
Portable Induction Cooktop	**$50** **$100** (income-eligible)
Pre-wiring, wiring, subpanel installation, circuit splitter/pauser	**$1,000** per circuit installation for HPWH projects; **$500** per device for all other add-on measures
Electrical Panel Upgrade	**$1,000** **$2,000** (income-eligible)
Attic/Roof insulation	**$1,000** ($0.75/sq ft)
Gas meter removal	**$2,500**
Permit fee installation, circuit splitter/pauser	**$638** for standalone heat pump water heater or heat pump HVAC permit **$1,000** for electric panel upgrade (income-eligibile)



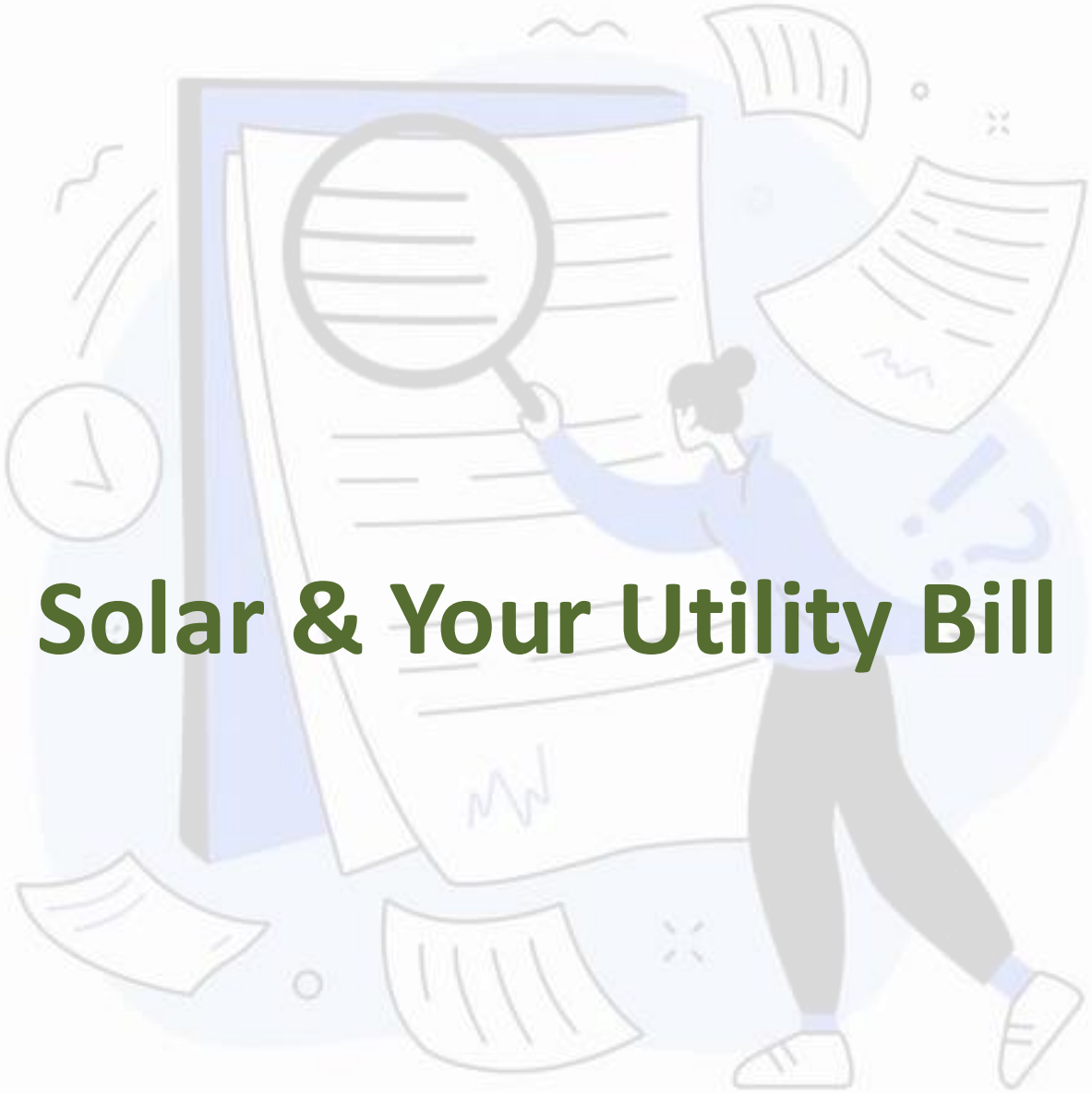


Use the Rebate Hub to find, bundle, and apply for rebates, plus get a quote from a contractor.

Limited Time! $500 Discount on HPWH



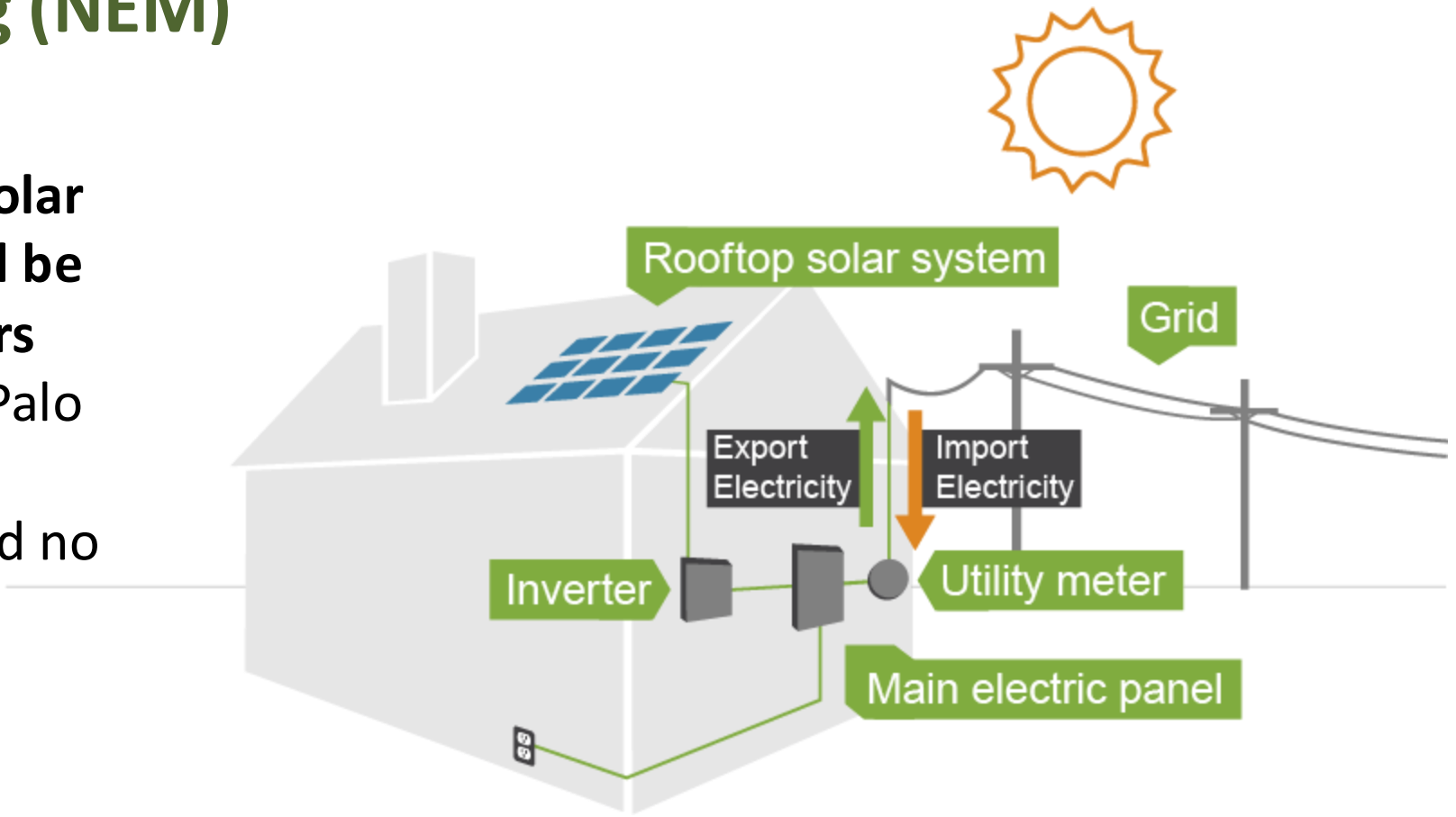
Sign a contract before October 31st to qualify!



Solar & Your Utility Bill

Net Energy Metering (NEM)

- **NEM 2 - All new rooftop solar customers in Palo Alto will be served as NEM 2 customers**
- NEM 1 - ended in 2018 in Palo Alto
- Palo Alto has no NEM 3 and no plans to change its current structure



NEM 2



Excess Energy Generated (Exported)

- You receive a **bill credit** for *excess* electricity you **export** to the grid



Energy Consumed (Imported)

- You are **charged** for electricity you **import** from the grid

NEM 2 Rates



Energy Generated (Exported)

- Customers are compensated at the **Export Electricity Compensation (EEC-1) rate**
- Current rate: 9.90 ¢/kWh



Energy Consumed (Imported)

- Customers are charged **Electric Service (E1) rate**
- Current two-tiered rates:*
  - 21.50 ¢/kWh for up to 450 kWh
  - 23.98 ¢/kWh for more than 450 kWh

How to Maximize Your Solar Savings

- You get paid less for excess energy (9.90¢) than you pay for energy you import (21.50 to 23.98¢)
- You save money when maximizing solar used on-site and minimizing the amount exported by shifting energy consumption to the daytime (for example, charging an EV mid-day).
- Therefore, shift usage to middle of the day where possible to save the most.

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ALTO

Thank you!