



 **SOLAR UNITED NEIGHBORS**

# Solar United Neighbors

**2022 Annual Report**

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# A letter from the Executive Director

## **Solar is powerful. This year showed why.**

Congress passed the most important solar bill in a generation. Solar supporters in Florida beat a utility-backed bill to gut the state's solar market. And, multiple states passed bills to make it easier for homeowners to go solar.

So, how did this happen?

It happened because of your support. With it, this year we helped more than 1,300 families go solar through our solar co-op programs. That brings us to more than 7,500 families we've helped go solar in total.

Solar is powerful because it is giving these families a stake in a new, better energy system. People across the country now see firsthand the benefits of owning where their electricity comes from.

We're also changing who is able to go solar. We've piloted programs across the country that help low-income families make the switch. This work earned us an award from the Department of Energy. In Arizona, we launched a partnership to help seven nonprofits go solar. We also launched a new program in Puerto Rico. Along with it, we're increasing our capacity to communicate about solar to Spanish-speaking audiences.

This work is critical to the long-term success of our movement. Solar is powerful because it gives everyone the ability to participate.

But just having a lot of people with solar isn't enough. We also need to build community around it. This way, solar owners feel connected and are ready to stand with solar supporters to expand solar access.

That's why we've built state-level solar action teams. These groups of committed volunteers are at the forefront of advocacy fights for solar rights.

Solar is powerful because it's hard work, but it's fun too. This year we hosted more than one community event per day. These get people excited about solar energy and their role in helping more people benefit from solar.

This annual report covers all of this, and more. I'm excited for you to see all that we've done and will continue to do to use solar power to build an energy system that benefits everyone.

Best,  
Anya



# Our impact by the numbers

Through our work, more than 1,300 families across the country went solar this year—the most ever! And behind those numbers are tens of thousands of people we've educated about solar energy and empowered to fight for their solar rights.



Families that  
went solar with a  
co-op:

**1,369**

this year



Lifetime energy  
savings:

**\$40,103,198**

this year



kW installed:

**11,978 kW**

this year



People who  
joined a co-op:

**9,082**

this year



Low-to-  
moderate income  
families taken solar:

**40**

this year

# The gift that keeps on giving

More solar benefits everyone! It creates jobs, boosts the local economy, reduces carbon pollution, inspires people to buy batteries or EVs, and brings people together around a common interest. Check out the ripple effect of solar.



Families that installed battery storage:

**111**

this year



Solar jobs created:

**206**

this year



Community events hosted by SUN:

**379**

this year



Lifetime carbon offsets:

**159,503**

metric tons this year



Local solar spending generated:

**\$34,388,924**

this year



# Fight for our energy rights



# A huge victory for solar in the Sunshine State

Florida utilities have waged a multi-year campaign to take away Floridians' right to go solar. This year, they pushed a bill to take away net metering. SUN fought back, and won through advocacy, coalition-building, and grassroots organizing.

In February, SUN organized the Save Our Solar rally at the Capitol in Tallahassee. We brought 400 people together in support of net metering, one of the largest such gatherings in Tallahassee in almost 10 years. It worked! The governor vetoed the anti-solar bill in April. We spoke with **SUN supporter Janice Garry**, who attended the Tallahassee rally, about this amazing win for solar.

## How did you first hear about SUN and get involved with our work?

In 2018 the League of Women Voters partnered with SUN to offer the solar co-op in my area. I heard about it through them. Despite my oak trees and thanks to the co-op pricing, I was able to go solar. I'm very proud of my solar panels. I'm very motivated to be a part of the solution.

## Why did you decide to attend the rally in Tallahassee? How was it?

Another League of Women Voters member was attending so, I asked if I could hop on board. It was terrific! We met at the state capitol in Tallahassee, and there was quite a large crowd. There were solar companies with staff there. Jobs are very important to Florida's elected leaders, and I felt that if anything

was going to change our legislators' minds, it would be that. What stole the show was a musical group who had taken songs on the subject of the sun and turned them into hysterical songs about solar. They had us belly laughing.

## Why is net metering important to you?

Solar was part of my retirement strategy. Even though it's going to take me longer to pay off my panels due to the oak trees shading my roof, my retirement budget is not affected by energy price increases. All over Florida people are struggling to pay their electric bills because natural gas prices have gone up. But while they are paying hundreds of dollars, I'm only paying \$16 a month. I feel lucky to have invested in rooftop solar when I did!

## Why is solar important to you?

If we don't start using cleaner energy, we are going to slowly boil. Climate change is already causing extreme weather, like hurricanes earlier in the season and wildfires in the West. Solar is a sustainable source of energy. It also creates jobs. After the most recent hurricanes, people are starting to understand that the micro-production of energy can help us become more resilient. People who had solar paired with battery backup never lost power. Many were able to give some power to their neighbors. If that doesn't convince you that we should embrace solar, then you're not paying attention!





**NET  
METERING  
MATTERS**

**SOLAR  
FEEDS MY  
FAMILY**  
SAVESOLAR.ORG/FL

**SOLAR  
FEEDS MY  
FAMILY**  
SAVESOLAR.ORG/FL

**SAVE  
OUR  
SOLAR**

**KEEP  
JOBS  
AND  
FREEDOM**

**NIKE**

**FLORIDA**

# The game-changer: Winning the biggest solar bill in a generation

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Solar supporters had an opportunity to pass ambitious legislation that would invest in distributed solar energy so that more Americans could benefit from solar energy. To achieve this, Solar United Neighbors helped develop a vision: to power one-in-four American households with rooftop or community solar in the next decade. And so, the 30 Million Solar Homes (30MSH) campaign was born. Our campaign fought hard to make sure rooftop and community solar would be included in any federal climate or energy bill. It came to fruition in August 2022 with the passage of the most important solar bill (the Inflation Reduction Act or IRA) in a generation. It included several key provisions that SUN and the 30 MSH campaign had pushed for. It ensures that more American families than ever will be able to harness the power of the sun. We had a conversation with **Katie Kienbaum, Senior Researcher at the Institute for Local Self-Reliance**, about our work together on this massive federal solar policy win.



### Where did the idea for this campaign come from?

In the spring of 2020, we were thinking about the economic impact of the pandemic and folks' needs relating to energy, issues like racial and economic inequality, as well as the ongoing climate crisis. We knew that an equitable deployment of local rooftop and community solar could really go some way towards addressing those issues.

John Farrell, Director of ILSR's Energy Democracy initiative, came up with the idea of 30 Million Solar Homes. It stuck with people to have a numerical goal in mind. Racism, poverty, or the climate crisis are such large, abstract issues. Having a concrete goal, even if it was ambitious, presented a path. To make it happen, we knew we'd need funding, policy changes, regulatory changes, and a whole broad set of things to happen. It was done to make sure that clean energy would grow equitably and that folks who have been the most harmed by our history of fossil fuels and energy monopolies would actually be able to participate in and benefit from a transition to clean energy.

### What were key policy components of our campaign that ended up in the IRA?

A broad range of things. The clean energy tax credits were one of the big ones. Also the changes that allow nonprofits and tax exempt entities like local governments, electric cooperatives, and public utilities to actually access the credits for the first time. We advocated for additional funding, like for the Rural Energy for America Program (REAP). That was exciting to see. And there's also some funding for affordable housing upgrades (including solar) and local solar for tribal households, which were things we advocated for. One of the bigger things we included in our policy proposal was the National Green Bank idea, which was adapted in the IRA as the Greenhouse Gas Reduction Fund.

### What was our campaign strategy, and what worked?

Our campaign was in part successful because of a rising appreciation of the value of local rooftop and community solar. There was an awareness that we needed to build more equitable provisions into climate and energy policy. We shouldn't just be putting up a bunch of utility-owned solar. And then, our core partner team developed a policy proposal and got more than 300 businesses, organizations, community groups, etc. to sign on in support. We also gathered individuals from across the country to share their support for these policies with their elected officials in Washington. And we engaged the federal administration and staff of different lawmakers to educate and share more about our policy proposal.

### What do we still need to work on?

One of the big, big things that we were hoping to see included in the legislation was to change the residential clean energy tax credit so that people who don't have enough tax liability to claim the tax credit can receive a "direct pay" cash reimbursement. Then there's just the question of making sure that programs are implemented equitably in a way that aligns with the intent of the legislation. SUN and ILSR are working together on that. Then, separately from the IRA, there's the question of other state policy needs, like enabling legislation for community solar and fair net metering. This will ensure we don't shut the door on low- and moderate-income households, who are just now starting to adopt rooftop solar in greater numbers. So we are taking the 30 Million Solar Homes campaign and transitioning to these state-based programs.



# Protecting the right to go solar in Indiana and Ohio

In both Indiana and Ohio, homeowners' associations (HOAs) have blocked members from installing solar panels on their own homes through unfair HOA rules. In 2022, SUN advocated for bills that passed in both states that protect the homeowners' right to go solar. We spoke with SUN's very own **Ohio Program Director, Tristan Rader** and **Indiana Program Director, Zach Schalk** about the wins.

## What's exciting about these bills?

*Tristan:* Solar United Neighbors was instrumental in passing Ohio Senate Bill 61. The bill prohibits homeowners associations from unreasonably limiting solar. It makes it easier for people who live in homeowners associations in Ohio to add solar to their roofs. 1.6 million Ohioans live within HOAs, and HOAs have had this practice of banning solar.

*Zach:* In Indiana, HEA 1196 creates a new path for a homeowner to install solar if their HOA has blocked them. It allows a homeowner to follow a specified process to collect signatures from neighbors that shows support for the project. With the necessary support from neighbors, they can circumvent HOA restrictions. And, most importantly, this bill gives us something to build on in the future.

## What was our strategy for passing the bill?

*Zach:* Our strategy included things like finding strong legislative champions and bringing together impacted Hoosiers to make their voices heard at the statehouse. We worked constructively with the key stakeholders to develop a bill that could pass through the General Assembly.

*Tristan:* This was a grassroots movement that already existed. We helped shape it into a larger bill that got a lot done for homeowners associations and had a little bit for everybody. First and foremost, our strategy was working with the bill sponsors, finding other sponsors in the House, and educating members about the issue. Engaging the solar industry itself was important. Solar installers provided some of the most poignant testimony on how much business they had lost due to HOA restrictions. And then homeowners association members also telling their stories was important. Legislators liked the bill because of all the partnerships we built through the process.

## Why do you think these campaigns were successful? Why was there support from both sides of the aisle?

*Tristan:* This shows the value of a multi-faceted effort that really starts from the grassroots – people indicating that they're having an issue. And then taking it from there, doing the homework, and educating legislators. And then going back to the grassroots and bringing the two together. We're able to punch above our weight class by connecting these dots. And without us, in this case, they might not have been connected. This is also an issue where we actually have some common ground, so we presented it that way to all groups.

*Zach:* We built trust and earned the respect of legislators and opposing interest groups. And we were representatives of real people. We had real stories in legislative districts around the state and real constituents who could communicate effectively with their legislators to help move this bill across the finish line.

## What is your hope for how these bills will help folks in your state?

*Zach:* We've already been in contact with people who have successfully used the law to install solar panels where they couldn't before because of HOA restrictions. So this is already helping Hoosiers embrace their energy freedom with rooftop solar in places where they couldn't before.





# Join together

GO SOLAR  
Our Neighborhood Co-op  
SOLAR UNITED NEIGHBORS.org

GO SOLAR  
Join Our Neighborhood Co-op  
SOLAR UNITED NEIGHBORS

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# Powered by people: Volunteers who make the sun shine

Throughout our work, SUN relies on our incredible solar supporters, whose commitment to solar and to their communities sustains our movement. We spoke with two of our superstar volunteers, **Jim Kotcon in West Virginia and Amy Hubbard in Washington D.C.**, about their work with SUN and what inspires them to dedicate their time and energy to local solar.

## How did you first get involved with Solar United Neighbors?

*Jim:* I first got involved as a member of the Morgantown, WV Solar Co-op in 2015, and have been an enthusiastic supporter ever since.

*Amy:* I got involved by joining the D.C.-area co-op and having solar panels installed. I had been interested in going solar for some time, but the project seemed overwhelming. Then I found out that SUN was opening a new co-op. It was such a relief to know that we had the guidance of folks who knew the business. After we installed the panels, I decided to continue my involvement by attending the DC Solar Action Team (SAT) meetings.

## What kind of volunteer work have you done with SUN?

*Jim:* I have assisted with publicizing solar co-ops in my neighborhood, and worked with SUN on several issues related to solar legislation and net metering. I have also done tabling at events and hosted a solar open house.

*Amy:* With SUN's help, I wrote testimony to the D.C. Council supporting the Local Solar Expansion Amendment Act of 2022. I also publicized the SUN co-op on neighborhood social media and encouraged folks to take advantage of SUN's expertise.

## Why is solar important to you?

*Jim:* I think that climate change is my most important issue, so switching to renewables exemplifies my personal commitment to that cause. West Virginia's electric generation is dominated by coal, so demonstrating that solar works is important. Since not everyone has good solar access, or owns their own home, providing community solar is an important step toward a more sustainable grid.

*Amy:* We are facing an uncertain, most likely dangerous future due to climate change. SUN helps people like me find constructive ways to take action against climate change, and I will be forever grateful.



## What would you say to solar supporters who want to get more involved?

*Jim:* We need more solar subscribers, as well as more political support for solar, so people need to get involved, both through their personal adoption of solar as well as broader policy support for solar in the legislature and before the West Virginia Public Service Commission.

*Amy:* SUN has been a great source of information about local legislation and administration affecting solar development. I recommend folks attend a DC SAT meeting to find out ways to get involved.

## Why is it important to work as a team on energy issues?

*Amy:* It's important because whether it's installing solar panels or contacting the D.C. Council about legislation, it helps so much to have others to consult with and call on for support. No one is born knowing how to install solar panels or lobby for legislation!



# Sharing the joy of solar through community events

As the pandemic ebbed in 2022, we were able to get back to one of our favorite things: gathering with solar supporters and co-op members in-person. And thanks to our newfound versatility, many events were offered in a hybrid format. All in all, we organized more than 379 in-person and virtual events in 2022. Cheers to that!

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## Northern Virginia Solar Celebration

Solar supporters gathered in Northern Virginia to celebrate two years of co-op successes and policy wins! SUN staff and solar supporters enjoyed drinks, appetizers, and each other's company. SUN also gave out awards to our solar legislative and advocacy champions in recognition of their work on solar issues.

## Rural Minnesota Solar 101 in Grand Marais

In Minnesota, we brought rural folks together at the North House Folk School as part of the launch of our third Duluth & Arrowhead Solar Co-op. In collaboration with the Cook County Local Energy Project, we talked with more than 50 rural residents in the Arrowhead area about going solar together in the Northland! We were thrilled to see such great turnout from folks in non-urban areas of the state.

## Allegheny SolarFest

In Pittsburgh, we hosted the Allegheny SolarFest – a festive outdoor celebration of all things solar, full of music, great food, and lots of solar! Supporters from across Pennsylvania joined us to learn about solar, meet installers, and enjoy the region's largest EV car show.

## Indiana Solar Congress

In December, we hosted the Indiana Solar Congress. We brought together solar supporters from across the state to learn about, discuss, and create an action plan for building a bright solar future for the Hoosier State. The day included presentations and interactive sessions. With more than 100 attendees, it was a big success.





### Northern Arizona Solar Co-op Celebration

We welcomed 2021 and 2022 Northern Arizona Co-op members to join us for a summer celebration of solar in July. More than 30 co-op members and solar supporters mingled and connected on all things solar!



### Maryland Wine & Shine Event

In Maryland, SUN staff and partners hung out with solar owners and supporters at a fun-filled vineyard happy hour. Extra bonus – solar powers the vineyard’s tasting room!



### El Paso Solar Co-op Celebration

The 2022 El Paso Solar Co-op was the first SUN co-op to launch in the area. It reached more than 100 members! We brought community partners, and co-op members together in October to connect and toast to success!



### Colorado Solar Open House

We joined SUN volunteer Suhashini Nijhowne at her solar open house. She welcomed 20 guests into her home to showcase her solar panels, battery storage, and electric vehicle. She shared real-time production data and educated neighbors on the benefits of solar. We love our superstar volunteers!



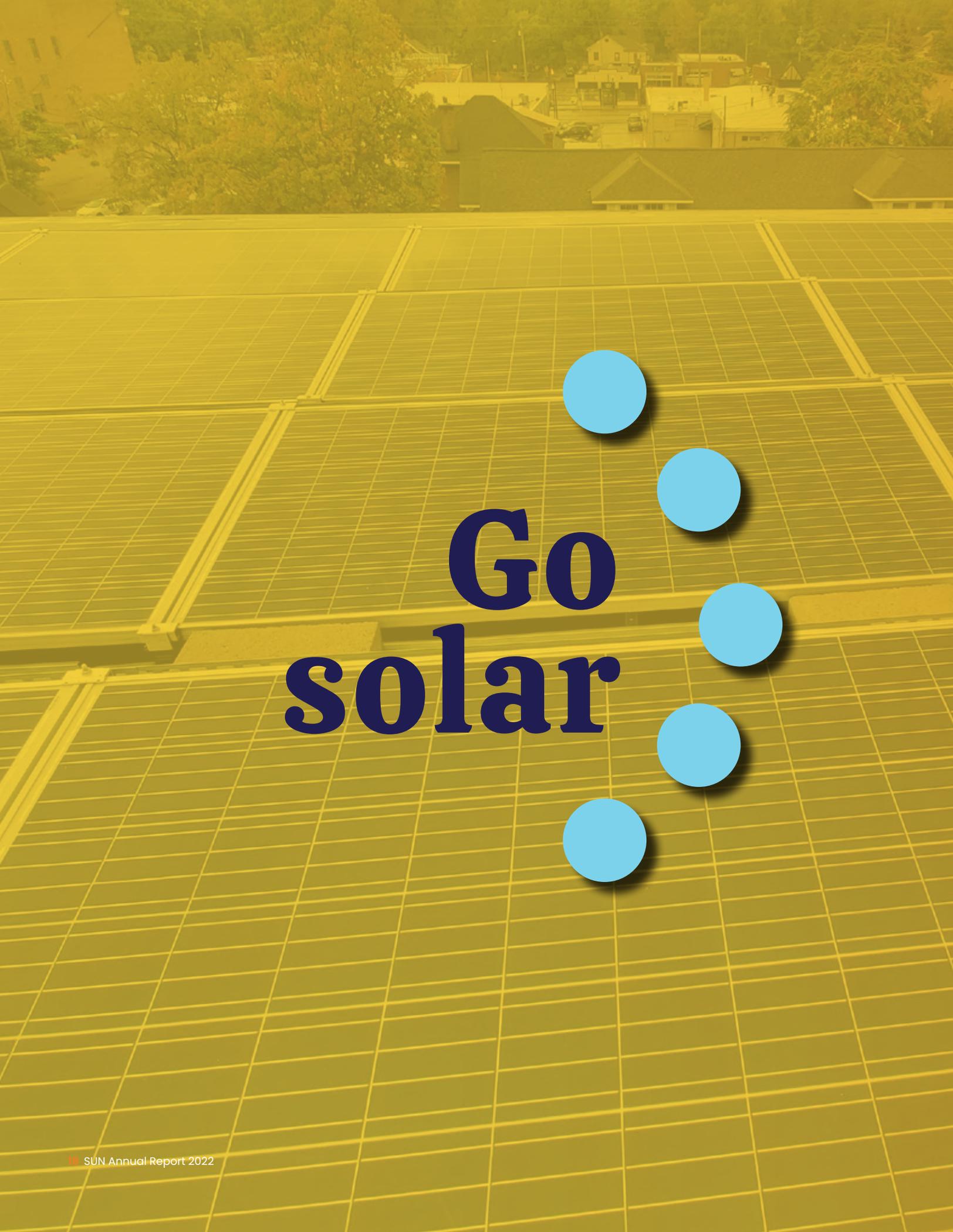
### D.C. Theatre Info Session and Solar Fundraiser

We gathered at D.C.’s oldest operating movie house, The Avalon Theatre, for a Solar 101 and to raise money for the theatre to go solar! It was a unique opportunity to amplify our work outside residential solar and to educate residents about solar basics and our Capital Area co-op. It was also our first in-person info session since the pandemic – we loved getting to finally connect with co-op members face to face!



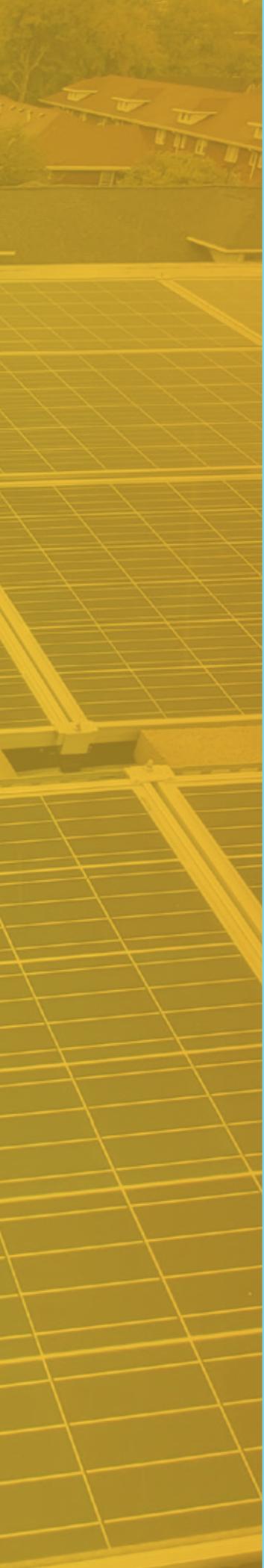
### Youth education at Miami Gardens Elementary

In South Florida, the SUN team facilitated hands-on solar activities at a local elementary school! Students learned about solar technology by learning to wire their own solar panel to power a small appliance.



# Go solar





GO SOLAR

# Building equity into the solar solution

Across the country, SUN is working to make sure solar benefits everyone. This means more projects that reduce the many barriers low- to moderate-income (LMI) families face to accessing solar. It also means continuing to work closely with frontline communities to understand what those barriers are. Many of these pilot programs are just beginning to scale up. Here are a few projects from 2022 that worked on building equity into the solar solution:



## Northeast Houston Solar Equity Project

We launched the Northeast Houston Solar Equity Project through collaboration with the Hive Fund. The pilot will span a two-year period. It will offer ten fully-funded installations per year to participants who fall below 80% area median income (AMI). This means participants will see immediate savings. Each homeowner is expected to see between \$10,000 and \$13,000 in total savings over 25 years. We've also partnered with local groups to support participants in providing minor roofing repairs, technical assistance, and education to address the barriers to LMI solar adoption.



## Duluth & Arrowhead Solar Co-op Partnership with One Roof Community Housing

We helped LMI homeowners go solar as part of the Duluth and Arrowhead Solar Co-op. The Share the Sun campaign engaged low-income families by partnering with One Roof Community Housing of Duluth and the City of Lakes Community Land Trust. We won the Department of Energy's "Inclusive Solar Outreach" communication award. Six LMI homeowners will be going solar through the program.



## Denver Solar Equity Rebate Program

We developed a program with the City of Denver that provides funding for solar installations for LMI households. In its second year, the program helped eight LMI families go solar and access the \$8,000 rebate for a solar install.



40

Number of LMI families who went solar this year



### Tucson Solar Co-op

We worked with a private donor to provide financial assistance to income-qualified homeowners to go solar through our co-op. LMI participants benefited from the co-op's discounted rate. They also had SUN's support throughout the process. Seven installations will be completed through the program. SUN also secured funding to help three additional LMI families go solar in 2023.



*"Many of our homeowners are interested in rooftop solar as a way to reduce their energy bills and their carbon footprint, and we wanted to help them. Partnering with Solar United Neighbors made that a reality. SUN's solar co-op process provides the education needed about solar and connects homeowners with a vetted installer. And working with SUN, we have been able to leverage funding to help out homeowners that need financial help to go solar."*

**- Brooke Tapp, Community Land Trust Stewardship Associate at One Roof Housing**

### Cleveland Solar Co-op

We partnered with the City of Cleveland Mayor's Office of Sustainability. This was part of the city's larger initiative to support residents in leading a more sustainable life. SUN developed an LMI solar pilot. The program allows low-income homeowners to access the benefits of rooftop solar at no cost. Homeowners will see day-one savings on their monthly electric bill. Those savings continue for the lifetime of the system. Thanks to this project, seven full installations will be completed (valued at \$100,000).



### Allegheny Solar Co-op

Our 2022 Allegheny County Solar Co-op was the first in Pennsylvania to include an LMI component. Seven LMI homeowners are receiving free solar arrays. The systems are all sized around 5 kW. They include a 15-year maintenance plan (valued at \$2,000). This allows participants to receive the immediate net financial benefit through decreased utility bills and no surprise maintenance costs.





### How has the partnership with SUN been helpful to this project?

When Henry and I first started talking, we were just looking at how our organization could get solar into the community. We thought about putting it on our building or a school. But we couldn't figure out a way to make that work financially. So then we thought, "what can we do to get solar directly to people's houses?" Through bringing in the City of Bridges Community Land Trust, the City of Pittsburgh, and encouraging other communities to join the cooperative, we realized we could make it more affordable for us to get people involved in solar. That made the project economically feasible, and we wouldn't have been able to do all that without Solar United Neighbors. As a small organization, we don't have the capacity to tell people all the ins and outs of the solar industry, what it will cost, and what the benefits are. We just know that it's a good idea. We really relied on Solar United Neighbors to provide the details and to coordinate the different groups that were involved.

### How is solar a part of your vision for this community?

My goal for the community is that the people who have called Hazelwood and Glen Hazel home for a long time have the choice to stay as it develops. And that they have the choice to improve their properties and their living situations. I hope that we can further increase the number of people that have access to solar energy so they can lower their energy burden. That way they are stable in their homes. And with solar they can feel like this is one connected community — that it's not just the new community that gets all of the sparkly new technology. The homes that they live in can also be a part of our new energy future.



# Powering Tucson nonprofits with the Arizona sun

In April, the Community Foundation for Southern Arizona (CFSA) partnered with local donors and SUN to launch the Nonprofit Solar Project. The grant offers Tucson nonprofits the opportunity to go solar. The project garnered strong interest from nonprofits around the area. Seven nonprofits will be going solar for free! We spoke with **CFSA President and CEO Jenny Flynn** about this exciting new partnership.

## How did the Nonprofit Solar Project come about, and why was CFSA interested in working on solar?

CFSA connects donors to the causes they care about to create a vibrant, equitable community for all southern Arizonans. The Nonprofit Solar project has become an initiative where all the pieces of that purpose came together. We discovered during the pandemic how important community resilience is, especially for the nonprofit sector, which needs to be able to weather significant crises. Solar provides financial resilience. From the equity perspective, it provides the opportunity for everyone in our community to be a part of the climate solution. We thought the solar project would be a great strategy because we'd be able to help provide security to nonprofits who serve the community in a variety of ways.

## How do you think Tucson nonprofits will benefit from rooftop solar? What is particularly exciting to you about this first round of recipients?

One of the most important benefits for our first round of recipients is that solar will have a permanent budget impact for them. I like how Ed Sakwa from Emerge! Center Against Domestic Abuse put it – they operate 24/7 and now they will have resources that come from solar power to meet those needs 24/7. And take the Sonoran Glass School. They'll be able to transform one of our amazing natural resources in the region – the sun – into beautiful art. In each case, there's something really special about how each of the recipients might benefit from solar.

## What has been the benefit of CFSA and SUN working together on this?

It's a beautiful collaboration. At CFSA, we know how to run grant rounds and work with nonprofits, but we had no idea how to ensure technical success on this kind of project. SUN brought all the



expertise and solar experience that we didn't have. Our partnership helped us be more effective in meeting our project goals.

## Is there anything unexpected that you've learned about solar since starting this project?

How important your roof is! And it's been a real insight for me into how important owning your building can be for the nonprofit sector. So many nonprofits don't own their buildings or facilities. That limits their ability to build financial resiliency.



*"The time has come for all organizations to lead the way towards a sustainable future. With this grant, we will be a neighborhood example of how to be a solar energy champion."*

**– Emiel Brott, Executive Director of the Drawing Studio**



*"We believe that serving this community in a way that is inclusive, responsible, and equitable requires that our operations also be sustainable. Going solar will allow Emerge to lessen our carbon footprint and the energy costs of operating a facility that serves survivors 24/7/365."*

**– Ed Sakwa, Chief Executive Officer at Emerge! Center Against Domestic Abuse**

*"We are so excited and thankful to be a recipient of this unique funding! The energy savings gained by a solar parking lot will dramatically reduce our overhead costs. As a result, YOTO will be able to redirect more funding towards our mission of helping Pima County's youth experiencing homelessness to stay in school."*

**– Elizabeth Slater, Chief Executive Officer at Youth On Their Own**

# Building resilience in Puerto Rico through solar

In the fall, SUN launched our newest program – in Puerto Rico! We spoke with our new **Puerto Rico Program Director David Ortiz** about the importance of solar in Puerto Rico and his hopes for the program.

## Why do you think solar is important for Puerto Rico?

Puerto Rico has been my home for almost 13 years. I've experienced firsthand the impacts of Hurricanes María and Fiona. I'm frustrated by the persistent power outages, utility mismanagement, and increased electricity costs. The island needs to become more resilient to these impacts. Now is the time to transition from an antiquated, unreliable power grid. In its place we must use rooftop solar to build a modern and sustainable energy system that will help keep the power produced in the community, stay in the community.

## How will solar benefit Puerto Ricans?

Rooftop solar is a pathway towards energy independence. It helps individuals reduce their reliance on expensive, imported fuels. It can help residents, businesses, nonprofits, and faith-based organizations lower their utility bills. It also supports the local economy and creates jobs in a growing industry.

## What are your goals for the Puerto Rico SUN program?

We will do what SUN does best - empower local communities through education! The time we spend educating residents and businesses about solar and its benefits is one of the most important parts of our work.

We'll also work to increase access and affordability to solar energy through our solar co-ops. They help to lower the costs of going solar while providing support throughout the entire process. Next year we are looking to bring the co-op model to more communities around the island.

We also aim to hold electric utility LUMA and government officials accountable. When the power is out, living conditions are unbearable. Work is impossible. Schools and hospitals can't operate. This is unacceptable. In addition to persistent blackouts, the residents of Puerto Rico have also suffered from

constant bill increases since LUMA came to the island in 2021. We'll work together to bring accountability to utilities and government leaders.

## What are you most excited about working on in 2023?

I'm most excited about working with our co-op members to recruit others to become change agents for solar. I enjoy working hand-in-hand with supporters and empowering them to get involved, take leadership roles, and help others access solar energy.

SUN, as well as many partners and allies, advocated for the White House and Congress to assign funds for rooftop solar for vulnerable communities as part of the Omnibus bill. Thanks to this effort, Puerto Rico received \$1 billion dollars. I'm excited to make sure that those funds are accessible as soon as possible to the communities that need them most. Especially so that those who are usually left without electricity for the longest during blackouts or hurricanes can be more prepared for future storms.





# Financial Statement

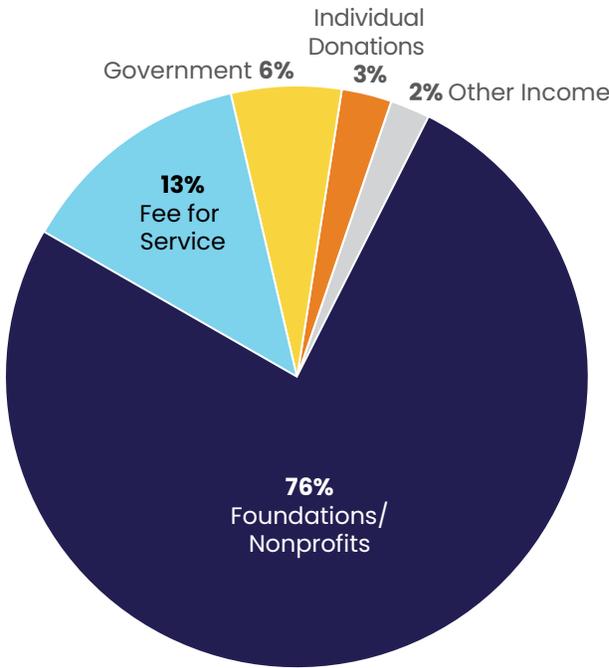
Solar United Neighbors receives financial support from foundations, other nonprofit entities, government agencies, individual donors, and earned income from our on-the-ground programs. These diverse revenue sources help ensure we continue to be financially secure.

| Revenue:                |                       |
|-------------------------|-----------------------|
| Foundations/Nonprofits* | \$4,634,605.00        |
| Fee for Service         | \$805,900.00          |
| Government **           | \$377,000.00          |
| Individual Donations    | \$190,078.50          |
| Other Income            | \$126,209.44          |
| <b>Total Revenue:</b>   | <b>\$6,133,792.94</b> |

| Expenses:                         |                       |
|-----------------------------------|-----------------------|
| Employee Expenses                 | \$4,216,539.65        |
| Professional Fees                 | \$475,452.43          |
| Engagement Expenses               | \$44,522.82           |
| Public Relations                  | \$143,943.73          |
| Office Expenses                   | \$560,927.42          |
| Facilities                        | \$121,523.93          |
| Travel                            | \$130,847.16          |
| Contribution Expenses             | \$25,000.00           |
| Low-Income Solar Project Expenses | \$185,127.10          |
| <b>Total Expenses:</b>            | <b>\$5,903,884.24</b> |

**NET INCOME: \$229,908.70**

**Solar United Neighbors 2022 revenue by source**





# How to support our work

You can make a tax-deductible donation to Solar United Neighbors to help people go solar, join together, and fight for their energy rights. Your gift will go to work immediately. Every dollar makes a difference!

*You can donate in the following ways:*

## **Monthly giving (Solar Sustainer)**

For as little as 16 cents per day (\$5/month), our Solar Sustainer monthly giving program offers an easy, affordable, and effective way to sustain our programs to spread solar power. For you, it makes the donation process much more convenient. Our Solar Sustainers enable ongoing impact. Visit [www.solarunitedneighbors.org/sustainer](http://www.solarunitedneighbors.org/sustainer)

## **Donor-advised fund**

Donate via your donor-advised fund (DAF). If you have one set up with Fidelity Charitable®, Schwab Charitable®, or the BNY Mellon Charitable Gift Fund®, you can quickly jumpstart the process of donating to Solar United Neighbors through your DAF by visiting [www.solarunitedneighbors.org/daf](http://www.solarunitedneighbors.org/daf)

## **Securities**

Donate publicly traded securities (stocks, mutual funds, and exchange traded funds) to Solar United Neighbors. It's a simple, quick process! Visit [www.solarunitedneighbors.org/securities](http://www.solarunitedneighbors.org/securities)

## **Combined Federal Campaign**

Federal employees and retirees can support Solar United Neighbors through the Combined Federal Campaign (CFC). Enter our CFC #86613 on your pledge form.

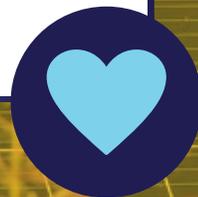
## **Online or by mail**

To donate online with a credit card or via your bank account, visit [www.solarunitedneighbors.org/donate](http://www.solarunitedneighbors.org/donate).

Make your check or money order payable to "Solar United Neighbors."

Mail your donation as follows:

Solar United Neighbors  
Attn: Development Dept. - AR22  
1350 Connecticut Ave NW, Ste 412  
Washington, DC 20036



*Donations to Solar United Neighbors are tax deductible to the extent allowed by law. Solar United Neighbors is a U.S. tax-exempt charitable organization (tax identification number 46-2462990) under Section 501(c)(3) of the Internal Revenue Code.*



**GO SOLAR**

Join Our Neighborhood Co-op

 **SOLAR UNITED NEIGHBORS.org**



**SOLAR UNITED  
NEIGHBORS**

[www.solarunitedneighbors.org](http://www.solarunitedneighbors.org)  
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