



THE FUTURE IS BRIGHTER WITH GRID Alternatives



Bertha Aguilar
Outreach Coordinator
GRID Central Valley



Terrence Thomas
GRID IBT Program Graduate
Installer at ACR Solar



Jake Meehan
Vice President
Northern California
Construction Training

Homeowners throughout the Central Valley are seeing up to **90 percent savings** on their electric bills with GRID Alternatives' solar technology.

Learn how you
can join the
solar movement!



CLIENTS
SEE PAGE 3



TRAINEES
SEE PAGE 6



PARTNERS
SEE PAGE 7



GRID
ALTERNATIVES
North Valley

KEEP COOL, Save Money

GRID Alternatives helps qualifying families improve their homes with solar technology

BY THEA MARIE ROOD

The Central Valley gets hot. With record-setting summer temperatures that can be in the triple digits for days on end, keeping cool with an air conditioner also means a whopping electric bill.

Or does it?

What if you could harness the energy of the sun beating down on your roof to power your home without it costing you a penny? You can with GRID Alternatives.

"We are the nation's largest nonprofit of our kind," said Bob Gragson, Executive Director of GRID Alternatives North Valley, which works alongside GRID's Central Valley team to offer solar technology to underserved communities from San Joaquin County to Kern County.

How it works is easy: If you are a qualifying homeowner on a limited or fixed income, GRID can install solar panels on your home at no cost — and begin offsetting your PG&E bill by as much as 90 percent.

"Many people can't afford their electric bills, and they are foregoing using their air conditioners in the summer," said Gragson. "But once our system is installed, it allows them to use their air conditioners without worrying about high electricity bills."

GRID is different from for-profit solar companies. Because GRID Alternatives' services are funded by its partners, state tax credits and other statewide programs, and equipment is installed with the help of volunteers and job trainees, the entire process is no-cost to the homeowner.

Access to free solar technology and a significantly reduced energy bill can be life-changing for homeowners, as GRID has seen firsthand throughout the Central Valley and six other California regions.

"Homeowners can use that extra money every month to pay for school for themselves or their kids, pay medical bills, buy more nutritious food, even pay their mortgage more easily so they can stay in their home," said Gragson.

Having access to affordable electricity also allows residents to keep cool during those hot summer months.

To qualify, residents must own their home and be at or below San Joaquin County's qualifying income levels, which take into account how many people live in a household. Homes must also pass a roof inspection or have recommended services done to make sure the panels can be safely installed.

GRID's services can result in more than just a lower energy bill. The nonprofit also offers real training and hands-on experience to individuals looking

for skills in the rapidly-expanding solar industry.

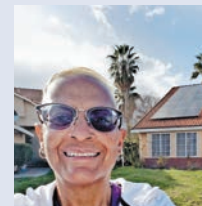
"Our staff teaches you how to do the install work and oversees your work," said Gragson. "You can then go to an employer in the solar industry or the construction industry and say, 'I've had real-world solar installation experience with GRID Alternatives.'"

"Once our system is installed, it allows [homeowners] to use their air conditioners without worrying about high electricity bills."

Bob Gragson
Executive Director,
GRID Alternatives North Valley



WHY DO PEOPLE LOVE GRID ALTERNATIVES?



"I'm so happy with GRID that I've referred them several times to my neighbors and friends! It's a pleasure to work with a company that's dedicated to their client's experience. It was just a few months from start to finish [and] now I'm saving on my electric bill. I'm a foster parent, and with the savings, I'm able to take the kids out to more fun activities. [Solar] adds value to your home, saves money, helps the environment and [is] aesthetically pleasing; it's a win-win-win-win!"

Michele Robinson

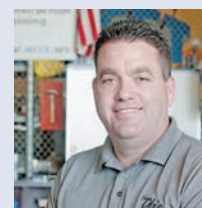
GRID client, San Joaquin County



"GRID Alternatives helps low-income people be part of the solar revolution."

Jerry Brown

*Governor, State of California
1975-1983, 2011-2019*



"GRID trains our students. As GRID interns, they are trained in solar technology which is also good for the community. [Some] students get paid a stipend and some ... get job offers after their internships."

Jake Meehan

*Vice President, Northern California
Construction Training*



"As energy trends inevitably shift towards renewables, further development of these alternative resources opens up new economic opportunities. GRID Alternatives' commitment to investing in accessible and affordable solar technology offers lower-income communities more cost efficient energy options, and puts Americans in need of work on the path to success through its on-the-job training program."

Jerry McNerney

*U.S. Representative, California District 9
2013-2019*

Having access to solar technology allowed Donald Wayne Lloyd and his family to save money and feel good about their energy use.
PHOTO BY ANNE STOKES



SAVE FOR the Future

GRID Alternatives helps local family lower their bill and achieve aspirations

BY MATT JOCKS

Seeing lower numbers on his monthly energy bill is definitely rewarding, but Donald Wayne Lloyd of Stockton said the greatest outcome from becoming a client with GRID Alternatives was being able to send his son to college.

Converting to solar had always been a goal of Lloyd's, but he had thought that the cost of installation would make going solar impossible.

"[My wife and I] had talked about it a few times," he said. "I even went out and got some quotes to see if we could do it. But when I looked at the numbers, it just didn't seem feasible. If we would have [had] to pay for it all, there's just no way we could have done it."

That dream of solar technology seemed even more distant once Lloyd's son, Jedidiah, began applying to college. He received a scholarship to the University of the Pacific, but not all of his expenses were covered. At first, the Lloyds didn't think they could cover the difference.

Things changed when Lloyd's wife found out about GRID Alternatives through her work with Habitat for Humanity, a GRID partner in the Central Valley. Lloyd's family made the choice to go solar with GRID in 2016. Money saved on their energy bill went toward Jedidiah's future.

"[Solar technology has] really helped us pay for what ... we need to contribute [to his school]," he said. "Without [the] money we're saving, I think it wouldn't have been an option for us."

Lloyd said that before GRID he was paying between \$300 and \$800 a month for his electricity. Now, his bills range between \$50 and \$120, and he feels **good** about his energy use.

"The environmental part of it was also important to me," he said. "We've always taught our children to conserve. You've got to take care of yourselves, but also think about the whole environment."

Lloyd said that his initial concerns — whether his roof could handle solar panels or not, and if panels would affect his ability to sell his house in the future — were addressed by the GRID team right away.

"They were great to work with," Lloyd said. "It was extremely hassle-free. [GRID] met with us, went through the whole process and answered all my concerns."

Lloyd said GRID has also been there in the years since the installation to address any issues. For instance, when his system shut itself off one day, a GRID representative came out to his house to personally

show him how it can be rebooted.

Because GRID has impacted his life so much, Lloyd said he has become an advocate — telling people they should find out if they qualify for GRID's services.

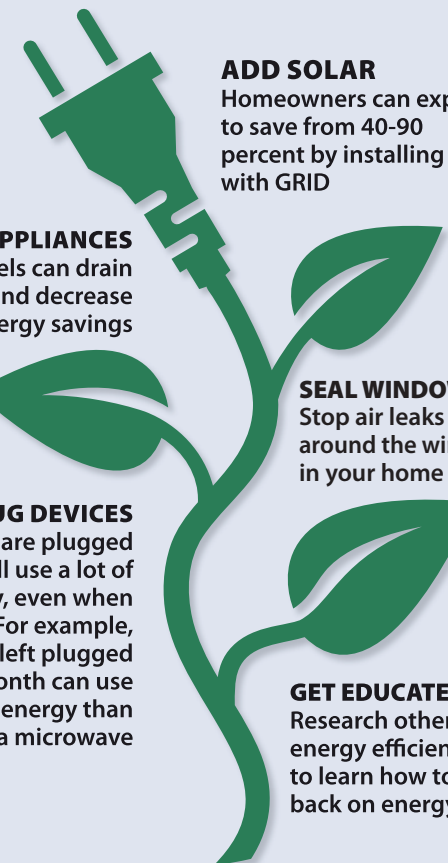
"I'm definitely appreciative of [GRID]," he said. "It has made such a huge difference in our lives."

"I'm definitely appreciative of [GRID]. It has made such a huge difference in our lives."

Donald Wayne Lloyd
Stockton resident and GRID client

HOW TO

USE HOME ENERGY WISELY



ADD SOLAR

Homeowners can expect to save from 40-90 percent by installing solar with GRID

UPGRADE APPLIANCES

Older models can drain power and decrease energy savings

UNPLUG DEVICES

Items that are plugged in still use a lot of energy, even when not in use. For example, a charger left plugged in for a month can use up more energy than a microwave

SEAL WINDOWS

Stop air leaks around the windows in your home

GET EDUCATED

Research other energy efficiency tips to learn how to cut back on energy use

HOW GRID SPREADS SAVINGS



GRID receives funding from business and nonprofit partners, state tax credits and other state-wide programs.



The GRID team designs and installs solar panels for homeowners at no cost using its funding.



Homeowners receive up to 90 percent savings on their energy bill.



Homeowners are more easily able to pay their mortgage payments and stay in their homes!



The extra money saved on energy goes back into communities when homeowners:

- Buy food
- Purchase gas, clothes, furniture or other household goods
- Use "spending money" on outings and other items that are not bills

Communities also benefit from these savings as homeowners are now able to afford:

- Education
- Home improvement projects
- Health care

Every Step OF THE WAY

GRID Alternatives guides clients through an easy process to savings

BY THEA MARIE ROOD

As a homeowner, your experience with GRID Alternatives begins and ends the same way — with a friendly outreach coordinator like Bertha Aguilar.

"It starts with a homeowner contacting us," said Aguilar, who works out of GRID's Central Valley office in Fresno. "And once you call, you are *my* client."

A GRID outreach coordinator will meet you every step of the way, starting with a prescreening interview to determine if you are qualified for GRID's no-cost solar energy system.

"We will come to your home and show you a presentation on energy efficiency and show you how solar panels work," Aguilar said. "We can also give you a referral to other programs — like if you need to get your roof fixed first — and then help you submit your application."

Once your application is approved the outreach coordinator schedules a construction site visit. Here, a GRID team comes to your home to look at the size, pitch and layout of your roof, and monitor your roof's access to sunlight in order to come up with a design that is specific to your home.

The construction team also handles any required permits.

"Then we make an appointment with the homeowner to let them know we're ready to install," Aguilar said. "You can see your design and sign the contract."

But GRID doesn't just leave after the solar panels are on your roof. Even after installation, outreach coordinators stay in touch.

"We still go out on a post-installation warranty visit and go over the first bill from the utility company, look at the equipment, answer any questions you have," she said.

"Our clients keep us going — they give us our drive."

Bertha Aguilar
Outreach Coordinator,
GRID Alternatives Central Valley

As an outreach coordinator, Bertha Aguilar develops a relationship with each one of her clients — giving them access to savings they can use.

PHOTO BY CLAIRE TAKAHASHI

After eight years of working for GRID Alternatives, Aguilar sees evidence of the program's positive impact on its surrounding communities every day.

"I had a family that included a mother, father, their daughter, her husband and their kids," recalled Aguilar. "They couldn't afford their big electrical bills and they came to us for help."

After GRID installed their electric system, the family saved 75 percent on their first electric bill.

"A lot of their neighbors were from their hometown in Mexico and they shared this information with these families," Aguilar continued. "So far, we've gotten 30 referrals from that neighborhood. It's so nice to hear: 'Oh, I'm related to so-and-so.'"

These communities form more than just working relationships with GRID. Aguilar said many of them have become friends, welcoming GRID and its staff members into their lives.

"Often they will invite us over or we will stop by to see how things are going, and if they are, say, in the fruit industry, they'll have a big box of oranges for us," she said with a smile. "Our clients keep us going — they give us our drive."



5 Steps to Savings

Getting solar technology through GRID Alternatives is smooth, quick and **NO-COST**. Here's what a homeowner can expect on the path to solar.



BY MATT JOCKS

1 GET INTERESTED

Fill out a short form online so GRID Alternatives can contact you about installing solar technology at your home. **You can do this by:**

- ☐ Visiting www.energyforallprogram.org
- ☐ Providing basic information such as your name, address, income and how many people live in your house so GRID can see if you can qualify

2 PRELIMINARY ASSESSMENT

Once you've submitted your initial contact form, a GRID outreach coordinator will reach out to you to finish verifying your eligibility. **You may need:**

- ☐ Proof of home ownership (such as mortgage paperwork)
- ☐ Utility bills so your home's average energy usage can be assessed
- ☐ Proof of Income (such as tax return or W-2)

3 SITE VISIT

Once GRID determines you are geographically and economically qualified for its services, a team of GRID crew members will schedule a time with you to come inspect your home and take photos. **Here's what you'll need to know:**

- ☐ Set aside 60-90 minutes for the inspection
- ☐ GRID will determine equipment placement, the nature and type of electrical additions and connections needed, and your roof's ability to support solar panels
- ☐ If your roof needs upgrades for better support, GRID may attempt to offset costs on its own or with the help of its partners

4 INSTALLATION

Once GRID determines that your house is ready for solar, it's time for installation! Work is completed by GRID construction staff along with trained GRID volunteers, with little required of you.

How it works:

- ☐ Installation takes place over 1-2 days
- ☐ An adult must be present at your home, but you will not be asked to pay or do anything — except maybe a little cooking
- ☐ GRID requests that homeowners provide lunch for the installation crew, if possible. That way GRID staff, volunteers and homeowners get to sit and talk together during this favorite part of the process

5 FLIP THE SWITCH

Now that your solar system is installed, GRID wants to make sure you can get the most out of your future savings. **Here's how:**

- ☐ GRID does a post-installation inspection before the solar technology system is switched on
- ☐ Once your system is up and running, you can expect a savings of 40-90 percent (savings on utility costs vary depending on a variety of factors)
- ☐ Three months after installation, GRID performs a follow-up visit at no cost

GET STARTED TODAY

VOLUNTEERS: SERVICE LEARNING

Volunteering on a solar installation with GRID Alternatives is a great way for community members to give back to their community while getting hands-on experience with solar technology. No experience is required, GRID's licensed installers teach volunteers everything they need to know!

CAREER SEEKERS: INSTALLATION

BASICS TRAINING

Those who want to explore their options for a career in solar can become trained in a range of specific installation and maintenance skills, participate in installations, and gain access to skill workshops and internships. GRID can also help trainees update their resumes and support their placement into jobs with its partners.

STUDENTS: SOLAR FUTURES

This educational and training program helps students K-14 learn more about solar. At the high school and college levels, the program combines classroom instruction with hands-on installation experience to prepare participants for the job market.

VETERANS & SERVICE MEMBERS: TROOPS TO SOLAR

Specifically offered to military veterans and active servicemembers, this initiative provides training and job connections that can result in a career in solar energy.

WOMEN: WOMEN IN SOLAR

This program helps build a diverse and equitable workforce by providing technical career pathways, valuable career insights and national leadership on solar workforce diversity for women.

Contact GRID at 530-217-6154 or volunteernv@gridalternatives.org to join one of these programs!



GRID Alternatives is helping entire communities empower themselves by providing solar installation training programs that lead to high-paying careers. PHOTO COURTESY OF GRID ALTERNATIVES

Empowered THROUGH GRID

Solar training quickly turns into a career for Sacramento man

BY MATT JOCKS

Terrence Thomas wasn't sure if he could see a career path in his future. Turns out, he just needed to climb up onto a roof to get a better view.

"I'm a hard worker," he said. "Every type of job I've had, I've handled my business and taken it seriously. But it seemed like I was always limited to dead-end jobs."

Not anymore, thanks to GRID Alternatives.

When Thomas first signed up for one of GRID's training programs, he didn't know anything about solar installation. But after completing GRID's Promise Zone Solar Training internship program, Thomas now works for a small but busy Sacramento-area solar company. His future has come into focus.

"What I started to realize, doing this job, is that everything is going solar," he said. "There is a very high demand for certified solar installers and technicians. It's a growing field."

Thomas was connected to GRID's Promise Zone Solar Workforce Initiative through one of its partners in Sacramento, the Jobs Plus Initiative Program. Each of GRID's regions of operations have similar partnerships, giving community members easy ways to access a profitable career in solar.

To receive his certification, Thomas underwent an intensive three-week program that both challenged and rewarded him.

"The first day, we had about six hours of instruction," Thomas said. "And the second day we were up on the roof. I had never been on a tile roof before."

Thomas quickly became confident in this new career pathway, and was motivated to acquire as much knowledge and develop as many skills as he could. When his training was done, GRID sent him off with 10 certificates of completion

and a portfolio of photos of his work. He easily landed a position with ACR Solar in Carmichael after attending a solar career fair, which was also hosted by GRID.

Not only does Thomas see what GRID has done for him, he sees what it's done for others.

"Some of the fellas in the program come from some of the harder areas of the city," he said. "[GRID focuses] on those people who are in the lower income areas, ... and they give them this opportunity. It's awesome that they show they can help the community."

As for Thomas, he just bought a new sport utility vehicle, something that wouldn't have been possible without his new job.

"It's definitely changed my life," he said. "I have a steady income and that's the very heart of life every day when you've got three children to care for. I also work for a company that treats you good. It's a family business and ... there's a bond that's hard to find. I look forward to going to work every day."

"It's definitely changed my life ... I look forward to going to work every day."



Terrence Thomas
ACR Solar

Jake Meehan says that thanks to GRID, NCCT students have access to valuable experience in and outside of the classroom.
PHOTO BY ANNE STOKES

WORKING Together

GRID Alternatives' impact is multiplied through its partnerships with a variety of community organizations

BY THEA MARIE ROOD



No successful non-profit works alone. Although it may seem impossible to bring access to solar technology and job training to so many at no cost, GRID Alternatives is able to effectively create positive change for "People, Planet, and Employment" largely due to its innovative partnerships.

Working with a variety of different partners allows GRID to leverage funding into support for both its solar technology systems and swiftly growing solar installation training program.

Take Northern California Construction Training (NCCT) for example. NCCT is a Sacramento-based nonprofit that offers its students pre-apprenticeship programs in construction trades. Its mission is to empower communities by providing access to well-paying construction jobs in the industry.

"We prepare our students to meet or beat the requirements for apprenticeship programs," said Jake Meehan, NCCT's Vice President. "We cover 11 different trades."

Thanks to GRID's partnership with NCCT, GRID is able to offer unique educational opportunities to motivated career-

seekers while enhancing its own installation workforce. And NCCT is able to provide its students with solar installation skills which are in high demand in a growing industry, including ones that are often excluded from construction courses.

"Solar isn't a trade — it's a craft," said Meehan. "So this is [typically] stuff we would barely touch on in our [trade] program. But alternative energy is such a hot topic right now, and solar is going to be everywhere."

Meehan said GRID makes partnership easy. All Meehan has to do is let GRID come out to one of his job sites and talk to students right there. He said GRID always gets several eager sign-ups each time it visits an NCCT site.

That's because GRID knows students need hands-on experience to complement any training they receive in the

classroom, according to Rebekah Casey, Deputy Director for GRID Alternatives North Valley. Partnerships, she said, are the best way to prepare students for employment.

"Partnership is central to the mission of GRID Alternatives," said Casey. "We bring together local organizations with strong roots in each community to make solar happen."

Meehan noted there are many GRID/NCCT success stories of students who have gone onto lucrative careers in the solar energy industry. And, because of GRID, their education covers more than just how to put solar panels on a roof.

"GRID goes out and does good work in the community, too," he said. "Our guys get a chance to help lower income people, or people who have fallen on hard times, save some money. They learn job skills but also learn how to give back. It's a win-win for us."

"[Our students] learn job skills but also learn how to give back."

Jake Meehan
Vice President
Northern California Construction Training

JOIN THE GRID FAMILY

CORPORATE PARTNERS

Support GRID through monetary donations, and roll up your sleeves as your company's employees volunteer with GRID and help families directly. Join corporate partners like Wells Fargo, Accenture and Sacramento Metropolitan Chamber Foundation.

JOB TRAINING PARTNERS

Contribute to GRID's labor force and give students a hands-on learning experience that pays. Join job training partners like California Human Development and Brother 2 Brother.

EQUIPMENT PARTNERS

Provide large scale donations and low-cost products to GRID, getting your solar technology into more hands. Join equipment partners like SunPower and Enphase Energy.

AFFORDABLE HOUSING PARTNERS

Work with GRID to make housing more environmentally sustainable and to lower electricity costs for low-income residents. Join affordable housing partners like Habitat for Humanity in Sacramento and Stockton, and Mutual Housing California.

GOVERNMENT PARTNERS

Promote GRID's services to reduce your area's electricity usage from non-renewable sources, meet energy goals, lower housing costs and develop a strong workforce. Join government partners like the California Public Utilities Commission, California Department of Community Services and Development, and the cities of Chico and West Sacramento.

Contact GRID at 530-217-6115 or info@gridalternatives.org to become a partner today!

How you can find your place in the sun with GRID

HOMEOWNERS

Interested in **saving up to 90 percent** on your energy bill? Getting solar technology through GRID Alternatives is smooth, quick and **no-cost**.

See if you qualify:

- ☐ Own your own home **or**
- ☐ Own a multifamily housing building
- ☐ Live in a GRID service area
- ☐ Qualify as low-income or are on a limited or fixed income
- ☐ Have access to basic records (like tax or income receipts, and utility bills)

GET STARTED BY VISITING:
www.grid solar.org
or call **866-921-4696**

BUSINESSES

Believe in **empowering underserved communities** and promoting clean energy?

You could become a partner:

- ☐ Sponsor an employee workday with GRID
- ☐ Invest in GRID programs
- ☐ Make large-scale or low-cost equipment donations
- ☐ Promote GRID to meet regional energy goals
- ☐ Train local workers in solar installations
- ☐ Lower electricity or utility costs in your community

GET STARTED BY VISITING:
www.gridalternatives.org/partner
or call **530-217-6146**

JOB TRAINEES

Want to become one of the **three million U.S. workers** being paid well in the clean energy industry?

See how you can land a job through GRID training:

- ☐ Receive valuable and free hands-on training
- ☐ Access onsite networking and employment opportunities
- ☐ Earn skill certificates through real-world installations
- ☐ Get direction from professional solar installation staff
- ☐ Access the GRID Resume Bank
- ☐ Access GRID's solar jobs guide

GET STARTED BY VISITING:
www.gridalternatives.org/get-training
or call **530-217-6154**

Key Regional Partners

Corporate and Foundation Partners and Supporters

Accenture
Citibank
Enphase Energy
JPB Foundation
J.P. Morgan Chase & Co.
Rabobank
Sacramento Metropolitan Chamber Foundation
SunPower
The Honnold Foundation
U.S. Bank
Wells Fargo

Government Partners and Supporters

California Public Utilities Commission (CPUC)
California Department of Community Services and Development (CSD)
City of Chico
City of Davis
City of Roseville
City of Woodland

County of Sacramento
Sacramento Municipal Utility District (SMUD)

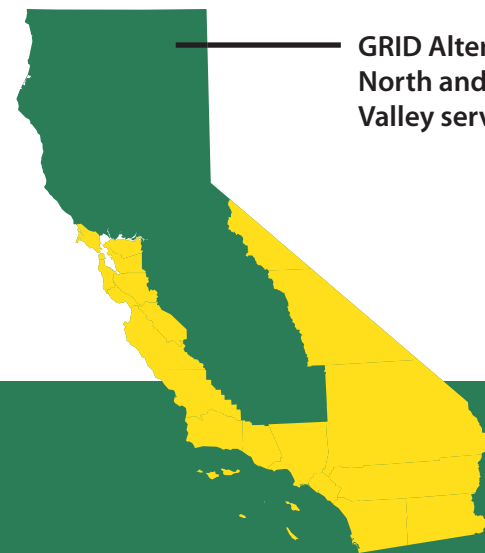
Affordable Housing Partners

BRIDGE Housing
Habitat for Humanity
Mutual Housing California
Sacramento Housing and Redevelopment Agency (SHRA)
Visionary Home Builders of California

Job Training Partners

Brother 2 Brother
California Human Development (CHD)
Grant Union High School
Greater Sacramento Urban League (GSUL)
Job Corps
Jobs Plus Initiative Program
The Met Sacramento High School
Northern California Construction Training (NCCT)
Rebranding You INC.
River City High School
Sacramento Charter High School
Sacramento Regional Conservation Corps (SRCC)
SAVA Charter School

GRID Alternatives
North and Central
Valley service areas



GRID Alternatives North Valley
1417 N. Market Blvd., Ste 3
Sacramento, CA 95834
530-217-6115
inforv@gridalternatives.org
CA Contractor License #867533