FiT PAYS

Rooftop Solar Program Delivers Dividends for Business Owners

CRAFTED at the Port of Los Angeles – Ramada City Solar

LABC Institute

LOS ANGELES BUSINESS COUNCIL
Acknowledgements

The LABC Institute is pleased to have partnered with the USC Program for Environmental and Regional Equity (PERE) and the UCLA Luskin Center for Innovation since 2010. We would like thank Manuel Pastor, Director of USC’s PERE, JR DeShazo, Director of the UCLA Luskin Center for Innovation and Alex Turek, Project Manager, the UCLA Luskin Center for Innovation for leading the LABC Institute’s ongoing research on the Feed-in Tariff for the past five years, including authoring a total of seven reports on the design, implementation and impact of this program.

We would also like to give a special thanks to Chuck Brittenham, Brittenham Graphic & Advertising Design, Merrill Balassone and Steve Sugerman, Sugerman Communications, Rachel Levy, and Adam Lane, LABC and the LABC Institute staff Steve Coulter, Zarui Chaparyan and Lauren Courtney for their contributions to the Fit Pays booklet.

We also want to gratefully acknowledge the CLEAN LA Solar Coalition & Partners:

American Institute of Architects | LA
American Lung Association
Beverly Hills/Greater Los Angeles Association of Realtors
Building Owners and Managers Association of Greater Los Angeles
California Apartment Association
California Center for Sustainable Energy Communities for a Better Environment
CLEAN Coalition
Clean Economy Network
Clean Tech Los Angeles
Enterprise Community Partners
Environment California
Environmental Health Coalition
Faith 2 Green
Global Green USA
Homeboy Industries
Greater Los Angeles African American Chamber of Commerce
Interfaith Power and Light
LA Family Housing
LA Conservation Corps
Laborers’ International Union of North America – PACIFIC SOUTHWEST
Latin Business Association
Los Angeles Area Chamber of Commerce
Los Angeles Business Council
Open Neighborhoods/Mar Vista
Palms Neighborhood Council
San Fernando Valley Green Team
Sierra Club
TreePeople
Union Roofing Contractors Association
United States Green Building Council
Wilshire Center Business Improvement District
April 29, 2016

Dear Summit Participants:

The LABC Institute is proud to provide this special release Fit Pays: Rooftop Solar Program Delivers Dividends for Business Owners to highlight successful examples from among the programs first completed projects. Los Angeles Department of Water and Power’s 150 megawatt Feed-in Tariff (FIT) program was authorized by the Los Angeles City Council in 2012 thanks to broad-based support from businesses, environmental and public health organizations, labor and workforce training providers who recognized an unprecedented opportunity to meet LA’s environmental goals and the utility’s state-mandated renewable portfolio standards. The Feed-in Tariff program captures the city’s vast solar rooftop capacity of 5 gigawatts by allowing industrial and retail building owners to install solar panels and sell the electricity generated directly into the utility’s power grid at a fixed price. Building owners are incentivized to earn a reasonable rate of return on their investment; the utility receives additional sources of clean, renewable energy, particularly during peak periods; and Los Angeles benefits from a cost-effective program generating private investment and creating thousands of local jobs.

The UCLA Luskin Center for Innovation estimates upon full implementation of the 150 megawatt program, the program will have attracted $500 million in direct private investment, leveraged over $300 million in federal tax credits, and created 3,500 local jobs. 150 megawatts offers enough capacity to power more than 240,000 homes and avoid the release of 2.6 million metric tons of CO2 or the equivalent of removing half a million cars from Los Angeles roads.

LADWP’s Feed-in Tariff allows businesses to turn their roofs into assets. The recent five-year extension of the federal investment tax credit for solar provides a valuable incentive for system owners to embrace the program. We are pleased to report the success of the programs and celebrate the completed projects coming online as highlighted in Fit Pays.

Due to the success of the initial offering, this month, LADWP is now accepting applications for the fifth Feed-in Tariff allocation at a 10- to 20-year fixed price of $0.13/kWh. We encourage you to join us at one of the LABC Institute’s informational Fit program workshops which are held several times each year with LADWP and open to local businesses, financiers and building owners. You can inquire about our upcoming workshops and other supporting resources by visiting www.labcinstitute.org or calling our office (310) 226-7460. The LABC Institute is pleased to be a significant resource for the program and our team connects prospective Fit participants with companies that have had prior success working with the program.

We look forward to the continued success of the Fit Solar Program!

Sincerely,

Brad Cox
LABC Institute Chairman

Mary Leslie
President, LABC

Nadine Watt
LABC Chairman
FIT PAYS
Rooftop Solar Program Delivers Dividends for Business Owners

In 2013, Los Angeles launched the nation’s largest urban rooftop Feed-in Tariff (FiT) program, helping building owners turn their rooftops into solar energy plants to power the city with more renewable energy and reduce greenhouse gas emissions.

Just three years later, the Los Angeles Department of Water and Power’s 150 megawatt pilot program has helped catalyze an emerging solar market while creating high-quality jobs and spurring private investment in Los Angeles County.

Rather than relying on public money to fund large infrastructure projects, FiT installations have encouraged major private investment in the solar energy sector – the 150 megawatt program will have attracted an estimated $500 million in direct private investment when fully implemented.

These investments have paid off not only in clean solar power for Los Angeles and in local jobs, but the investors themselves are on a path to profitability. A track record of profitability should attract more private investment, enabling the FiT program to continue to scale to the level envisioned by Los Angeles Mayor Eric Garcetti. Last year, Garcetti set a goal to install 1,500 megawatts of local solar projects by 2025, which is estimated to result in 36,000 or more local jobs for Los Angeles.

Among some of the business benefits so far for companies that have completed FiT projects:

• At CRAFTED, a handmade goods marketplace at the Port of Los Angeles, a FiT installation is expected to gross $5.6 million over 20 years according to an LABC Institute estimate. CRAFTED receives a percentage of the estimated $280,000 annual gross revenue, which it passes on to its small businesses tenants.

• A combination of FiT and net metering to offset energy use at the headquarters of fashion retailer Forever 21 is providing 16 percent more return than predicted, and is expected to pay for itself within five years.

• At the family-owned Southern California Trophy Building in downtown Los Angeles, revenue over the 20-year contract with the utility is expected to exceed $670,000.

The components of the Feed-in Tariff include a 100-megawatt fixed rate program and a 50-megawatt “bundled” program tied to an out-of-basin project on property owned by LADWP. In 2016, the 100-megawatt fixed rate FiT continues to gain momentum, generating an overwhelming response from the private sector. Since 2013, 23 fixed rate FiT projects have been completed, generating a total of 14 megawatts and the bundled 50 megawatt program will begin to come online in 2016. All told 68 to 88 more megawatts of solar power are expected to come online over the next year, and plans to roll out the remaining program capacity are underway.

As on the rooftop of fashion retailer Forever 21’s corporate headquarters, building owners with large rooftop space have found it lucrative to combine two solar programs: net-metering and feed-in tariff. Building owners use net-metering to zero out their energy use and sell excess energy to the grid. Although less common, the energy cost savings provided by net-metering in combination with the 20-year revenue stream from FiT can maximize the bottom line.

Currently, most of Los Angeles’ renewable power is generated outside the L.A. Basin and transmitted inefficiently across long distances to customers. In recent years, the cost of building large-scale solar plants has fallen dramatically and become competitive with wind power and dirtier fossil-fuel sources. California cities can benefit significantly by balancing those large-scale renewable energy investments with programs such as feed-in tariff that create jobs, drive private investment, bring environmental benefits within city limits and create greater resiliency in the face of natural disaster.
“L.A. is a global sustainability leader because we are committed to producing clean, renewable energy in new and innovative ways. The FIT provides solar power locally and gives Angelenos the tools to make our City more sustainable by utilizing the rooftops of their own businesses.”

-L.A. Mayor Eric Garcetti

Feb. 24, 2016, Port of Los Angeles FIT Press Conference

“The outstanding business response to LADWP’s program demonstrates that the Feed-in Tariff is an innovative and replicable model for cities to help meet California’s climate laws, and also benefit local businesses’ bottom line, drive private investment and job growth, and open new market opportunities.”

-Mary Leslie, President, Los Angeles Business Council

ECONOMIC SNAPSHOT

The UCLA Luskin Center for Innovation estimates that when fully implemented, the 150 megawatts currently authorized for the pilot Feed-in Tariff program will generate:

- $500 million in direct private investment;
- Leverage $300 million in Federal Tax Credits
- Create approximately 3,500 local jobs
  - 23.3 direct jobs per megawatt installed

FIT projects also:

- Use materials and equipment from local vendors
- Employ innovations such as SolarStrap™, invented by a local solar company and manufactured in Los Angeles County.
- Encourage solar companies to relocate or expand within the county
- Create greater resiliency in natural disaster. Upcoming FIT projects may allow solar power to be switched on if traditional power systems fail
LADWP’s 150 megawatt Feed-in Tariff Program was designed by a coalition of businesses and environmental and civic organizations. Called the Clean LA Solar Coalition, it was spearheaded by the Los Angeles Business Council, the UCLA Luskin Center for Innovation, USC’s Program for Environmental and Regional Equity and LADWP.

In December 2015, the Port of Los Angeles Commission and Los Angeles City Council approved a proposal to develop 10 megawatts of FiT projects at the Port. The Port of Los Angeles is first of several major Los Angeles institutions with current proposals to develop “bundled” FiT projects on large sites across multiple buildings and land parcels.

The 100-megawatt fixed rate program was offered in five allocations beginning in 2013. The price began at 17 cents per kilowatt in the first allocation and decreased with each allocation to 13 cents per kilowatt in the fifth allocation, making Los Angeles’ FiT the lowest cost program in the United States.

**Active FiT Prices from across the U.S.**

![Bar chart showing active FiT prices from across the U.S.]

**Note:** Some prices have been blended over differentiated capacity categories

Source: UCLA Luskin Center for Innovation

**Sharing Solar’s Promise: Bringing FiT to High-Need Areas**

Another key to the program’s success: 40 percent of completed projects, along with those in the pipeline, are located within “solar equity hotspots,” areas of Los Angeles with abundant rooftops and large low-income populations in need of jobs and new economic opportunities. The FiT Program provides the opportunity to link rooftop solar projects with workers in nearby communities. FiT installations have relied on workers trained through a variety of local programs hosted by community colleges, union apprenticeships and non-profits throughout the city that offer specialized training often to less advantaged workers. One such local program is a partnership between Homeboy Industries and the East Los Angeles Skills Center that trains ex-offenders and former gang members to join the “green collar” work force.

The East Los Angeles Skills Center (ELASC) offers a series of photovoltaic solar installer courses to clients of Homeboy Industries, which serves former gang members, as well as to East Los Angeles residents. ELASC’s solar training programs prepare students for the entry-level industry certification and equip students with English and math skills that are essential for the job.
“Los Angeles has a unique confluence of characteristics providing a firm foundation for a successful solar FiT program: abundant sunshine, a trained workforce and tremendous economic need. Growing the FiT will bring economic opportunity to some of our city’s most underserved and environmentally-challenged neighborhoods. There’s no question that the FiT can advance solar-related equity goals where they’re needed most.”

-Manuel Pastor, Director of USC’s Program for Environmental and Regional Equity

ENVIRONMENTAL SNAPSHOT

Once completed, the 150 MW FiT Program will:

• Avoid the release of **2.6 million metric tons of carbon dioxide**

• That’s the equivalent of **removing more than 500,000 cars** from Los Angeles roads when replacing coal-fired power

• **Power more than 240,000 homes** in Los Angeles with clean, renewable energy

In addition to the program’s economic benefits, the Feed-in Tariff Program is a critical component of the LADWP’s strategy to transition completely off coal power by 2025 and procure one-third of its power from renewable sources by 2020. In 2015, Los Angeles Mayor Eric Garcetti set goals to install 400 megawatts of local solar by 2017 – with another 200 megawatts contracted – to reach a total of 1,500 megawatts of local solar by 2025.” Meeting the new goals will require continued growth of Los Angeles’ local solar programs, including expanded offerings of Feed-in Tariff, over the next several years.

Promoting clean energy investments and employment opportunities in areas most disproportionately impacted by air pollution has been essential to the LADWP Feed-in Tariff Program. It was that promise that brought together a broad coalition of business groups, public health organizations, labor groups, environmental justice advocates and workforce trainers into the CLEAN LA Solar Coalition. Since that time, the LABC Institute, UCLA Luskin Center for Innovation and USC’s Program for Environmental and Regional Equity (PERE) have conducted several evaluations to assess outcomes and trends in this area.

Today, Feed-in Tariff projects are spread throughout the city, with projects either completed or under development in nearly all 15 council districts. Forty percent of projects, either installed or proposed, are located within areas of the city identified as “solar equity hot spots,” neighborhoods with abundant rooftops for solar installations and a high level of need for economic investment and jobs.

**USC defines solar equity hot spots as zip codes in:**

• bottom one-third of household income and

• bottom one-third of high school graduation rate and

• top one-third unemployment rate and/or

• identified by CalEnviroScreen as among the top 10% most pollution burdened areas in the state.”
40 percent of projects are located within solar equity 'hot spots'.

LA City Councilwoman Nury Martinez hosted a 2014 FIT Workshop in the San Fernando Valley focusing on workforce training opportunities with property owners, solar developers and workforce training experts. The goal is to increase training centers especially in the valley, which USC PERE identified as one of the solar hot spots.

In-service and active capacity (kW)
- Under 500 kW
- 501 to 1,000
- 1,001 to 3,000
- 3,001 to 10,000
- More than 10,000

Solar Training Sites
Solar Equity Hot Spots

Figure 1. Map of Active and In-service FIT capacity by Los Angeles City Council District. Source: UCLA Luskin Center for Innovation and USC Program for Environmental and Regional Equity.
TOP 5 BENEFITS TO BUSINESS OWNERS

1. A 10- to 20-year return on investment
2. Increased property values
3. Leverage 30 percent federal investment tax credit and accelerated depreciation
4. Owners of multiple properties or companies can enter joint ventures for other entities to receive tax benefits
5. Solar contractor’s warranty and maintenance contracts cover most future roof maintenance

Case Studies

Feed-in Tariff projects have been installed on warehouses, industrial facilities and apartment buildings, and are creating value for a wide range of businesses from small family-run companies to the corporate headquarters of fashion retailer Forever 21. They are located in diverse communities throughout the city, from the San Fernando Valley to East Los Angeles. Below is a small sample of the wide range of successful FIT projects:

*Flipping the switch on FiT: Oxnard Plaza Apartments, North Hollywood, California*

From the ground, there’s no hint that this four-story building is a groundbreaking site for clean, local energy – but a look at the rooftop reveals the array of solar panels that were the first to be installed under Los Angeles’ Feed-in-Tariff program.

Los Angeles officials inaugurated the FiT program as they flipped the switch on the roof of this 80-unit North Hollywood apartment complex in June 2013. The Oxnard Plaza solar installation was among the first wave of projects developed under the pilot FiT Program.

The 336 solar panels on the roof of the Oxnard Plaza Apartments generate 142,000 kilowatt-hours of clean, renewable solar energy each year. The project’s financials also demonstrated the benefit that the FiT can bring to multi-family building owners.

- **Total Project Cost:** $250,000
- **First Year Revenue:** $29,500
- **Expected Revenue from 20-year LADWP Contract:** $561,000
- **Payback period:** 4 years (<1 year with federal investment tax credit)
- **Life Expectancy of Project:** 30-40 years

*A family-owned business goes solar: Southern California Trophy Building*

In downtown Los Angeles, the company that manufactures Olympic Gold Medals and Oscar statuettes was also the first project site to adopt FiT in downtown Los Angeles.

The family-owned Southern California Trophy Company, which opened its doors in 1927, constructed a solar array on the roof of its 20,000-square foot downtown production facility in November 2013.

Southern California Trophy Company is a local institution still operating under original family ownership and has produced, designed and distributed prestigious awards including the Oscars, the Golden Globe Awards, the City of Hope “Spirit of Life” Award, and the Olympic Gold Medals, including those from the 1932 L.A. Games. This feed-in tariff project, developed by local solar provider California Solar, demonstrates the FiT’s profitability not only for the solar developer but the building owner as well California Solar subcontracted all aspects of the project, from development and design to installation – to local, small businesses, retaining the economic benefits for the local community. The financials show commercial rooftop solar can be highly profitable:
• Total Cost: $365,000
• Final Cost with Incentives: $126,000
• First Year Revenue: $35,000
• Expected Revenue from 20-year LADWP Contract: $673,000
• Payback period: 6 years, 8 months
• Life Expectancy of Project: 30 years

“The Feed-in Tariff program is an exceptional program that I think is going to have a huge impact all across our city. ... [T]he FiT program helped this business to run more efficiently, bringing them cost savings and allowing them to do more for the environment. And so this is a real case study of what's possible.”

-L.A. City Councilmember Curren Price

Greening the Port: CRAFTED at the Port of Los Angeles

The installation at CRAFTED, a handmade goods marketplace at the Port of Los Angeles, is the first of many FiT projects being developed in and around the Port. CRAFTED provides shop spaces for over 100 artists, crafters and food makers in a classically restored 1940s-era warehouse. Next door, their second warehouse features a craft brewery and shared kitchen spaces for artisanal food makers and small restaurants.

Local solar provider PermaCity designed, engineered and constructed the 1.2 megawatt solar array for the FiT on the roofs of the neighboring warehouses, generating enough clean power to mitigate about 37,600 tons of carbon – the equivalent to taking 400 cars off of the streets of Los Angeles, and enough energy to power 331 homes in 2016 alone. The project also created 38 jobs.

The project delivers a return on investment to the system owner, retail energy supplier Constellation. The system generates an estimated 40 million kWh during the 20-year power purchase agreement and sells its power to the utility at a fixed price of $0.14/kWh, totaling $5.6 million in gross revenue over 20 years. CRAFTED receives a percentage of an estimated $280,000 annual gross revenue, which it passes on to its small business tenants. In addition, the roof mounted solar helps to cool each building’s roof and allowing the owner to spend less on cooling the buildings during the summer.

The Port of Los Angeles Commission and the Los Angeles City Council approved in December an agreement with solar developer Hecate Energy to develop 10 megawatts of additional solar projects on Port properties. These projects are expected to be completed by 2017 and will be an important part of the Port of Los Angeles’ Clean Air Action Plan, which mandates aggressive reductions in a number of pollutants by 2023.

“I am thrilled that the Port of L.A. is moving another step closer to its commitment to provide 10MW of solar power on port property by 2018. The Port is the most appropriate place for the adoption of technological advances and should be the industry leader in green-tech. I am proud that the L.A. Waterfront is playing a significant role in guiding the City forward in its implementation.”

-L.A. City Councilmember Joe Buscaino
Feb. 24, 2016, Port of Los Angeles FiT Press Conference
“FIT projects create a financial incentive for developers to begin pursuing green energy solutions for their construction projects. At a pay rate of 14 cents per kilowatt hour, this is the most competitively priced Feed-in Tariff system built to date, providing nearly $300,000 in revenue per year to the project’s developers.”

- Marcio Edwards, General Manager of the Los Angeles Department of Water and Power
Feb. 24, 2016, Port of Los Angeles FIT Press Conference

Solar Equity in Boyle Heights: Levy Affiliates

In July 2015, the City of Los Angeles celebrated the first solar project completed in Boyle Heights, an East Los Angeles community identified by researchers as a “solar equity hotspot.”

Boyle Heights is a largely working class Latino neighborhood, bisected by three highly congested freeways that make it one of the Los Angeles County neighborhoods most disproportionately impacted by poor air quality. The community has been a focal point for a number of efforts to mitigate environmental damage and the health impacts of polluted air while providing opportunities for residents and workers to benefit from LA’s transition to clean, renewable energy.

Developed by Edge 3 Solar, LLC and Solar Provider Group and constructed by DCK California Construction, this first FIT project in Boyle Heights included a 343 kilowatt system across two rooftops of a commercial building with tenants that included CVS and Food4Less. The project was completed for building owner Levy Affiliates, one of a number of family-owned companies that manage large portfolios of commercial and multifamily buildings throughout Los Angeles.

“I am excited to see a local business step up and join the CLEAN LA Solar movement in Boyle Heights. I hope it inspires others in Council District 14 and throughout the City of Los Angeles to apply to this valuable, environmentally friendly program, which creates jobs and clean, renewable energy while reducing pollution.”

-L.A. City Councilmember José Huizar
July 29, 2015, Boyle Heights FIT Press Conference

“We couldn’t be happier to be part of this program. We’re proud to be part of a solar program that is leading the nation, creating jobs and removing greenhouse gases from the atmosphere. I encourage other building owners to review the database and see if what kind of rooftop solar potential their buildings may have.”

-Jacob Levy, building owner Levy Affiliated Holdings
July 29, 2015, Boyle Heights FIT Press Conference
A Fashion and FiT Mecca: Forever 21 Headquarters, Lincoln Heights

When fashion retailer Forever 21 powered up its massive solar power system, the project ranked as the largest single-rooftop system in Los Angeles County and the third largest in California.

Forever 21’s 5.1-megawatt high efficiency SunPower system was also the first to utilize both of LADWP’s local solar programs - net energy metering and the feed-in tariff program. PermaCity reports that the successful optimization of both programs is providing 16 percent more return than predicted and is expected to pay back in five years or less.

The project uses three megawatts of its energy capacity to offset the building’s energy use on-site, achieving an energy savings for the building owner. The remaining two megawatts are fed directly to the local grid and sold to the LADWP at a 20-year fixed rate, providing a stream of new revenue from the project’s roof. Forever 21 also financed a new roof as part of the project, which lowers the building’s energy use by an estimated 15 to 20 percent.

The system generates enough energy to power approximately 1,450 homes in Lincoln Heights. According to estimates, it avoids the annual production of almost 13 million pounds of carbon dioxide – the equivalent of taking 1,200 passenger cars off the road.

The project also used an innovative racking system, the SolarStrap™, manufactured in Los Angeles County by Orion Solar Racking and invented by local solar company PermaCity, an example of how Los Angeles’ local rooftop solar programs are driving the development of new technologies. The project’s two construction subcontractors recruited local workers who were trained at LA Trade Tech.
The Future of FiT

As we look to the future of LADWP’s pilot Feed-in Tariff program, the Los Angeles Business Council continues to partner with the city, utility, UCLA and USC and the program participants to drive continuous improvement of the program and meet the program’s goal to install 150 megawatts of local, in-basin solar. The successful completion of 150 megawatts of Feed-in Tariff will be critical to meet Los Angeles Mayor Eric Garcetti’s goals under LA’s first Sustainability City Plan. LADWP is looking to future expanded offerings of 300 additional megawatts of Feed-in Tariff along with expansion of net energy metering and community solar programs to authorize 800 megawatts of in-basin solar by 2020, helping to comply with the state’s new mandate to produce half of its energy through renewable sources by 2030.

The private sector has also stepped up with innovations and investment to make successful FiT projects a reality. Many developers, owners, financiers and construction companies have now developed capacity and expertise through completing the program’s first projects, building a pool of local experts able to partner in the FiT’s future success. The 5-year extension of the federal 30 percent business investment tax credit continues to provide a highly effective incentive for local solar projects through the year 2021.

The Bundled 50 megawatt FiT is becoming a promising model as the first projects are scheduled to be completed later in the year. A key advantage to the Bundled FiT is allowing developers and owners to bundle multiple parcels into one project and achieve greater efficiencies through economies of scale. This model is now allowing business owners with large portfolios to participate in the program – including a number of major commercial or industrial properties in and around the Port of Los Angeles.

Leveraging Los Angeles’ vast urban rooftops to generate solar energy remains a difficult business and the costs to install rooftop solar remains substantially higher in comparison to utility-scale solar plants far from urban areas. But the benefits of balancing investments in large out-of-basin renewables with robust local solar programs outweigh the costs. UCLA estimates that achieving Mayor Garcetti’s long-term goal to install 1,500 megawatts of local solar by 2025 will create over 36,000 local jobs in Los Angeles. The completed projects highlighted demonstrate how investments in local solar are driving private investment and innovation, creating new market opportunities for local businesses and their suppliers, and providing opportunities for training and employment of the local workforce. Importantly, 40 percent of FiT projects are located in less advantaged communities where good job opportunities are needed the most. These benefits make the FIT Program a model to be considered by other cities looking to meet California’s climate goals while also driving economic growth within city limits.
RESOURCES

**LADWP Feed-in Tariff Program website:**
Information and application materials for LADWP’s FIT program. LADWP is currently accepting new applications for the fifth Feed-in Tariff allocation and offering a fixed price of $0.13/kWh (as of April 2016).
http://www.ladwp.com/fit

**CLEAN LA Solar Website:**
News, events, media and other updates on LADWP’s Feed-in Tariff Program.
http://cleansolar.com/

**LABC Institute “Large Rooftops of Los Angeles” Database:**
The LABC Institute and the UCLA Luskin Center for Innovation published a database of over 7,000 rooftops in the City of Los Angeles capable of hosting at least a 100kW solar array. Searches can be specified by ZIP code, city council district, land use type and potential system size.
http://solar.labcinstitute.org/

**LABC Institute Reports:**
Sharing Solar’s Promise (2014)

Empowering LA’s Solar Workforce (2011)

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Endnotes

i Navigant, 2008; UCLA Luskin Center for Innovation

ii UCLA Luskin Center and USC PERE 2011, Empowering LA’s Solar Workforce: New Policies that Deliver Investments and Jobs

iii UCLA Luskin Center for Innovation Ratepayer Impact Model; EPA Greenhouse Gas Equivalencies Calculator

iv Sustainable City pLAn
http://lamayor.org/plan

v USC Program for Environmental and Regional Equity, LABC Institute Rooftop Solar Energy Roundtable

vi Source: Solar Provider Group

vii LABC Institute, UCLA Luskin Center for Innovation and USC Program for Environmental and Regional Equity, 2014, Sharing Solar’s Promise: Harnessing LA’s FIT to Create Jobs and Build Social Equity.
“The Los Angeles Business Council has been one of the strongest advocates for a viable feed-in tariff program to produce 100 megawatts of solar electricity. Together the City of Los Angeles and the LABC have made great strides towards our efforts to reduce the City’s dependency on coal, moving away from centralized generation toward a more distributed model while creating thousands of local jobs in the process…”


“The UCLA findings on the FiT program’s launch provide the hard economic and environmental data that city officials need to justify expanding the program. We have the potential to scale this program like no other city in America, and the environmental and economic benefits will be impressive in their size and scope for decades to come.”

- L.A. City Councilmember Paul Koretz - Feb. 19, 2014

“CLEAN LA Solar installations are already providing clean and sustainable power to communities across the city, from North Hollywood to Downtown Los Angeles to Chatsworth…”

- L.A. City Councilmember Paul Krekorian - April 24, 2014

“We’ve got this incredible moment where we can create real jobs in the city and we can drive economic investment, and we can break down the myth that you can’t do climate solutions and grow the economy at the same time. They’re in fact completely one and the same.”

- Evan Gillespie, Deputy Director, Sierra Club Beyond Coal Campaign

“If we are successful, there are going to be substantial job years, economic development benefits, direct investment in LA, lots of clean energy just for the 150 megawatts that we’ve already committed to do.”

- J.R. DeShazo, Director of the UCLA Luskin Center for Innovation

“This Feed-in Tariff really provides an opportunity to not just set goals and try to realize a better, cleaner sort of future, but it makes it so that we begin to incorporate that conversation with business models, which I have to say, for geeks like me, I’ll say for myself, it makes it very, very exciting, because it is a whole different sort of conversation that we’re trying to have here, because now we’re going to incorporate it into the fabric of how it is that the city of Los Angeles does business.”

- L.A. City Councilmember Felipe Fuentes

“This is something that the city family came together – working with LABC, the council, the mayor – to create one of the country’s largest Feed-in Tariff programs. It’s a great way to demonstrate how we can change the paradigm. The first and initial program creates 150 megawatts of solar power here in Los Angeles, and it’s something really beneficial for larger systems, and we’re looking at ways that we can expand our solar programs in a smart way and pay to increase at 50 megawatts per year.”

- Nancy Sutley, Chief Sustainability and Economic Development Officer at Los Angeles Department of Water and Power

“There are very few ways to generate income on our rooftops. We already had cell towers, and so the main challenge in the beginning was making sure we protected our down side, and that we allowed for future possibilities. We’ve had income from [the FiT] and I would absolutely encourage [it]. I’m looking to do other projects as well.”


“We are thrilled to be one of the first businesses to partner with the LADWP to help accelerate our city’s move toward clean energy. We hope to serve as a model for other small businesses in our area that may be interested in signing up for their own solar projects in the months and years to come.”

- Karl Bethke, Owner, Southern California Trophy Company
The Southern California Trophy Company in downtown Los Angeles – California Solar

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