
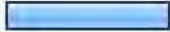





1. Are you familiar with the Broward County Go SOLAR Rooftop Solar PV Challenge Program? (check one)

		Response Percent	Response Count
Yes		85.9%	67
No		14.1%	11
		<b>answered question</b>	<b>78</b>
		<b>skipped question</b>	<b>0</b>

**2. We would like to be able to share the many activities of the GoSolar program with you. What is your GoSolar contact status? (check one)**

		Response Percent	Response Count
I am on the Broward GoSolar mailing list.		66.7%	52
I am not interested in being added to the list at this time.		10.3%	8
I would like to be added to the Broward GoSolar mailing list.		23.1%	18
	My email address is		27
	answered question		78
	skipped question		0

### 3. I would like to take the survey designed for: (check one)



		Response Percent	Response Count
Property Owners and Interested Parties		58.4%	45
Solar Industry Representatives		39.0%	30
Financial Institution Representatives		2.6%	2
		answered question	77
		skipped question	1

**4. I am a property owner of a: (check one)**

		Response Percent	Response Count
Townhome	<input type="checkbox"/>	15.8%	6
<b>Single family residence</b>	<input checked="" type="checkbox"/>	<b>73.7%</b>	<b>28</b>
Multifamily residence	<input type="checkbox"/>	2.6%	1
Commercial facility	<input type="checkbox"/>	0.0%	0
I rent or lease my home or facility.	<input type="checkbox"/>	2.6%	1
Other	<input type="checkbox"/>	5.3%	2
	Other (please specify)		1
answered question			38
skipped question			40

**Page 3, Q4. I am a property owner of a: (check one)**

**5. For my property: (check one)**

		Response Percent	Response Count
I want to be able to install rooftop Solar PV system.		60.5%	23
I have already installed rooftop Solar PV system.		0.0%	0
I am not currently considering installing a Solar PV system.		39.5%	15
		answered question	38
		skipped question	40



**6. I have considered investing in a Solar PV system for my property but have not moved forward for the following reasons: (Rank your answers by clicking on the pull down box on the left, with #1 being your first choice. You can keep changing the rankings in the boxes until the list reflects your priorities. Click N/A if an answer is not applicable.)**

	1	2	3	4	5	6	7	8	9	N/A	Rating Average	Response Count
I am waiting for the price of solar panel installation to come down.	32.4% (12)	29.7% (11)	16.2% (6)	10.8% (4)	2.7% (1)	2.7% (1)	0.0% (0)	0.0% (0)	0.0% (0)	5.4% (2)	2.26	37
I cannot afford to pay for it all up front and need financing.	24.3% (9)	18.9% (7)	10.8% (4)	5.4% (2)	10.8% (4)	10.8% (4)	5.4% (2)	0.0% (0)	0.0% (0)	13.5% (5)	3.16	37
I am waiting for better rebates or incentive programs.	5.4% (2)	21.6% (8)	35.1% (13)	13.5% (5)	2.7% (1)	2.7% (1)	13.5% (5)	0.0% (0)	0.0% (0)	5.4% (2)	3.51	37
I am concerned that the energy savings will not be worth it.	8.1% (3)	2.7% (1)	5.4% (2)	40.5% (15)	5.4% (2)	10.8% (4)	8.1% (3)	10.8% (4)	0.0% (0)	8.1% (3)	4.65	37
I am concerned about insurance implications or impacts to my roof.	5.4% (2)	2.7% (1)	8.1% (3)	13.5% (5)	35.1% (13)	5.4% (2)	10.8% (4)	8.1% (3)	0.0% (0)	10.8% (4)	4.91	37
I am waiting for the technology to mature and improve.	5.4% (2)	2.7% (1)	10.8% (4)	2.7% (1)	18.9% (7)	32.4% (12)	2.7% (1)	10.8% (4)	0.0% (0)	13.5% (5)	5.19	37
Other property investments are a higher priority than solar panels.	8.1% (3)	16.2% (6)	2.7% (1)	5.4% (2)	8.1% (3)	13.5% (5)	29.7% (11)	5.4% (2)	0.0% (0)	10.8% (4)	4.97	37
Other personal investments are a higher priority than solar panels.	10.8% (4)	5.4% (2)	5.4% (2)	2.7% (1)	5.4% (2)	8.1% (3)	10.8% (4)	35.1% (13)	0.0% (0)	16.2% (6)	5.74	37
Other	0.0% (0)	0.0% (0)	2.7% (1)	0.0% (0)	2.7% (1)	2.7% (1)	0.0% (0)	8.1% (3)	64.9% (24)	18.9% (7)	8.47	37
<b>answered question</b>												<b>37</b>
<b>skipped question</b>												<b>41</b>



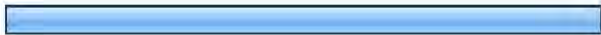

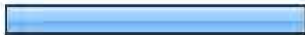

## 7. Other reasons?

	Response Count
	2
answered question	2
skipped question	76

### Page 3, Q7. Other reasons?



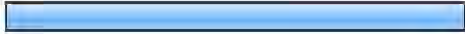
1	Could blow off in hurricane	Oct 25, 2012 3:35 PM
2	The roof will need replacement soon.	Oct 23, 2012 2:40 PM

**8. I am aware of the following Solar PV rebates or incentives described on [www.dsireusa.org](http://www.dsireusa.org), some of which may not be currently available in Broward County or the State of Florida: (check all that apply)**

		Response Percent	Response Count
Solar PV rebates previously sponsored by the State of Florida (Program no longer available)		81.5%	22
Solar PV rebates for commercial and residential properties currently offered by Florida Power and Light (FPL)		74.1%	20
Net Metering and Renewable Energy Credits (The electricity output of the PV system is used on-site and REC payments are based on the system's total output. Any net excess generation produced by PV systems is credited to the system owner at the utility's full retail rate.)		51.9%	14
Federal Residential Renewable Energy Tax Credit		48.1%	13
State of Florida Corporate Renewable Energy Production Tax Credit		25.9%	7
State of Florida Sales Tax Exemption for Solar Equipment		25.9%	7

Other (please specify) 0



contractor pays the upfront costs of installation and the property owner pays the vendor back over time based on the utility bill savings achieved.)		32.0%	8
City of Lauderhill - Revolving Loan Program which includes Solar PV		24.0%	6
Solar leasing (The property owner leases solar photovoltaic panels from a provider and pays a flat monthly fee).		40.0%	10

Other (please specify) 1

answered question	25
skipped question	53

Page 4, Q9. I am aware of the following Solar PV financing strategies some of which may not be currently available in Broward County or the State of Florida: (check all that apply)

1 I am not familiar with any of the above.

Oct 23, 2012 2:45 PM

**10. I would be more likely to pursue financing for rooftop Solar PV if: (Rank your answers by clicking on the pull down box on the left, with #1 being your first choice. You can keep changing the rankings in the boxes until the list reflects your priorities. Click N/A if an answer is not applicable.)**

	1	2	3	4	5	N/A	Rating Average	Response Count
I had a better understanding of my available rebate, incentive and financing options.	<b>46.2% (12)</b>	19.2% (5)	23.1% (6)	3.8% (1)	0.0% (0)	7.7% (2)	1.83	26
It was offered by and arranged through the solar contractor.	11.5% (3)	<b>26.9% (7)</b>	15.4% (4)	19.2% (5)	11.5% (3)	15.4% (4)	2.91	26
My bank offered loans specifically for this purpose.	7.7% (2)	11.5% (3)	<b>30.8% (8)</b>	26.9% (7)	7.7% (2)	15.4% (4)	3.18	26
The investment in Solar PV on my property was voluntarily assessed on my annual property tax bill and the burden of repayment transferred to the new property owner if the property was sold before the investment was paid back.	<b>26.9% (7)</b>	23.1% (6)	3.8% (1)	23.1% (6)	7.7% (2)	15.4% (4)	2.55	26
The interest rates were lower.	0.0% (0)	11.5% (3)	15.4% (4)	11.5% (3)	<b>46.2% (12)</b>	15.4% (4)	4.09	26
<b>answered question</b>								<b>26</b>
<b>skipped question</b>								<b>52</b>

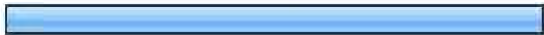




## 11. Other reasons?

	Response Count
	1
answered question	1
skipped question	77

### Page 5, Q11. Other reasons?

1	I do not have the cash at this time!	Oct 23, 2012 3:32 PM
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## 12. What role(s) should local government take to improve the market for Solar PV installations? (check all that apply)

		Response Percent	Response Count
Set a community goal for solar installations (for example- 500,000 KW of Solar PV installed in Broward County by 2020)		46.7%	14
Set up a revolving loan fund - A government fund containing a set amount of tax dollars (for example \$1,000,000) from which loans for a specific purpose are processed. As the loans are paid off, the money goes back into the revolving loans fund to be redistributed for new loans.		66.7%	20
Join or create a Property Assessed Clean Energy (PACE) Program - This type of program allows property owners within the local jurisdiction to payback investment in energy efficiency retrofit as a voluntary assessment on their annual property tax bill.		66.7%	20
<b>Work with financial institutions to encourage more financing options</b>		76.7%	23
Other		10.0%	3
	Other (please specify)		4

answered question 30

skipped question 48

Page 5, Q12. What role(s) should local government take to improve the market for Solar PV installations? (check all that apply)

- |   |   |                      |
|---|---|----------------------|
| 1 | Require new building construction for suitable orientation and to be solar ready.   | Oct 29, 2012 9:58 AM |
| 2 | Require Florida Power and Light to sue their early cost recovery dollars to fund solar installation for customers with on-bill financing. | Oct 29, 2012 9:34 AM |
| 3 | 50% Gov't Grant for PV's  | Oct 25, 2012 1:54 PM |
| 4 | Marketing, education and outreach to public   | Oct 23, 2012 9:40 AM |



**13. What other Solar PV financial issues or concerns would you like Broward County to consider? (limit of 400 characters)**

	Response Count
	5
answered question	5
skipped question	73

**Page 5, Q13. What other Solar PV financial issues or concerns would you like Broward County to consider? (limit of 400 characters)**

1	Provide solar contractors/installers with low interest loans or grants.	Oct 29, 2012 9:58 AM
2	Inform the Residents of Broward County that their Existing Homes could be Impacted with a Rooftop Solar Installation. Electrical Codes will have to be adhered to. Service Upgrades and Potential Panel Changes. Roof Structures will have to comply with Today's Building Codes. Could be Many Hidden Costs to the Home Owner. Make sure Contractor's Identify accurate Installation costs with Each Residence. Eliminate surprise Change Orders to the Home-Owners.	Oct 29, 2012 9:17 AM
3	Single Location for all pertinent & current information. End the teaser programs that run out of money before most people are able to qualify.	Oct 24, 2012 5:42 PM
4	Permitting of solar PV installation	Oct 23, 2012 3:04 PM
5	Enter participants of workshops (education) into a raffle for a electric on-demand hot water heater, clothesline, solar cell phone charger, and other energy saving devices.	Oct 23, 2012 9:40 AM

**14. I am a solar industry representative of (check one):**

		Response Percent	Response Count
Solar PV manufacturer	<input type="checkbox"/>	10.3%	3
Solar equipment design and engineering	<input type="checkbox"/>	10.3%	3
Electrical contractor	<input type="checkbox"/>	6.9%	2
Energy Service Company	<input type="checkbox"/>	3.4%	1
<b>Solar contractor/installer</b>	<input checked="" type="checkbox"/>	<b>41.4%</b>	<b>12</b>
Other	<input type="checkbox"/>	27.6%	8
	Other (please specify)		9
			answered question
			29
			skipped question
			49

**Page 6, Q14. I am a solar industry representative of (check one):**

1	training provider	Oct 29, 2012 12:39 PM
2	Designer/Developer and equipment supplier	Oct 29, 2012 10:26 AM
3	Wholesale and retail, solar and wind energy distribution	Oct 29, 2012 10:24 AM
4	Gov't	Oct 29, 2012 10:04 AM
5	and Solar Financial Services Company	Oct 29, 2012 9:10 AM
6	Solar Fund Manager	Oct 24, 2012 2:01 PM
7	inspector	Oct 23, 2012 4:20 PM
8	All the above	Oct 23, 2012 4:11 PM
9	Building Inspector	Oct 23, 2012 3:32 PM

**15. My customers pay for their Solar PV systems: (Rank your answers by clicking on the pull down box on the left, with #1 being the method most often used. You can keep changing the rankings in the boxes until the list reflects your priorities. Click N/A if an answer is not applicable.)**

	1	2	3	4	5	N/A	Rating Average	Response Count
Out of their personal/company financial reserves	<b>41.4% (12)</b>	37.9% (11)	6.9% (2)	3.4% (1)	0.0% (0)	10.3% (3)	1.69	29
Through a home equity or business loan	10.3% (3)	24.1% (7)	<b>37.9% (11)</b>	10.3% (3)	3.4% (1)	13.8% (4)	2.68	29
Using financing I offer as a solar installer	20.7% (6)	6.9% (2)	24.1% (7)	17.2% (5)	3.4% (1)	<b>27.6% (8)</b>	2.67	29
I usually do not know where they are getting the funds	10.3% (3)	13.8% (4)	13.8% (4)	20.7% (6)	13.8% (4)	<b>27.6% (8)</b>	3.19	29
Other	10.3% (3)	6.9% (2)	3.4% (1)	20.7% (6)	<b>34.5% (10)</b>	24.1% (7)	3.82	29
<b>answered question</b>								<b>29</b>
<b>skipped question</b>								<b>49</b>





## 16. Other methods?

	Response Count
	8
answered question	8
skipped question	70

### Page 6, Q16. Other methods?

1	Financing that we offer as a Manufacturer	Oct 30, 2012 12:34 PM
2	Rebates, Out of pocket	Oct 29, 2012 10:04 AM
3	setting up Private Equity Financing	Oct 29, 2012 9:10 AM
4	Power Purchase Agreements and Leasing	Oct 29, 2012 8:27 AM
5	3rd Party ownership structures	Oct 24, 2012 2:01 PM
6	commercial projects - done through third party financing such as PPA	Oct 24, 2012 9:12 AM
7	n/a	Oct 23, 2012 4:20 PM
8	Leasing	Oct 23, 2012 3:11 PM

**17. Most often, I require my customers to: (check one)**



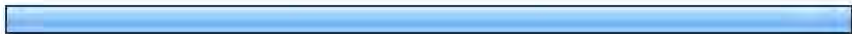



		Response Percent	Response Count
Pay in full over a short time frame (down payment, upon installation, following inspection)		70.4%	19
Pay in installments over a period of less than one year.		7.4%	2
Pay in installments over a period of less than five years.		3.7%	1
Pay through performance contracting		0.0%	0
Other		18.5%	5
	Other (please specify)		8
		answered question	27
		skipped question	51



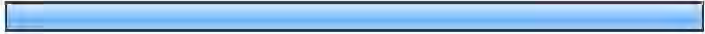


Page 6, Q17. Most often, I require my customers to: (check one)

1	25% down Net 30	Oct 29, 2012 6:19 PM
2	n/a	Oct 29, 2012 12:39 PM
3	sign and drive Solar (like car Industry)	Oct 29, 2012 9:10 AM
4	Most of the work we do is for Solar Developers	Oct 29, 2012 8:27 AM
5	Enter into solar agreemetn	Oct 24, 2012 2:01 PM
6	we are selling racking to EPCs and developers and we do not sell full systems	Oct 24, 2012 9:12 AM
7	pull permit	Oct 23, 2012 4:20 PM
8	Only involved in permitting process	Oct 23, 2012 3:32 PM

**18. I am aware of the following Solar PV rebates or incentives described on [www.dsireusa.org](http://www.dsireusa.org), some of which may not be currently available in Broward County or the State of Florida: (check all that apply)**

		Response Percent	Response Count
Solar PV rebates previously sponsored by the State of Florida (Program no longer available)		87.0%	20
Solar PV rebates for commercial and residential properties currently offered by Florida Power and Light (FPL)		82.6%	19
Net Metering and Renewable Energy Credits (The electricity output of the PV system is used on-site and REC payments are based on the system's total output. Any net excess generation produced by PV systems is credited to the system owner at the utility's full retail rate.)		73.9%	17
Federal Residential Renewable Energy Tax Credit		73.9%	17
State of Florida Corporate Renewable Energy Production Tax Credit		56.5%	13
State of Florida Sales Tax Exemption for Solar Equipment		73.9%	17

Performance Contracting for Commercial facilities (The solar contractor pays the upfront costs of installation and the property owner pays the vendor back over time based on the utility bill savings achieved.)		47.8%	11
City of Lauderdale - Revolving Loan Program which includes Solar PV		13.0%	3
Solar leasing (The property owner leases solar photovoltaic panels from a provider and pays a flat monthly fee).		60.9%	14

Other financing strategies and methods (please specify) 2

answered question	23
skipped question	55

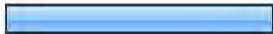


Page 7, Q18. I am aware of the following Solar PV rebates or incentives described on [www.dsireusa.org](http://www.dsireusa.org), some of which may not be currently available in Broward County or the State of Florida: (check all that apply)

1	I'm not aware of any.	Oct 23, 2012 4:22 PM
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Page 7, Q19. I am aware of the following Solar PV financing strategies, some of which may not be currently available in Broward County or the State of Florida: (check all that apply)

- |                      |   |                       |
|----------------------|---|-----------------------|
| 1                    | Florida needs a smart market driven energy legislation. The fact that an IOU is the ONLY retail outlet of electric energy in Florida is the real roadblock to promoting investors who would finance solar projects for residences and businesses. The Railroads were deregulated by brave truckers, Telecommunications were deregulated by brave equipment and services providers and now it is a defining moment in energy. The technology exists to deruglate electric monopolies and I see the government as the real roadblock as they are picking the OU's as the winner by protecting them from market consequencnes. Please refer to "The CATO Journal (Vol.14 No.3, Competitive Markets for Electricity Generation, | Oct 29, 2012 10:02 AM |
| John C. Moorhouse)". |   |                       |
| 2                    | I'm not aware of any.   | Oct 23, 2012 4:22 PM  |

**20. Rebate and incentive program result in a boost in my business: (check one)**

		Response Percent	Response Count
Sometimes		23.1%	6
Always		73.1%	19
Never		3.8%	1
Explain your answer			4
answered question			26
skipped question			52

**Page 8, Q20. Rebate and incentive program result in a boost in my business: (check one)**

1	The FPL solar rebate program is a disaster for our industry.	Oct 29, 2012 10:28 AM
2	Rebates offer the IOU's political advantage by slick marketing of 'all' they are doing to promote renewables when all it helps them do is control the rollout of distributed generation and keeps them in control of every kWh placed into the retail space.	Oct 29, 2012 10:07 AM
3	I don't sell solar.	Oct 23, 2012 4:22 PM
4	It is time for the government to get out of the solar industry. Broward County alone has received almost \$6 million and did nothing but waste it.	Oct 23, 2012 4:22 PM



**21. My sales staff is trained to discuss (check one):**





		Response Percent	Response Count
Available Rebates		12.5%	3
Available Incentives		4.2%	1
Financing options		0.0%	0
<b>All of the above</b>		<b>79.2%</b>	<b>19</b>
None of the above.		4.2%	1
	Other (please specify)		1
<b>answered question</b>			<b>24</b>
<b>skipped question</b>			<b>54</b>

**Page 8, Q21. My sales staff is trained to discuss (check one):**

1 financing options too

Oct 29, 2012 3:29 PM

**22. My customers generally seem: (check one)**

		Response Percent	Response Count
Unaware of rebates, incentives and financing options		8.3%	2
<b>Generally aware of some of the rebates, incentives and financing options</b>		66.7%	16
Very aware of specific rebates, incentives and financing options		20.8%	5
Very knowledgeable of rebates, incentives and financing options		4.2%	1
	Other (please specify)		1
		<b>answered question</b>	<b>24</b>
		<b>skipped question</b>	<b>54</b>

**Page 8, Q22. My customers generally seem: (check one)**

1 There are very few solar customers in Broward.

Oct 23, 2012 4:22 PM

**23. My customers ask about financing options with payment over a multi-year term: (check one)**

		Response Percent	Response Count
Often		37.5%	9
Sometimes		16.7%	4
Once and a while		20.8%	5
Never		12.5%	3
It varies		8.3%	2
I am not sure		4.2%	1

Comment 1


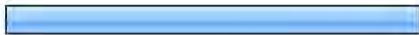




answered question	24
skipped question	54

**Page 8, Q23. My customers ask about financing options with payment over a multi-year term: (check one)**

1 NA to our biz

Oct 24, 2012 9:14 AM

**24. What are the barriers to arranging contractor-based financing? (check all that apply)**

		Response Percent	Response Count
Lack of support from financial institutions		56.0%	14
Cash flow		36.0%	9
Shared liability in getting paid for the installation		20.0%	5
Adequate understanding of financial instruments		32.0%	8
Scale and volume of Solar PV installations in the current market		52.0%	13
Other		12.0%	3

Other (please specify) 4

answered question 25

skipped question 53

**Page 9, Q24. What are the barriers to arranging contractor-based financing? (check all that apply)**

1	shortage and high cost of tax equity	Oct 29, 2012 4:50 PM
2	Good contractors who know how to do this are not interested in sharing.	Oct 23, 2012 4:26 PM
3	n/a	Oct 23, 2012 4:23 PM
4	Lack of reliable FPL rebates	Oct 23, 2012 3:20 PM

**25. In my opinion, the most powerful financial way to aid growth in the Solar PV market in Broward County would be: (Rank your answers by clicking on the pull down box on the left, with #1 being your first choice. You can keep changing the rankings in the boxes until the list reflects your priorities. Click N/A if an answer is not applicable.)**

	1	2	3	4	N/A	Rating Average	Response Count
More and better rebates	34.6% (9)	26.9% (7)	15.4% (4)	11.5% (3)	11.5% (3)	2.04	26
Better incentives	23.1% (6)	38.5% (10)	23.1% (6)	7.7% (2)	7.7% (2)	2.17	26
More financing options for the property owner	11.5% (3)	11.5% (3)	34.6% (9)	34.6% (9)	7.7% (2)	3.00	26
Approval/creation of a Property Assessed Clean Energy (PACE) financing program	23.1% (6)	15.4% (4)	15.4% (4)	34.6% (9)	11.5% (3)	2.70	26
						answered question	26
						skipped question	52

**26. Other powerful financial tools?**




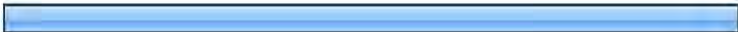

	Response Count
	10
answered question	10
skipped question	68

Page 9, Q26. Other powerful financial tools?

1	FIT, rebate	Oct 29, 2012 4:50 PM
2	REC's, carbon credits & low interest-long term financing	Oct 29, 2012 3:32 PM
3	Feed in tarriffs.	Oct 29, 2012 10:33 AM
4	Just allow others to sell energy at retail. Investors who provide financing will be able to make business case at retail. They cannot make a business case when selling energy at 'avoided cost'.	Oct 29, 2012 10:15 AM
5	financial institutions	Oct 29, 2012 9:35 AM
6	FIT (feed in tariff), Leasing and PPAs	Oct 29, 2012 8:32 AM
7	Raise the cost of energy	Oct 24, 2012 2:03 PM
8	n/a	Oct 23, 2012 4:23 PM
9	lease options	Oct 23, 2012 4:22 PM
10	Feed in Tariff Program	Oct 23, 2012 3:17 PM



**27. What role(s) should local government take to improve the market for Solar PV installations? (check all that apply)**

		Response Percent	Response Count
Set a community goal for solar installations (for example- 500,000 KW of Solar PV installed by 2020)		60.0%	15
Set up a revolving loan fund		36.0%	9
Join or create a Property Assessed Clean Energy (PACE) Program		64.0%	16
Work with financial institutions to encourage more financing options		64.0%	16
Other		20.0%	5
	Other (please specify)		7
		answered question	25
		skipped question	53

Page 9, Q27. What role(s) should local government take to improve the market for Solar PV installations? (check all that apply)

1	rebate program	Oct 29, 2012 4:50 PM
2	need low interest-long term financing	Oct 29, 2012 3:32 PM
3	Renewable Energy Portfolio Standards. No Utility monopoly on electricity sale	Oct 29, 2012 10:33 AM
4	Just allow others to sell energy at retail. Investors who provide financing will be able to make business case at retail. They cannot make a business case when selling energy at 'avoided cost'.	Oct 29, 2012 10:15 AM
5	Work with the state to allow PPA (power purchase agreements) models similar to other states with successful PV markets	Oct 29, 2012 10:10 AM
6	Set a policy and then get out of an industry government clearly does not understand.	Oct 23, 2012 4:26 PM
7	n/a	Oct 23, 2012 4:23 PM

## 28. What other Solar PV financial issues or concerns would you like Broward County to consider?

	Response Count
	11
answered question	11
skipped question	67

### Page 9, Q28. What other Solar PV financial issues or concerns would you like Broward County to consider?

1	Creative financin	Oct 30, 2012 12:39 PM
2	low interest-long term financing	Oct 29, 2012 3:32 PM
3	Promote distributed solar power.	Oct 29, 2012 10:51 AM
4	Communicating the request for smart legislation to the State House and Senate. In addition, request anti-trust review of the Electric Utilities by the Attorney General, who has specific duty to assure free markets without protection.	Oct 29, 2012 10:15 AM
5	A Program For Ground Mount Installation. Many Home Owners would Benefit with this Application. Since you have created a broward County Permitting System, It would be in the Homeowners best Interest to have a Broward County Inspection Team that is CONSISTENT in their evaluations.	Oct 29, 2012 9:25 AM
6	Solar PV can been a huge boost for local job creation	Oct 29, 2012 8:32 AM
7	PACE by itself will not solve the problem. Cheap energy is a fact in South Florida	Oct 24, 2012 2:03 PM
8	Explain how \$658,000 has been spent so far.	Oct 23, 2012 4:26 PM
9	n/a	Oct 23, 2012 4:23 PM
10	Local feed in tariff program	Oct 23, 2012 3:17 PM
11	We continue to see PV pricing fall to below \$4 a watt. Our goal for long term viability is low interest financing to customers that allow PV to survive WITHOUT incentives and rebates. This is possible today over the 20-30 year life. Also need to focus on the recent appraisal publication increasing home value when solar is installed. Need to educate appraisers and realtors.	Oct 23, 2012 3:09 PM

**29. I am a financial institution representative of a: (check one)**

	Response Percent	Response Count
Local bank	0.0%	0
Investment firm	0.0%	0
Energy Services Company or provider	0.0%	0
PACE program administration	0.0%	0
Other	100.0%	3

Other (please specify) 2







answered question 3

skipped question 75



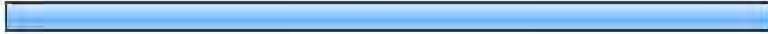
**Page 10, Q29. I am a financial institution representative of a: (check one)**

1	Both PACE program administration and third-party solar services provider	Nov 1, 2012 4:14 PM
2	Private Enterprize	Oct 29, 2012 8:58 AM

**30. I am aware of the following Solar PV rebates or incentives described on [www.dsireusa.org](http://www.dsireusa.org), some of which may not be currently available in Broward County or the State of Florida: (check all that apply)**

		Response Percent	Response Count
Solar PV rebates previously sponsored by the State of Florida (Program no longer available)		100.0%	3
Solar PV rebates for commercial and residential properties currently offered by Florida Power and Light (FPL)		66.7%	2
Net Metering and Renewable Energy Credits (The electricity output of the PV system is used on-site and REC payments are based on the system's total output. Any net excess generation produced by PV systems is credited to the system owner at the utility's full retail rate.)		66.7%	2
Federal Residential Renewable Energy Tax Credit		66.7%	2
State of Florida Corporate Renewable Energy Production Tax Credit		66.7%	2
State of Florida Sales Tax Exemption for Solar Equipment		66.7%	2



Performance Contracting for Commercial facilities (The solar contractor pays the upfront costs of installation and the property owner pays the vendor back over time based on the utility bill savings achieved.)		66.7%	2
City of Lauderdale - Revolving Loan Program which includes Solar PV		33.3%	1
Solar Leasing (The property owner leases solar photovoltaic panels from a provider and pays a flat monthly fee.)		66.7%	2

Other financing strategies and methods for residential and small commercial Solar PV installations (please specify) 2

answered question	3
skipped question	75

**Page 11, Q30. I am aware of the following Solar PV rebates or incentives described on www.dsireusa.org, some of which may not be currently available in Broward County or the State of Florida: (check all that apply)**

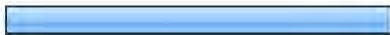





1	We must get off Tax Payers Dime...we must prove to Private Equity that there is an ROI and it is less than 5yrs The Average Group just does not know this... EDUCATION,EDUCATION EDUCATION...	Oct 29, 2012 9:01 AM
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**Page 11, Q31. I am aware of the following Solar PV financing strategies, some of which may not be currently available in Broward County or the State of Florida: (check all that apply)**

1	Other forms of third-party ownership solar financing, particularly through PACE programs.	Nov 1, 2012 4:16 PM
2	Am working on Private sector Financing...	Oct 29, 2012 9:01 AM



**32. My institution is (check all that apply):**

		Response Percent	Response Count
Not currently offering any kind of loan for Solar PV installations		33.3%	1
Offers home equity loans to cover this activity		33.3%	1
Offers business loans to cover this type of activity		33.3%	1
Currently working with solar contractors to offer vendor-based financing		66.7%	2
Would be interested in working with solar contractors to offer vendor-based financing		66.7%	2
Other		66.7%	2
	Other (please specify)		2
	answered question		3
	skipped question		75

**Page 12, Q32. My institution is (check all that apply):**

1	My institution offers the only third-party ownership financing eligible through PACE programs.	Nov 1, 2012 4:20 PM
2	Have Solar, wind or Hydro projects will travel and Fund in side USA or Outside USA	Oct 29, 2012 9:04 AM






**33. My institution has the following concerns with investing in a Solar PV financing. (Rank your answers by clicking on the pull down box on the left, with #1 being your greatest concern. You can keep changing the rankings in the boxes until the list reflects your priorities. Click N/A if an answer is not applicable.)**

	1	2	3	4	N/A	Rating Average	Response Count
The return on investment is often longer than the term of the loan.	33.3% (1)	0.0% (0)	0.0% (0)	0.0% (0)	66.7% (2)	1.00	3
The payback risk on these types of loans has not yet been established.	0.0% (0)	33.3% (1)	0.0% (0)	0.0% (0)	66.7% (2)	2.00	3
Not currently adequate demand to establish a loan program specific to this activity.	0.0% (0)	0.0% (0)	0.0% (0)	33.3% (1)	66.7% (2)	4.00	3
This type of home improvement is considered a risky investment.	0.0% (0)	0.0% (0)	33.3% (1)	0.0% (0)	66.7% (2)	3.00	3
<b>answered question</b>							<b>3</b>
<b>skipped question</b>							<b>75</b>

**Page 12, Q34. Other concerns?**

1	The concerns listed above are mitigated through third-party ownership financing through PACE.	Nov 1, 2012 4:20 PM
2	More Solar Installers and Roofing Contractors do not know I exist	Oct 29, 2012 9:04 AM

**35. What changes in the market would be needed to make financing Solar PV more attractive (check all that apply)?**

		Response Percent	Response Count	
Improvement in Solar PV technology		33.3%	1	
Reduction in the total cost of Solar PV installations		66.7%	2	
Mandated or community goals for renewable energy		33.3%	1	
Availability of a loan reserve pool to reduce risk		33.3%	1	
Other		66.7%	2	
	Other (please specify)		2	
			answered question	3
			skipped question	75

**Page 12, Q35. What changes in the market would be needed to make financing Solar PV more attractive (check all that apply)?**

1	Establishment of an "open market" PACE finance program that allows capital from multiple sources: debt (through more than one lender); equity; and tax-equity.	Nov 1, 2012 4:20 PM
2	ME	Oct 29, 2012 9:04 AM

**36. What is the best way for solar PV contractors to approach institutions regarding establishing financing agreements? (limit of 500 characters)**

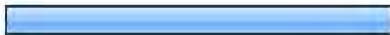




		Response Count
		2
answered question		2
skipped question		76

**Page 13, Q36. What is the best way for solar PV contractors to approach institutions regarding establishing financing agreements? (limit of 500 characters)**

1	Solar contractors already have access to capital for projects that "pencil." Solar contractors need better access to a very specific form of financing that makes projects more affordable: tax equity. Tax equity is attracted from investors who desire to own the solar installation sufficient to use the renewable energy investment tax credit and depreciation. This lowers the cost of capital to a project. Providers of debt (e.g., low interest loans) and other forms of equity do not receive the same benefits and return on investment (ROI) for providing capital to fund a solar installation. Unfortunately, tax equity investment is scarce and generally too complicated for most solar PV contractors to obtain. Ideally, a third-party would create a program or "platform" to offer competitive third-party financing for solar PV in Broward County. This could be ideally offered through an "open market" PACE program.	Nov 1, 2012 4:38 PM
2	PACE mixed with my new: <a href="http://not4profitsolar4all.org">not4profitsolar4all.org</a>	Oct 29, 2012 9:06 AM



**37. Does your financial institution have any concerns about Property Assessed Clean Energy (PACE) programs (check all that apply)?**

		Response Percent	Response Count
Requiring the PACE assessment to be the senior lien is a concern.		33.3%	1
The FHA stance on the senior lien issue is a concern.		66.7%	2
We have no concerns as a financial institution with PACE.		33.3%	1
We would welcome PACE to fill a gap in the current financial market.		100.0%	3
Other		33.3%	1
	Other (please specify) limit of 300 characters		1
answered question			3
skipped question			75

**Page 13, Q37. Does your financial institution have any concerns about Property Assessed Clean Energy (PACE) programs (check all that apply)?**

1	<p>PACE fills a major gap in the financial market, primarily for small to medium commercial property owners. Residential owners with good credit scores (e.g., over 700) and large corporate or institutional borrowers already have access to solar financing because they have credit to stand behind the typically long-term promises within solar financing agreements. But small and medium commercial property owners lack creditworthiness without the promise of corporate or personal guarantees. PACE should respect existing mortgage holders' senior liens by seeking their permission to proceed with a PACE project ("lender consent") and should avoid the residential market until regulatory concerns with FHFA, Fannie Mae and Freddie Mac are resolved. The risks to Broward for pursuing residential are very high: that Fannie Mae and Freddie Mac may "redline" Broward County and refuse to purchase mortgages in order to protect themselves from a PACE lien being placed on a property with a mortgage they own.</p>	Nov 1, 2012 4:38 PM
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**38. NEXT STEP: I am finished taking the survey or I would like to return to the beginning of the survey representing a difference audience. (check one)**

		Response Percent	Response Count
I am finished taking the survey. (You are now ready to hit the DONE on the bottom of the page)		96.0%	48
Property Owners and Interested Parties		0.0%	0
Solar Industry Representatives		4.0%	2
Financial Institution Representatives		0.0%	0
	answered question		50
	skipped question		28

**39. I have the additional comments to share regarding Solar PV financing (limit 400 characters). Please hit the DONE button when you complete your comments.**

	Response Count
	11
answered question	11
skipped question	67



Page 14, Q39. I have the additional comments to share regarding Solar PV financing (limit 400 characters). Please hit the DONE button when you complete your comments.

1	Good job on taking the initiative for making this happen	Oct 30, 2012 12:40 PM
2	Thanks for your work. The ultimate goal is long term/sustainable solar policies that help hmeowners/businesses invest.	Oct 29, 2012 3:33 PM
3	FPL's current solar rebate program is incredibly disruptive to the Florida solar energy industry. The fact that the 2013 solar rebates were depleted in less that 2 minutes means hundreds of Florida residents will put off investing in solar for another 12 months.	Oct 29, 2012 11:05 AM
4	Please refer to: <a href="http://3A%2F%2Fdl%2Edropbox%2Ecom%2Fu%2F21083890%2FA%2520case%2520for%2520Florida%2520Energy%2520Deregulation%2Epdf&amp;urlhash=CgXI&amp;t=tracking_anet">http://3A%2F%2Fdl%2Edropbox%2Ecom%2Fu%2F21083890%2FA%2520case%2520for%2520Florida%2520Energy%2520Deregulation%2Epdf&amp;urlhash=CgXI&amp;t=tracking_anet</a>	Oct 29, 2012 10:19 AM
5	Solar Energy is a Welcome alternative to Power Plant generation. I am sure that You are cognisant of the Revenue Generated from the Power Companies to support Government Spending. Also understand that all of the Residents using Power Plant will absorb the Costs for all of the Rebate Programs.	Oct 29, 2012 9:26 AM
6	hit um High! Hit um Low! grab their money and go cat go....LOL	Oct 29, 2012 9:07 AM
7	There are new methods being developed in other states such as community condo solar. Also use a voluntary cost recovery option to FPL customers to pay for solar PV projects instead of having to go to the FL PSC public service commission.	Oct 29, 2012 8:35 AM
8	I am a board member here at Ravenswood Estates. I am the lead for this GoSolar project. I am planning on attending the Oct 30th meeting. Please feel free to call me at 954-839-0121. Thanks, Steve J. Keskula	Oct 25, 2012 2:03 PM
9	Concern is that even though the engineering plans are preapproved, will each city require different inspections or multiple professionals for installation? General contractor? roofer? electrician? solar contractor? How will the owner be protected in terms of actually receiving rebates (Florida not consistent with this) or if a solar contractor pulls the permit additional fees?	Oct 23, 2012 10:25 PM
10	Trying to set policies based on surveys generally fails.	Oct 23, 2012 4:27 PM
11	Most of my customers both commercial and residential do not feel it makes sense to swap one payment for another-lower or no electric bill for a loan payment on a solar system	Oct 23, 2012 4:24 PM