



# Advancing Solar Florida Keys Solar Co-op



WHAT IS SOLAR UNITED NEIGHBORS?

**We're a vendor neutral,  
national 501(c)(3)  
nonprofit.**

WHAT IS SOLAR UNITED NEIGHBORS?

**We help people  
go solar,  
join together,  
& fight for their  
energy rights.**

# How SUN got started

---

2007

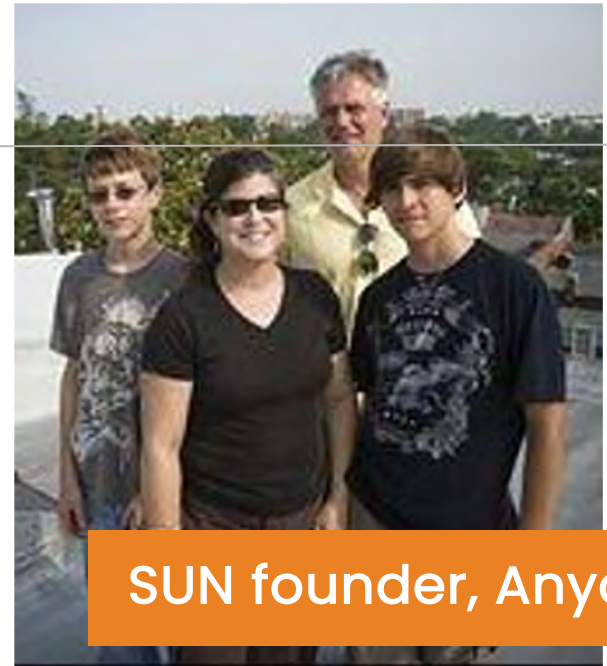
- 50 homes in Mt. Pleasant neighborhood Washington, DC

2015-16

- Volunteers began in Florida
- Launched 1st official FL Co-op

2023

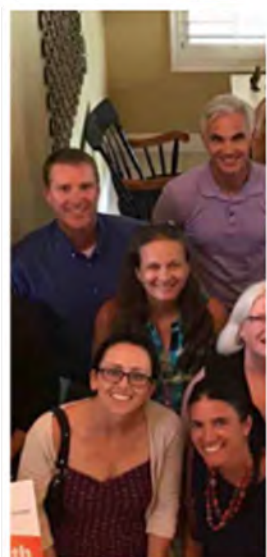
- members in 50 states
- 360 solar co-ops run
- 7,729+ homes have gone solar



SUN founder, Anya!







# Our National Impact

7,729+ families with solar  
65.8+ Megawatts of solar  
849,921 MetricTons of  
CO<sub>2</sub>e Saved



[illegible]

**317,068** metric tons of lifetime CO2e offsets

1

# Solar Technology



# How do solar panels work?

---



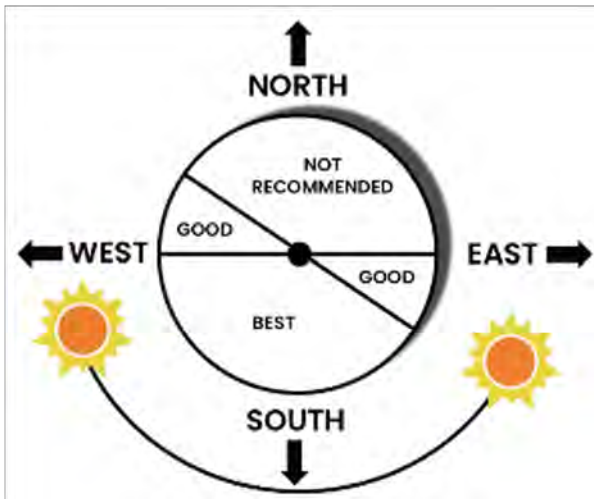
Solar photovoltaic (PV) converts solar energy to electricity.



# What's a good roof for solar?

1

Roof  
Orientation



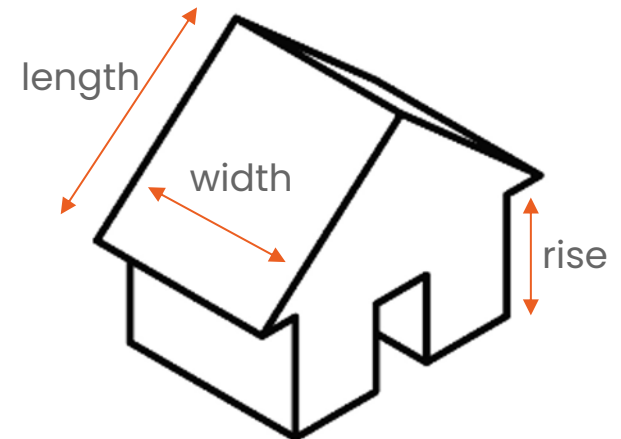
2

Little or no  
shading

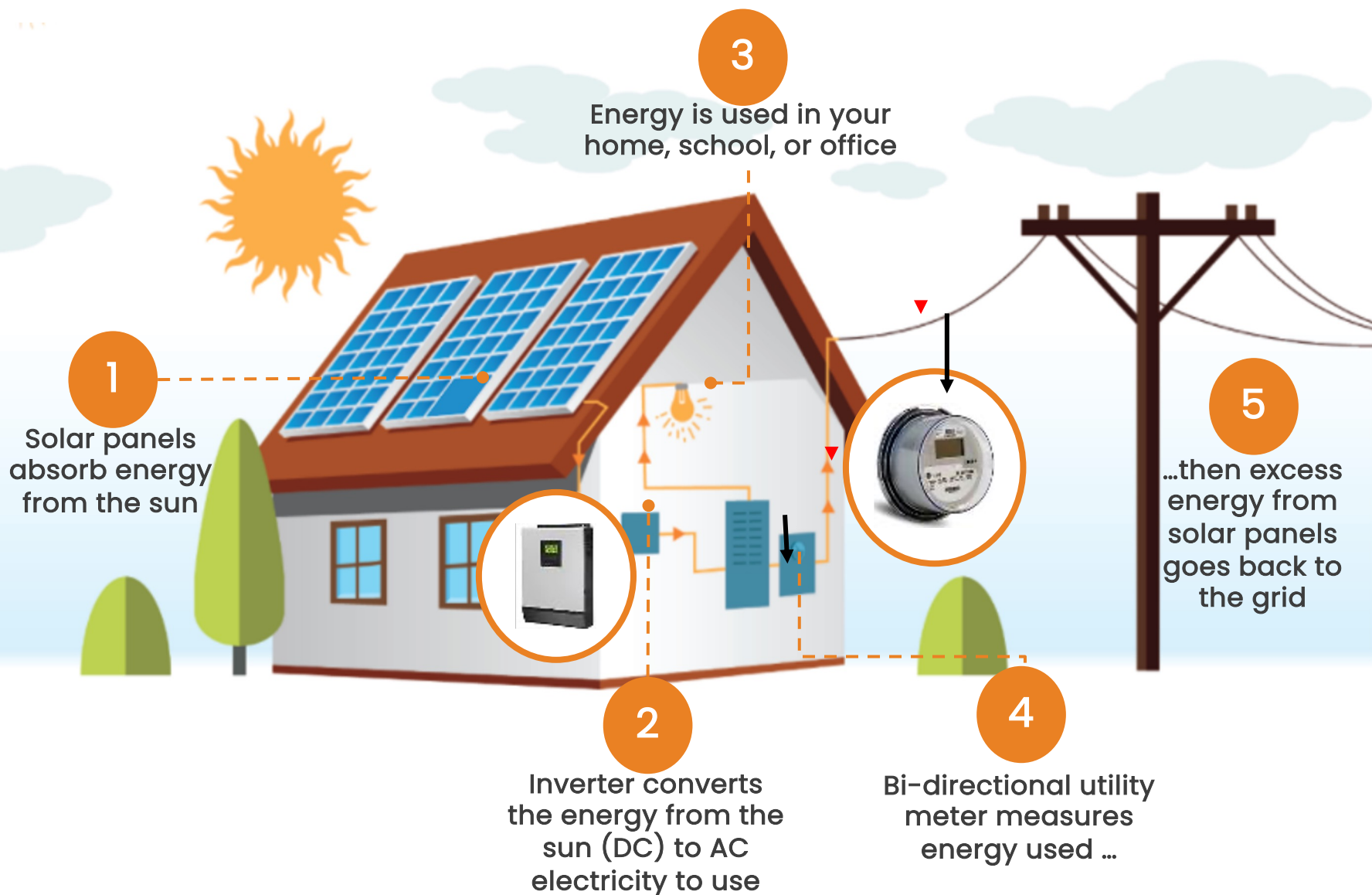


3

Enough space to  
mount panels



# What is Net Metering?



2

# How Solar Co-ops Work

# Why join a solar co-op?

---

- Best value on installation
- Support throughout the process
- Connect with fellow solar enthusiasts
- Become part of growing solar movement





Selection Committee: Member driven process

**We're a vendor neutral,  
national 501(c)(3)  
nonprofit.**

# How does the co-op work?



...AND AT A DISCOUNT



SOLAR UNITED  
NEIGHBORS

# The solar co-op process

---

## Months 1-2

**1**

### **LEARN**

Attend a free solar co-op info session.

**2**

### **SIGN UP ONLINE**

Become a co-op member! It's free to sign up.

**3**

### **SPREAD THE WORD**

Invite neighbors & friends to join!

## Month 3

**4**

### **SELECT INSTALLER**

Once the co-op has 30 members, they choose the solar installer.

Solar United Neighbors issues a competitive RFP for solar installers on behalf of the solar co-op. We review bids & check references.

Then volunteer co-op members review bids & select one installer.

## Months 4-8



### **SIGN UP DEADLINE**

Last chance to join.

**5**

### **PROPOSAL**

Co-op pricing, customized for you.

**6**

### **SIGN CONTRACT**

with the installer

**7**

### **INSTALLATION**

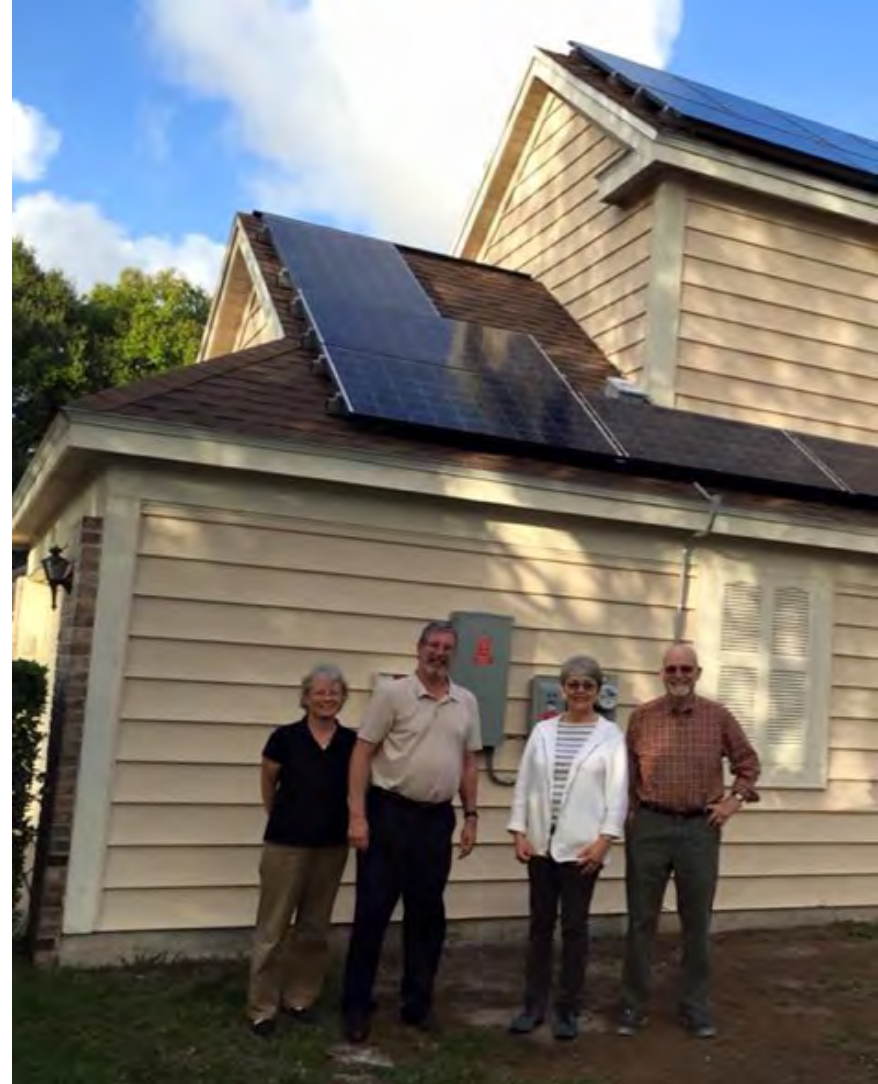
**8**

### **PARTY!**

Celebrate & meet your solar neighbors.

# Solar Co-ops benefits:

- Best value on installation
- Support throughout the process from neighbors and a neutral, unbiased advocate
- Become part of the growing solar movement





# Helping Floridians Go Solar

## Co-op/group purchase

- 100+ neighbors
- Group decision process
- 5 - 8 month process
- Bulk negotiation for best pricing
- Sign individual contract
- No cost to join co-op

# Join The Co-Op!

Help up promote info sessions!

Join the co-op with your neighbors

It's free to sign up and there's no obligation  
to go solar through the co-op.

[www.SolarUnitedNeighbors.org/Keys](http://www.SolarUnitedNeighbors.org/Keys)



# Learn about solar

**Solar 101 Info Session**

**Wednesday, January 31 at 6pm**

**City Hall Chambers in Key West**

Learn about solar technology, the co-op process and solar economics. Ask live questions

It's free to sign up and there's no obligation to go solar through the co-op.

**[www.SolarUnitedNeighbors.org/Keys/Events](http://www.SolarUnitedNeighbors.org/Keys/Events)**

# Help spread the sunshine!

- Partner newsletters
- Website post
- Utility bill insert
- Commissioner e-blasts
- Newspaper placement through municipalities
- NextDoor
- Tabling events
- Social media







The EVs are  
here.

Charge your  
EV with  
sunshine for  
\$.01/mile.

That's  
\$.27/gallon  
equivalent in  
gasoline!

= 15% ROI

# What's next?

Join Our Open Solar Co-ops:  
[SolarUnitedNeighbors.org/Keys](https://SolarUnitedNeighbors.org/Keys)

*Tell your friends  
and neighbors  
about the co-op!*

*Join our network!*





# Thank You!

Laura Tellez

Solar United Neighbors of Florida

[FLTeam@solarunitedneighbors.org](mailto:FLTeam@solarunitedneighbors.org)

