Midscale: scaling rooftop community solar

Providing affordable power to rural communities in New England

Problem: New England has some of the highest power prices in the country, nearly $0.30/kWh in some areas.

The average customer in New Hampshire uses 1,000kWh per month, so their annual bill is $3,600.

Possible solution: New Hampshire supports community solar through virtual net metering. But it will be **difficult to build** traditional multi-megawatt community solar arrays:

- Ground mount solar has limited regulatory support - different in every town, but often not allowed.
- The virtual net metering approach in New Hampshire provides higher compensation for smaller projects, and **does not allow projects larger than 1MW**.

Our solution: Rent large rooftops from property owners to host community solar arrays. Prioritize low-income households as off-takers. Initially focus on New Hampshire.

Economics of a 100kW rooftop project in NH:

- Utility pays us $0.239/kWh ($0.264 for low-income projects)
- We provide a roughly $0.03/kWh on-bill credit to subscribers, saving an average $360 per household.

Scaling the portfolio: We have already identified over 3MW of potential rooftop sites and have an active conversation with a self-storage facility that could host a 500kW array.

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