**SunShot Grand Challenge: Soft Costs (SC) – Text Version**

Below is the text version for the SunShot Grand Challenge: Soft Costs (SC) video.

*The video opens with a shot of a home with photovoltaic panels on its roof. Neal Lurie (Executive Director, Colorado Solar Energy Industries Assoc. [COSEIA]) appears onscreen.*

Lurie: Imagine a situation where you’re working with a customer, you’ve made the sale, you’re in the process of being able to do that installation — it may be a very simple process for a business in one community. In the very next community, that may be a totally different utility, a completely different process, very different fees — it could be unbelievably complex.

*The words “Soft Costs – SC” appear, along with “SunShot Grand Challenge: Summit and Technology Forum.”*

*Neal Lurie (Executive Director, Colorado Solar Energy Industries Assoc. [COSEIA]) appears onscreen, followed by various shots of photovoltaic panels being installed on a roof along with images of permitting forms.*

Lurie: What we’re hearing from our business — member businesses — is that an increasing number of them are seeing the soft costs of going solar cost more than the solar technology themselves. So what are these soft costs? They can include permitting costs, regulatory costs, inspection costs … in some cases they can include sales and use taxes.

*Various shots of Colorado landscape and cityscape. Neal Lurie (Executive Director, Colorado Solar Energy Industries Assoc. [COSEIA]) appears onscreen.*

Lurie: So here in Colorado we have 65 different utilities and more than 200 local governments. If you add those together, since they have all different processes, different approaches, it creates a huge amount of fragmentation.

*Various shots of photovoltaic panel installation.*

Lurie: So COSEIA is working to be able to help bring the costs of solar down by working with — not just in a vacuum — with a lot of different partners.

*Neal Lurie (Executive Director, Colorado Solar Energy Industries Assoc. [COSEIA]) appears onscreen.*

Lurie: We’re working to be able to make sure that all the local governments don’t have to reinvent the wheel. We’re actually streamlining all of the complexities into 12 main best practices that they can easily follow, and then showing different approaches that they can take. In a large community, they may be able to take steps that a smaller community may not be able to take, so we want to provide flexibility in those recommendations, and so far the local government’s been really important partners in moving that process forward.

*Various shots of photovoltaic panels on residential rooftops. Neal Lurie (Executive Director, Colorado Solar Energy Industries Assoc. [COSEIA]) appears onscreen.*

Lurie: This project would not be happening if it wasn’t for the DOE SunShot Initiative. That was the catalyst that got the ball rolling. Through this program, we’re able to bring the various partners together and to work towards this vision of developing a national model that can make it easier for local governments.

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