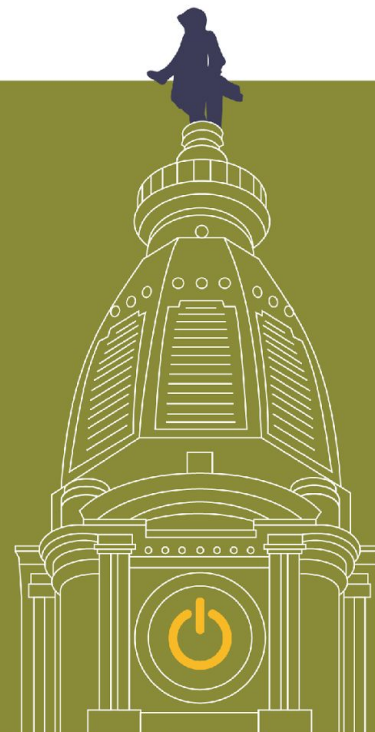




Board Update – Q4 FY24

August 7, 2024

Emily Schapira, *President & CEO*



Organizational Updates

- Upcoming hiring
 - Business Engagement & Career Coordinator
 - Program Manager, Workforce Development
 - Compliance Specialist
 - Operations Manager
 - Communications Manager
 - Program Coordinator, Permitting & Interconnection, Solar for All
 - Program Manager, Solar for All
 - Solar for All Community Education and Marketing Manager
- Promotions
 - Alon Abramson, Vice President, Residential Programs
 - Matt Stern, Vice President, Operations
 - Emily Lucas, Director, Residential Programs
 - Tabeen Hossain, Sr. Manager, Residential Programs

City Budget

- **\$6.05MM PEA FY25 budget allocation including first-time city budget support for Built to Last**
- \$5MM increase from proposed \$1.05MM FY25 budget
- ~3x increase over \$2.05MM FY24 actual



Environmental justice activists push for home repair and renewable energy money in Philly budget

Activists with Philly Thrive argue repairs help residents stay in their homes and adapt to climate change. At least one member of City Council is listening.



By [Sophia Schmidt](#) · March 27, 2024



Philly home repair program seen as climate resilience tool gets its first city funding

Built to Last, which staff say helps “future-proof” Philly homes, got \$5 million in the budget City Council passed Thursday.



By [Sophia Schmidt](#) · June 17, 2024

State Budget

- **Win: \$25MM for Solar Schools**
 - 8/14 Solar Week Webinar
- **Not Included:**
 - \$50MM in continued funding for Whole-Home Repairs in state budget
 - \$10MM PEA/PGCC request for non-federal match dollars for home rebates

Pa. schools can soon apply for grants to offset cost of solar projects

Rachel McDevitt 



America Is All In Visit

Highlighting workforce development in Philadelphia with trips to Bright Solar Futures Summer Program at Mayfair Elementary and GRIT Graduation at Energy Coordinating Agency, ending with a roundtable with local, state, and federal climate leaders



IRA Funding Awards Announced & Submitted

- **Announced - Climate Pollution Reduction Implementation Grant**
 - PEA \$199MM regional application not funded
 - State of PA Industrial Emissions Reduction Program funded - \$396MM
- **Submitted**
 - *Community Change* - \$20MM to support New Kensington Community Development Corporation & efficient, affordable housing in Kensington
 - *Renew America's Schools* - \$15MM to support HVAC electrification in 20 Philadelphia public elementary schools

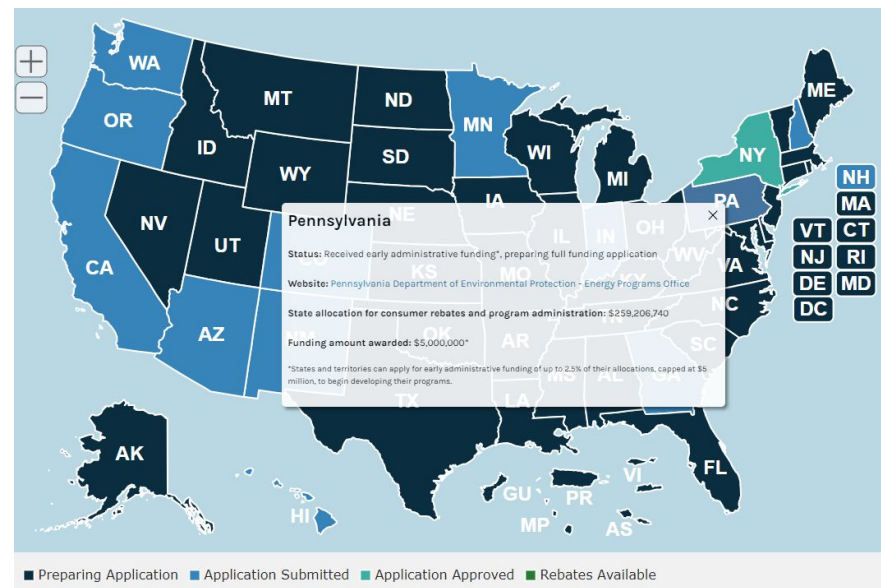
IRA Next Steps

- **Prepare for Tax Credits**
 - Seeking tax attorney consulting support for 20-30 PEA/PGCC program participants in 2025
- **Prepare for Elective Pay**
 - Lighthouse Cohort participation with City of Philadelphia & SDP
 - [PA State Bureau Tax RFP](#)



WORLD
RESOURCES
INSTITUTE

- **Prepare for Residential Rebate launch - \$259MM in PA; late 2024**



PECO Rate Case Testimony

PECO is seeking a rate increase via a PUC case

- PEA submitted its first ever PECO rate case testimony in June, in concert with City of Philadelphia Office of Sustainability
- Main issues:
 - Solar interconnection process;
 - Low-income customer support and energy burden alleviation;
 - grid resilience planning and transition to clean energy sources
- Next steps:
 - PECO settlement or witness testimony



Municipal Energy Projects

- Quadplex+ GESA RFP
 - NV5 selected as Owner's Representative
 - Owner's Rep to support GESA project through completion including ESCO selection(s)
 - Selection interviews scheduled with ESCOs
- Utility-scale off-site renewables PPA
 - Released on April 30th at press event w/Mayor
 - ~3x the size of Adams Solar
 - Pre-proposal meeting held on May 24th; proposals due on July 22nd
- Other City solar procurement opportunities under development



Phase 7 (2023)



Phase 7 Goals

- **LMI Residential:** 250 homes
- **Market Rate Residential:** 500 homes

Phase 7 Contracts Signed: 1,099

- **LMI Residential:** 844 (77% of all Contracts)
- **Market Rate Residential:** 255



Phase 8 (2024)



Phase 8 Goals

- **LMI Residential:** 1,000 homes
- **Market Rate Residential:** 750 homes

Phase 8 Contracts Signed: 713

- **LMI Residential:** 518 (73% of all Contracts)
 - LMI status is now being tracked for all installers
- **Market Rate Residential:** 195



Progress to Date (Residential)



Contracts Signed as
of Today



Contracted Solar
Capacity



\$ Invested in Philly's
Clean Energy
Economy



Households
Signed up



Direct Jobs Created

2017-20

779

3.95 MW

\$13+ million

10,000+

98

2021-23

1,881

10.25 MW

\$35+ million

40,000+

281

2024

713

3.71 MW

\$15+ million

15,000+

53

Total

3,373

17.91 MW

64+ million

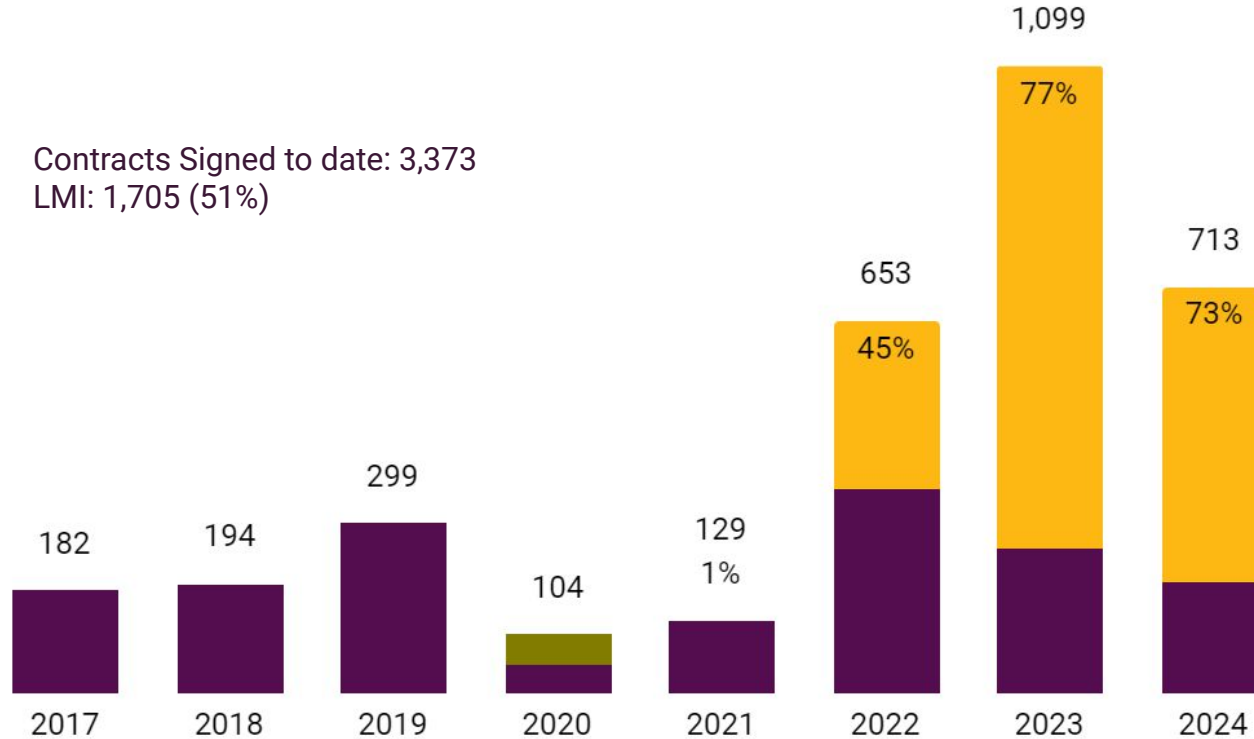
66,000+

432

Solarize Philly Contracts Signed

■ LMI ■ Subsidized Ownership ■ Market-Rate

Contracts Signed to date: 3,373
LMI: 1,705 (51%)



Coming soon!

- Solarize Greater Philadelphia + Solar For All award
 - Updates to program design
 - Salesforce technical improvements
 - New installer RFP
- PGCC lease product with Capital Good Fund



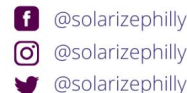
SOLAR WEEK AUGUST 2024

MONDAY 12	TUESDAY 13	WEDNESDAY 14	THURSDAY 15	FRIDAY 16
10-11am <i>Office Hours for RFP: Technical Assistance for Tax Credit Advisory Webinar</i> 2-3pm <i>Kickoff Press Event, with Habitat for Humanity Coltrane Commons</i> 6-7pm <i>Residential Solar 101: Go Solar At Home, hosted with Climate Action PA Webinar</i> <i>For homeowners</i>	12-1pm <i>Expanding Solarize: Powering Progress with Installers Webinar</i> <i>A Stakeholder Session with updates and insights for Solar Installers</i> 6-8pm <i>Green Drinks Philly: Networking Happy Hour, sponsored by Green Investment Strategies</i> <i>Victory Brewing Company</i>	9-10am <i>Schools: Get Ready To Go Solar! Webinar</i> <i>An info session for school communities to learn more about PA's Solar for Schools Act</i> 12-1pm <i>Expanding Solarize: Bright Futures through Consumer Protections and LMI Solar Access Webinar</i> <i>A Stakeholder Session for Consumer Advocacy and Low- and Moderate-Income Support Groups</i>	12-1pm <i>Expanding Solarize: Energizing Careers with Workforce Development in Solar Webinar</i> <i>A Stakeholder Session for Workforce Development Organizations</i>	9:30am-12:30pm <i>PECO Collaborative - Doing Solar Business in Philadelphia: Interconnection and Permitting Updates</i> <i>McCall Field & Golf Course, Upper Darby</i> <i>For Solar Installers</i>

Register for events at
bit.ly/SolarWeekPHL



City Hall, Room 566
215.686.4483
solarize@philaenergy.org





American Water Resources Partnership

- 82K customers in flagship Water and Sewer Line Protection Program
- 30K+ enrolled in new protection products
- \$65MM+ saved in repair costs for consumers
- 74% of claims to date serviced by M/W/DBE contractors
- 4% of all claims had an NOD from PWD
- majority of infrastructure repairs are self-identified
- 3,600/month calls handled, 94% Customer Satisfaction



EARTH WEEK | APRIL 2024

BUILDING A SUSTAINABLE FUTURE



MONDAY 22	TUESDAY 23	WEDNESDAY 24	THURSDAY 25	FRIDAY 26	SATURDAY 27
6–7pm Residential Solar 101: Learn How to Go Solar at Home! Via Zoom	7am–8pm Primary Election Day Register to vote before April 8th!	6–8pm Women in Energy Mixer Location TBA	1–2pm Earth Week Press Event Location TBA 3:30–6pm ECA Tour + Learn About PEA! Energy Coordinating Agency	8:30–11am Philly's Black Development Community Goes Green Germantown P4 Hub 4–6pm Community Planting FDR Park	12–6pm Green Philly EcoFair Cherry Street Pier

Register for events at:
philaenergy.org/event/earth-week-2024/



City Hall, Room 566
215.686.4483
solarize@philaenergy.org



GOES GREEN

A convening of BIPOC developers, building designers and contractors, to discuss energy efficiency and sustainability in projects.

April 26, 2024



Philadelphia's
BLACK DEVELOPMENT COMMUNITY GOES GREEN





BUILT *to* LAST

BUILT TO LAST PROGRAM: SEEKING GENERAL CONTRACTORS!

**Do you specialize in habitability, health,
accessibility, and energy efficiency repairs?
Philadelphia Green Capital Corp invites you to
respond to our Request for Qualifications! Help us
restore and future-proof Built to Last homes.**



**PHILADELPHIA
GREEN CAPITAL CORP**
ACCELERATING OUR CLEAN ENERGY FUTURE









Inflation Reduction Act: Implications for Real Estate



6.6.24 | 4:00 - 7:00 PM
123 South Broad Street
Philadelphia, PA 19109

Inflation Reduction Act: *Implications for Real Estate*

IRA 101: How the IRA works and ways to utilize it for your projects



Katie Bartolotta
Vice President of Policy and
Strategic Partnerships
Philadelphia Energy Authority



Kara Kokernak
Senior Director
Randall Lewis Center for
Sustainability
Urban Land Institute

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opportunities at:
philadelphia.uli.org

Inflation Reduction Act: *Implications for Real Estate*

IRA In Action: Case studies and how it's used today



Moderator: **Ariella Maron**
Executive Director
DVRPC



Vidhi Anderson
Vice President of
Development
HumanGood



Gregory Heller
Director
Guidehouse



Lisa Shulock
Director of Commercial Programs
Philadelphia Energy Authority



Laura Slutsky
Director
Guidehouse

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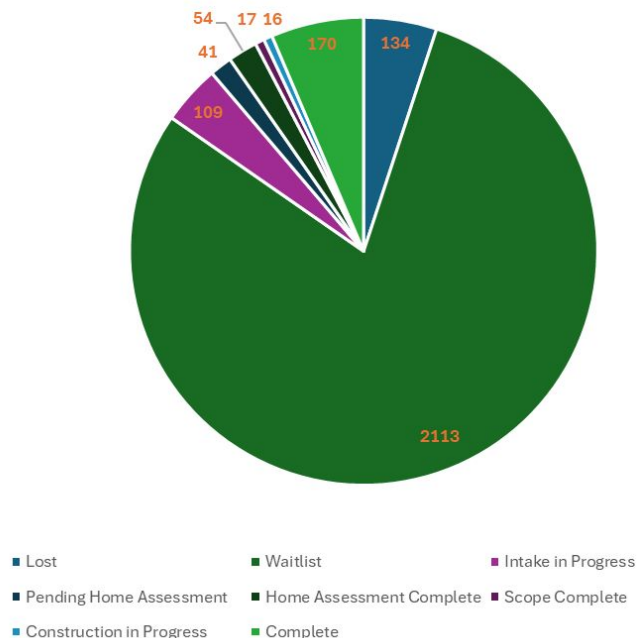


Explore sponsorship
opportunities at:
philadelphia.uli.org

All projects (2,654 total)



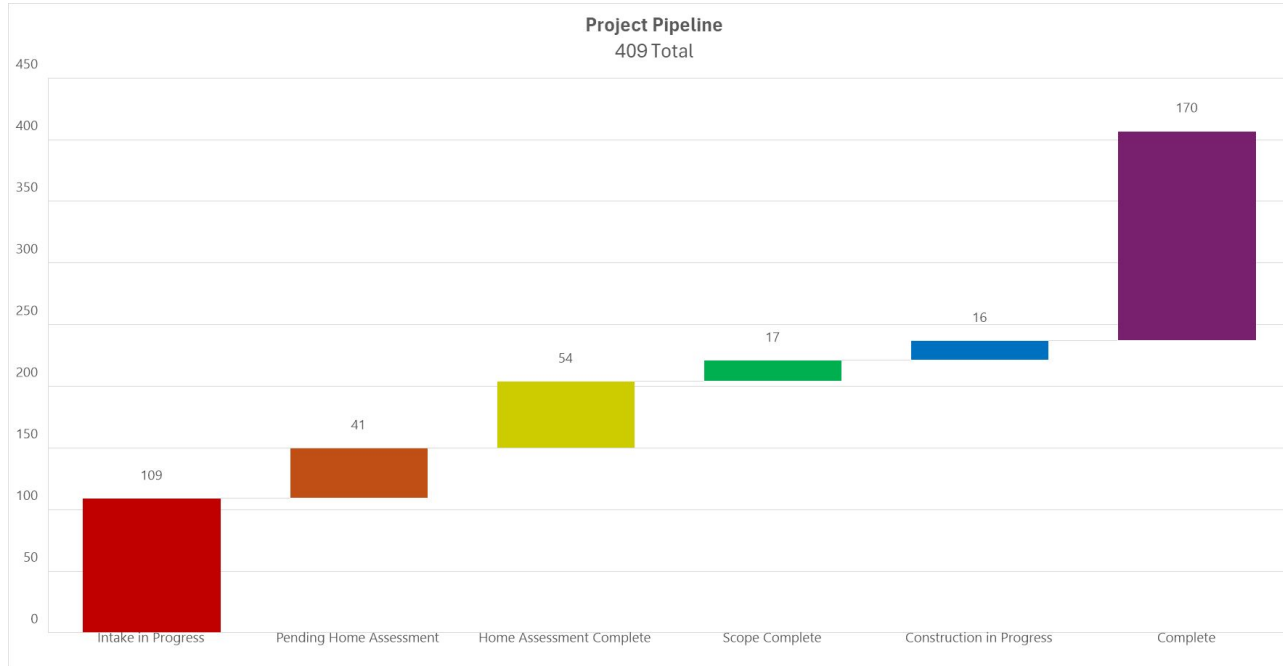
Application Status



Q4 Highlights

- Selected 12 additional General Contractors through RFQ Process
- Hired Director of Residential Programs- Emily Lucas
- Launched new partnership with New Kensington CDC: 50 homes partially funded by Fannie Mae
- Received \$5M funding for Built to Last in Philadelphia City budget

Program Progress (409) projects)



Frankford High School Updates

- PEA collaborating with Evin Jarrett, lead Building Trades Instructor at Mayfair Elementary School, to offer BSF students at Frankford a paid 4-week Summer Solar program.
- Dates for BSF/Mayfair Summer Program
 - July 8, 2024 – August 2, 2024.

BSF Summer Program Highlights

- Weekly industry-relevant field trips
- OSHA-10 Training & Certification attainment
- America Is All in visit & media coverage
- Final Celebration at City Hall on August 2nd



America Is All In - BSF & Mayfair Students

Bright Solar Futures Program (OppY)

Partnership w/ PowerCorpsPHL

Cohort 5:

January 2, 2024 - February 23, 2024

Cohort 6:

February 26, 2024 - April 19, 2024

Cohort 7:

July 15, 2024 - September 20, 2024





Green Retrofit Immersive Training (GRIT)

GRIT 2024

- Cohort 4: March 11th, 2024-July 15th, 2024
 - Graduated on July, 16th
 - 100% earned EPA LEAD RRP
 - 86% earned OSHA 10
 - 71% earned NCCER Level 1
 - 64% earned BPI ALCI
 - 57% earned OSHA 40 HAZWOPER
- Cohort 5: June 3rd, 2024 - October 4th
 - Internship begins August 26th



C-PACE Program

- No deals closed in last 2 quarters
- One closed 7/31/24; 1-2 more are likely to close in FY 25 Q1/Q2
- C-PACE market reflects overall CRE slow down
- Growing small balance C-PACE projects (focus on existing buildings): two connected initiatives
 - Recruit local banks/CDFIs to become C-PACE lenders - Held training in June in partnership with Allectrify – 20 people representing 7 banks attended and several signed up for training program
 - Building Decarb in a Box free T.A. will stimulate small balance C-PACE projects

Free Technical Assistance to Property Owners

- Energy Performance Report with recommended improvements and economic analysis
- Assistance in securing financing

Implementation Partners



- Powered by proprietary data, predictive analytics and proven technology, SRS's EPIC™ software helps building owners and contractors design cash-flow positive energy upgrades and decarbonization projects.
- Pioneered 2nd generation C-PACE financing in CT and expanded across the country.



- Allectrify's provides data-driven technical assistance and a platform for community lenders to offer long term affordable financing to small and medium sized multifamily and commercial property owners.
- Community banks, credit unions and CDFIs are uniquely well-positioned to serve smaller buildings.



- Pioneered the Green Button Connect standard and the development of data exchange platform
- Winner of two (2) Department of Energy Sunshot Grants
- Named a 2023 Top Renewable Energy Tech Startups by [traxcn.com](https://www.traxcn.com)
- Closed a \$10 million Series A funding closed May 2022.



MISSOURI
GREEN BANC



EPIC™ Summary



This summary was prepared by SRS using the Energy Performance Improvement Calculator (EPIC™) app to estimate the energy savings for your project at 1421 E. 7th St Philadelphia, PA.

Project Cost Savings

\$19,852
First Year Savings (\$)

\$321,812
Lifetime Savings (\$)

CO₂e Emissions Reduction

91
First Year (MT)

1,209
Lifetime (MT)

Project Financial Summary

\$214,400
Net Installed Cost (\$)

\$321,812
Lifetime Savings (\$)

\$107,412
Net Gain (\$)

150%
Cost Covered by Savings (%)

Energy Improvements Summary

Estimated Project Savings¹

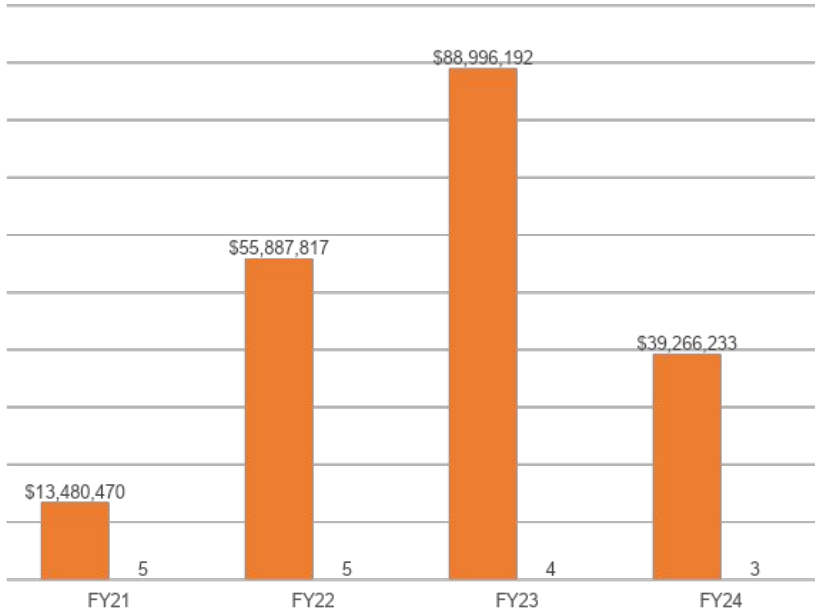
Energy Improvements	Useful Life (Years)	Incentives	Net Installed Cost	Unit Savings First Year	Demand Reduction	Cost Savings First Year	Cost Savings Lifetime
LED Lighting	12	\$23,000	\$53,750	96,835 kWh -310 CCF	191 kW/yr	\$13,465	\$191,097
Air Conditioning	15	\$11,500	\$103,500	22,627 kWh	168 kW/yr	\$5,071	\$90,833
Space Heating System	22	\$6,350	\$57,150	1,400 CCF		\$1,316	\$39,882
Project Totals (\$):		\$40,850	\$214,400			\$19,852	\$321,812

¹ Savings estimates are calculated based on industry best practice methodologies, including key assumptions for your building's weather normalized annual energy consumption and cost, existing and new equipment performance efficiency, and average annual utility cost escalation rate over the estimated life of new equipment. Where default values have been applied, they represent average values from peer buildings. Your project's actual savings may differ from estimates due to variation in building design and geometry, operating characteristics, tenant behavior, local climate, occupancy, equipment operation and maintenance, building climate control, changes in utility rates, and other factors. Savings estimates are provided as a guideline only without any warranties, expressed, or implied.

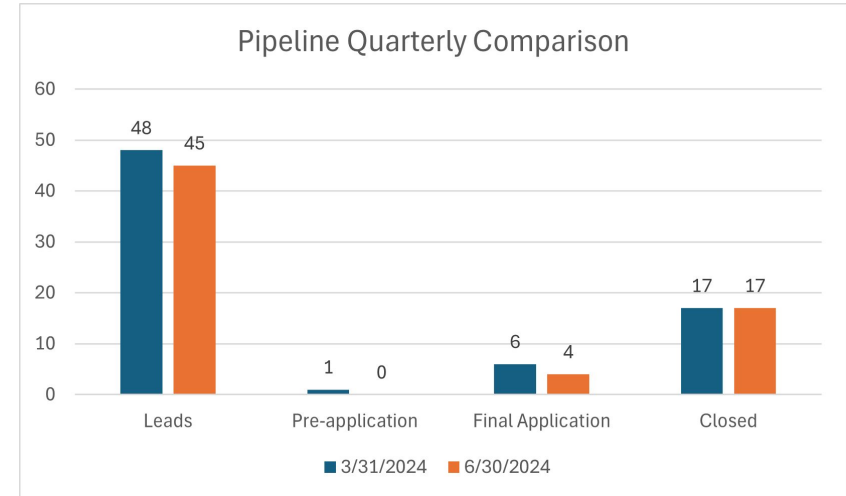
View [EPIC Report](#) for additional project details.

C-PACE by the numbers

Projects Closed by Fiscal Year



Projects in Pipeline by Stage FY Q4 & Q3





PGCC Updates

- **We're hiring for [4 new positions!](#)**
 - Solar for All Program: Manager & Coordinator
 - Financial Management: Vice President & Manager
- **PGCC is partnering with Capital Good Fund to launch a new Solar Lease Pilot**
 - No upfront payment + strong consumer protections = increased solar accessibility for low-income homeowners
 - Pilot to support 120 low-income homes in Southeast PA
 - Supports Solarize Program growth; launching during Solar Week
- **Continuing to unlock new LMI solar projects with new \$200K PHARE Grant** for enabling roof repairs and electrical upgrades for Solarize Philly & Built to Last homes
- **Share the Sun selected as a finalist for the 2024 Roy Award**, which highlights innovative & cross-sector partnerships enhancing environmental quality

Contact

Emily Schapira

President & CEO

eschapira@philaenergy.org

215-686-4483

philaenergy.org

solarizephilly.org

philadelphiaCPACE.org

awrusa.com/Philadelphia

phillygreencapital.org

