

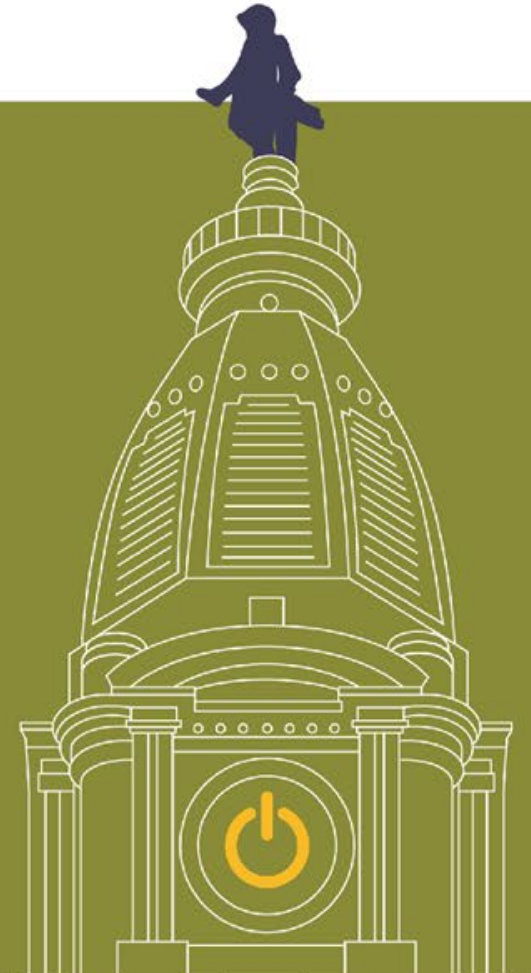


Board Update – Q1 & Q2 FY21

December 2, 2020

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Celebrating our Work (Awards!)

- **Alon Abramson, Program Mgr:** Energy Champion Award – Pennsylvania from the Energy Efficiency Alliance
- **Bright Solar Futures with PECO:** Community Partner Award from the Center for Energy Workforce Development
- **Bright Solar Futures with PECO:** Voices of Philanthropy Award from the Philadelphia Business Journal (celebrated)
- **Emily Schapira:** 40 Under 40 from the Philadelphia Business Journal (celebrated)
- **Emily Schapira (finalist):** Rising Star Individual Award, S&P Platts Global Energy Awards
- **Philadelphia Energy Authority (finalist):** Sustained Excellence, Green Initiatives Award, S&P Platts Global Energy Awards

FY21 Programs Update

1

MUNICIPAL BUILDINGS



- Solar PPA COVID construction delay (ongoing negotiations)
- Streetlighting RFQ completed, RFP still in development

3

AFFORDABLE RESIDENTIAL



- Solar Savings Grant Program: 25 contracts signed, construction beginning
- Built to Last roadmap nearing completion, first foundation grant raised
- 90,000+ households enrolled in Water Sewer Program, new programs launched

2

K-12 SCHOOLS



- Construction ongoing on GESA-I Ph. 1 (3 schools), School Board approved GESA-I Ph. 2 (4 schools), scoping in progress for Ph. 3.
- Bright Solar Futures 10th graders wrapping 1st semester; 2nd PowerCorps class starting January 2021

4

SMALL BUSINESS



- Curtis Institute project closed!
- Third C-PACE project closed (The Met), bringing 2020 total to \$8MM.

NEW PROGRAMS & TOOLS

- Preparing to launch new Multi-Family loan products
- Developing Philadelphia BlocMaps tool for multi-family energy efficiency
- On track to launch Philadelphia Green Bank in 2021



Solarize PHILLY

A CITYWIDE
PROGRAM TO HELP
ALL PHILADELPHIANS

GO SOLAR AT HOME

SIGN UP **BY SEPTEMBER 30** at
solarizephilly.org

4 Rounds, Largest in the U.S.



Contracts Signed as of
Today

Contracted Solar
Capacity

\$ Invested in Philly's
Clean Energy Economy

Households Signed up

Direct Jobs Created

Ph4
Total

721

3.3 MW

\$10.6 MM

6,426

94

43 (Market-Rate)

25 (LMI)

570

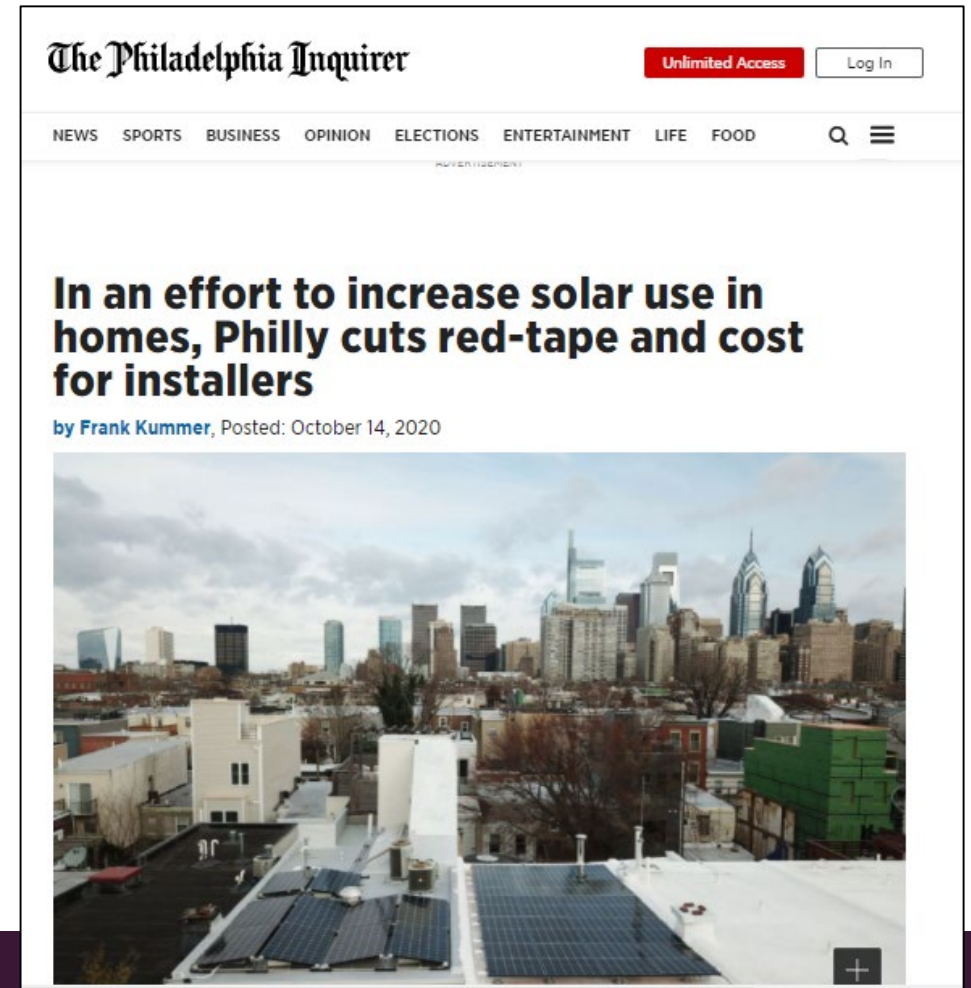
Driving down soft costs of solar

EZ Permit for solar

- Established in October following delays related to rollout of new eCLIPSE online permitting systems
- 3-day turnaround for online applications, same day for in-person. No plan review required.
- 1 or 2 family dwellings, <10kW system, complying with specifications in PV System Standard

Interconnection

- Connect the Grid system rolled out in 2020 for online applications
- Collaborating with PECO through biweekly calls and biannual meeting with contractors



A background image showing three students in a school setting, likely a solar lab, working on a large solar panel array. One student is kneeling on the left, another is crouching in the center, and a third is on the right, all focused on the task. The panel is mounted on a stand, and the floor is made of large tiles. The background shows a typical school hallway with lockers and a fire extinguisher.

Bright Solar Futures

- **First High School CTE Solar Program in PA**
 - Most robust high school solar training in the country, 1,080 hours of training, 2 internships, job placement support
 - Started in September 2020 with 10th graders at Frankford HS (virtual learning); transition to solar lab in January 2021
 - Approved by PA Dept of Education, unlocking federal funding stream for any district in PA
- **Opportunity Youth (in partnership w. PowerCorpsPHL)**
 - Parallel pathway for young adults not engaged in school or employment (age 18-30), in partnership with PowerCorpsPHL
 - First cohort completed May 2020. Placed 11 of 12 graduates into full-time employment, despite COVID. 2nd cohort begins January 2021.

Solar Savings Grant Program

- First 25 participating household have signed contracts. Funding available for up to 24 more in this round, sales appointments are ongoing.
- Includes households <80% AMI from 15 different zip codes.
- PHARE grant application submitted to support next round.










Water and Sewer Line Protection Program

- Contract renewed for three years
- New protection products introduced to Philly market
- 90,000 customers
- \$13.4M+ in repair cost savings
- 73% of claims to date serviced by M/W/DBE contractors
- 7.5% of claims had a PWD NOD



Program Quick Guide

	Product	Monthly / Annual Price	Coverage Limits & Benefits
	Interior Electric Line	\$4.98 / \$59.76	\$5,000 - repairs to the home's electrical system from the circuit breaker panel or fuse box to the switches and/or outlets
	Gas Line	\$4.98 / \$59.76	\$2,500* no wait - repairs to exposed interior gas lines as well as gas appliance shutoff valves and flexible connectors; defects in workmanship/materials & damage caused by normal wear and tear. INCLUDES annual in-home safety inspection of inside natural gas lines and connectors.
	Surge	\$4.98 / \$59.76	\$5,000 - electronics and appliances (incl. HVAC) that are damaged by a surge and need to be repaired or replaced.
	ENERGY ESSENTIALS BUNDLE	\$11.98 / \$143.76	Includes Interior Electric + Gas + Surge for a bundle price.
	Water and Sewer Line	\$9.89 / \$118.68	Unlimited coverage with no trip fee – Repair of clogs and breaks of sewer line and breaks in water line.
	In-Home Clog	\$7.99 / \$95.88	\$2,000 with \$25 per occurrence trip fee - Removal of clogs from internal drain lines, as well as clogs in sinks, tubs and toilets.
	Water Heater	\$9.99 / \$119.88	\$1,500 with \$25 per occurrence trip fee - Repair or replacement of gas, electric, propane, or fuel oil residential water heaters

Built to Last Funding Award

- William Penn Fdn awarded \$140,000 grant to PEA partner, Benefits Data Trust
- Expand benefits screening at neighborhood centers to include home improvement programs
- First step in no-wrong-door model for benefits access
- Will support intake for Built to Last program
- Grant pays for BTL pilot evaluation and predevelopment for software system design in FY22



Built to Last Development

- Program Roadmap will be completed by end of 2020
- 3-4 stakeholder workshops planned for Q3 and Q4 to define specific program roles and responsibilities
- Planned **paid** focus groups with community members to refine program user experience and messaging
- On track to execute a 50-home pilot in 2021 to demonstrate coordination of home improvement services, second pilot in 2022
- Ongoing fundraising





Curtis Institute GESA Contract Signed

- PEA partnered with PennSEF and supported a Guaranteed Energy Savings Agreement with The Efficiency Network
- Curtis will invest \$650,000
- Project includes lighting and building system controls in four Curtis buildings
- Will result in minimum 13% energy savings, annual savings of \$35K

C-PACE Program Overview

Program Administration

- Closed third C-PACE deal in Pennsylvania
- \$85K in program fees total
- Different Capital Providers for each deal
- Published minor changes to the Program Guidelines
- Added three new qualified engineering professional firms to the list (26 total)

Market Education & Outreach

- Reached ~1,400 individuals since program launched in October 2019

Outreach Activity (Oct 2019 – Nov 2020)	
Events Hosted/Attended	40
Organizations Addressed	916
Individuals Addressed	1,433

- Sept-Nov 2020 organized and facilitated panels for two conferences and hosted or participated in 3 webinars

The Philly Met (November 2020)

Project Overview

Property Type: Concert Hall

Financing Amount: \$6,000,000

Building Measures: Window replacement, roof insulation, new HVAC system, LED lighting, new elevators and new domestic hot water system

Environmental Impact:
Reduction of building's annual CO2e by 181 metric tons



Property Owner:

Holy Ghost I, LP



Capital Provider:

Enhanced Pace Finance LLC

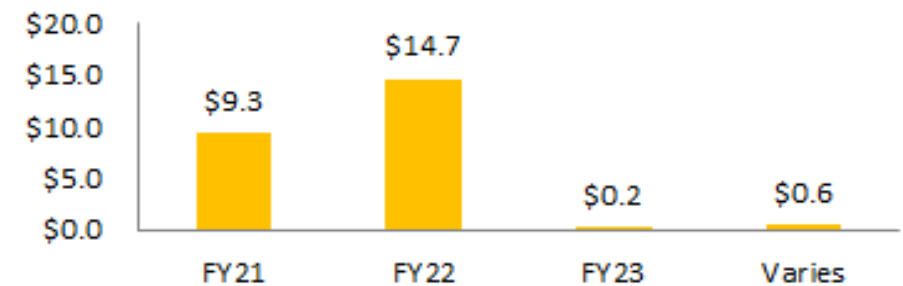


- ✓ \$6MM C-PACE **retroactive financing** to strengthen the capital stack and repay higher cost debt
- ✓ Used for energy measures that exceed code requirements and achieved **operating cost savings**
- ✓ The Met **entertain venue** gave a major boost to N. Broad Street development when it opened in late 2018 but pandemic has been challenging

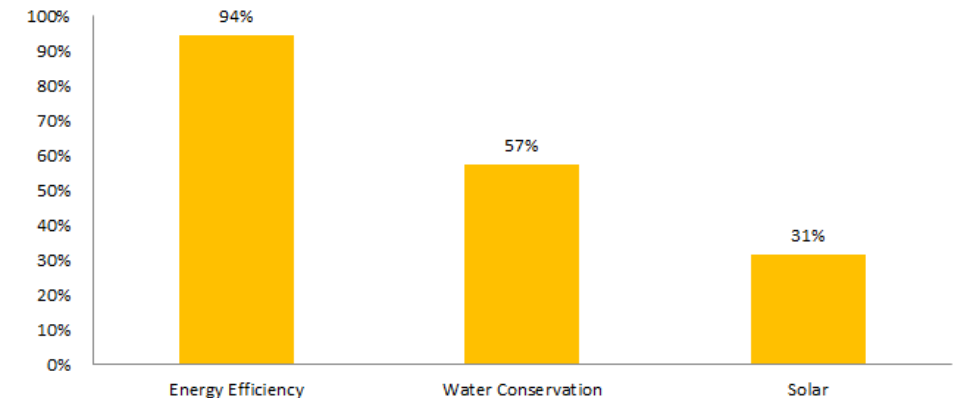
C-PACE Pipeline Outlook

- 54 projects in pipeline through FY23
- 10 added September-November 2020
- 3 Total Closed, \$8MM value
- Variety of building types, most common is mixed use commercial.
- Energy efficiency most popular use

Deal Volume by Fiscal Year (\$MM)



Percentage of Projects with Energy Efficiency, Water Conservation and Solar Components





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