Board Update – Q4 FY21

July 28, 2021

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Organizational Updates

• Hiring
  • VP of Strategy & Operations
  • Director of Development & Workforce Initiatives
  • PGCC – Senior Associate
  • Pending funding – BTL Program Manager

• New Org Structure & Promotions
  • Commercial/Residential realignment
  • New leadership roles

• Annual Report Release – tentatively scheduled for 8/16
FY21 Q4 program activity overview

MUNICIPAL BUILDINGS
• Streetlighting RFP interviews complete
• PNE Solar RFP interview complete
• Adams Solar PPA ongoing
• PGW Diversification study

AFFORDABLE RESIDENTIAL
• Solarize Philly RFP in selection
• SSGP: 50 projects, almost done
• BTL: In contracting with program partners, received PHARE grant
• 92,000+ households enrolled in Water Sewer Program, 10,000+ in new programs

K-12 SCHOOLS
• Construction ongoing GESA-I Ph. 2 (4 schools), scoping in progress for Ph. 3.
• GESA-II Ph. 1 (3 schools, up to 20) approved by BOE, hazmat remediation
• Frankford Solar Lab construction Phase 2 started, ribbon cutting October 2021

SMALL BUSINESS
• Curtis Institute project under construction
• BlocMaps tool moving forward
• Closed additional CPACE projects, total of $13.2MM (soon to be $28MM)

OTHER INITIATIVES
• PGCC board developing
• Bright Solar Futures 2nd cohort complete, in job placement now
• GRIT training ends this week
• Energy Justice Partnerships work ongoing with SEIA, seeking pilot project
• Solar Week 2021 – August 16th
• New research into Virtual Power Plant, RFI planned
Phase 5 (2021)

Phase Goals:

- **LMI**: 120 homes + new pilot model
- **Residential**: 250 homes
- **Commercial**: 2 MW, new market offerings

  - Currently in selection & contracting (from public RFP)
  - Launch targeted for Aug 16 (Solar Week)
  - Enrollment period: August – December 2021
Solar Savings Grant Program

- 50 contracts signed
- Installs completed for 34 projects (68%)
- All households <80% AMI from 26 zip codes.
- Targeting 1,000 LMI households by 2026

“We are so grateful to be able to power our home with sunshine, nature’s clean, renewable energy, while also saving significant money on our family’s electric bills. We didn’t really have to do anything but say yes. And we’re so glad we did. We’re pleased to show off our solar panels and to encourage others to participate.”

Cheri Avery Black and Dalton Black
Solar Savings Grant Program Participants
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<tr>
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<th>Monday 16</th>
<th>Tuesday 17</th>
<th>Wednesday 18</th>
<th>Thursday 19</th>
<th>Friday 20</th>
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<tr>
<td><strong>Phase 5 Launch - Press Conference</strong></td>
<td>Annual Report Release</td>
<td><strong>C-PACE and Commercial Solarize</strong></td>
<td><strong>PECO Collaborative Webinar - Doing Solar Business in Philadelphia: Interconnection and Permitting Updates</strong></td>
<td><strong>Rebuilding the Economy Powered by the Sun</strong></td>
<td><strong>Building a Diverse Workforce for Solar - Career Panel</strong></td>
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<td><strong>Solar 101 Webinar: Everything you need to know to go solar</strong></td>
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Bright Solar Futures

• First High School CTE Solar Program in PA
  • First year completed, 15 students enrolled.
  • Recruiting next class of 10th graders, prepping for 11th graders
  • Curriculum modifications and Toolkit being developed during summer.

• Opportunity Youth (in partnership w. PowerCorpsPHL)
  • Parallel pathway for young adults not engaged in school or employment (age 18-30).
  • Second cohort completed May 2021 and currently in internships. Job placement beginning.
  • Currently recruiting students into upcoming PowerCorpsPHL Foundations program, who will be eligible for the next BSF Opportunity Youth cohort.
Frankford Solar Lab

• Minor repairs, painting, and ceiling tile replacement completed by School District

• Minor electrical work completed by Eagle Electric

• RFP completed. Vendors selected for second phase of HVAC, window installation, and additional electrical work
  • Construction started last week of July 2021
  • Contractors include Devine Bros, Carr & Duff, SSM, Pannulla Construction, Practical Energy Solutions and Re:Vision Architects
Green Retrofit Immersive Training (GRIT)

- Supported by $250k grant from Phila Dept of Commerce
- 17 trainees enrolled, started March 29th
- Ceremony held on June 18th for 15 graduates
- June-July internship: 6 weeks, hosted by Friends Rehabilitation Program in partnership with Provision Vocational Training Center, retrofitting single-family units for affordable housing. Completes this Friday.
- Currently identifying and connecting GRIT graduates with job opportunities
Water and Sewer Line Protection Program

- 92,000+ customers
- $22.1M+ in repair cost savings
- 77% of claims to date serviced by M/W/DBE contractors
- Only 6.5% of all claims, 28% of repair claims had a NOD from PWD
- 5,561 Average calls handled monthly
- 91% Customer Satisfaction
Built to Last Development

- Partnership with Benefits Data Trust – developed expanded program screening tool (Benefits Launch Express)
- Entering into Program Agreements with partners
- Building out data management system and new comprehensive home assessment protocol
- On track to execute a 50-home pilot in 2021 to demonstrate coordination of home improvement services, second pilot in 2022
- Ongoing fundraising, received $400k PHARE grant, have made a request of City Council via NPI
Increasing Benefits Access

- Partnership with Benefits Data Trust
- Funded by the William Penn Foundation
- Added ten home improvement services to the BLX benefits screening tool
- Integrating screening into BTL client intake process with UESF
C-PACE Program Overview

Program Administration & Marketing
• 11 educational/marketing events since last Board meeting
• 2021 year-to-date unique attendance for events: 419 orgs and 540 attendees

C-PACE Amendment
• SB 635 introduced by Sen. Yudichak with 9 co-sponsors; referred to Community, Economic and Recreational Development Committee
• House companion bill should be introduced soon, sponsor is Rep. Heffley
• Amendment expands C-PACE eligibility to include:
  • Multifamily buildings of 5+ units
  • Indoor air quality projects
  • Resiliency improvements
Kirkbride Center (West Philadelphia)

PROJECT OVERVIEW

Property Type: Residential Health Care
Financing Amount: $4,333,846
Building Measures: Boiler and chiller plant upgrades
Environmental Impact: Reduction of the building’s total carbon footprint by 16,700 metric tons of CO2 equivalent

Property Owner: Kirkbride Realty Corporation
Capital Provider: Counterpointe SRE

- $4.33MM C-PACE financing covered 100% of boiler and chiller plant replacements including soft costs with retroactive and new ECMs
- Six-building campus located at 111 North 49th Street in West Philadelphia
- 390,000 SF of healthcare and office space will benefit from the renovation of its heating and cooling infrastructure
Golaski Labs (Germantown)

PROJECT OVERVIEW

Property Type: Mixed-Use

Financing Amount: $1,087,155

Building Measures: HVAC eqpt & controls, LED lighting, roofing and insulation, window replacements, and low-flow plumbing

Environmental Impact: Reduction of the building’s total carbon footprint by 1,415 metric tons of CO2 equivalent

Property Owner: Golaski Labs, LP (Mosaic Development Partners)

Capital Provider: Greenworks Lending

- $1MM C-PACE financing filled final piece of capital stack
- Use for energy and water efficiency measures that exceed code requirements and achieved immediate operating cost savings
- Used for commercial activities including a restaurant, offices, makerspace and multicultural co-working space
C-PACE Pipeline Update

• 56 projects in pipeline (up from 54)
• Closed 5th project in June
• 6th and largest so far about to close
• Probability-weighted average value of pipeline is ~$72MM (up from $34MM)
• Several large projects likely to close later in calendar year 2021
Phila Green Capital Corp Update

- Held first official Board meeting in June
- Hired Senior Associate, Rishika Ghosh, to start in September
- Set official launch date for week of Sept 13
- Developed near-final PGCC logo and branding
- Website and collateral development underway
- Appointed John Henry and Beth Cohen to the Board; identifying additional members
- Established administrative functions (bank account, accounting)
- Establishing SREC management system for Solar Savings Grant Program & Solarize
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