Organizational Updates

New Hires!

Nkechi Ogbue  
VP, Strategy & Operations

Katie Bartolotta  
VP, Policy & Strategic Partnerships

Shonique Banks  
Director, Development & Workforce Initiatives

New Intern!

• Greg Bostick (Wharton MBA, Solarize)
Ribbons cutting held for solar training lab at Frankford High School

Frankford High School introduces solar, clean energy careers training for students

PHILADELPHIA (KYW Newsradio) — Frankford High School in Northeast Philadelphia is making history, as the first high school in the country to have a clean energy training lab. It's all to prepare students for careers in solar and clean energy.
PEA Road to $1 Billion, 10,000 Jobs

Capital Build Up by Category ($MM)

Note: Projections are based on program goals, existing contracts and City and School District energy plans at this time. Subject to change.
FY22 Q1 program activity overview

1. MUNICIPAL BUILDINGS
   - LED Streetlighting vendor selected
   - PNE Solar vendor selected
   - Working on additional PPA RFP
   - OOS Updates: PGW Diversification study, Clean Fleet Plan + RFI

2. K-12 SCHOOLS
   - $60MM Green Bond for next two rounds of GESA projects
   - Construction ongoing GESA-I Ph. 2 (4 schools, nearly complete), Ph. 3 under construction, GESA-II Ph. 1 (3 schools) under construction
   - Frankford Solar Lab Ribbon cutting!

3. AFFORDABLE RESIDENTIAL
   - Solarize Philly Ph 5 ongoing, includes new LMI model, lease option, Commercial partners
   - BTL: Pilot 1 launched!
   - 92,000+ households enrolled in Water Sewer Program, 14,000+ in new programs

4. SMALL BUSINESS
   - BlocMaps tool release planned Q2, targets multi-family & cultural institutions
   - Closed additional CPACE projects, total of $52MM (7 projects)

OTHER INITIATIVES
- PGCC moving forward
- Bright Solar Futures 3rd PowerCorps cohort starts January
- GRIT training complete!
- Energy Justice Partnerships launched with SEIA
- Virtual Power Plant RFI planned for Q2
Solar Schools

- Working with SDP on first solar schools pilot, will install solar at 5 target schools
- Providing technical support to SDP for RFP and beyond
- Presenting to SDP Leadership
- Talking to community partners about funding support
Phase 5 (2021)

- Enrollment opened during Solar Week (August 2021), runs through early 2022

- Selected four contractor partners:
  - **Residential**: Solar States, Superior Solar Design and Posigen (LMI)
  - **Commercial**: Solar States and EDP Renewables

**Phase Goals:**
- **LMI**: 120 homes, new lease model
- **Residential**: 250 homes contracted
- **Commercial**: 2 MW, new market offerings
<table>
<thead>
<tr>
<th>Contracts Signed as of Today</th>
<th>Contracted Solar Capacity</th>
<th>$ Invested in Philly’s Clean Energy Economy</th>
<th>Households Signed up</th>
<th>Direct Jobs Created</th>
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</thead>
<tbody>
<tr>
<td>750+</td>
<td>3.7 MW</td>
<td>$12+ million</td>
<td>6,500+</td>
<td>98</td>
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<tr>
<td>Phase 5</td>
<td>+13</td>
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<td>+1,004</td>
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Other Solar Milestones

• **Solar Week 2021** was a hit!

• Celebrated **50th install for the Solar Savings Grant Program**, serving LMI homes at <80% AMI citywide
  - Served by new lease model in next round
Flipping the switch on our 50th SSGP installation (Sept. 2021)
Water and Sewer Line Protection Program

- 92,000+ customers, 14,000+ in new in-home programs
- $24MM+ 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
- ~4,400/month calls handled, 91% Customer Satisfaction
Built to Last Launched!

- Pilot 1 launched in September 2021 with referrals from Basic Systems Repair Program. Currently completing intake, home evaluation, and scope of work development on first set of clients.
- 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 and request for funding in federal funding package. Recently notified of future funding through GHHI.
Built to Last Home Improvements

**Basic Systems**
- Roof
- Electric
- Plumbing (interior/exterior)
- HVAC + Hot Water
- Structural Issues

**Energy Efficiency**
- Weatherization
- Insulation (esp. attic)
- LED lighting
- Efficient windows/doors
- Low-flow water fixtures

**Other Measures**
- Solar (where feasible)
- Heat pump (heat + AC)
- Fuel switching

**Health and Safety**
- Trip and fall hazards
- Excess moisture
- Lead paint
- Mold
- Pests
Green Retrofit Immersive Training (GRIT)

- Residential contractors in high demand, holistic knowledge critical to optimize health and energy savings benefits
- Additional workforce required to scale up
  - Built to Last, serving 10,000 homes by 2032
- 2021 Green Home Retrofit training in partnership with ECA and FRP, funded by Commerce Dept. Seeking 2022 funding
- 11-week class, 6-week internship retrofitting single-family units for affordable housing; all trainees received stipends.
- 15 graduates, 8 placed into industry-relevant jobs (ongoing)
C-PACE Pipeline Update

• 7 projects closed, $52MM (87% of statewide 5-year target)
• 46 projects in pipeline
• Probability-weighted average value of current pipeline is ~$39.6MM
• Outreach ongoing for new project development
C-PACE Program Overview

Program Administration & Marketing

• Increased to 16 (from 2) minority/woman owned firms on our list of Qualified Engineering Professionals

• Developing joint marketing strategy for PEA’s 3 commercial initiatives: C-PACE, PGCC and Commercial Solarize

C-PACE Amendment

• SB 635 sponsored by Sen. Yudichak passed unanimously out of Committee

• Should be taken up by full Senate in coming weeks

• House Bill waiting for committee hearing to be scheduled

• Reminder: Amendment expands C-PACE eligibility to include Multifamily buildings of 5+ units, indoor air quality projects, resiliency improvements
Rhoads Industries (Bldg 57, Navy Yard)

PROJECT OVERVIEW

Property Type: Heavy Industrial
Financing Amount: $15,000,000
Building Measures: Substantial renovation including envelope, lighting and HVAC
Environmental Impact: Reduction of the building’s total lifetime carbon footprint by 19,870 metric tons of CO2 equivalent

Property Owner: Industrial Metals Manufacturing, LLC
Capital Provider: CCG PACE Funding

- $15MM C-PACE financing to cover 91% of hard and soft costs of the energy efficiency upgrades for the substantial renovation of ~2/3 of the footprint of the industrial facility
- 311K SF industrial facility located at 1900 Kitty Hawk Ave. in the Philadelphia Navy Yard. Built in 1919 by the U.S. Navy
- Energy savings calculations based on improvements above IECC-2018, Phila.’s energy code baseline and % of qualified project financed with C-PACE
We empower businesses, developers, and everyday Philadelphians to build a clean energy future.

Financing tools and programs for:
- Businesses (large & small)
- Non-profits
- Multifamily buildings (affordable & market rate)
- Homeowners
- Going solar
- Designing & building energy efficiency projects

PGCC is the green bank affiliate of the Philadelphia Energy Authority.
PGCC Launch & Awareness Update

Press Release from Councilman Derek Green

“[PGCC] …MOVES THE NEEDLE TOWARDS A MORE PROSPEROUS & EQUITABLE FUTURE & DRIVE ECONOMIC GROWTH, ELEVATE OUR UNDERSERVED NEIGHBORHOODS, AND ENSURE THAT EVERYONE GETS A FAIR SHOT AT CREATING GENERATIONAL WEALTH.”
# Commercial Financing Options Comparison Table

<table>
<thead>
<tr>
<th></th>
<th>Navigator Pre-Development Loan</th>
<th>Catalyst Term Loan</th>
<th>Commercial Solarize</th>
<th>C-PACE</th>
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<tbody>
<tr>
<td><strong>Target audience</strong></td>
<td>Non-profits</td>
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<tr>
<td><strong>Multifamily (market rate &amp; affordable)</strong></td>
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<tr>
<td><strong>For-profit commercial buildings</strong></td>
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<td><strong>Eligible projects</strong></td>
<td><img src="image" alt="Soft costs" /></td>
<td><img src="image" alt="Solar" /></td>
<td><img src="image" alt="Energy efficiency" /></td>
<td><img src="image" alt="Water conservation" /></td>
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<tr>
<td><strong>Term &amp; security</strong></td>
<td>24 months; unsecured</td>
<td>7-20 yrs; unsecured</td>
<td>PPA (20 yrs) or own</td>
<td>Up to 30 yrs; secured</td>
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<tr>
<td><strong>Rates</strong></td>
<td>1.99-3.99%</td>
<td>5.79-6.99%</td>
<td>N/A</td>
<td>~5.00-7.00%</td>
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<td><strong>Administrator</strong></td>
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<td><img src="image" alt="Philadelphia Energy Authority" /></td>
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