FY22 Q2 Program Activity Overview

**MUNICIPAL PROJECTS**
- LED Streetlighting: On track for the introduction of City Council ordinances in Q1 2022
- PNE Solar vendor contract negotiations are nearing completion
- PPA RFP this quarter

**AFFORDABLE RESIDENTIAL**
- Solarize Philly Ph 5 ongoing
- On track to complete initial BTL 50-home pilot in 2022
- 90,000+ households enrolled in Water Sewer Program, 17K+ in new programs

**K-12 SCHOOLS**
- $124MM in projects to date
- 14 schools completed or underway, latest is GESA-1, Phase 3, which just received approval from Board of Education

**SMALL BUSINESS**
- Continuing C-PACE outreach and preparing for the passage of the C-PACE expansion amendment
- BlocMaps tool release planned Q2, targets multi-family & cultural institutions

**OTHER INITIATIVES**
- PGCC moving forward
- Bright Solar Futures 3rd PowerCorps cohort under way
- Secured additional GRIT funding
- Corporate contributions from Nextracker and SolSystems
- Virtual Power Plant RFI planned for Q2
Municipal Energy Projects

LED Streetlighting
• Contract negotiations moving along with Ameresco
• On track for introduction of City Council ordinances in Q1 2022
• PEA on track for bond issuance

PNE Solar
• Contract negotiations with selected developer close to completion, for Council consideration hopefully in Q1 2022
Board of Education approved GESA 1 Phase 3 (Lowell) budget at December meeting
  - Lowell is school 8 of 12 in GESA 1

GESA 2 Phase 1 construction underway (Beeber, Bethune, Brown)

To date: 6 schools completed, 7 under construction, 1 approved, $124mm committed to GESA projects to date

Supporting on Solar Schools RFP, in development
Built to Last Launched!

- Currently completing construction work for initial 7 homes referred from Basic Systems Repair Program
- Additional 5 homes completing intake now
- On track to complete initial 50-home pilot in 2022 to demonstrate coordination of home improvement services, second pilot planned to launch in late-2022
- Ongoing fundraising: received $400k PHARE grant, have made a request of City Council via NPI and request for funding in federal funding package
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
Built to Last Pilot Homes

* All home locations are approximated
Green Retrofit Immersive Training (GRIT)

• 2021: 15 graduates, 10 placed into industry-relevant jobs so far
  • Average wage: $15.40/hour
  • Wage range: $11.25 - $19.00/hour
  • Funded by Philadelphia Commerce Dept

• 2022: Raised $500k to run GRIT again via expanded partnership with ECA and FRP
  • Funders include Commerce Dept. and the William Penn Foundation
  • Scheduling training to begin in late Spring/early Summer

• Additional Funding will expand programming and supports for 12-week class, 6-week internship retrofitting single-family affordable housing.
Phase 5 (2021)

- Enrollment opened during Solar Week (August 2021), runs through January 2022
- Launched Commercial Solarize w/ Solar States and EDPR (which includes new PPA option). 10 Commercial projects in pipeline.

Phase Goals:
- LMI: 120 homes, new lease model
- Residential: 250 homes contracted
- Commercial: 2 MW, new market offerings
## Progress to Date (Residential)

<table>
<thead>
<tr>
<th>Phase</th>
<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>
</tr>
</thead>
<tbody>
<tr>
<td>Phases 1-4</td>
<td>750+</td>
<td>3.7 MW</td>
<td>$12+ million</td>
<td>6,500+</td>
<td>98</td>
</tr>
<tr>
<td>Phase 5</td>
<td>69</td>
<td>376 kW</td>
<td></td>
<td>2,207</td>
<td></td>
</tr>
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</table>
Bright Solar Futures (BSF)

**In-School CTE Model**

- Completed the 1080-hour curriculum, in design process now for dissemination to additional 9 school districts in PA
- National webinar launch of the curriculum in Q1 2022
- 10th and 11th grade cohorts in school now, recruiting for next year’s 10th graders.

**Opportunity Youth | Out-of-School Model**

- Cohort 3 began January 10, runs for 12 weeks, plus 8-week internship. 15 trainees enrolled.
- Current focus on employer engagement for internship placements

*Special thanks to our new funders:*
Water and Sewer Line Protection Program

• 90,000+ customers (common for there to be a drop-off this time of year due to renewals), 17,000+ enrolled in new in-home programs
• $30MM+ saved in repair costs for consumers
• 77% of claims to date serviced by M/W/DBE contractors
• 25% of repair claims had a NOD from PWD
• ~5,200/month calls handled, 91% Customer Satisfaction
• 25 homes received emergency repairs at no cost from the Help 2 Others (H2O) fund in the last contract cycle (ending October 31, 2022)
C-PACE Investments in PA

PA total = $72.4MM
C-PACE By the Numbers

Investments by Energy Conservation Measure
Philadelphia C-PACE 2021 Projects

- Lighting & controls: 5%
- HVAC: 15%
- Building Envelope: 34%
- Low flow water fixtures: 46%

Probability-Weighted Deal Volume by Fiscal Year ($MM)
- FY22: $8.8
- FY23: $9.3
- FY24: $0.2

Capital Providers are reporting that property owners are holding back and waiting for the C-PACE amendment to pass. Most projects are mixed use or multifamily and owners would rather do C-PACE retroactively so they can use it for their whole building.
C-PACE Expansion Amendment*

- SB 635 passed the full Senate and HB 1760 was voted out of the House Commerce Committee
- Still needs full House approval
- If/when passed and signed, SEF and PEA will manage a stakeholder process to modify Program Guidelines
- PEA will work with City to update Philadelphia’s C-PACE Ordinance

* Amendment expands C-PACE eligibility to include multifamily buildings of 5+ units, indoor air quality projects, resiliency improvements
123 S. Broad Street Units 1 & 2

PROJECT OVERVIEW

**Property Type:** Commercial Office

**Financing Amount:** $4,109,825

**Rate and Term:** 5.85%, 22 years

**Building Measures:** High efficiency LED lighting and controls, HVAC upgrades including controls, refurbishment and repairs and water fixture upgrades.

**Environmental Impact:** Reduction of the building’s total lifetime carbon footprint by 33,435 metric tons of CO2 equivalent

**Property Owner:** Unit 1 Partners LP and 123 S. Broad Partners LP

**Capital Provider:** Greenworks Lending LLC

- $4.1MM C-PACE financing to cover 100% of hard and soft costs of the energy efficiency upgrades for the renovation of the building

- The project includes Lighting Retrofit, Air Handling Unit Refurbishment, New Direct Digital Controls, Water Fixture Retrofit, Convert Constant Volume System to Single Zone Variable Air Volume, Steam Distribution Improvements, Chiller Repair, and Convert Cooling Tower to Variable Flow.

- Energy savings calculations based on improvements above IECC-2018, Phila.’s energy code baseline and percentage of qualified project financed with C-PACE
100 Independence Mall West

PROJECT OVERVIEW

**Property Type:** Commercial Office

**Financing Amount:** $25,571,281

**Financing Rate and Term:** 4.95%, 26 yrs

**Building Measures:** High efficiency LED lighting and controls, HVAC, building envelope (roof and wall) systems, and water fixture upgrades.

**Environmental Impact:** Reduction of the building’s total lifetime carbon footprint by 10,048 metric tons of CO2 equivalent

- $25.6MM C-PACE financing to cover **100% of hard and soft costs** of the energy efficiency upgrades for the renovation of the building
- Building was completed in 1965. The nine-story property was formerly known as the Rohm and Haas Building and is listed on the National Register of Historic Places. Now U.S. headquarters of Macquarie Investment Management
- Energy savings calculations based on improvements above IECC-2018, Phila.’s energy code baseline and percentage of qualified project financed with C-PACE

**Property Owner:** KPG-IMW Owner, LLC

**Capital Provider:** Counterpointe Sustainable Real Estate

Image courtesy of Keystone Property Group
• Received 501(c)3 tax-exempt status from the IRS
• Continuing strong marketing and brand awareness efforts (including an op-ed in The Inquirer)
• Submitted FY21 Annual Report of the Directors to PEA, as required by PGCC Bylaws
• Fundraising efforts and search for new board members are ongoing
• Ongoing market education and pipeline development for Navigator Pre-Dev and Catalyst Term loans
  • Initial pipeline of 11 potential projects
  • Outreach is compatible with PEA programs: referred 4 projects to Commercial Solarize, 3 projects to C-PACE
Program Highlight: Share the Sun

Share the Sun Donation Tracker – No. of Homes

<table>
<thead>
<tr>
<th>Donations</th>
<th>LMI Homes Funded</th>
<th>Goal LMI Homes Funded (FY22)</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>16</td>
<td>100</td>
</tr>
</tbody>
</table>

(since 11/30/2021)

Marketing & Launch

- #GivingTuesday Launch & Holiday Season Fundraising Campaign
  - Grassroots outreach, relying on word-of-mouth via social media and partners (PEA, Solarize Philly, Energy Co-op)
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