The Philly model is a national leader – equity first, project + workforce.

1. Creating demand for skilled labor through project development, and then ensuring equitable, diverse supply via well-trained workforce

2. Correcting market inequities, bringing additional resources to bear locally, creating systems that allow for innovation and collaboration, ensure all communities have access to capital
Philadelphia Energy Campaign: A 10-year, $1B investment to create 10,000 jobs

2021 Progress:
$124MM invested
793 jobs created

Total So Far:
$291MM invested
2,505 jobs created
Philadelphia Energy Campaign
A 10-Year initiative to spur $1 Billion of investment and create 10,000 jobs

<table>
<thead>
<tr>
<th>Year One: 2017</th>
<th>New Project Investments</th>
<th>Jobs Created*</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$38.6 million</td>
<td>402</td>
</tr>
<tr>
<td>Year Two: 2018</td>
<td>$48.3 million</td>
<td>580</td>
</tr>
<tr>
<td>Year Three: 2019</td>
<td>$34.7 million</td>
<td>319</td>
</tr>
<tr>
<td>Year Four: 2020</td>
<td>$45.6 million</td>
<td>411</td>
</tr>
<tr>
<td>Year Five: 2021</td>
<td>$124 million</td>
<td>793</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$291 million</strong></td>
<td><strong>2,505</strong></td>
</tr>
</tbody>
</table>

*Direct, indirect, and induced jobs across 10-year Energy Campaign*
Energy Campaign Projects & Programs

• 70MW solar PPA to procure 22% of City’s electricity
• $12MM project reduced energy consumption by ~25% at Philadelphia Museum of Art
• $180MM+ of school energy makeovers, incl. lighting, boilers, windows, air conditioning
• $15.5MM, 915 residential rooftops contracted through Solarize Philly, 50+ LMI homes subsidized, launched commercial Solarize
• 90,000+ households enrolled in water and sewer protection program, $34MM+ in customer savings
• $66MM of C-PACE projects financed to date (C&I)
• Launched Built to Last low-income housing restoration program in 2021, 100 homes by 2023
• Paired workforce development with all programs, launched Green Retrofit Immersive Training (GRIT) for resi construction, and Bright Solar Futures, the nation’s first 3-year CTE program in solar, plus an out-of-school track for opportunity youth
• Next up: LED Streetlighting, PNE Solar
# FY22 Q3 Program Activity Overview

## Municipal Projects
- LED Streetlighting: On track for Q4 2022 City Council ordinances intros
- Adams Solar PPA
- PNE solar interconnection process

## K-12 Schools
- GESA-3 procurement completed, includes 10 schools, seeking school board approval this week to contract
- 14 additional schools completed or under construction.

## Affordable Residential
- Solarize Philly passes 900 homes!
- Official public launch of solar lease
- BTL serving 23 of 50 homes in Pilot 1
- 90,000+ households enrolled in Water Sewer Program, 18K+ in new programs

## Small Business
- Massive year for C-PACE so far
- State legislature still working through C-PACE amendment
- Commercial Solarize up and running

## Other Initiatives
- PGCC!
- 2nd GRIT cohort starts in 2 weeks
- CDS Award for BTL for $2.1MM to cover 2nd pilot
- Presented to the Philadelphia Equity Alliance Saturday Morning Group
- First Funder Call w/ GHFI and ProMedica Foundation for BTL
- TOMORROW: Earth Week press event!
Municipal Energy Projects

LED Streetlighting
• Contract with Ameresco completed
• City review process longer than anticipated, almost complete
• On track for introduction of City Council ordinances in Q4 FY22
• PEA on track for bond issuance

Adams Solar
• Contracting updates coming to an end
• Hoping to move project out of PJM suspension this month and move forward to construction
Built to Last Pilot Continues

- Homes referred from Basic Systems Repair Program and now starting to test other referral sources
- Construction completed (except solar) at 4 homes
- Currently in construction on 9 homes, additional 10 homes completing intake and scoping 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: in addition to PHARE grant from PHFA, sponsorships from Carrier/Peirce Phelps and RMI, new $2.1MM CDS funding for 2nd round of 50 homes
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*
Phase 5+6 (2022)

- Enrollment period opened February 2022 and will go through end of August 2022
- Launched Commercial Solarize w/ Solar States and EDPR (which includes new PPA option). 10 Commercial projects in pipeline.

Phase Goals:
- **LMI**: 180 homes, new lease model
- **Residential**: 450 homes contracted
- **Commercial**: 3 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>Phases 5 and 6</td>
<td>138</td>
<td>777 kW</td>
<td>$2+ million</td>
<td>3,300+</td>
<td></td>
</tr>
</tbody>
</table>
Philadelphia launches a solar lease program for homeowners

For five years, Philly has offered a program that lets residents purchase reduced-price rooftop solar installations. A new lease program will allow residents to install solar at no upfront cost.
EDP Renewables Announces
Partnership with City of Philadelphia

Collaboration Focuses on Onsite Distributed Energy Access for Businesses
Water and Sewer Line Protection Program

- 90,000+ customers, 18,000+ enrolled in new in-home programs
- $34MM+ saved in repair costs for consumers
- 74% of claims to date serviced by M/W/DBE contractors
- 7% of repair claims had an NOD from PWD
- ~5,000/month calls handled, 92% Customer Satisfaction
Green Retrofit Immersive Training (GRIT)

• New training cohort of 20 participants begin on May 2, 2022

• Additional funding helped PEA expand supports and program offerings from 11 to 13 weeks of in-class training, 6-week internship retrofitting single-family units for the affordable housing program.

• 15 graduates, 10 placed into industry-relevant jobs, with an average wage of $15.40 per hour and wages ranging from $11.25-$19.00 per hour.
Bright Solar Futures Program (BSF)

BSF Summer Enrichment Program (high school)
- 6-week paid summer experience
- Benchmark Incentives
- Builds on school year learnings
- Exposes students to careers and practitioners
- Tool for retention and recruitment

National webinar launch of the BSF curriculum planned for end of FY2022

PowerCorps Opportunity Youth Cohort 3
- January 10, 2022 to May 10th, 2022 and 6-week Internships to immediately follow.
- Focus on employer engagement, early internship placements.
C-PACE Program Overview

Program Administration
• Released updated Program Guidelines including:
  • Providing a temporary COVID-19 extension for retroactive projects
  • Removing program fee cap of $100k

C-PACE Amendment
• SB 635 and HB 1760 both passed out of Senate and House
  • Identical bills – waiting for House or Senate to approve other chamber’s bill
• PEA & SEF held two stakeholder meetings on (1) IAQ and (2) Resiliency with 125+ attendees
• Amendment expands C-PACE eligibility to include Multifamily buildings of 5+ units, indoor air quality projects, resiliency improvements
C-PACE Pipeline Update

- 42 projects in pipeline
- Closed 9th project in Feb @ $8MM
- 10th project to close in late April/early May
- Probability-weighted average value of pipeline is ~$17MM
- Capital Providers continue to hold back projects and wait for C-PACE amendment to pass
Motto by Hilton

PROJECT OVERVIEW
Property Type: Hotel
Financing Amount: $8,123,443
Rate and Term: 5.45%, 28 years
Building Measures: Plumbing, Elevator, Building Glazing, and Building Envelope.

Environmental Impact: Reduction of the building’s lifetime carbon footprint by 1,934 metric tons of CO2 equivalent over 28 years.

- $8.1MM C-PACE financing to cover **83% of hard and soft costs** of certain energy and water efficiency upgrades for this new construction project
- This C-PACE financing is retroactive and enabled by Philadelphia’s temporary extension of retroactive financing of up to 30 months due to the impact of COVID-19 on the capital markets for commercial real estate.
- Energy savings calculations based on improvements above IECC-2018, Phila.’s energy code baseline and percentage of qualified project financed with C-PACE
Philadelphia Green Capital Corp

PGCC Operational Update

- Entered into **Joint Operating Agreement** with PEA delineating certain services between the organizations
- Entered into **Fiscal Agent Agreement** with PEA to manage certain donations on PEA’s behalf
- Supporting the **Built to Last pilot** with grant/invoice management and solar partnership
- Secured **new Board member** for PGCC
- **Hiring:** Posted a **Program Coordinator position** to support operations and existing programs
- **Financial:** Set up financial statements with YPTC; starting to pay for expenses directly; selected auditor
- **HR:** Secured Workers’ Comp insurance; established independent payroll system, benefits and retirement plan
Program Highlight: Commercial Green Financing

Market Trends

- Affordable pre-development funding fills a major gap for CRE developers
- Navigator & Catalyst as off-cycle financing for affordable housing

Program Updates

- An improved pre-development loan –
  - Higher capital available (up to $2MM)
  - Higher rates (5.5% - 9%, with lower rates for projects that include green attributes & affordability considerations)
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