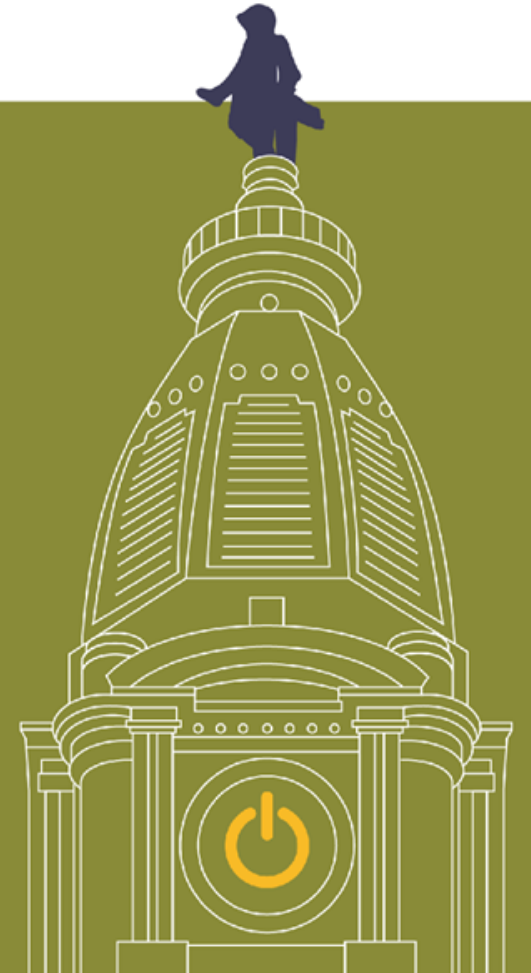




Board Update – Q1 FY23

October 19, 2022

Emily Schapira, *President & CEO*



FY23 Q1 Program Updates

1

MUNICIPAL PROJECTS

- LED Streetlighting: Audit and Community Engagement begun
- PNE solar interconnection process
- Adams Solar moving forward

2

K-12 SCHOOLS

- Met w/ Dr. Watlington, supporting:
 - Energy planning,
 - EV infrastructure planning
 - Supply Procurement,
 - GESAs, and
 - Rooftop Solar RFP

3

AFFORDABLE RESIDENTIAL



- Solarize Philly passes 1200 homes!
- Over 150 LMI leases via Posigen so far
- Awesome Solar Week!
- BTL wrapping 50-home pilot, planning for Phase 2, \$1.5MM invested to date

4

SMALL BUSINESS & COMMERCIAL



- C-PACE expanded Program Guidelines released, first multi-family project to close soon
- Virtual Power Plant RFI released this week!

OTHER NEWS

- Planning for GRIT 2023, successful BSF summer program
- Planning for Good Jobs Challenge underway
- Whole Home Repair guidelines and app expected November 2022
- IRA Planning with OOS
- Revisiting PWD opportunities

Organizational Updates

- Administrative Coordinator
- Harvard Business School - Leadership Principles Course
- NICRA
- Organ Donor Leave Policy
- New fundraising commitments:
 - PECO
 - Sol Systems
 - Barra Foundation (ProMedica/GHHI)

Board Committees

Policy Update

- Investment Reduction Act Passed! **\$370B** in climate funding
 - Highlights:
 - \$30B+ in rebates and tax incentives for homes, businesses, and vehicles
 - \$27B for green banks via the Greenhouse Gas Reduction Fund
 - \$200M in workforce development dollars to support uptick in clean energy projects
 - Direct pay tax credits for municipal government and nonprofits (efficiency, renewable energy, EVs)
 - Restoration of the investment tax credit and production tax credit at 30% plus substantial adders for projects that benefit low income, energy communities
- PEA working with Office of Sustainability and Kenney Administration to secure \$5B in funding for Philadelphia

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REWIRING AMERICA
YOUR SAVINGS CALCULATOR

How much money will you get with the Inflation Reduction Act?

Enter your household information to find out.
We do not store this data.

Zip Code ⓘ: 90210 | Homeowner Status ⓘ: Renter | Household Income ⓘ: \$65,000

Tax Filing ⓘ: Single | Household Size ⓘ: 1 person | **Calculate!** ⓘ

Your Personalized Incentives
These are available to American homeowners and renters over the next 10 years.

UPFRONT DISCOUNTS ⓘ	AVAILABLE TAX CREDITS ⓘ	ESTIMATED BILL SAVINGS PER YEAR ⓘ
N/A	\$15,250	\$1,500

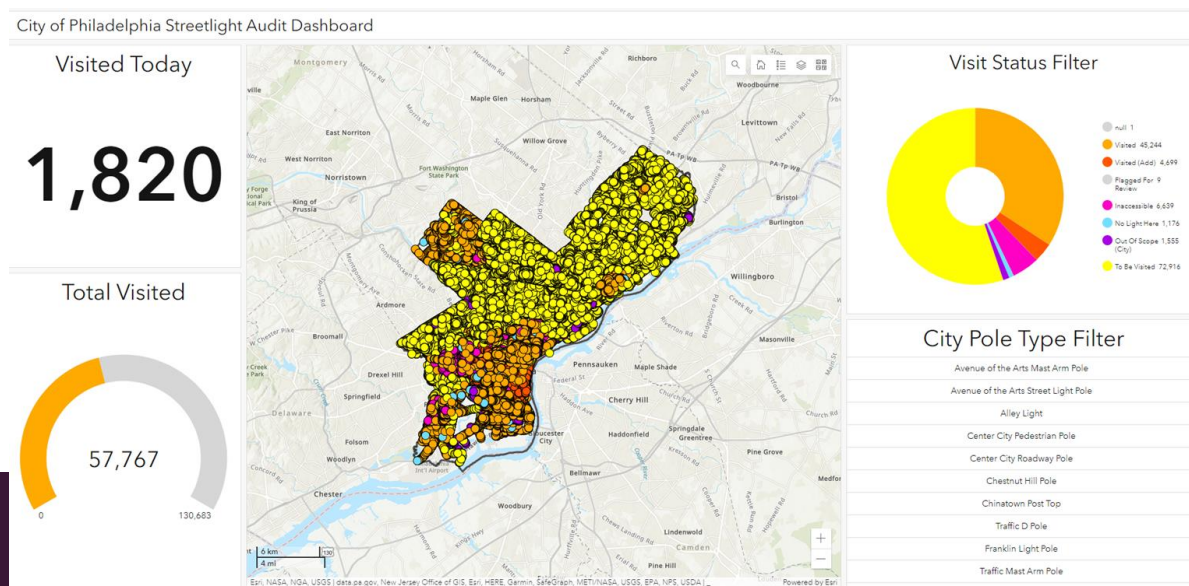
Total Incentives: \$15,250 ⚡

<https://www.rewiringamerica.org/app/ira-calculator>

Municipal Energy Projects

LED Streetlighting

- Investment grade field audit underway
 - 57k of 140k poles cataloged (as of end of Q1 2023)
 - 1500 and 2000 poles added per day



Municipal Energy Projects

LED Streetlighting

- 25 local residents hired as field auditors
 - 85% male
 - 65% have previous GIS experience
 - 50% non-white
 - 50% have college degrees
 - 50% under 25 years of age
- STEM-based data collection training and mentorship
- Potential for full-time career employment following Philadelphia project
- Community liaison opportunities





Municipal Energy Projects

LED Streetlighting

- Stakeholder engagement underway with community kick-off this month
- First meeting of City gov steering committee co-chaired by Mike Carroll (OTIS) and Emily Schapira held this month



phillystreetlightimprovement.com

Municipal Energy Projects

PNE Solar

- Finalizing contract with Solaer USA for 1.5MW project
- PECO scoping transmission replacement required to interconnect

Adams Solar

- On track to start construction by end of 2022
- Energix [seeking proposals](#) for civil construction work
- 1st reconvened EOP Oversight Committee this month, next meeting January 2023

School District of Philadelphia

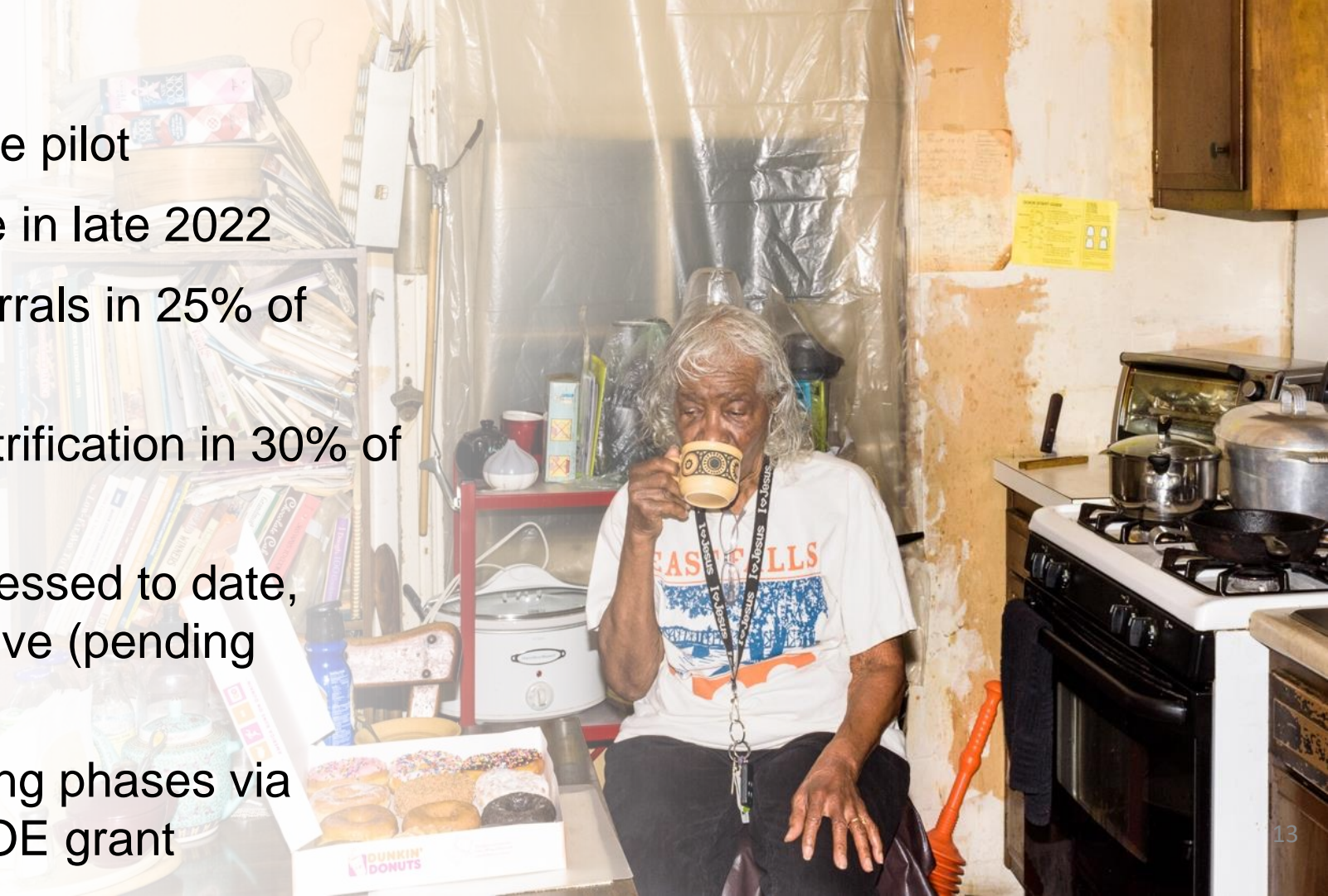


- PEA met with new Superintendent Dr. Watlington and COO Reggie McNeil
 - Discussed Bright Solar Futures, GESA, solar schools, and energy procurement
- GESA-3 Underway
 - Noresco selected, PEA provided technical assistance
 - Brings committed GESA dollars to ~\$250MM, 24 schools
 - 8-10 additional schools completed by Sept 2024

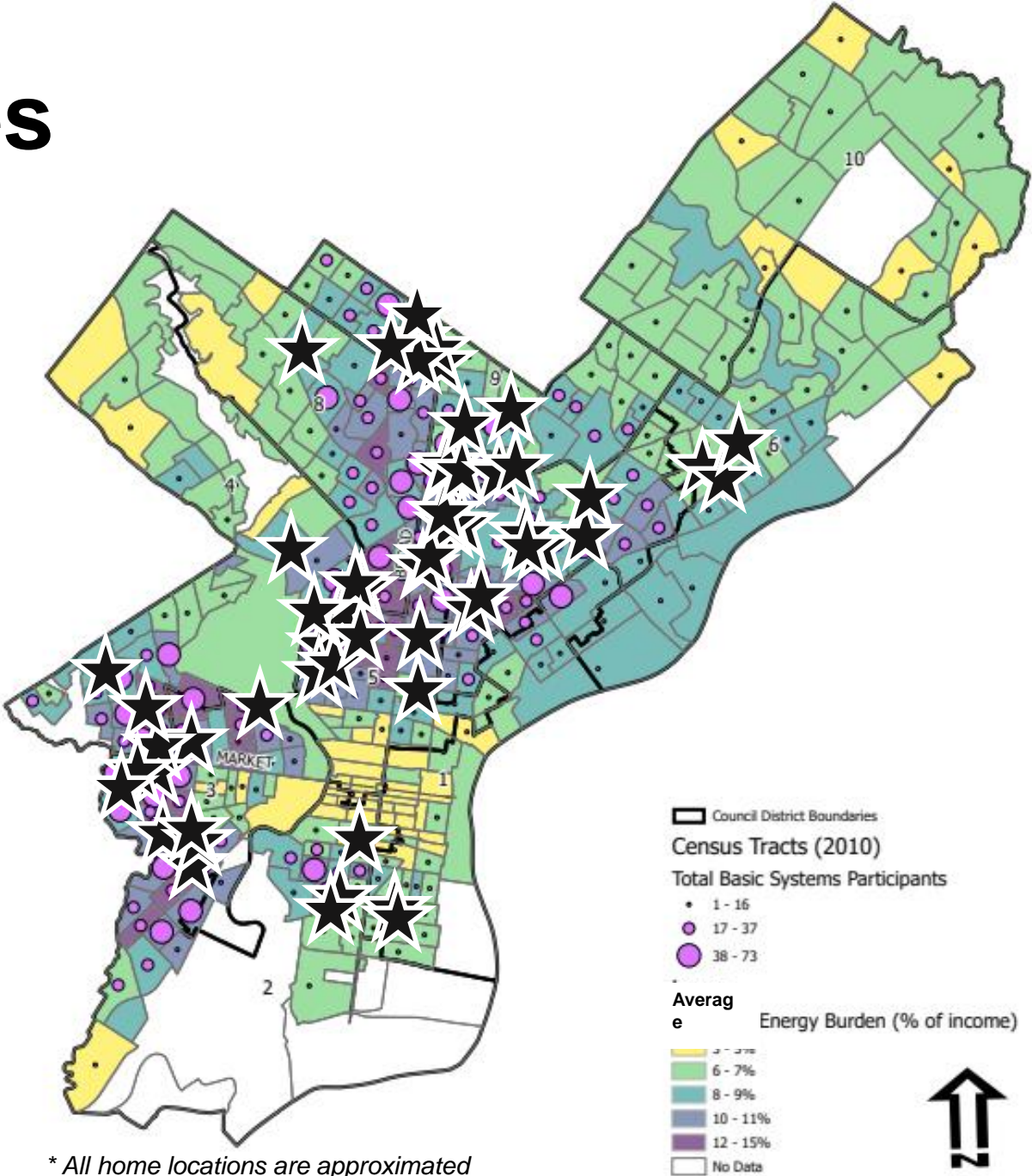
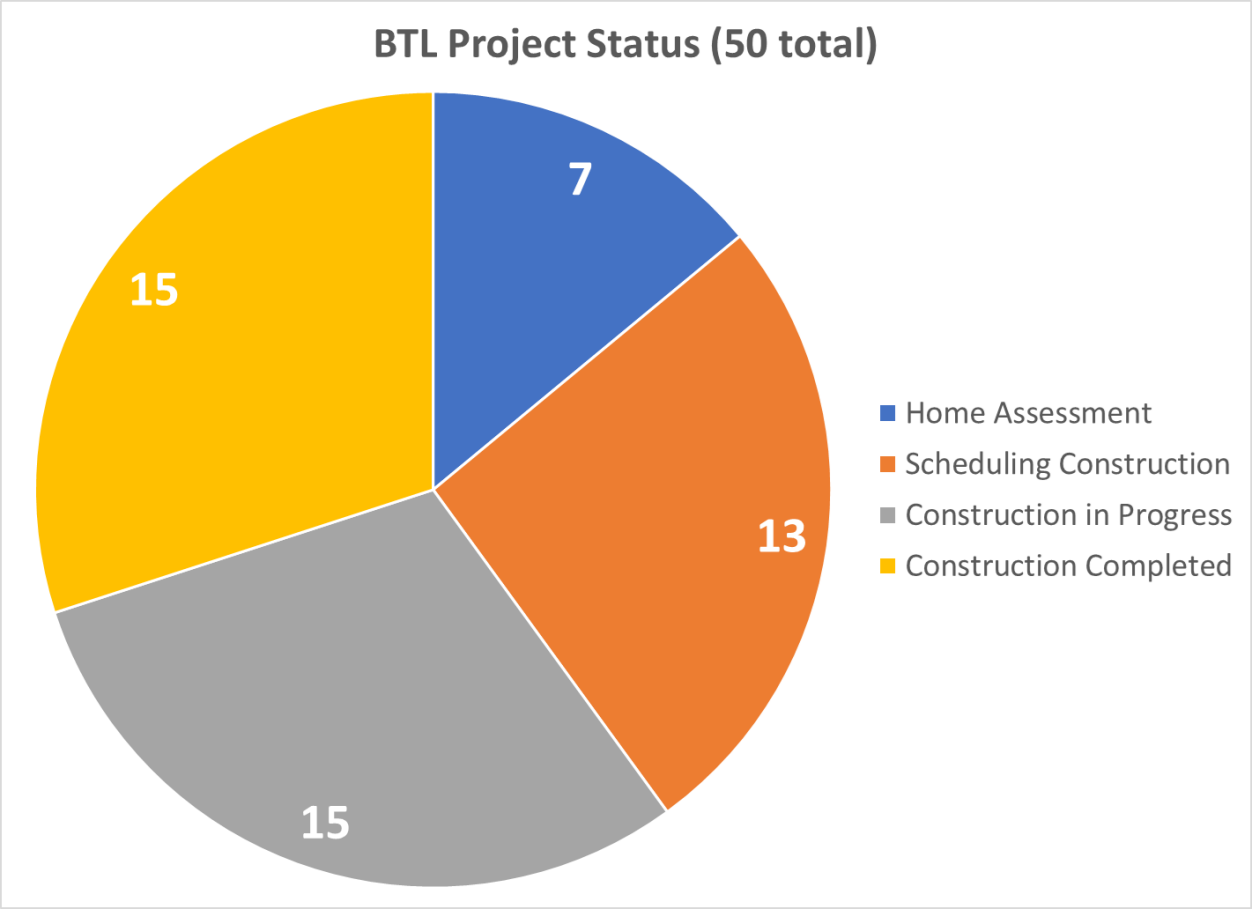


Built to Last

- Currently completing 50-home pilot
- Next 50 homes to commence in late 2022
- Avoided Weatherization deferrals in 25% of projects
- Completed partial or full electrification in 30% of projects
- Solar viable at all homes assessed to date, anticipating 25-50% will receive (pending funding)
- Funding obtained for upcoming phases via Federal appropriation and DOE grant



Built to Last Pilot Homes



Built to Last Program Repairs

Common Repairs

- Roof replacement
- Heating system replacement
- Kitchen/bathroom rebuilds
- Plumbing repairs
- Concrete repairs (stairs, sidewalk, floors) to eliminate safety hazards
- Exterior repairs (stucco, siding, brick pointing, doors, windows) to eliminate moisture/mold hazards
- Electrical repairs (rewiring, panel updates, outlets)
- Weatherization
- Electrification (HVAC, water heater, stove replacement)
- Rooftop solar PV

Projected Spending

\$1.4M

[View Report \(Work Orders - Price & Funding Sou...\)](#)

Estimated Spend by Property

43k

[View Report \(Estimated Spend by Property\)](#)

Actual Spent to Date

\$619k

[View Report \(Final Spend by Property/Fund\)](#)

PEA Avg Spend Per Home

11k

[View Report \(PEA Avg Spend Per BTL Home\)](#)

Stove replacement/electrification



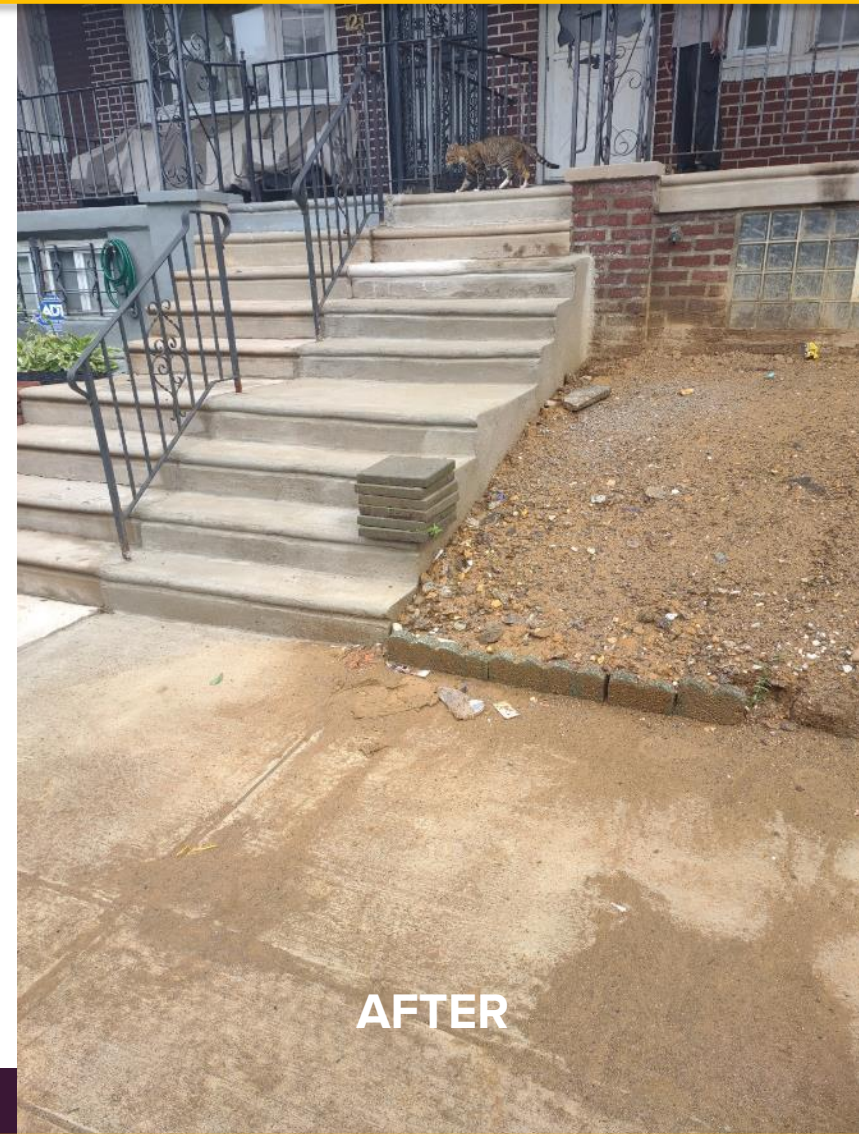
HVAC electrification



Moisture management



Exterior accessibility & safety



Basement accessibility & safety

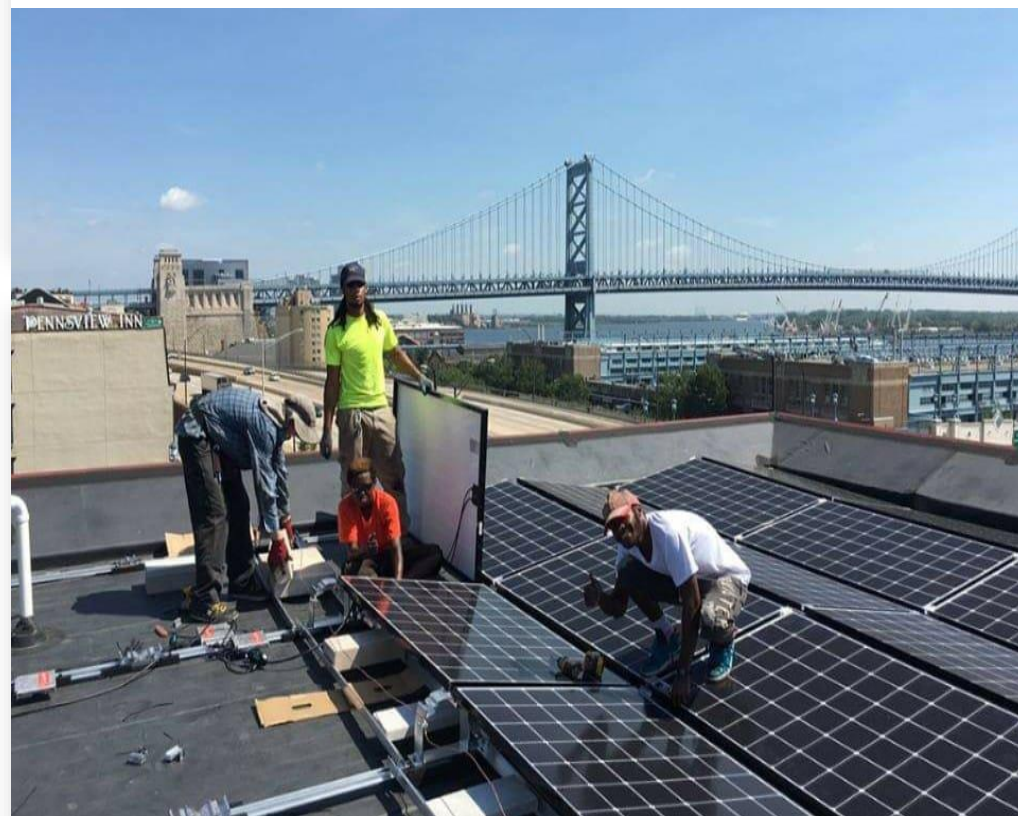


Phase 5+6 (2022)

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

Phase 6 Goals:

- **LMI:** 180 homes, new lease model
- **Residential:** 450 homes contracted
- **Commercial:** 3 MW, new market offerings



Progress to Date (Residential)



Contracts Signed as of Today



Contracted Solar Capacity



\$ Invested in Philly's Clean Energy Economy



Households Signed up



Direct Jobs Created

Phases 1-4

779

3.9 MW

\$13+ million

6,500+

98

Phases 5 and 6

405

2.28 MW

\$8+ million

10,000+

Solar Week 2022

SOLAR WEEK AUGUST 2022

Register for events at
SolarizePhilly.org/Events

MONDAY 15	TUESDAY 16	WEDNESDAY 17	THURSDAY 18	FRIDAY 19
10-11am <i>Solar Week Kickoff Press Event with City Council</i> North Side of City Hall Open to the Public 6-7:30pm <i>Residential Solar 101: Learn How to Go Solar at Home</i> Webinar For anyone interested in going solar	2-3pm <i>Commercial Solar 101: How Businesses Are Approaching Turnkey Design, Finance, and Build Options</i> Webinar For property owners, small businesses, nonprofits, public schools, and local government	12:30-2:30pm <i>PECO Collaborative - Doing Solar Business in Philadelphia: Interconnection and Permitting Updates</i> Webinar For solar installers and clean energy companies	10-11am <i>Solar: The Path to an Equitable Energy Future</i> WURD Radio For anyone interested in equity and the clean energy economy 5-7:30pm <i>Advancing Clean Energy with Electrification and Solar: Panel and Networking Event</i> Yards Brewing Company For anyone interested in learning about the future of clean energy	12-1pm <i>Shining a Light on PEA's Workforce Initiatives</i> Webinar For anyone interested in working in the clean energy space
Join us for the Youth Art Competition and inspire Philadelphians to go solar! <i>Prizes will be awarded to the top entries</i>				



City Hall, Room 566
215.686.4483
solarize@philaenergy.org

@solarizephilly
 @solarizephilly
 @solarizephilly





Solarize
PHILLY



The Philadelphia Inquirer

A few Philly-area churches are going solar. They hope new tax incentives make it easier for others.

Until now, houses of worship were creating LLCs or seeking grants to reduce their carbon footprint.

Water and Sewer Line Protection Program

- ~90K customers w/ 20K+ enrolled in new programs
- \$42MM+ saved in repair costs for consumers
- 73% of claims to date serviced by M/W/DBE contractors
- In FY23Q1, 5% of all claims and 18% of repair claims had an NOD from PWD - majority of infrastructure repairs are self-identified
- 4,200/month calls handled, 92% Customer Satisfaction



New BSF Summer Enrichment Program

Partnership Investment = Significant Impact



Major Outcome

Launched first 6-week BSF Solar Summer Program in June 2022

Impact

- Retention and Recruitment mechanism for BSF CTE Program.
- Expanding marginalized communities' understanding of the benefit of clean energy.
- Developing the next generation of clean energy leaders and advocates.



Gen 180 link to video highlight of Bright Solar Futures <https://generation180.wistia.com/medias/hhwl11s21c>

Exposure to the spectrum of Clean Energy Jobs through field trips, special events, and guest lectures.



International Brothers Electrical Workers (IBEW)



Lincoln Financial Field



Crane Arts Building



Science History Institute

- 6 weeks of paid summer experience
- \$13.75 per hour / 20 hours a week
- 4 Trips
- Guest Lectures
- 20 Enrolled Students
- 4 Interns

Bright Solar Futures Program (OppY)

- **Partnership w/ PowerCorpsPHL**
- **Cohort 3:** January 10, 2022, to May 10, 2022 + 6-week Internships

Total Results so far:

- 3 Cohorts: 47 participants enrolled, 28 Completed (60%)
- 24 Students were placed into paid internships (86%)
- 10 NABCEP Associates Certifications, 14 OSHA-30s
- 21 Placements to date (Jobs/Apprenticeship/OJT)





Green Retrofit Immersive Training (GRIT)

2022 Cohort (May-Sept 2022):

- 12 weeks in the lab at ECA, 6 weeks field internship with PVTC
- Generously funded by City Commerce Dept & William Penn Foundation

Key Stats:

- 20 enrolled
- Graduated: 17 (+1 left early for employment) (90%)
- Placements: 2 so far
- Completed Internships: 15 (75%)
- Industry-specific interviews: 13
- Ongoing placement and follow-up services through December 2022



GRIT graduation at ECA.

Credit: ECA 2021

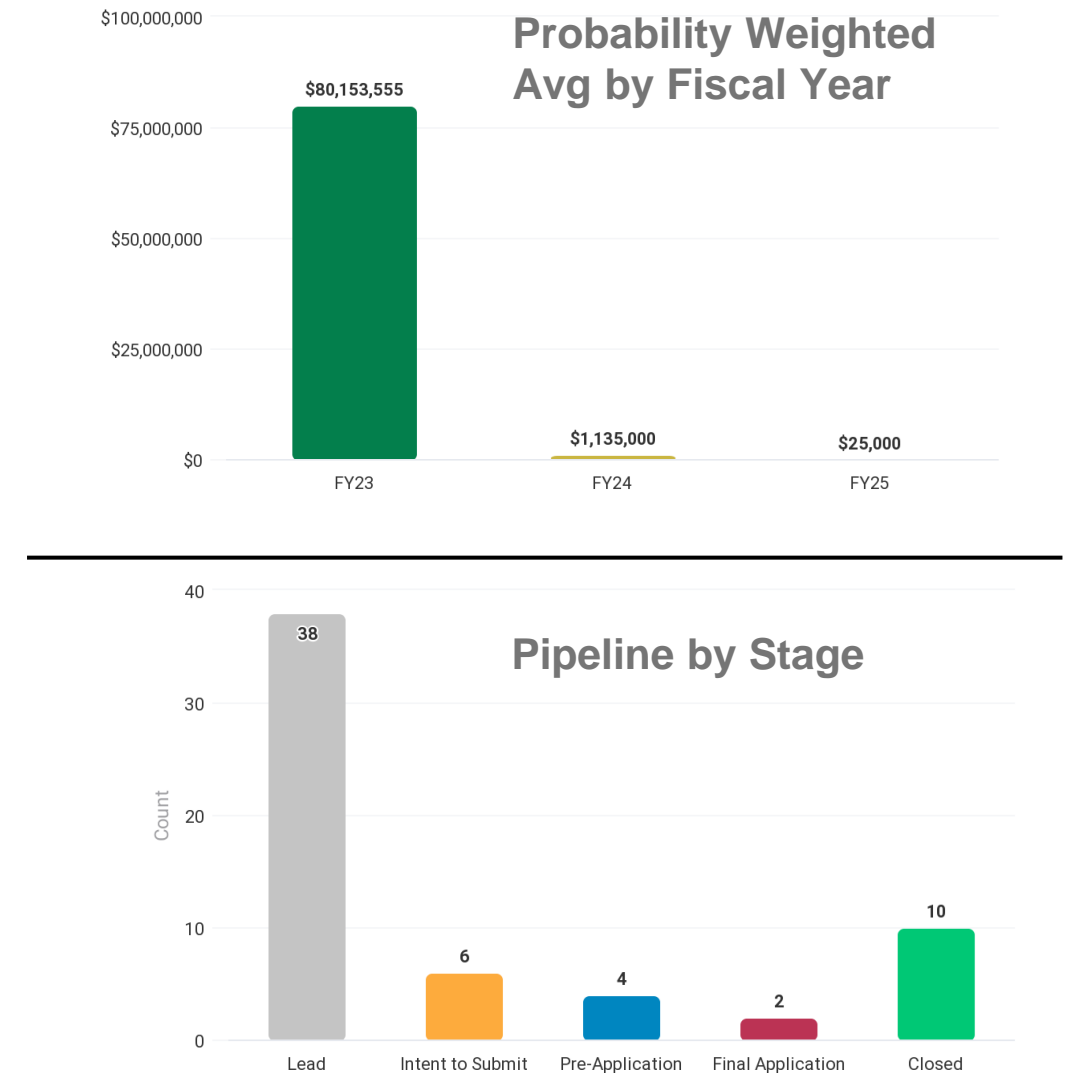


C-PACE Expansion – Act 43

- SB 635 passed and signed by Governor on July 7th
- Expands C-PACE eligibility to include:
 - Multifamily buildings of 5+ units
 - Indoor air quality projects
 - Resiliency improvements
- Program Guidelines were released September 12th
- Multifamily eligibility growing pipeline
 - 2 MF projects at Final Application stage totaling \$64MM in C-PACE financing
 - 6 MF projects submitted “Intent to Submit” totaling \$53MM in C-PACE financing
 - 14 projects in pipeline that are MF or mixed use
- Interest rate hikes making C-PACE more attractive

C-PACE Pipeline Update

- Expansion driving strong growth
- 50 projects in pipeline (+30% from last quarter)
- Probability-weighted average value of pipeline is ~\$81 MM (+\$61.5MM from last quarter)
- Multiple projects close to close (4 pre-apps; 2 final apps)



Virtual Power Plant (VPP)

- VPP = aggregated distributed energy resources (e.g., battery storage) acting in concert as a “Virtual Power Plant”
- PEA released RFI last week
- Seeking innovative ideas for virtual power plant implementation
 - i.e., technology solutions, implementation best practices, financial structures, and program structures
- Goal is to determine how PEA can:
 - promote and deploy VPP technologies in Philadelphia
 - while advancing energy affordability
 - and serve as a national model for the deployment of VPPs by non-load serving entities in urban and other underserved areas
- Will likely result in an RFP for VPP implementation



PGCC Operational Update

- **Financial:**

- FY21 and FY22 audits are underway

- **Staffing:**

- Anza Abbas, new Operations Coordinator, started September 7th
- Maryrose on maternity leave through Dec 2022; Lisa Shulock appointed Interim Executive Director

- **Programs:**

- 3 Navigator & Catalyst applications in the intake process – \$2.8M in total, 74 units & mixed-space
- PGCC spent \$136K (as of 9/21/22) on Pilot 1 of Built to Last - ~\$100K of remaining \$493K expected for solar installations
- RFP for Program Services Contractor for Phase 2 released concurrently with PEA's RFP
- Addendum #4 of the PEA-PGCC JOA in support of Phase 2 of Built to Last (RESOLUTION)

Contact

Emily Schapira

President & CEO

eschapira@philaenergy.org

215-686-4483

philaenergy.org

solarizephilly.org

philadelphiaCPACE.org

awrusa.com/Philadelphia

phillygreencapital.org

