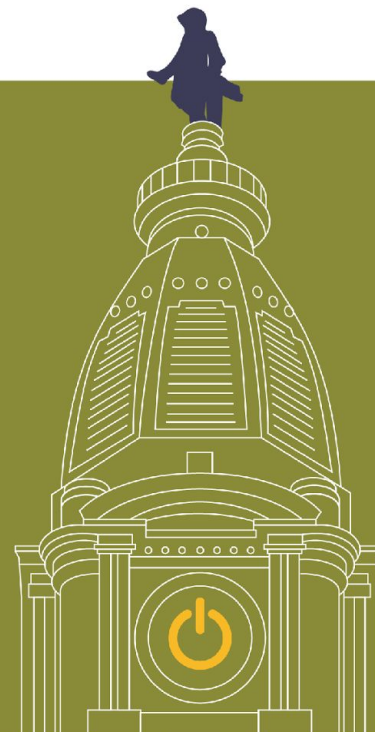




Board Update – Q2 FY24

February 7th, 2024

Emily Schapira, *President & CEO*



Organizational Updates

- New Hires & Promotions
 - Kate Lunger - Director of Workforce Initiatives
 - Andrew Niemynski - Residential Program Manager
 - Rachid Echane - Director of Finance
 - Shailean Hardy - Residential Coordinator
 - Maxine Dixon - Director of Operations
- Upcoming Positions
 - Program Manager, Good Jobs Challenge
 - Compliance Manager
 - Operations Manager

City of Philadelphia

New Elected Officials

- Mayor Cherelle Parker
 - Transition team participation
- Council President Kenyatta Johnson
- New Council Members
 - Nina Ahmad (At-Large)
 - Rue Landau (At-Large)
 - Nicolas O'Rourke (At-Large)
 - Jeffrey Young Jr. (District 5)

Clean and Green

Goal: Improve the quality of life across the city by making all Philadelphia neighborhoods clean, green, and vibrant.

LONG-TERM VISION:

The Parker Administration will work to make sure Philadelphia is clean, green, and resilient while encouraging residents to partner in improving their communities.



MAYOR
**CHERELLE
PARKER**

100-DAY ACTION PLAN



IRA and BIL Funding

- **\$1.6B** in competitive and formula funding requests made statewide
 - Supported PA DEP with \$5MM **State-Based Contractor Training Grant** - submitted Jan 2024
 - Awaiting response on **Greenhouse Gas Reduction Fund** applications (\$645MM requested across three applications)

FUNDING TIMELINE



IRA Applications Underway

- **Climate Pollution Reduction Grant Program (CPRG) Implementation Grant**
 - PEA applying for \$100-\$200MM award for Southeast PA (due April 1)
 - Building energy efficiency and clean energy-focused (excluding industrial sector)
 - Soliciting projects for potential inclusion in the application via [Request for Information](#) until **February 16**
 - [Office hours](#) for questions
 - Note: DVRPC leading planning grant for region, PA DEP leading statewide industrial-focused implementation grant



IRA Applications Underway

- **Community Change Grant**
 - PEA supporting \$20MM CBO-led application for Philadelphia
 - Residential home repair + workforce-focused project in Kensington neighborhood
 - Partnering with NKCDC, Impact Services, ECA, PowerCorps, Green Building United, New Ecology
 - Rolling application through Nov 2024

IMPACT



GREEN
BUILDING
UNITED



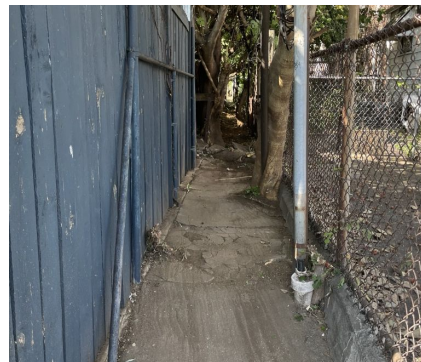
NEW ECOLOGY
Community-Based Sustainable Development

Philly Streetlight Improvement Project

- **16,000 fixtures**
installed/connected to
management system (~12%)
- Alleyway clearing with Future
Track underway >>
 - Installs following behind in
2nd Council District
- Local assembly pod at
American Power launched >>
- Installed fixtures + two-week
look-ahead [map live](#)



Before



After



Adams Solar

- Early 2024 Commercial Operation Date
- Ribbon cutting in April 2024 to kickoff Earth Month



Municipal Energy Projects

- Quadplex+ GESA RFP
 - Released October 2023
 - Building walk-throughs held in December 2023
 - Proposals due February 9th
 - Selection anticipated by April 2nd
- Utility-scale off-site renewables PPA
 - To be released in FY24
- Other City solar procurement opportunities



School District of Philadelphia

- Solar Schools Pilot planning
 - Shapiro admin and Rep. Fiedler exploring financing and/or grants for solar schools statewide
 - PEA and PGCC providing technical assistance
- IRA opportunities (CPRG)
- Ongoing GESA projects (seeking next RFP)

Program Goals



2023 Goals

- **LMI Residential:** 250 homes
- **Market Rate Residential:** 500 homes

2023 Outcomes (contracts signed)

- **LMI Residential:** 897 (360% of goal)
- **Market Rate Residential:** 291 (60% of goal)

Updated goals for 2024-25

- **20 MW** of additional contracted residential solar
- **2,000 new** LMI contracts
- **5,000 total** LMI contracts by 2026



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 1-6

1,536

8.25 MW

\$27 MM

16,000

203

Phase 7
(2023)

1,188

6.35 MW

\$24 MM

23,000

187

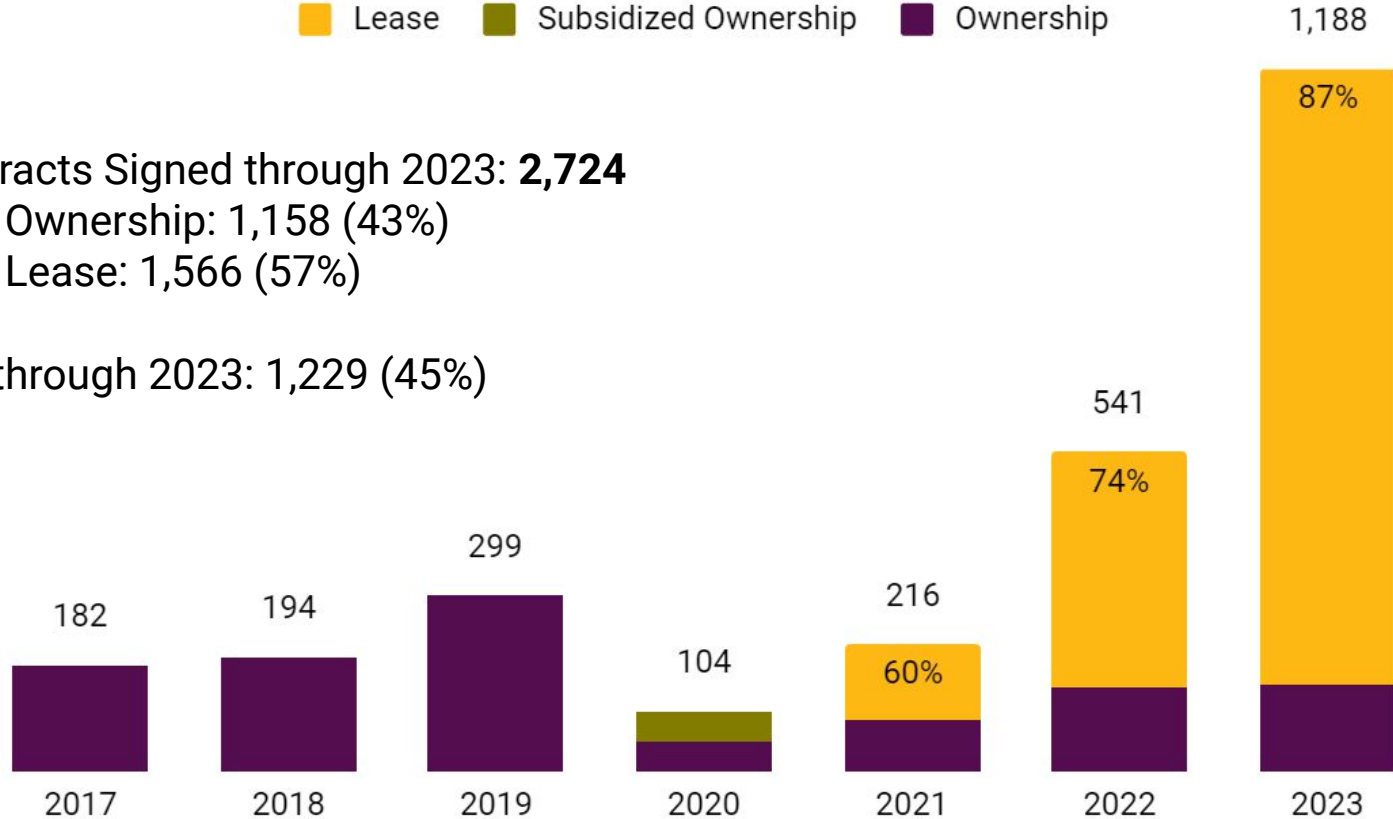
Solarize Philly Contracts Signed

Lease Subsidized Ownership Ownership

Contracts Signed through 2023: **2,724**

- Ownership: 1,158 (43%)
- Lease: 1,566 (57%)

LMI through 2023: 1,229 (45%)



RFP for Solar and Battery Storage Installation Vendors and RFI for Solar Financing Models



- 2024-25 with the option to renew for up to 3 years
- More focus on solar and storage
- 18 intents to bid, 9 respondents, 4 selected (2 commercial)





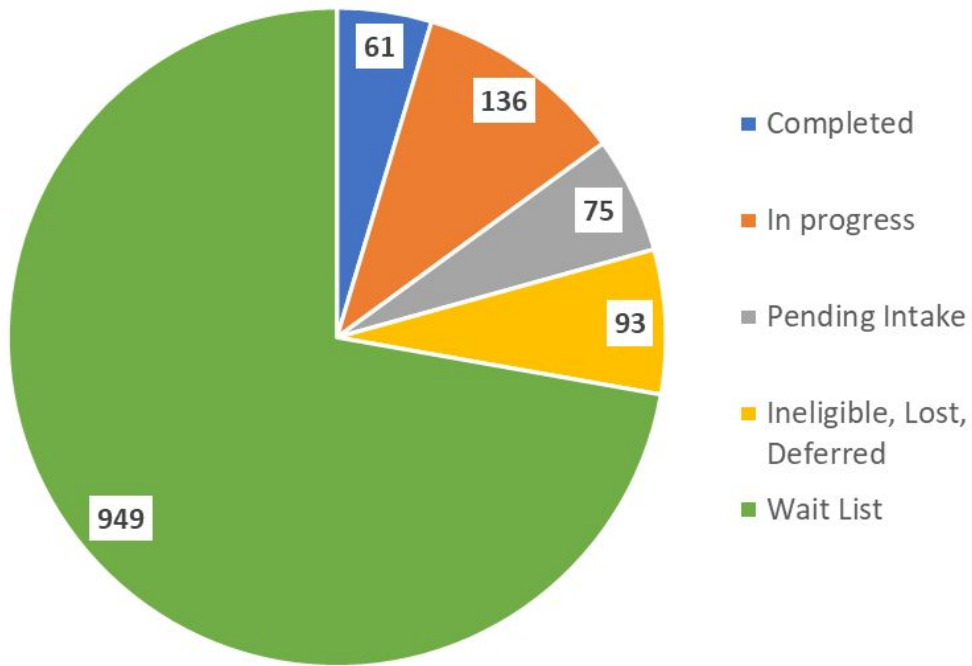
Residential Solar 101

Tuesday, October 3rd 6-7pm
Zoom Webinar

Learn about the Solarize Philly program with our partner installers, PosiGen, Solar States, and Superior Solar Design, and a Philadelphia homeowner.



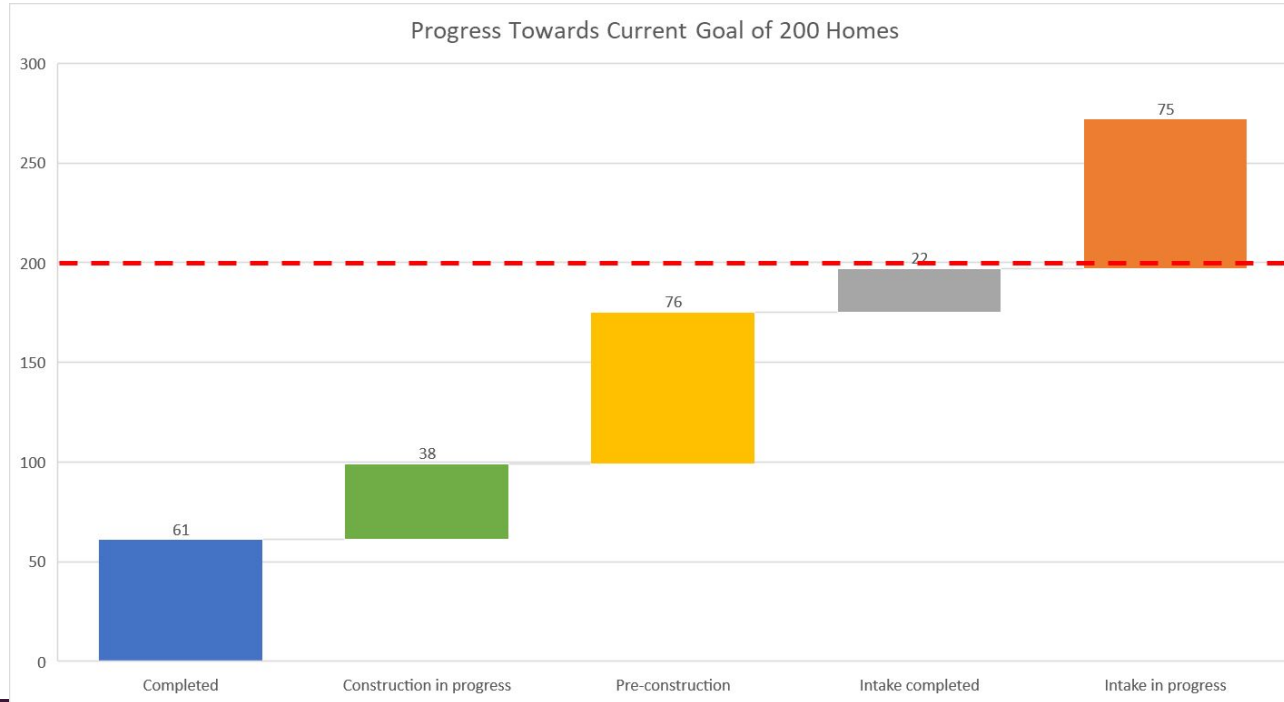
2023 Referrals (1131 total)



Q2 Highlights

- Completed software updates to Salesforce system
- Onboarded a new services and construction management partner
- Ongoing DOE-funded research project with NEI and Three3
- Ongoing surveys with control and treatment groups (via Penn)

Program Progress (272 projects)





American Water Resources Partnership

- 86K customers in flagship Water and Sewer Line Protection Program
- 30K enrolled in new protection products
- \$62MM+ saved in repair costs for consumers
- 75% of claims to date serviced by M/W/DBE contractors
- 4%* of all claims had an NOD from PWD
- majority of infrastructure repairs are self-identified
- 4,600/month calls handled, 89% Customer Satisfaction
- Contract renewal and price increase

Frankford High School Updates

- Engaged Ebony Suns LLC. at the start of 2024 to provide entrepreneurship training and coaching to BSF students through June.
- Industry professional coach provides instruction support 3x/week
- Solar States provides solar instruction support 2x/week
- Winding down CTE at Frankford, developing other opportunities at other schools



BSF Field Trips



AABE BEAM Event

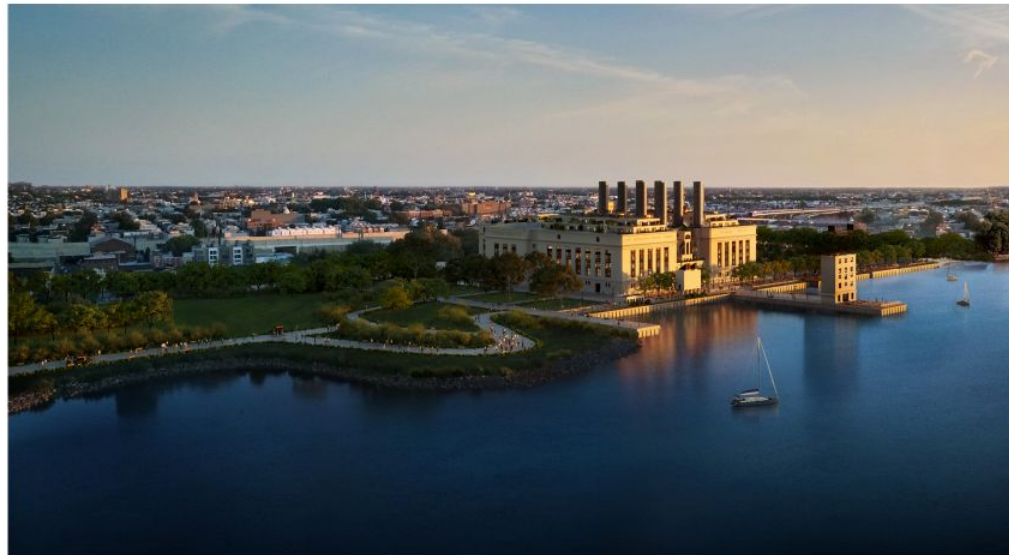


Lincoln Financial Field Trip

C-PACE Program

Closed 2 deals in FY24-Q2

- Mixed use adaptive reuse (The Battery)
 - Financing Amount: \$26,551,233
 - Rate and Term: 7.59%, 25 years
- 40-unit Multifamily near Temple U
 - Financing Amount: \$5,215,000
 - Rate and Term: 7.61%, 30 years



Adaptive Reuse of PECO Generating Station on Delaware River

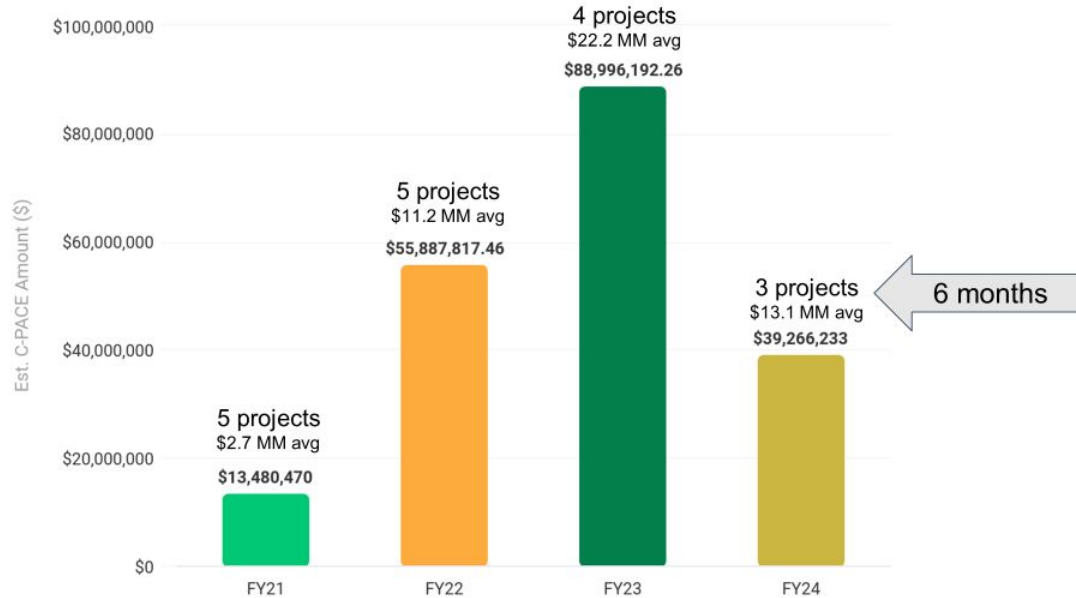
Energy Savings

- Modeled energy savings above IECC 2018 ranges from 19 – 45%
- Significantly higher than expected

2023 Projects	% Energy Savings Above Code
Somerset Station	26%
5th and Spring Garden	30%
Bromley Loom House	19%
Liberty Square	23%
The Battery	29%
2008 N. Broad St	45%
Median	28%

C-PACE Numbers Since Inception

17 closed projects totaling almost \$198 MM; avg. project size = \$11.6 MM; median = \$6MM





Operations & Fundraising Update

- Hiring for [Solar For All Director](#) to prepare for Solar For All program rollout later this year
- Secured grant funding from Anderson Family Foundation / Neubauer Family Foundation
- Positioning PGCC to expand to five-county footprint in southeast PA with funding and programs from the Greenhouse Gas Reduction Fund (including Solar For All)
- Continuing to support Built to Last and Solarize Philly (program updates provided separately)
- Continuing to collaborate with PEA and other partners on funding opportunities (primarily federal funding applications)

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