Solar for All: Where to Access Near-Term Technical Support
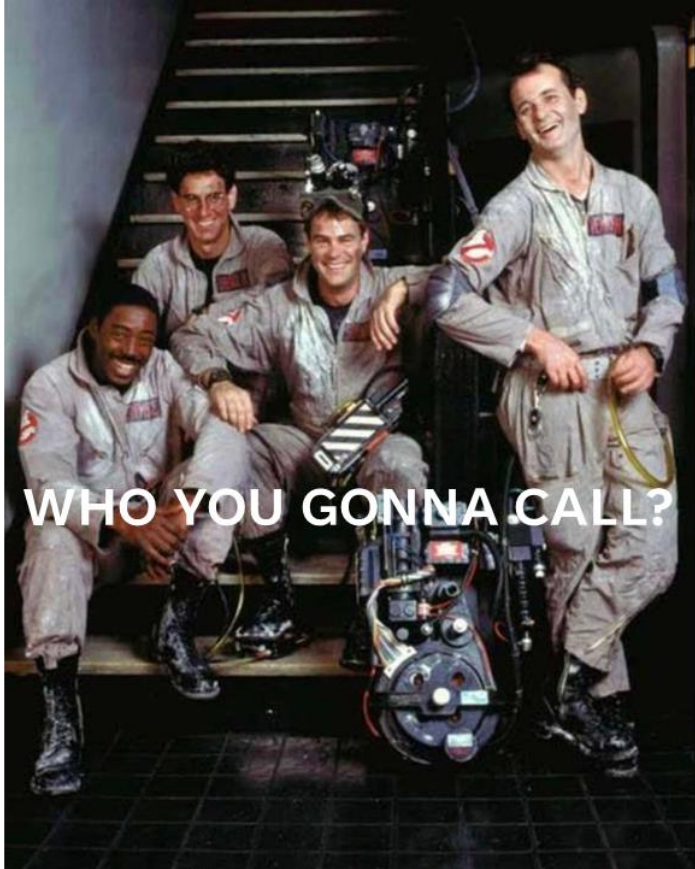
August 27, 2024

Contact: Vero Bourg-Meyer (vero@cleanegroup.org)

CleanEnergy States Alliance

Need Help?

WHO YOU GONNA CALL?

TODAY: The primary focus is how to get help:

- Near term
- For free

Will also include some things that are funding-dependent for groups

IN PLANNING: Session dedicated to help from DOE and NREL

CleanEnergy States Alliance

Coordination to Date: Limited Screenshot for Illustration Only – Will be updated and shared with awardees shortly

#	Phase	Support Topic	Examples - What states will need support on	BEL	CEG	CESA	CSE	CCSA	CPE	Elevate	EPN	GRID Alternatives	Groundswell	L4GG	NC CETC	NRDC	PermitPower	RMI	SUN	USCA	Vote Solar
1.1	Program-long activities	Coordination with other states/awardees and interstate learning	•Learn from other states using peer-sharing (convenings, best practices, case studies, etc.) with other states and participate in working groups to tackle shared challenges and opportunities and create program efficiencies			1*		1*	1*		2				10					1	4
			•Coordinate opportunities for technical assistance with states and other GGRF recipients			1*			1*											2	
			•Participate in direct multi-state technical assistance projects			1*			1*				4						1*	3	
			•Participate in trainings and skills-based activities with other GGRF recipients			1*		8	1*		1		5						6*	4	
			•Understand and be in compliance with EPA processes				*		1		1	*	1*								
2.1		Program Design and Overall Management	•Research and analyze different solar models across relevant sectors			5*			1*						1*			5			5
			•Research and understand federal requirements and liaise with federal agencies			1*	*		1*		1	*									6
			•Run energy and financial modeling to answer basic questions about the program, including to set incentive rates, to evaluate how consumer savings will be defined, measured, and verified, and to assess risks for consumers and develop strategies to mitigate those risks				*		1*			*	4		2*			4	7*		
			•Coordinate with other states and/or other GGRF recipients to leverage other federal funding, including evaluating tax credit monetization strategies			4*			1*				2					1*		7	
			•Evaluate which program/sector will need pre-development technical assistance funding						1*				2								
			•Identify potential staff training and educational needs						2												6
			•Hire and manage relevant staff																		
			•Establish governance structure and investment decision-making structure, including community input and			6			1*				3								

CleanEnergy States Alliance

Presentation Order

1. CESA
2. DOE NCSP
3. BEF
4. CPE
5. CSE
6. CEG
7. CCSA
8. Elevate
9. EPN

10. GRID
11. Groundswell
12. L4GG
13. NRDC
14. NASEO
15. NCCETC
16. Permit Power
17. RMI
18. SolSmart

19. SUN
20. Vote Solar

CleanEnergy States Alliance

CESA

Convening, Informing, and Assisting Energy Agencies Since 2002 – Extensive LMI Solar Experience

We support SFA awardees via:

1. Convenings and office hours (Wed./Fr.) to connect as a group

2. Mailing list

3. Direct consultations with staff (calls or emails) to answer questions about the SFA program (from compliance to solar program design to tax credits to community engagement)

4. Engagement with federal gov to the extent it is on topics helpful to all (SFA, HOMES/HEEHRA, LPO), and within our area of expertise.

5. Review of program documents (e.g., standard participation agreement for on-bill) and guidance on how to approach program development (see website)

6. Replicable legal documentation (e.g., RFPs, loan agreements, subaward agreements…)

7. Plain English translation of federal regulations (DBA, tax credits, etc…)

8. Project case studies

9. Connections with other parts of GGRF

We have capacity for 1<>1 support: Yes/depends [Members vs. Foundation supported vs. NCSP supported]

Our top resources: Design Guidance for SFA on MFH S+S, CS, and SFH TPO | SFA Public Info Page | SFA Report | BABA Primer | DBA Primer for SFA States | SFA Briefing for CBOs | Programmatic Functions List | Website Resources | CBOs Database | Internal Wiki FAQs

Examples of similar work we've done:

- National Community Solar Partnership
- Scaling Up Solar for Under-Resourced Communities
- Solar with Justice
- Standard RFP for TPO for GGRF SFA including tax credit monetization strategy for LMI bonus credit program
- National summit for state and federal officials, including tax credit sessions

Contacts: Vero Bourg-Meyer, Vero@cleanegroup.org and Warren Leon, Wleon@cleanegroup.org

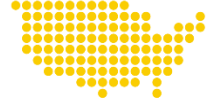# CleanEnergy
States Alliance

National Community Solar Partnership

>2000 PARTNERS

>1500 ORGANIZATIONS

50 STATES

NCSP can support SFA awardees via:

- Online networking platform
- Vast resource library
- Public data tracking & analysis
    - State Policies & Programs
    - CS Deployment
- States Collaborative
- Community Power Accelerator
- Clean Energy Connector

Community Power Accelerator
U.S. DEPARTMENT OF ENERGY

CLEAN ENERGY CONNECTOR
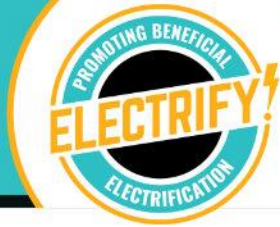U.S. DEPARTMENT OF ENERGY

We provide 1:1 Support:

- "Staffing the Counter" calls with DOE, national labs
- Direct, no-cost Technical Assistance
    - Program design, project technical and economic analysis, policy & regulatory issues, and more!
    - TA Engagement Summaries

NCSP Popular Resource Downloads:

- NCSP Resource List
- Sharing the Sun Project List
- Municipal Utility Community Solar Workbook
- LMI Community Solar Developer Workbook

Join the National Community Solar Partnership | community.solar@ee.doe.gov

We can support SFA awardees via:

1. Working collaboratively with local non-profit electric cooperatives and municipal utilities

2. Integrating with the electric grid and other grant

3. Experts in other IRA and IIJA funding in the electric sector relevant to these programs including USDA PACE and New ERA, DOE GRIP and 40101d (grid resiliency) and IRA direct pay tax credits

We have capacity for 1<>1 support: yes – especially in Appalachia and other specific states

Our top resources:
- www.be-league.org
- Direct Pay Tax Credits - Beneficial Electrification League (be-league.org)
- New ERA & PACE - BEL USDA Infrastructure Funding Support (be-league.org)
- Weatherization Electrification Together Initiative - Beneficial Electrification League (be-league.org)

Examples of similar work we've done:
- Support for Federal electric infrastructure grants with electric cooperatives and munis
- Weatherization and Electrification Together program
- Support to Appalachian Regional Commission

Contact: Keith Dennis (President) or Alex Hofmann (COO) - info@be-league.org

The Center for Public Enterprise

Delivering innovative housing and energy finance program designs for the public sector.

We support green banks and other state financing institutions in developing catalytic energy investment programs, including by leveraging federal and state tools, and developing replicable, self-financing project development strategies across jurisdictions.

We provide:

1. Financial Modeling: Elective Pay
2. Financing Structures: bridge financing, revolving funds
3. Detailed knowledge of federal and state programs
4. Close engagement with DOE LPO, state and federal leaders
5. Financial market and energy sector research expertise
6. Best practices sharing & advocacy (chaining!)
7. Federal and state comment process support

Think of us as *thought partners* in innovative finance!

We have the capacity for 1<>1 TA support: Yes for green banks.

Our top resources:
[Elective Pay Financial Model, Calculator, & Report](#)
["SEFI Carveout" Issue Brief](#)
[Revolving Loan Fund Issue Brief](#)
[Underwriting Blog Series](#)

What we're doing right now:

- Designing SEFI application best practices w/ LPO
- Developing secondary market and underwriting best practices for green banks
- Structuring project financing pro-formas
- Supporting expansive "chaining" rulemaking

Key contact:
Advait Arun, Senior Associate for Energy Finance
advait.arun@publicenterprise.org

Center for Sustainable Energy

National non-profit administering $4 Billion in clean energy program value: low-income solar; storage; electrified transportation & upgrades; microgrid; climate action planning; efficiency; analytics.

We can support SFA awardees via:

1. Program Design
2. Program Administration
   a) Stakeholder Outreach
   b) Marketing & Education
   c) Contractor Training & Support
   d) Application Processing & Income Verification
   e) Compliance Tracking & Reporting
   f) Workforce Development
3. Policy and Regulatory Support
4. Data Analytics & Evaluation to Drive Program Outcomes

We have capacity for 1<>1 support: yes, depending on need/timing

Our top resources:

- Solar for All Playbook
- Getting Started with Multifamily Affordable Housing Solar Programs

Examples of similar work we've done:

- Solar on Multifamily Affordable Housing
- San Diego Solar Equity Program
- Self-Generation Incentive Program
- Santa Rosa Micro-Grid Project
- La Jolla Band of Luiseño Indians 2024 Priority Climate Action Plan

Contact: Gabrielle.Stebbins@energycenter.org 858-634-9893

Center for Sustainable Energy®

One mission – DECARBONIZE.®

Clean Energy Group

We provide innovative technical, economic and policy solutions to enable communities to participate equitably in the clean energy transition.

CleanEnergyGroup
Innovation in Finance, Technology & Policy

We can support SFA awardees via:

1. Consulting on how to build a technical assistance program (also see this webinar, Prioritizing Equity in Program Development: How to Build a Resilient Power Technical Assistance Fund, with Washington State Department of Commerce)

2. Administering a solar and battery storage Technical Assistance program (Previously, we've partnered with Connecticut Green Bank to provide TA for Affordable Housing providers)

3. Our existing resource library

We have capacity for 1<>1 support: Limited

More about our Technical Assistance Fund:
- Technical Assistance Fund webpage
- Annual Impacts Reports (2022) (2023)
- Installed project case studies

Our Top Resources:
- Understanding Solar+Storage FAQ (in Spanish)
- Reports about the impact of Resilient Power for
  - Cooling Centers
  - Community Health Centers
  - Home-Based Health Care here and here

Contact: TAF@cleanegroup.org
- Anna Adamsson, anna@cleanegroup.org

COALITION FOR COMMUNITY SOLAR ACCESS

A community solar trade association with over 120 member companies.

We can support SFA awardees via:
- Policy, Regulatory, and Market Support
- Program Implementation and Data Management
- *Examples: engaging with legislators and regulatory authorities for policy adjustments, evaluating third-party ownership models, coordinating with LIHEAP programs, facilitating peer-sharing and working groups.*

We have capacity for 1<>1 support: in states where we are currently active. We can address requests for other states as resources allow.

Our top resources:
- Community Solar Policy Guidebook
- Inclusive Solar for LMI Households
- Model Legislation

Examples of similar work we've done:
- Advocating in ME for Ratepayers
- Utility benefits analysis in VA
- Legislative engagement in CO

Contact: Rikkia Ramsey- Williams, rikkia@communitysolaraccess.org; Molly Knoll, molly@communitysolaraccess.org

CCSA

Elevate

Elevate wants everyone to have access to clean and affordable heat, cooling, power, and water in their homes and communities. We're centering equity in the climate conversation.

We can support SFA awardees via:

1. Program design
2. Program implementation, including
   a) Marketing/communications
   b) Vendor management and engineering
   c) Workforce development
   d) Legal review and support
   e) Outreach, including Grassroots education
   f) Portal development and maintenance
   g) Call Center and consumer protection

We have capacity for 1<>1 support: Yes, depending

Our top resources:
- Website and program materials: https://www.elevatenp.org/solar-planning/#

Examples of similar work we've done:
- Illinois Solar for All
- Resilience Hubs - Michigan
- Design HERS program – Minnesota

Contacts:
- Amy Jewel, amy.jewel@elevatenp.org
- Antonia Ornelas, Antonia.Ornelas@elevatenp.org

Environmental Protection Network

501c3 nonprofit with 12 full-time staff and over 650 EPA alumni volunteers across the country providing pro bono capacity building technical assistance.

We can support SFA selectees/ awardees via:

- Helping SFA selectees get their full award from EPA
- Resources, webinars/office hours, and 1:1 support
- Helping SFA awardees comply with, track, and report on award

We have the capacity for 1:1 support: please request English or Spanish

Our top resource: After You've Been Selected for an EPA Grant

Examples of similar work we've done: CPRG Implementation Selectees Resources, including checklist

Contact: Caitlin Bolger, caitlin.bolger@environmentalprotectionnetwork.org or fill out our technical assistance request form

GRID is both a 2x SFA awardee (nonprofit and tribal) and a nonprofit TA provider

We can support SFA awardees via:

1. Program design input based on longstanding low-income solar programs
2. Making plans to align GRID's multi-state SFA programs (30 states/territories) with state SFA programs to maximize impact and ensure coordinated messaging
3. Leveraging GRID's multi-state SFA workforce and economic development models and programming, such as our Mission Aligned Contractor Network and SolarCorps Fellowships programs
4. Providing more technical solar TA services - site assessments, etc
5. Leveraging impact investments for direct pay bridge loans and low-income solar project gap financing through GRID's Energy Resilience Fund

Yes, we have capacity for 1<>1 support

Our top resources:

- GRID Alternatives website
- SolarCorps Fellowship Program
- Energy Resilience Fund

Examples of similar work we've done:

- Single-family Affordable Solar Homes (SASH/ DAC-SASH) Statewide Incentive Program
- Solar on Multifamily Affordable Housing (SOMAH) Statewide Incentive Program

Contacts:

Chris Walker: cwalker@gridalternatives.org and
Zach Franklin: zfranklin@gridalternatives.org

Groundswell
COMMUNITY POWER

We build community power!

Groundswell builds community power through equitable community solar projects and clean energy programs that reduce energy burdens.

We can support SFA awardees via:

1. EPA Contracting and Compliance Best Practices
2. One-liner Groundswell description

SFA TA Support

1. Groundswell successfully received pre-certification approval in June
2. 1:1 assistance is available for organizations looking to complete pre-certification
3. Advisory and support for Form 6600-01

SharePower Platform Program Management

- Scalable software solution that empowers Solar for All with innovation and efficiency
- Streamlines data management, subscriber engagement, and reporting for DC Solar for All
- SharePower Demos are available to explore licensing options

Examples of similar work we've done: Resilience Hubs

Contact: SERuralPower@Groundswell.org

Lawyers for Good Government (L4GG)

Pro bono programs & technical assistance from a network of 125k+ legal advocates

We can support SFA awardees via:

1. Researching legal issues re compliance and implementation

2. Draft loan documentation, leases, MOUs, Community Benefits Agreements

3. Engagement/Advocacy with Fed, State, Local Gov

4. Community Outreach & Engagement

5. Elective Pay Legal Support & Legal Support

Like your outsourced legal department with deep connections to community, particularly for applicable entities looking to stack with elective pay.

Contact: cleanenergy@L4GG.org

We have the capacity for 1<>1 TA support for specific entities: if the work is aligned with L4GG's current scope (or new procurement contracts are established)

Our Top Resources: Clean Energy Tax Navigator | Elective Pay & IRA Tax Incentives | Elective Pay FAQ | Ask an Expert

Examples of similar work we've done:
- Legal support to state agencies (governor's offices), local govs, communities on elective pay
- Draft legal templates for use in clean energy projects – MOUs, loan agreements, CBAs, etc.
- Ask a Legal Expert questions around capital stacking and elective pay
- Webinars, including train-the-trainer workshops to help state agencies support locals, CBOs, etc.
- Legal support to states re: financial models that work with elective pay

Natural Resources Defense Council

Environmental Advocacy Organization Implementing the IRA

NRDC is not providing support to SFA awardees. Instead, we hope to work with awardees in implementing SFA in Bloomberg American Sustainable Cities.

We are currently scoping cities familiarity with SFA and other IRA programs with plans to match them to awardees, connect them with other TA, and implement solar projects that build Racial Wealth Equity and climate resilience.

We have capacity for 1<>1 support: No

Our top resources: BASC Website

Examples of similar work we've done: American Cities Climate Challenge

Contact:

- Isabelle Elizondo (ielizondo@nrdc.org)
- Irene Nielson (inielson@nrdc.org)

NRDC

National Association of State Energy Officials

The national membership association for all 56 governor-designated State, Territory, and District of Columbia Energy Offices.

We can support SFA awardees via:

1. Participation in NASEO's Solar Working Group (State/Territory Energy Offices only)
2. Liaising between Energy Offices, EPA, and other key industry, financing, and community-focused stakeholders
3. Expertise in opportunities/challenges to integrate SFA funds with other investments typically overseen by Energy Offices

We have capacity for 1<>1 support: yes for NASEO members

Our top resources: webpage under development

Examples of similar work we've done:

- Inclusive Shared Solar Initiative
- Support of NCSP States Collaborative and DOE/NREL Clean Energy Connector Tool

Contacts: Grace Lowe (glowe@naseo.org); Arvand Golbazi (agolbazi@naseo.org)

NC Clean Energy Technology Center

The NC Clean Energy Technology Center is a public service center within NC State University, focused on advancing a sustainable energy economy across the U.S. through research, analysis, education, and technical assistance. NCCETC manages the national Database of State Incentives for Renewables and Efficiency (DSIRE).

We can support SFA awardees via:

1. Policy gap/barrier analysis and identification of potential options/solutions available, including implementing authority

2. Energy & financial modeling to support program design (ex. setting incentive rates, evaluating savings and payback, comparing financing rates and models, etc.)

3. Modeling and program design support for community solar and multifamily projects (including storage paired projects too)

4. Local government technical assistance to improve permitting, inspection, zoning, etc.

5. Federal/state/utility incentive API from DSIRE

We have capacity for 1<>1 support: Yes

Our top resources: Database of State Incentives for Renewables & Efficiency (DSIRE) | DSIRE Insight (all resources complimentary for SEOs) | Consumer Guide to Home Energy Incentives and Contractor Selection

Examples of similar work we've done:

- Conducted residential solar financial modeling for several state energy offices through CESA's Scaling Up Solar project
- Provided modeling and program design support to several munis and co-ops to develop community solar programs
- Administered community solar subscription buy-downs for LMI co-op/muni customers in NC
- Provided TA to local governments to reduce soft costs (permitting, inspection, zoning, etc.) through the DOE Solar Outreach Partnership and SolSmart
- Stakeholder convening on solar policy barriers in NC
- DSIRE – National database of clean energy policies & incentives
- DSIRE Insight – Tracking solar policy & rate design changes under consideration

Contact: Autumn Proudlove (afproudl@ncsu.edu)

PERMIT POWER

A research and advocacy nonprofit organization working to make it quicker and cheaper to install clean energy equipment.

We can help SFA awardees via:

1. Design a permitting automation program for your state or region.
2. Provide template documents for running an effective permitting automation program.
3. Support launch and promotion of your program to help ensure success.

We have capacity for 1<>1 support: Yes

Information and resources:
- https://www.permitpower.org/
- https://gosolarapp.org/

Examples of work we've done:
- Supported programs in California, Colorado, Maryland and Washington.
- Helped to build and launch SolarAPP+, the DOE funded permit automation software.

Contact: Arthur Coulston
arthur@permitpower.org

RMI

We can support SFA awardees via:

1. Coordinate with other states and/or other GGRF recipients to leverage other federal funding, including evaluating tax credit monetization strategies
2. Evaluate and implement tax credit monetization strategies, including a new 3rd party ownership structure leveraging direct pay
3. Support stacking of incentives for whole home retrofits
4. Utility engagement around community solar*
5. Design strategy to streamline Davis Bacon compliance*

We have capacity for 1<>1 support: Yes/depends

Our top resources:

- Guidance for Developing a Solar for All Program
- Community solar and On-site solar and Solarize procurement guidance
- RMI Incentive Stacking Resources webpage
- Green Upgrade Calculator
- *Coming soon* Scaling Solar for Low-Income Communities with the IRA Memo

Examples of similar work we've done:

- RISE Cohort
- Worked with SEO on home energy rebate design including how incentives stack
- Provided guidance and analysis to successful S4A proposals on program design and impact modeling
- Developed/implemented strategy with sustainability staff to achieve Mayor's renewable goals
- Ran cohorts of cities designing solarize campaigns

Contact: Steve Abbott, Sabbott@rmi.org; Alisa Petersen, Apetersen@rmi.org; Yuning Liu, Yliu@rmi.org

*Not committed, would need interest from S4A recipients and funding (not necessarily from recipient themselves)

SolSmart

DOE-Funded, national designation and technical assistance program

We can support SFA awardees via:

- Helping local governments get ready for increased solar deployment and reduce soft costs
- Tools, trainings, models and free technical assistance for cities, towns and counties to adopt solar best practices in planning, zoning, permitting and inspection

We have capacity for 1<>1 support: Yes!

Our top resources: www.solsmart.org

Examples of similar work we've done:

- 530 communities designated
- Trainings in solar planning & zoning, permitting & inspection, fire safety, etc.
- Develop solar feasibility assessments, economic modeling, etc.

Contact: Debra Perry dperry@icma.org

Solar United Neighbors

We help people go solar, join together, and fight for their energy rights.

Source: Tama/ Getty Images

We can support SFA awardees via:

1. **Program design guidance & deployment** including recommended practices around income verification, community engagement, market strategy, equipment and service standards, bulk purchase procurement, quality assurance, and consumer protection.

2. **Market Transformation** including support on improving permitting, inspection, and interconnection policies and community solar.

3. **Long-term participant support** through our consumer education resources and events, and via our National Solar Help Desk

Yes, **we have capacity for 1<>1** support when SUN-secured or SFA-provided funding is available.

Let's talk!

sfa@solarunitedneighbors.org

Resources of note:

- Program planning guidance
- Solar basic education
- Consumer Protection
- Staffed, National Help Desk

Vote Solar

Making solar affordable and accessible for all through smart policy and regulation.

We can support SFA awardees via:

- Policy and Regulatory Landscape Analysis
- Stakeholder Outreach and Education
  - Subject to capacity Vote Solar can use our networks and coalition building and empowering experience to recruit, educate and engage diverse stakeholders to engage in Solar for All program design and implementation.
- Policy, Regulatory and Program Design Support
  - Vote Solar can lend support to entities working on policy, regulatory or program design around Solar for All. We have technical experts available on staff and can pull from best practices identified nationwide.

We Have capacity for:

- Available in a set of states: AZ, CA, CO, GA, IL, MA, MI, NC, NY, PA, SC and UT

  - 1 on 1 consultation available on engagement process and stakeholder identification
  - Direct stakeholder recruitment, education and engagement to support inclusive processes

Our top resources:

- **Publicly available website coming soon!** Vote Solar is working to develop a web-based tool to help stakeholders understand the policy and regulatory landscape in their area and what paths for Solar for All projects might be in that context.
- Educational resources, like fact sheets, presentations and sample communications will be available for download

Examples of similar work we've done:

- Solar for All, *Illinois*
- Community Solar Legislation, *New Mexico*

Contact: Olivia Nedd, Senior Policy Director
olivia@votesolar.org

VOTE SOLAR

Thank You!

Follow-Up:

- We will share the slides with contact details this week

- We will reach out re. NCSP working groups shortly

- We will share the spreadsheet with additional details later [still needs a bit of work]

- We will organize a session dedicated to federal help

Other:

- For CESA office hours **Wed. 3 to 4:30 pm ET** (state level states/nonprofits + multistate awardees) or to sign up for the mailing list, contact Meghan@cleanegroup.org and identify your SFA affiliation

- For nonprofit and tribes office hours **Fri. 2 to 3 pm ET** or to be added to the nonprofit awardees Slack channel, contact aliciab@capitalgoodfund.org

- For other questions: Vero@cleanegroup.org or 203 761 7599

**CleanEnergy
States Alliance**