



DCEO CEJA Update

CEJA Opportunities for YOU:
Renewable Energy Contractor Clinic
January 23, 2024



Illinois
Department of Commerce
& Economic Opportunity

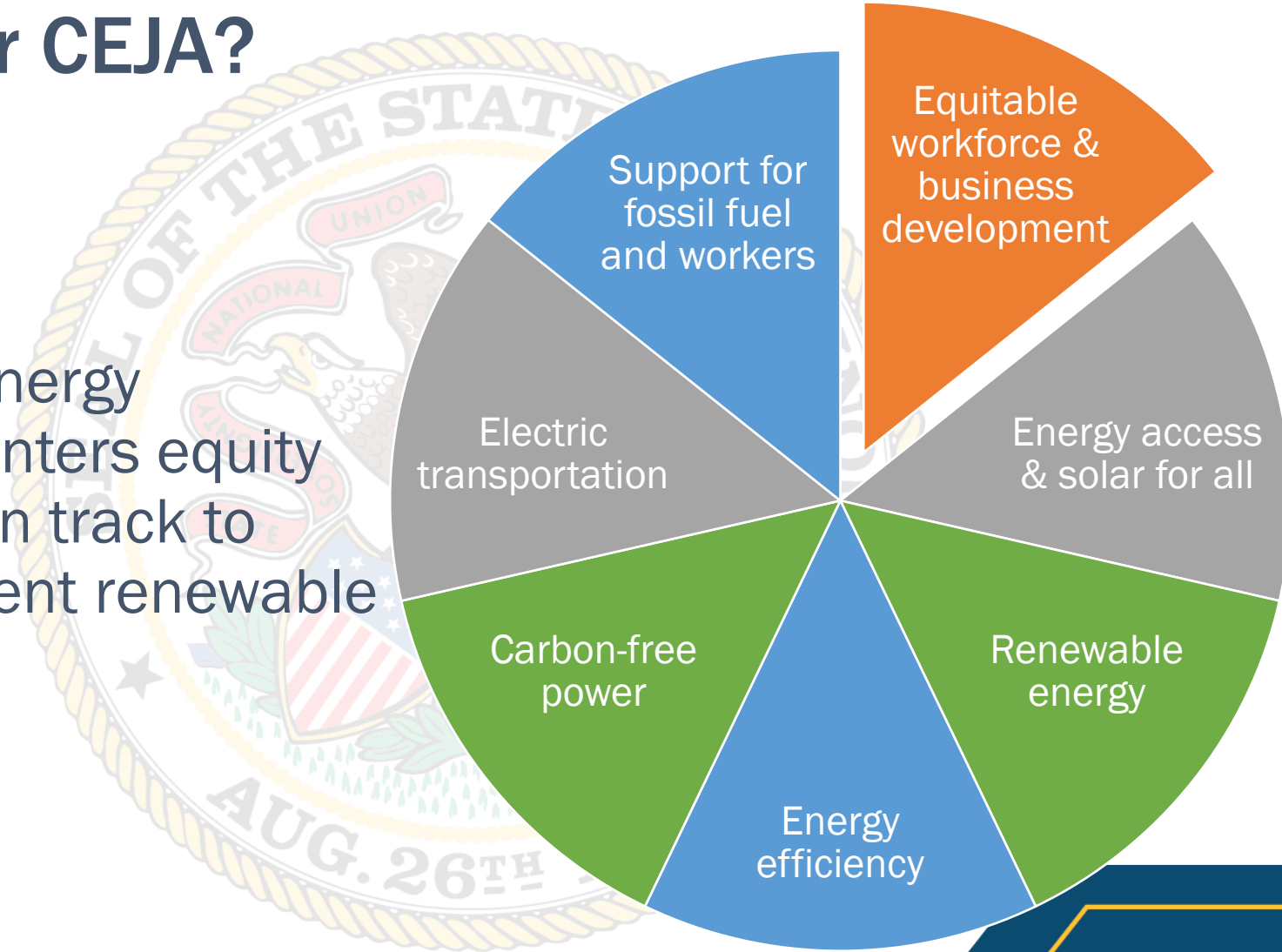
JB Pritzker, Governor

Objectives

- What is CEJA?
- Building the CEJA Ecosystem throughout Illinois
- DCEO's Role and CEJA Funding Opportunities
- Contractor Opportunities
- Questions and Discussion

What is the Climate and Equitable Jobs Act, or CEJA?

Comprehensive energy legislation that centers equity and puts Illinois on track to achieve 100 percent renewable energy by 2050.





Equality



The assumption is that **everyone benefits from the same supports**. This is equal treatment.

Equity



Everyone gets the supports they need

Justice



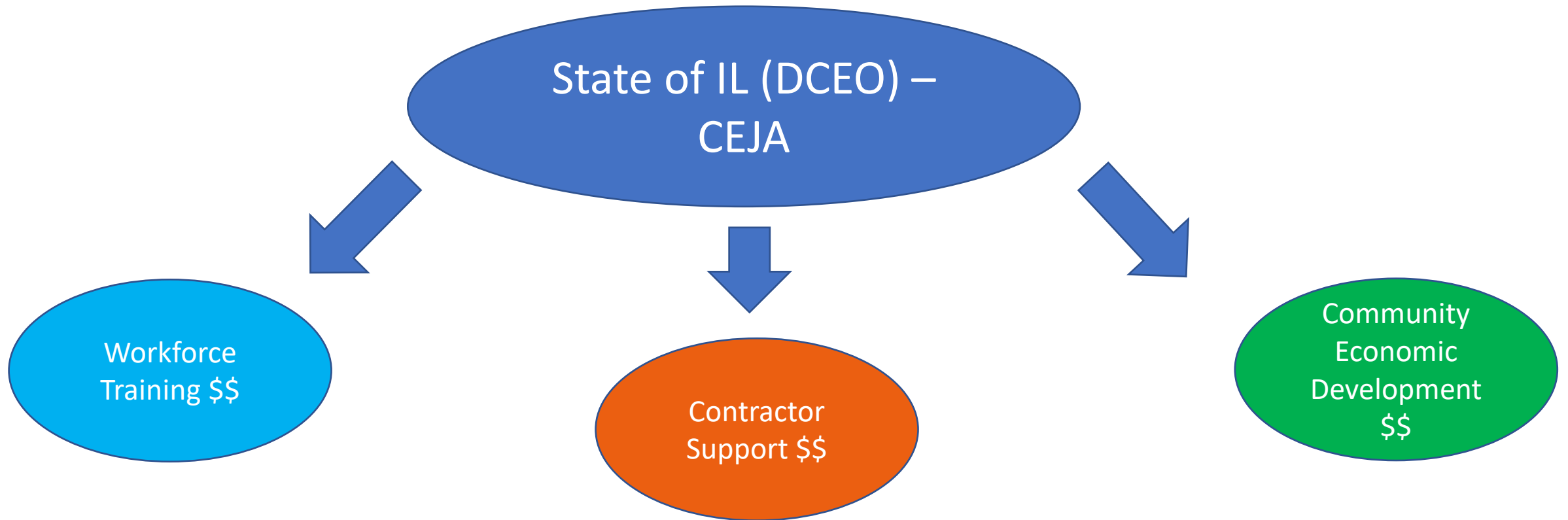
All 3 can see the game without supports or accommodations because **the cause(s) of the inequity was addressed**.
The systemic barrier has been removed.

Equitable Workforce Development

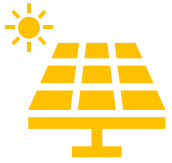
Equity focused program culture: More than just numeric participant targets



The CEJA Ecosystem Vision for Equitable Workforce and Business Development



What clean energy jobs will the programs prepare people for?



- Solar energy
- Solar thermal



- Wind energy



- Electric vehicle
- Green hydrogen



- Energy efficiency
- Healthy building materials



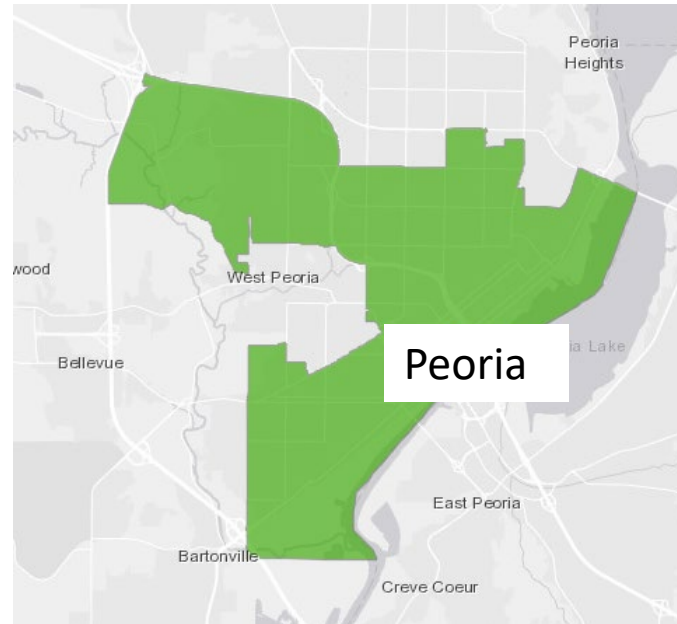
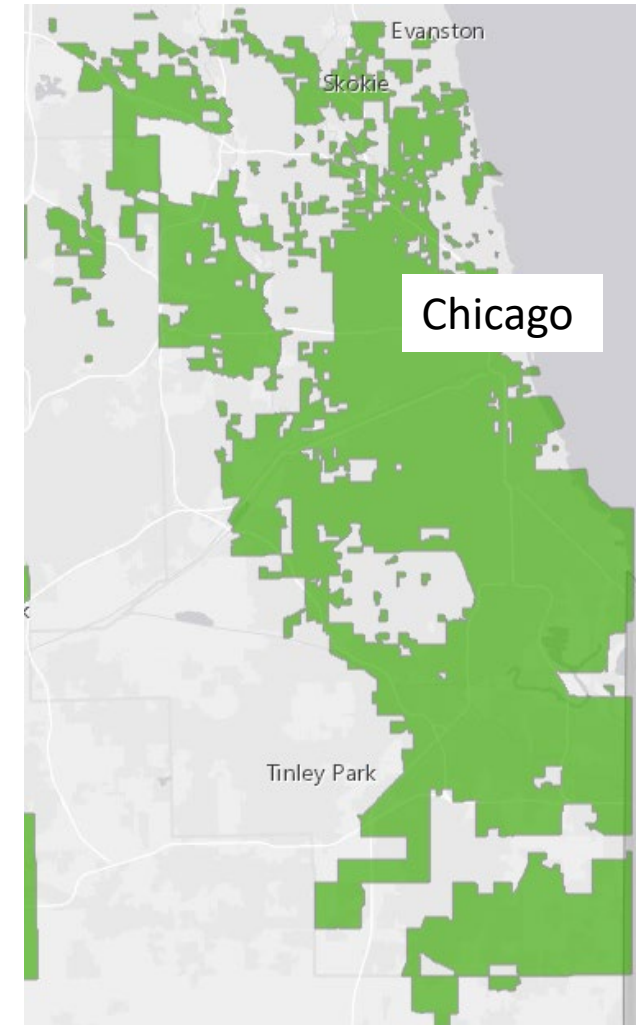
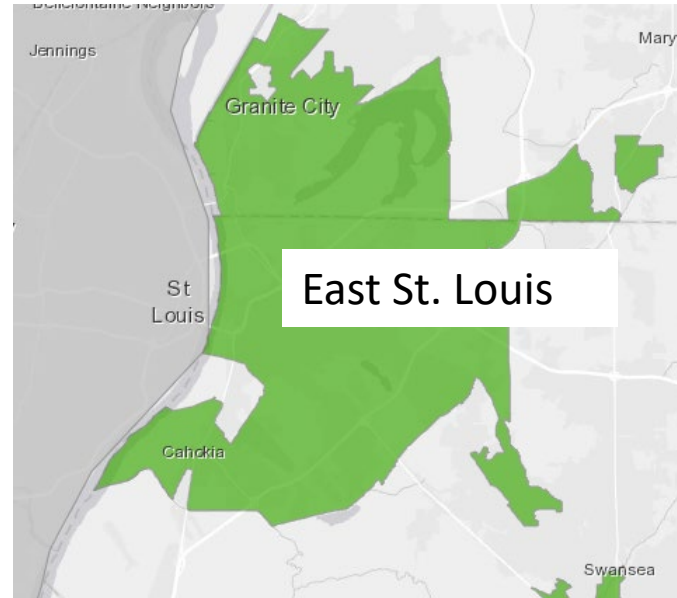
- Energy storage
- Industries achieving emission reductions

Clean energy jobs **manufacture, develop, build, install, maintain, or provide ancillary services** in these industries. They provide administrative, sales, and other support functions in these industries.

Who will programs serve?

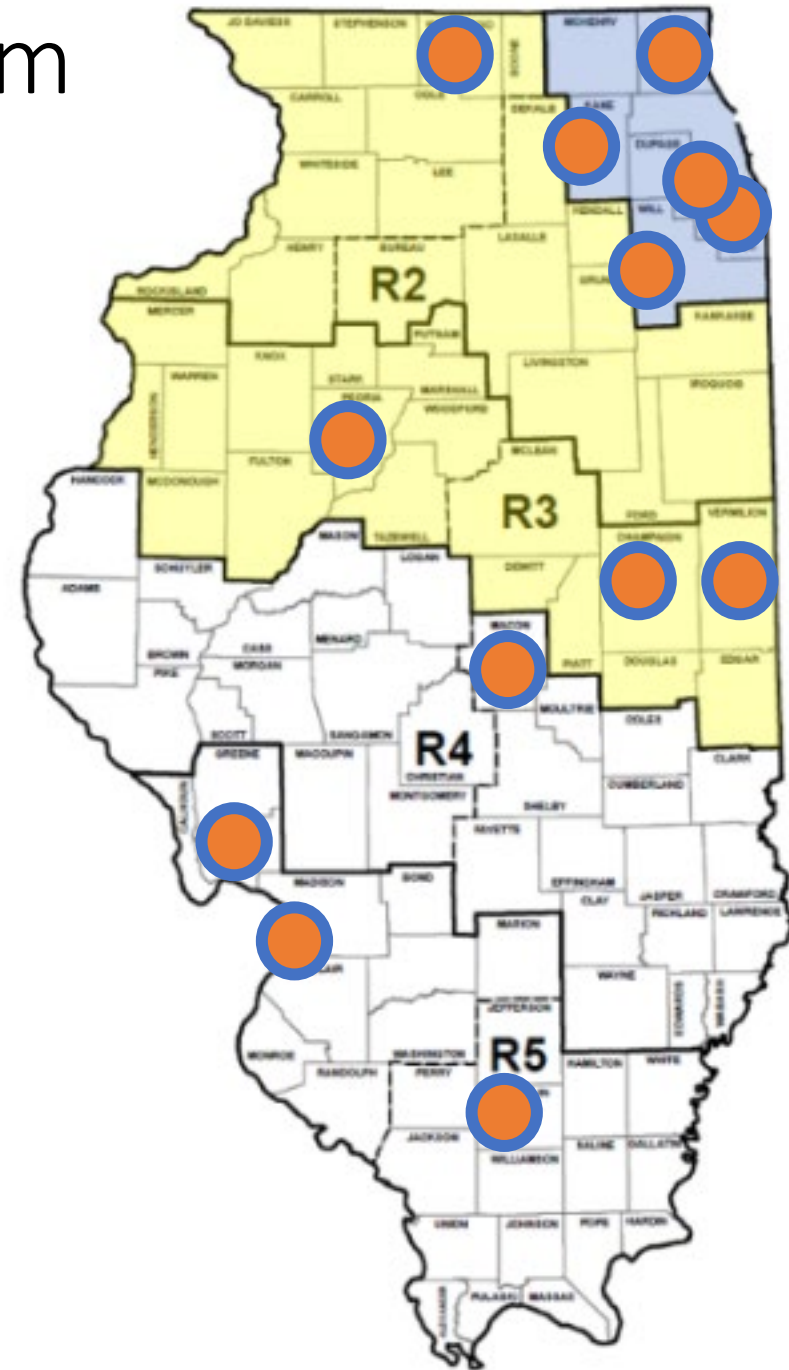
Target populations:

- People living in equity investment eligible communities (environmental justice or R3 communities)
- Former members of foster care
- Displaced energy workers
People with barriers to employment (such as incarceration)



Clean Jobs Workforce Network Program and Energy Transition Navigator Program: 13 “Hub” Regions and Surrounding Areas

- Chicago West/Southwest Side
- Chicago South Side
- Joliet
- Waukegan
- Aurora
- Rockford
- Champaign
- Peoria
- Danville
- Decatur
- Carbondale
- East St. Louis
- Alton



State: CEJA, Energy Efficiency, Renewable Energy Ecosystem

DCEO CEJA

- Workforce development programs
- Contractor programs
- Community economic development programs

Illinois Finance Authority

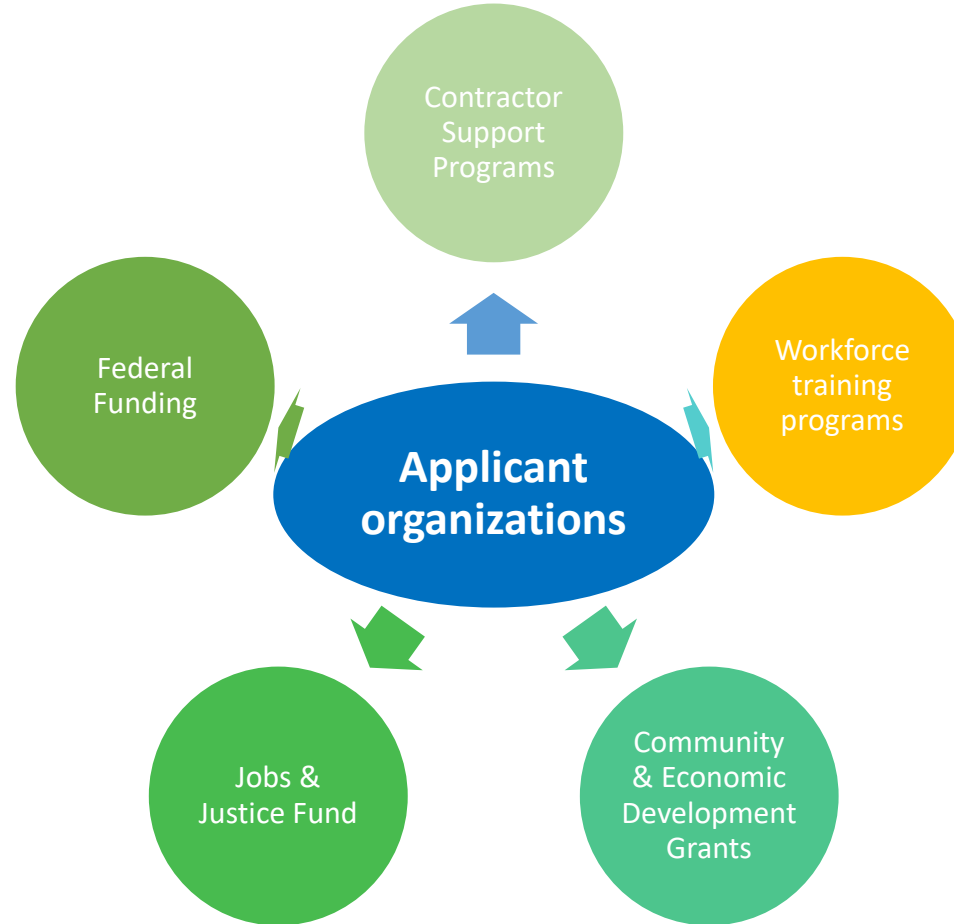
- IL Climate Bank Finance (CBF)
- C-PACE
- CFI
- SSBCI

Illinois Dept. of Transportation

- National Electric Vehicle Infrastructure Program
- Carbon Reduction Program
- Congestion Mitigation & Air Quality

Federal Programs

- Ride and Drive Electric, NEVI
- GRID: muni utility/rural coops,
- Greenhouse Gas Reduction Fund (GGRF)
- *EE Contractor Training (IEPA)*
- IRA, Justice 40...and more



Illinois Power Agency

- Illinois Shines
- IL Solar For All
- EEP/EEC Database (DCEO/IPA)
- Min. Equity Standard
- And more...

Illinois Environmental Protection Agency

- Energy Codes Training & Tech Support
- EE Trust Fund
- Electric Vehicle Rebate
- Electric School Bus
- Renewable Energy Trust Fund

Illinois Commerce Commission

- Equitable Energy Upgrade Program

Illinois Housing Authority

- Energy Efficiency Program

Illinois Community College Board

- IAC Program: Clean Energy Build/Manufacturing Workforce

MORE THAN OUR FAIR SHARE



aligned

with CEJA and IL policy

The State's efforts are designed to support, complement, and integrate with Illinois' nation-leading Climate and Equitable Jobs Act (CEJA).

CEJA Development Grants:

1. Equitable Energy Future Grant
2. Community Solar Sovereignty
3. Energy Transition Community
4. Coal to Solar

CEJA Contractor/Workforce Support

1. Contractor Incubator
2. Contractor Accelerator
3. FEJA Workforce Programs
4. CEJA Workforce Hubs
5. Climate Works Pre-Apprentechip

CEJA Funding

1. Jobs and Environmental Justice Fund



\$250 million

Solar for All



\$300 million

National Clean Investment Fund



\$14 million

Revolving Loan Fund



\$15 million

Charging and Fueling Infrastructure



\$16 million

Grid Resilience

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CEJA Workforce and Contractor Programs

Contractor support programs (OEIT)

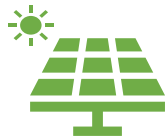


Contractor
Incubator
\$21M/yr.



Contractor
Primes Accelerator
\$9M/yr.

Economic Development Jobs & Environmental Justice (OEBU)



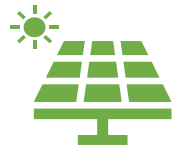
Coal to Solar



Energy Transition
Community Grant
\$40M/yr



Equitable Energy
Future Grant
\$41M/yr



Solar Energy
Sovereignty Grant

Workforce training programs (OET)



Clean Jobs
Workforce Network
\$21M/yr.



Climate Works
Pre-apprenticeship
\$9M/yr



Returning Resident
Clean Jobs
\$6M/yr



Energy Transition
Navigators
\$6M/yr.



Energy Transition
Barrier Reduction
\$15M/yr

Commissions and Councils

- Energy Transition Workforce Commission
- Energy Workforce Advisory Council



Clean Energy Incubator (Section 5-45, pg 23)

- **Program Criteria:**

- Delivered by community-based organizations and their subcontractors
- Access to low-cost capital and financial support for small clean energy businesses.
- Support for business operations, such as obtaining permits and insurance
- Provide training and mentorships
- Provide recruitment and ongoing engagement with entities that hire contractors and subcontractors for renewable energy projects
- Connection to Illinois Department of Labor

- **Participant Criteria:**

- Owners of clean energy contractor businesses and nonprofits who reside EJ or R3 communities
- Who reside in eligible communities. Preference shall be given to applicants who:
 - face barriers to employment; such as low educational attainment,
 - prior involvement with the criminal legal system,
 - language barriers;
 - graduates of or currently enrolled in the foster care system;
- Displaced energy workers as defined by Energy Community Reinvestment Act



Primes
Contractor
Accelerator
\$9M/yr.

Clean Energy Primes Accelerator (Section 5-55 pg 40)

- Program Criteria:
 - Mentor and support businesses and contractors through cohorts
 - Select a new cohort of participant contractors each Program Delivery Area every 18 months
 - Participants will receive five-year long one-on-one coaching to develop a five-year business plan
 - Operational support and mentorship help preparing bids; and much more.
 - Prime leads will recruit companies, provide a stipend, and provide matches for program participants.
 - A demonstrated commitment of investing in and partnering with individuals and institutions in equity investment eligible communities.
- Participant criteria:
 - 2+ years of experience in a clean energy or a related contracting field;
 - At least \$5,000 in annual business;



Illinois
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Economic Development Programs at DCEO-Office of Energy & Business Utility

Jobs and Environmental Justice Grant Program- \$34 M/year

Seed funding and pre-development funding for equity-eligible contractors to start work on renewable energy projects.



Equitable Energy Futures

Community Solar Energy Sovereignty



Equitable Energy Future Grant

Section 5-60 pg 51

Program Criteria:

- Seed funding and pre-development funding to equity eligible contractors to support energy efficiency (EE) and renewable energy (RE) projects.

Project Activities:

- planning and project development,
- professional services: architecture, design, engineering, auditing, consulting, and developer services;
- project application, deposit, and approval;
- purchasing and leasing of land;
- permitting and zoning;
- interconnection application costs and fees, studies, and expenses;
- equipment and supplies;
- community outreach, marketing, and engagement;
- staff and operations expenses

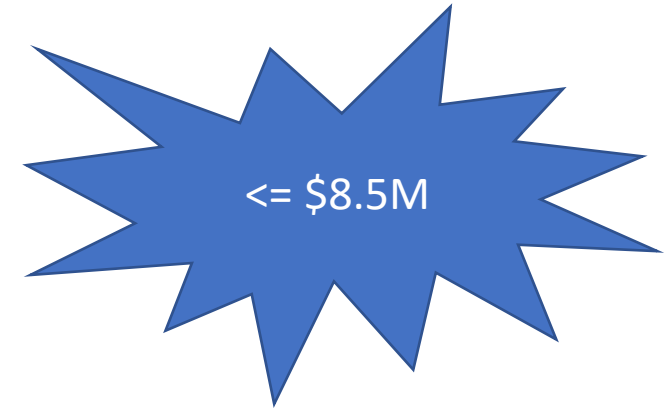
Applicant Criteria:

- Equity Eligible Contractors: [Become an Equity Eligible Contractor – Illinois Adjustable Block Program \(illinoisabp.com\)](https://illinoisabp.com), [Illinois Adjustable Block Program - EEC Designee Application & Attestation \(office.com\)](https://illinoisabp.com/office.com)
- Provide demonstrable proof of a historical or future, and persisting, long-term partnership with the community in which the project will be located



Community Solar Energy Sovereignty Grant

Section 5-60 pg 51



Program Criteria:

- Support pre-development and development of community solar projects that promote community ownership and energy sovereignty
- ability and intent to create community ownership and other local community benefits, including local community wealth building via community renewable generation projects.

Project Activities:

- Pre-development work
- Development of programs and entities to assist in the long-term governance, management, and maintenance of community solar projects: such as community solar cooperatives.
- Early-stage project planning
- Project team organization
- Site identification;
- Organizing a project business model and securing financing
- Procurement and contracting;
- Development of project models that allocate benefits to equity investment eligible communities.

Applicant Criteria:

- Include community-based organizations,
- Technical service providers working in direct partnership with community-based organizations



Take Aways

1. If not an Equity Energy Contractor, become one.
2. Begin working with DCEO Workforce Hubs and Navigators in your area.
3. Reach out to DCEO CEJA staff
4. Attend Technical Assistance webinars.
5. Review DCEO CEJA website for grant opportunities.
6. Could I be a Lead Applicant?
 1. Who should I partner with?
 2. Who else needs to know about this? (Enough work to go around).
7. State of Illinois is heavily invested in these programs.
 - a. Transition to Clean Energy = Economic Development Strategy
 - b. Seed funding and pre-development funding (Project based)
 - c. Investment in underserved and unjustly impacted over prior decades
 - d. \$ flips around multiple times in your community: Projects, local workforce, local contractors,
 - e. Generate city revenue, decrease operating
8. Stay Engaged & Connected: [CEJA Interest Form \(smartsheet.com\)](https://smartsheet.com)

We are here for You

Contact Us At:

- Hilary Scott-Ogunrinde, Deputy Director of Energy & Business Utility (OEBU): Hilary.Scott-Ogunrinde@illinois.gov
- Larry Dawson, CEJA Northern Regional Administrator for the Office of Employment & Training (OET): larry.dawson@illinois.gov
- Aaron McEvoy, CEJA Grants Manager within OEBU, aaron.mcevoy@illinois.gov
- General CEJA email box: ceo.ceja@illinois.gov



Illinois
Department of Commerce
& Economic Opportunity

JB Pritzker, Governor



**ILLINOIS
FINANCE
AUTHORITY.**



**ILLINOIS
CLIMATE
BANK**

WORKING DRAFT - January 23 2024

FEDERAL & ILLINOIS GOALS



Integrated across funding opportunities and policy outcomes are four goals:



Partnerships



Quantifiable progress on climate



Build it here (USA/Illinois)/National Security

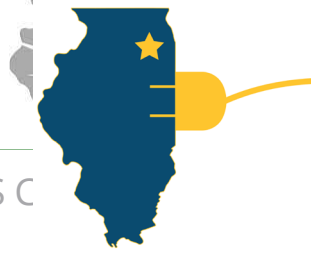


Justice40 Benefits & Involvement



Labor Involvement & Participation

“More than Our Fair Share”



ILLINOIS FINANCE AUTHORITY | ILLINOIS C

CRAIN'S CHICAGO BUSINESS

NEWS & DATA

POLITICS & OPINION

LIFESTYLE & DINING

REAL ESTATE

SPECIAL REPORTS

THIS V

Innovate Illinois is a public-private coalition led by Governor Pritzker, Jenny Scanlon the CEO of UL Solutions and UIUC Chancellor Robert J Jones, working with industry leaders & world-class universities.

Home > Economy

March 28, 2023 06:00 AM

Billions in federal funding are about to be unleashed. Here's how Illinois is going to compete.

JOHN PLETZ



EMAIL

f SHARE

TWEET

in SHARE





Why IFA? \$1.6B in total bonds issued in 2023.

CLIMATE BANK DESIGNATION

In September 2021, the **Illinois Climate and Equitable Jobs Act (CEJA)** designated the **Illinois Finance Authority as the Climate Bank** and clarified existing powers to include traditional Green Bank powers.

In calendar year 2022, **IFA mobilized \$265 million in private capital, 65% of which benefitted disadvantaged communities.** In calendar year 2023, **IFA mobilized an additional \$373 million with 47% going to disadvantaged communities.**

The Illinois Climate Bank is self-sustaining and does not receive an appropriation from the State General Revenue Fund.

CLIMATE BANK PURPOSE

- (1) **the distribution of the benefits of clean energy in an equitable manner;**
 - (2) **making clean energy accessible to all; and**
 - (3) **accelerating the investment of private capital into clean energy projects in a manner reflective of the geographic, racial, ethnic, gender, and income-level diversity of the State.**
- **Climate & Equitable Jobs Act, 2021 (20 ILCS 3501/850-15)**

Climate & Equitable Finance Opportunities



SUMMARY OF IDEAS RECEIVED THROUGH STAKEHOLDER ENGAGEMENT

ILLINOIS FINANCE AUTHORITY | ILLINOIS CLIMATE BANK

LONG-TERM

MEDIUM-TERM

SHORT-TERM

RECURRING

Standard
LMI solar
lease

Cash gap
for
homes

Building
Electrifica
tion Loans

Tax
Equity
Finance
Pool

Bridge Loans
for Tax
Credits/
Direct Pay

Bridge
Loans for
RECs/
Rebates

Comm-
unity
Portfolios

Loans
for
Training

Bonding
support

Back-
Office
Support

Public
Building
Project
Finance

School
Bus

Tech.
Assis.

Working
Capital for
BIPOC
businesses

Commere
cial PACE

Retrofit
Standard
Offer
Loan Loss
Reserve

Medium/
Heavy-Duty/
Fleet
Electrification

Capacity
Building
for BIPOC
businesses

20-Year
Solar
Schools

JVs with
mentors

STATE OF ILLINOIS | ILLINOIS CLIMATE BANK

SUMMARY OF INPUT RECEIVED

Q: What are some of the biggest hurdles disadvantaged communities and businesses face in accessing the clean energy economy?



Single family homes/residents

- Low-income projects can't access ITC.
- Low-income homes require significant upgrades.
- Lack of ownership of homes for LMI.
- LMI skepticism and lack of trust in energy system.
- High cost of customer acquisition
- Smaller companies can't get capital to scale.



Multifamily build./residents

- Difficult to develop solutions for renters.
- No focus on landlords.
- Split incentives.
- Metering issues.
- Limited space.
- Coordination is labor-intensive



Commercial/Public buildings/tenants

- No loans for smaller projects.
- High upfront costs for consultants/assessments.
- High upfront costs for schools.
- No finance structure for roof replacement.
- Local governments don't have capital for infrastructure.
- Partnership flip model is expensive.
- Municipal buildings stuck behind franchise agreements



BIPOC Businesses

- Lack of \$\$ to BIPOC contractors, black women contractors.
- Lack of capital for construction phase.
- Time gap until REC payments.
- Lack of knowledge of opportunities.
- Lack of back-office.
- Can't offer tax equity finance product.
- Securing bonds.
- Underwriting depends on historical revenue.
- Lumpy revenue.

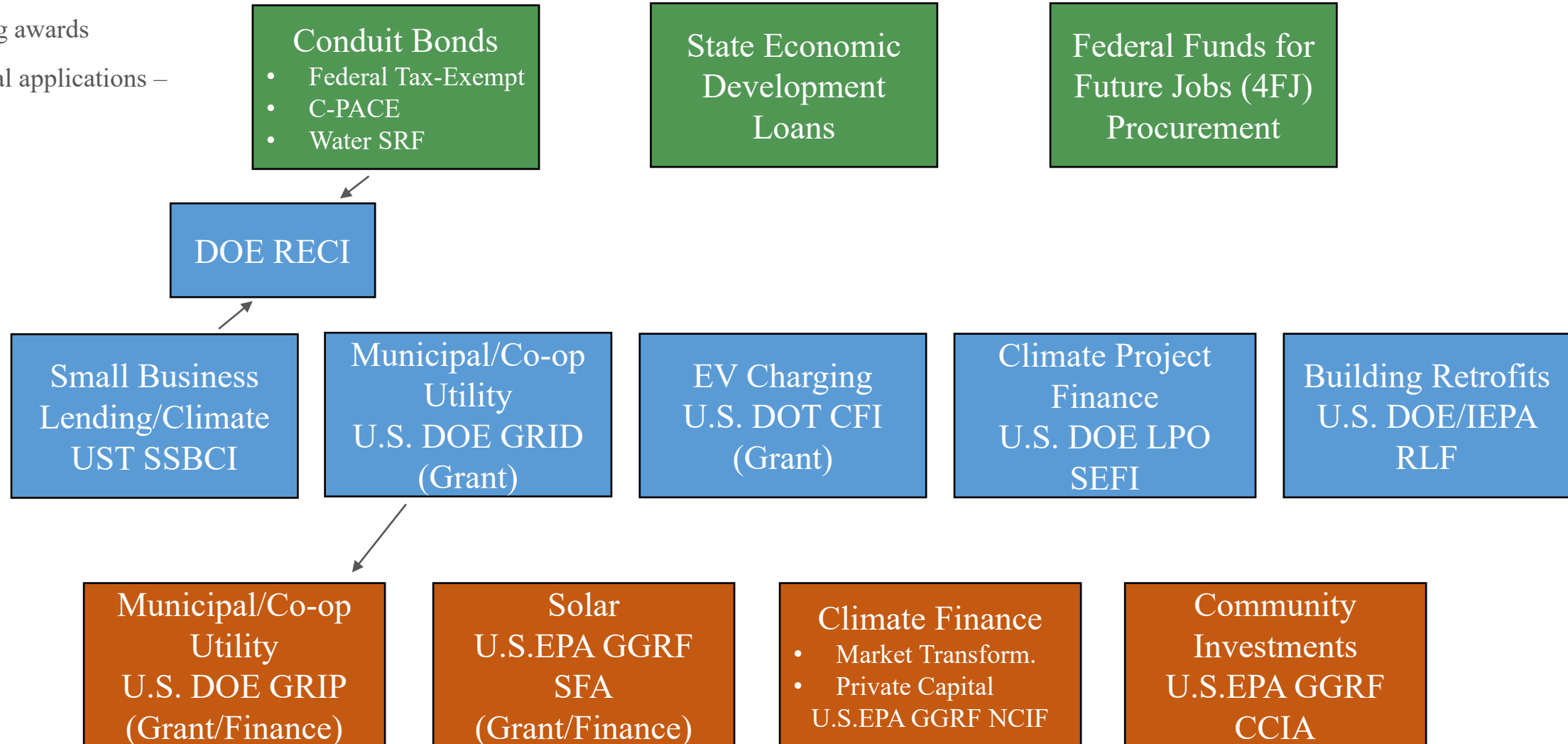
DISTRIBUTED GENERATION

IFA Transition to Climate Bank



ILLINOIS FINANCE AUTHORITY | ILLINOIS CLIMATE BANK

- Existing IFA products and funds
- Federal funding awards
- Pending Federal applications – competitive



All funds are private finance unless otherwise noted

IFA/Climate Bank Federal Funds Status



ILLINOIS FINANCE AUTHORITY | ILLINOIS CLIMATE BANK



U.S. DOE
40101(d) GRID
RESILIENCE

\$40m

Benefits: municipal
utilities & rural
co-ops

to improve reliability
and resilience,
particularly in
disadvantaged
communities

\$16M received



RESILIENT &
EFFICIENT CODES
IMPLEMENTATION

\$4m

Benefits:
construction
industry

to develop a building
performance hub to
support small energy
efficiency contractors

**FUNDING
PENDING**



STATE SMALL
BUSINESS
CLIMATE
INITIATIVE

up to \$20m

Benefits: small
climate business

to provide financing
for the start-up an/or
expansion of “green”
business
ventures/projects

**\$3M received
and obligated**



U.S. DOE
EE REVOLVING
LOAN FUND

\$15.3m

Benefits:
construction
projects

to finance building
retrofits and to provide
working capital to
minority contractors

**Funding anticipated
Jan.-Feb. 2024**



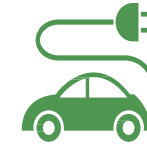
U.S. DOE
GRIP PROGRAM

\$127m

Benefits: municipal
utilities & rural
co-ops

to accelerate
transportation
electrification in rural and
small-town communities

**Second round
concept papers
submitted Jan. 2024**



U.S. DOT
CHARGING &
FUELING
INFRASTRUCTURE

\$15m

Benefits: Statewide

to support
community-based
charging benefitting rural
and dense urban
communities

**\$15M awarded -
awaiting additional
info from U.S. DOT**



U.S. EPA
GREENHOUSE GAS
REDUCTION FUND

\$280m- \$840m

Benefits: Statewide

to seed Illinois
Climate Bank and Illinois
Jobs & Justice Fund
Activities

**Decision anticipated
Feb.-Summer 2024**

ILLINOIS CLIMATE BANK

MORE THAN OUR FAIR SHARE



aligned

with CEJA and IL policy

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OUR APPROACH

Illinois Climate Bank's initiatives will address several market gaps identified by stakeholders that are inhibiting effective clean energy deployment or the achievement of equitable outcomes in the State's solar, building, and EV initiatives.

Residential (low-income)



GRANTS

Enabling Upgrades for Solar



Energy Storage



Bright Neighborhoods Pilot



FINANCE

Standard Offer Lease-to-Own



Energy Sovereignty Loan



Public / Non-Profit



GRANTS

Community Resilience Hubs



Grid Resilience



Community Charging



FINANCE

Federal Tax Credit / REC Bridge Loans



Fleet Electrification



Carbon Free Schools



Commercial



FINANCE

C-PACE



Fleet Electrification



Building Electrification



BIPOC Businesses



FINANCE

Working Capital



SSBCI



Community-Driven Community Solar



Contractor Portal



MANY PLAYERS – ONE ILLINOIS TEAM



BRONZEVILLE PARTNERS



INNOVATE
ILLINOIS



Illinois
Department of Commerce
& Economic Opportunity



Strengthening Illinois Pathways For...

Minority-owned businesses, returning citizens, those disconnected from the workforce, and underserved to the clean economy. Examples include:



Successes:

- Installed one of the largest community solar arrays in Chicago
- Runs a 352-hour Solar Energy Jobs training program



Successes:

- Scaled up 163 diverse construction contractors
- Helped 330 diverse candidates into union programs
- Partnering with CPS to expose young people to construction



<https://www.centralroadenergy.com/>

Success:

- First minority-owned solar aggregator in Illinois



Success:

- Moving from utility landscaper to solar installation



[Community Transformation Ministry](#)

Success:

- Works with CTP-Power and Sun Bright Energy to provide union-wage and living-wage clean energy jobs

Other Contributors:



Illinois
Department of Commerce
& Economic Opportunity



Guiding Principles between IFA/Climate Bank and Stakeholders from the Illinois Clean Energy Jobs Coalition supporting the CEJA Fund – June 13, 2023



ILLINOIS FINANCE AUTHORITY | ILLINOIS CLIMATE BANK



Among the purposes of the non-profit and statutorily empowered Jobs and Justice Fund are to:

- (1) ensure that the benefits of the clean energy economy are equitably distributed;
- (2) make clean energy accessible to all through the provision of innovative financing opportunities and grants for Minority Business Enterprises (MBE) and other contractors of color, and for low-income, environmental justice, and BIPOC communities and the businesses that serve these communities;
- (3) prioritize the provision of public and private capital for clean energy investment to MBEs and other contractors of color, and to businesses serving low-income, environmental justice, and BIPOC communities;
- (4) accelerate the flow of private capital into clean energy markets;
- (5) assist low-income, environmental justice, and BIPOC community utility customers in paying for solar and energy efficiency upgrades through energy cost savings;
- (6) increase access to no-cost and low-cost loans for MBE and other contractors of color;
- (7) develop financing products designed to compensate for historical and structural barriers preventing low-income, environmental justice, and BIPOC communities from accessing traditional financing;
- (8) leverage private investment in clean energy projects and in projects developed by MBEs and other contractors of color; and
- (9) pursue financial self-sustainability through innovative financing products.

Illinois Climate Bank & Illinois Clean Energy Jobs and Justice Fund
GUIDING PRINCIPLES

The Illinois Finance Authority, as the State Climate bank, and stakeholders from the Illinois Clean Jobs Coalition (ICJC) supporting the creation of the Illinois Clean Energy Jobs and Justice Fund are working to identify if there is a pathway for coordination that can advance the mutually supported ambition to accelerate the state’s clean energy, climate, and equity goals, as established in Illinois’ recent Climate and Equitable Jobs Act. The entities are working to establish a set of guiding principles to build trust and accountability in their shared mission.

The following represents a set of Guiding Principles that both entities (the Climate Bank and the Clean Energy Jobs and Justice Fund) will use to guide their actions and respective policies:

1. **Shared Mission & Goals.** The Illinois Climate Bank and the Clean Energy Jobs and Justice Fund should establish a shared mission and goals, including the following elements:

- To ensure benefits of clean energy economy are equitably distributed & accessible to all.
- To overcome barriers to public and private capital access for Black, indigenous and people of color (BIPOC) businesses & communities, with a goal of 40% benefit for disadvantaged communities as described in JUSTICE40 federal initiative.
- To support the achievements of the goals of the Climate & Equitable Jobs Act.
- To provide trustworthy and non-predatory access to financing options for low and moderate-income residents, as well as residents, businesses, and non-profits in state- designated equity investment eligible communities or federally designated Disadvantaged Communities.
- To rely on local knowledge and relationships for communicating, and engaging with target communities. Entities will commit to an “open-door” policy in engaging with community-based organizations to achieve goals.
- To strive for additionality in products, services, and metrics, to fill in gaps in ensuring equitable access to clean energy.
- To ensure products and services are provided to projects, residents, and businesses that have lacked historical finance opportunities and have suffered from redlining and historic disinvestment.
- To commit to not funding projects that support the continued use or development of fossil-based technologies, including carbon capture and storage projects.

2. **Skills & Capabilities.** The entities will possess different, but complementary, skills and capabilities including, but not limited to the following:

- State Climate Bank: has the ability to attract significant private capital, expand relationships with non-profits, cities, and small utilities across the state, facilitate conduit bonds, and leverage the full faith and credit of the state of Illinois.
- Clean Energy Jobs & Justice Fund: will possess the experience and capabilities needed to provide services and support to equity-focused communities and borrowers.
- Both entities will coordinate to identify ways to build client capacity for tapping the resources of the State Climate Bank and the Clean Energy Jobs and Justice Fund. This may include direct funding of capacity-building at nonprofits and small and disadvantaged clean energy contractors as well as general education about green banking opportunities in Illinois and technical assistance for specific program offerings.

3. **Coordination.** The entities will coordinate activities through, at a minimum, quarterly meetings between the boards and officers, and will pursue opportunities to streamline and coordinate day-to-day activities, investment decisions, underwriting support, and other shared investment team resources.

4. **Alignment.** The entities will work to ensure they are aligned and agreed on core definitions, including: Energy Sovereignty, Community Ownership, Community-based organizations, Contractors of Color/MBEs, Low-income residents, Environmental Justice Communities.

5. **Geographic Reach.** The entities will ensure the geographic reach of their products, service, education and outreach extend to the whole state, and meet the needs of Illinois’ distinct geographic regions.

6. **Products and Services.** The entities are expected to prioritize different, but complementary, projects and products as part of their portfolios, and will work together to ensure coordination and not competition. The entities will prioritize deploying a diverse mix of products that meet needs and gaps in targeted communities, focus on holistic approaches, and create complementary benefits, such as increased housing affordability, reduction in energy burden, job creation and workforce development, and community pollution reduction and pro-reinvestment underwriting such as “second look on denials”, loan-to-value and debt-to-income criteria.

7. **Simplifying Applications.** The entities will work to create, to the extent possible, simplified application processes for lending, capital investment, grants, and other products and services, to reduce administrative burden for program participants.

8. **Predatory lending practices.** The entities will work to ensure they take steps to protect consumers from aggressive or predatory lending practices as part of their programs.

9. **Sourcing Capital.** The State Climate Bank commits to supporting efforts to raise private capital to increase the leverage opportunity of expected federal GHG Reduction Fund dollars to

support products, offerings and services for both the State Climate Bank and Clean Energy Jobs and Justice Fund.

10. **CEJA Programs.** The entities will actively pursue creating program offerings, and raising additional capital, to support the goals of ensuring the success of CEJA's Clean Energy Primes Contractor Accelerator, Clean Energy Contractor Incubator Program, Illinois Solar for All Program, Jobs and Environmental Justice Grant Program, and Equity Eligible Contractor provisions.

11. **Support grid modernization.** The entities will support undercapitalized aspects of Grid modernization such as small utility grid modernization for meeting the needs of commercial and personal EVs and seeking to provide state-wide grid modernization benefits for residents, schools and small businesses in state-designated equity investment eligible communities or federally designated disadvantaged communities.

12. **Transparency.** The entities commit to making publicly available the rates, terms, and conditions of all finance programs they offer.

13. **Marketing and Communication.** The entities commit to seeking out community-based organizations to design and implement communications, outreach, engagement, and marketing around products available in communities they are designed to serve. Both public entities will be responsible for affirmative marketing implementation. Marketing and communications should also leverage other CEJA outreach and be part of the offerings promoted, where appropriate, by the CEJA workforce hub/contractor incubator Program Navigators and the Illinois Solar for All Educators. Use should be made, where appropriate, of the contact lists maintained by the Illinois Department of Commerce and Economic Opportunity and the Illinois Power Agency and other state agencies.

14. **Metrics.** The entities commit to establish a set of consistent agreed metrics they will report on annually to track program progress.

15. **Additional Funds.** The entities commit to work together to secure funds for technical assistance and capacity building to support the startup needs of the entities.



We want to hear from you!

Chris Meister
Executive Director
cmeister@il-fa.com
www.il-fa.com

Claire Brinley
Policy Analyst
cbrinley@il-fa.com
www.il-fa.com



Illinois Solar for All

Intro to ILSFA for Small and Emerging Businesses

Chicago Urban League, 1/23/2024

Agenda

- Team Introduction
- ILSFA overview
- ILSFA Project Types
- Program Benefits
- How the Program Works
- What the Approved Vendor Does
- Role of Approved Vendor
- Approved Vendor Classifications
- AV Requirements & Registration
- Project Requirements
- Small & Emerging Business Initiative
- Q&A



About Illinois Solar for All (ILSFA)

- Illinois Solar for All (ILSFA) is one of two flagship state solar programs, dating back to 2019
- ILSFA provides incentives to bring solar to income-eligible households
- ILSFA projects are driven by Approved Vendors (solar companies)



ILSFA Project Types

font for your text.



Small Residential Solar: (SFH)

Household must be income eligible (80% or less of AMI)

Costs / fees won't exceed 50% of value of electricity produced;

NO upfront cost to participants

Two- to Four-Unit Properties

At least 2 households must be income eligible



Large Residential Solar: (5+ units)

At least 50% of households must be income-eligible

Costs / fees won't exceed 50% of value of electricity produced

Upfront costs ARE allowed



Non-Profit and Public Facilities

Facilities serving and located in income-eligible or EJ communities

Costs / fees won't exceed 50% of value of electricity produced

Upfront costs ARE allowed



Community Solar

Income-eligible residents can subscribe

Costs / fees won't exceed 50% of value of electricity produced

NO upfront cost to participants UNLESS energy sovereignty (ownership model)



ILSFA Benefits

- Statewide solar program
- Opens market to income-eligible and non-profit and public facility participants
- 15-year REC contract
- Aligns with mission-driven companies
- Support and resources for the duration of your participation, including assistance in identifying qualified job trainees



How the Program Works



Pre-qualified solar vendors

The program evaluates and **approves vendors** to meet program requirements and help protect consumers. Technical requirements and installation inspections help ensure quality workmanship.



Equitable participation

Income-eligible homeowners and renters, as well as non-profits and public facilities serving income-eligible or environmental justice communities, may be eligible for participation. **Click here for more on income eligibility** in Illinois.



Participant savings

With Illinois Solar for All, income-eligible participants will see no upfront costs, and ongoing costs and fees will not exceed 50% of the value of the energy generated from the solar project.



What the Approved Vendor Does

- Approved Vendors develop project pipelines
 - Find sites and customers
 - Assess site suitability
 - Complete ILSFA project applications
 - Resolve issues and move projects forward
 - Provide ongoing maintenance of their projects



Role of Approved Vendors

- [Approved Vendors](#) are a critical component of the Illinois Solar for All program. They are responsible for all aspects of ILSFA projects.



Illinois Shines Program Registration

All applicants, with the exception of the Approved Vendor Designee, must first qualify as Approved Vendors under the **Illinois Shines Program vendor's registration process** before applying to be an Illinois Solar for All Approved Vendor.

Community Engagement

Approved Vendors must present a community engagement plan during the registration process. Additional community engagement steps will be required during project development, particularly for community solar projects.

Job Training

Approved Vendors must demonstrate that a minimum number of hours performed during the installation process are completed by qualified job trainees. The registration process requires candidates to submit a plan for achieving these requirements over the first three years of the program. For more information on Illinois Solar for All job training requirements, visit the **job training page** or download the Illinois Solar for All **Approved Vendor Manual**.

Savings Requirements

Illinois Solar for All requires that all eligible solar projects are offered to participants with no upfront costs and any ongoing costs and fees do not exceed 50% of the value of energy generated by the system in the first year, regardless of whether the system is owned, leased, or financed through a Power Purchase Agreement (PPA).

Consumer Protections

Illinois Solar for All protects consumers by ensuring projects have no upfront costs and that any ongoing costs and fees do not exceed 50% of the value of energy generated by the system. Other protections include standard disclosures, no prepayment penalties, and the right for participants to cancel the contract with vendors. Additionally, comprehensive marketing guidelines are established for all Approved Vendors.

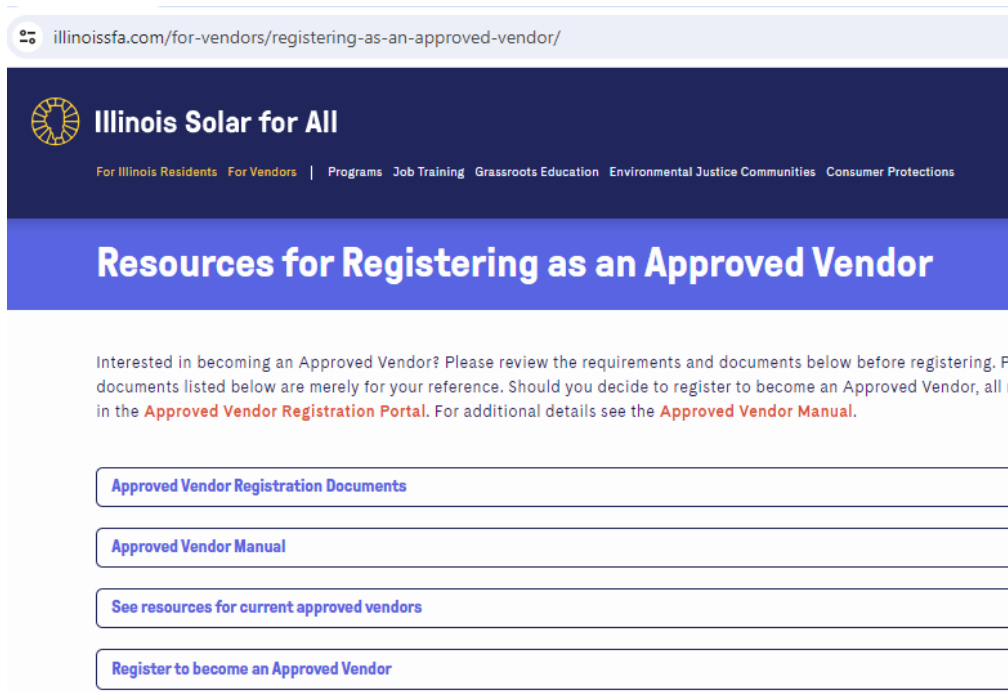


Approved Vendors Classifications

- Approved Vendor
- Aggregator Approved Vendor & Approved Vendor Designee
- Single Project Approved Vendor
- Subcontractors



Approved Vendor Requirements and Registration



The screenshot shows a web browser with the URL illinoisfa.com/for-vendors/registering-as-an-approved-vendor/. The page header features the Illinois Solar for All logo and navigation links: For Illinois Residents, For Vendors, Programs, Job Training, Grassroots Education, Environmental Justice Communities, and Consumer Protections. The main heading is 'Resources for Registering as an Approved Vendor'. Below this, a paragraph states: 'Interested in becoming an Approved Vendor? Please review the requirements and documents below before registering. The documents listed below are merely for your reference. Should you decide to register to become an Approved Vendor, all registration must be completed in the **Approved Vendor Registration Portal**. For additional details see the **Approved Vendor Manual**.' A list of four links is provided: 'Approved Vendor Registration Documents', 'Approved Vendor Manual', 'See resources for current approved vendors', and 'Register to become an Approved Vendor'.

1. Download and read the Approved Vendor manual
2. Register with the Illinois Shines Program (if applicable)
3. Prepare and submit your responses and request documents
4. Sign attestations (e-signature)
5. Program Administrator evaluation with revisions as needed
6. Program Administrator will attempt to return an approval determination within 14 business days



Program Requirements

- All work under ILSFA is expected to meet industry technical and ethical standards, and meet all relevant codes and regulations (municipal, state and federal)
- Issues and disputes are to be resolved promptly, constructively and toward participant satisfaction
- The Approved Vendor must submit accurate documentation to the Program Administrator and meet prevailing wage and trainee work requirements.
- Maintain collateral requirements and provide ongoing information and reporting, and coordinate information from installers/developers and system owners.
- Maintain ongoing REC reporting requirements

Note: Grassroots Educators cannot refer customers to specific AVs and there cannot be any financial or legal relationships between Approved Vendors and Grassroots Educators.



ILSFA and Renewable Energy Credits (RECs)



07.28.2023

Approved Vendor Manual

VERSION 6.1

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Illinois Solar for All Program and RECs (AV Manual Pg 80)

- ILSFA provides payments in exchange for 15 years of Renewable Energy Credits (RECs) generated by the solar systems. ILSFA enables the sale of RECs produced by qualified systems to Illinois utilities or the Illinois Power Agency (IPA). Payments vary based on the project type, system size, and where it is located.
- **What Are RECs & Why Are They Valuable?** (AV Manual Pg. 80-82) RECs are created when renewable energy generation systems (solar panels) generate electricity. RECs represent the environmental attributes of that electricity.



ILSFA Renewable Energy Credits Residential - 2023 - 2024

Illinois Solar for All 2023-2024 REC Prices

2023-2024 Prices			Change from 2022-2023 Prices (\$)		Change from 2022-2023 Prices (%)		2022-2023 Prices			
Residential Solar (Small) (1-4 Unit)										
	Group A	Group B		Group A	Group B		Group A	Group B	Group A	Group B
0 - 10 kW	\$179.30	\$179.37		(\$1.37)	\$4.14		-0.76%	2.36%	\$180.67	\$175.23
10 - 25 kW	\$148.92	\$152.23		\$6.76	\$10.48		4.75%	7.39%	\$142.16	\$141.75
25 - 100 kW	\$123.60	\$125.48		\$16.50	\$16.97		15.41%	15.64%	\$107.10	\$108.51

Residential Solar Pilot		
	Group A	Group B
0 - 10 kW	\$ 175.63	\$166.98
10 - 25 kW	\$ 146.17	\$142.60
25 - 100 kW	\$ 121.78	\$118.83

Residential Solar (Large) (5+ Unit Multifamily)								
	Group A	Group B	Group A	Group B	Group A	Group B	Group A	Group B
0 - 10 kW	\$108.06	\$120.17	\$1.19	\$4.67	1.12%	4.04%	\$106.87	\$115.50
10 - 25 kW	\$90.77	\$104.23	\$2.46	\$7.18	2.79%	7.40%	\$88.31	\$97.05
25 - 100 kW	\$78.62	\$88.96	\$5.36	\$9.60	7.31%	12.10%	\$73.26	\$79.36
100 - 200 kW	\$80.07	\$85.97	\$6.03	\$9.57	8.14%	12.52%	\$74.04	\$76.40
200 - 500 kW	\$73.55	\$78.98	\$5.60	\$8.16	8.24%	11.52%	\$67.95	\$70.82
500 - 2000 kW	\$70.53	\$72.75	\$4.13	\$7.24	6.22%	11.06%	\$66.40	\$65.51
2000- 5000 kW	\$58.68	\$58.17	\$2.14	\$6.86	3.79%	13.38%	\$56.54	\$51.31

ILSFA Renewable Energy Credits Non-Residential 2023 - 2024

(ILSFA) Community Solar

	Group A	Group B		Group A	Group B		Group A	Group B	Group A	Group B
0 - 25 kW	\$99.14	\$112.08		\$4.64	\$7.27		4.91%	6.93%	\$94.50	\$104.81
25 - 100 kW	\$104.89	\$124.67		\$6.14	\$15.54		6.21%	14.24%	\$98.75	\$109.13
100 - 200 kW	\$107.95	\$126.79		\$6.86	\$16.03		6.78%	14.47%	\$101.09	\$110.76
200 - 500 kW	\$102.49	\$115.12		\$6.39	\$8.80		6.65%	8.28%	\$96.10	\$106.32
500 - 2000 kW	\$92.14	\$101.15		\$4.65	\$4.72		5.32%	4.89%	\$87.49	\$96.43
2000- 5000 kW	\$74.60	\$78.93		(\$3.41)	(\$4.87)		-4.38%	-5.81%	\$78.01	\$83.80

Non-Profit and Public Facilities

	Group A	Group B		Group A	Group B		Group A	Group B	Group A	Group B
0 - 25 kW	\$100.48	\$119.64		(\$0.28)	\$5.04		-0.28%	4.40%	\$100.76	\$114.60
25 - 100 kW	\$105.53	\$119.04		\$1.32	\$4.99		1.27%	4.37%	\$104.21	\$114.05
100 - 200 kW	\$106.91	\$114.21		\$2.09	\$4.39		1.99%	4.00%	\$104.82	\$109.82
200 - 500 kW	\$99.72	\$106.20		\$1.57	\$2.17		1.60%	2.09%	\$98.15	\$104.03
500 - 2000 kW	\$96.26	\$98.80		(\$0.13)	\$1.09		-0.13%	1.12%	\$96.39	\$97.71
2000- 5000 kW	\$81.31	\$80.16		(\$3.91)	(\$0.03)		-4.59%	-0.03%	\$85.22	\$80.19



Calculating REC Quantities

- The Renewable Energy Credit (REC) generation a project will produce over the 15-year REC contract term can be calculated by the following equation:
REC Quantity = System (inverter) size in MW AC x approved capacity factor x 365 days/year x 24 hours/day x 15 years {Equation 1}

- An equivalent equation can be used for system sizes rated in kW AC. (The ILSFA AV Portal uses kW AC)

$$\text{REC Quantity} = 15 * (\text{Total AC System Size[kW]}) * 8760 * (\text{CF})/1000 \text{ \{Equation 1.1\}}$$

- Where:

- o 15 is the number of years of the REC contract
- o AC System Size, in kW, is the sum of all rated inverter maximum AC outputs
- o CF is the chosen Capacity Factor (PVWatts or Alternate)
- o 8760 is the number of hours in a year
- o 1000 is the conversion from kWh to REC (1 REC = 1000 kWh)

- Note: Please see the [Calculating REC Quantities and Capacity Factors](#) sheet for details



Example

6kW AC system, produces 8000 kWh first year

1. Obtain system's first year production from solar design software (Aurora, Helioscope, PVSyst, etc.)
2. Calculate Alternate Capacity Factor (ACF) $((0.9657) * (8000\text{kWh})) / ((6 \text{ kW}) * (8760)) = 0.146986$
3. Plug-in ACF into Equation 1.1
$$\text{REC Quantity} = 15 * (\text{Total AC System Size[kW]}) * 8760 * (\text{CF}) / 1000$$
$$((\text{Alternate Capacity Factor}) * (\# \text{ Years}) * (\text{System Size}) * (8760)) * / 1000$$
4. $(0.146986 * 15 * 6 * 8760) / 1000 = 115.8838$ (Round down to 115)
5. 115 RECS x applicable REC price = \$20,627.55 projected REC incentive payment

Note: Please see the [Calculating REC Quantities and Capacity Factors](#) sheet for details

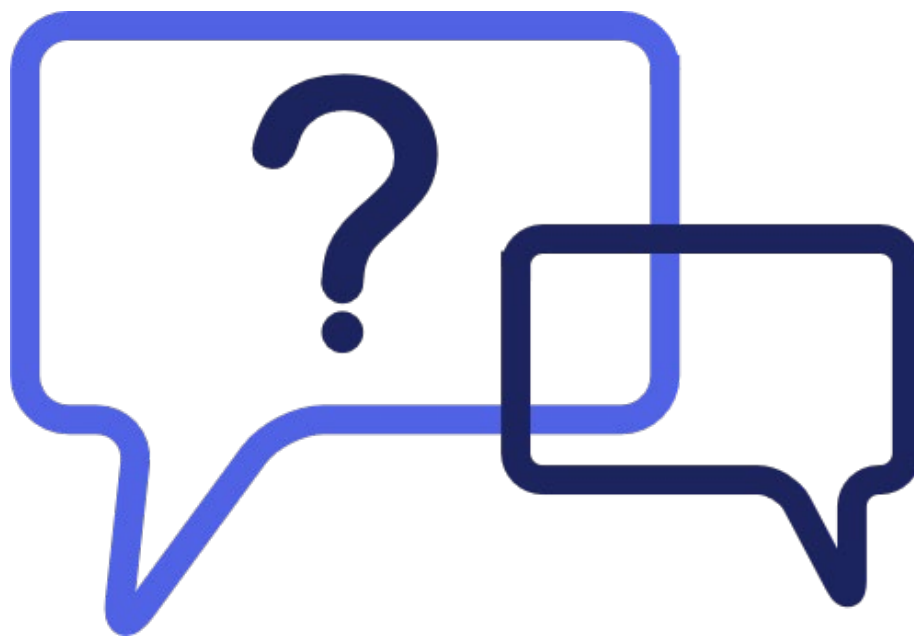


ILSFA Small and Emerging Business Initiative

- The Small & Emerging Business initiative supports Approved Vendors and prospective Approved Vendors through 1:1 meetings, workshops, webinars, partnerships and information and resources.



Questions?



Contact Us

Jan Gudell

Jan.Gudell@elevatenp.org

Tonya Johnson

Tonya.Johnson@elevatenp.org

LaVerne Hall

lhall@candocorp.net

Illinois Solar for All Team

888-970-ISFA

Info@illinoisSFA.com



ILLINOIS SOLAR FOR ALL

Please complete the exit survey



Illinois Shines Program

Presented by Illinois Shines
Program Administrator



Agenda

1 Illinois Shines Overview

2 Program Block Categories

3 Types of Program Participants

4 Approved Vendor Application and
Ongoing Program Requirements

5 Annual Reporting

6 Designee Management Plan

7 Designee Registration and Ongoing
Program Requirements

8 Equity Eligible Contractor

9 Minimum Equity Standards

10 Project Application Process

11 Program Support and Resources

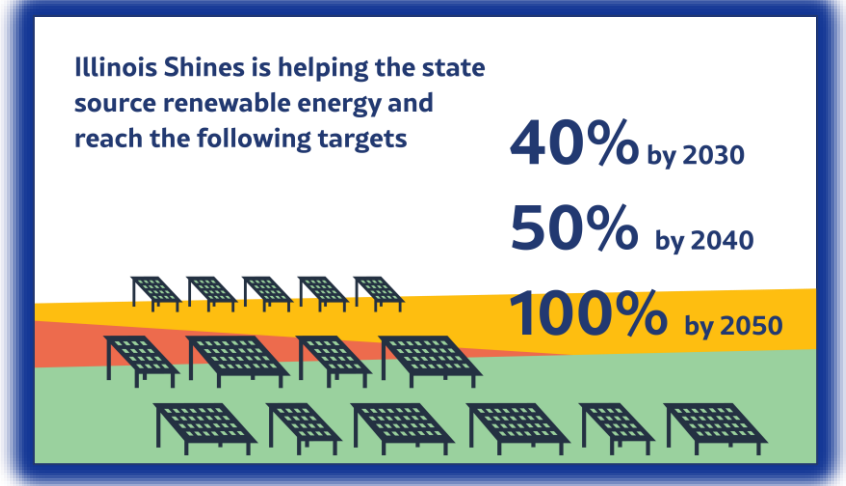
13 Questions



What is Illinois Shines?

Program Overview

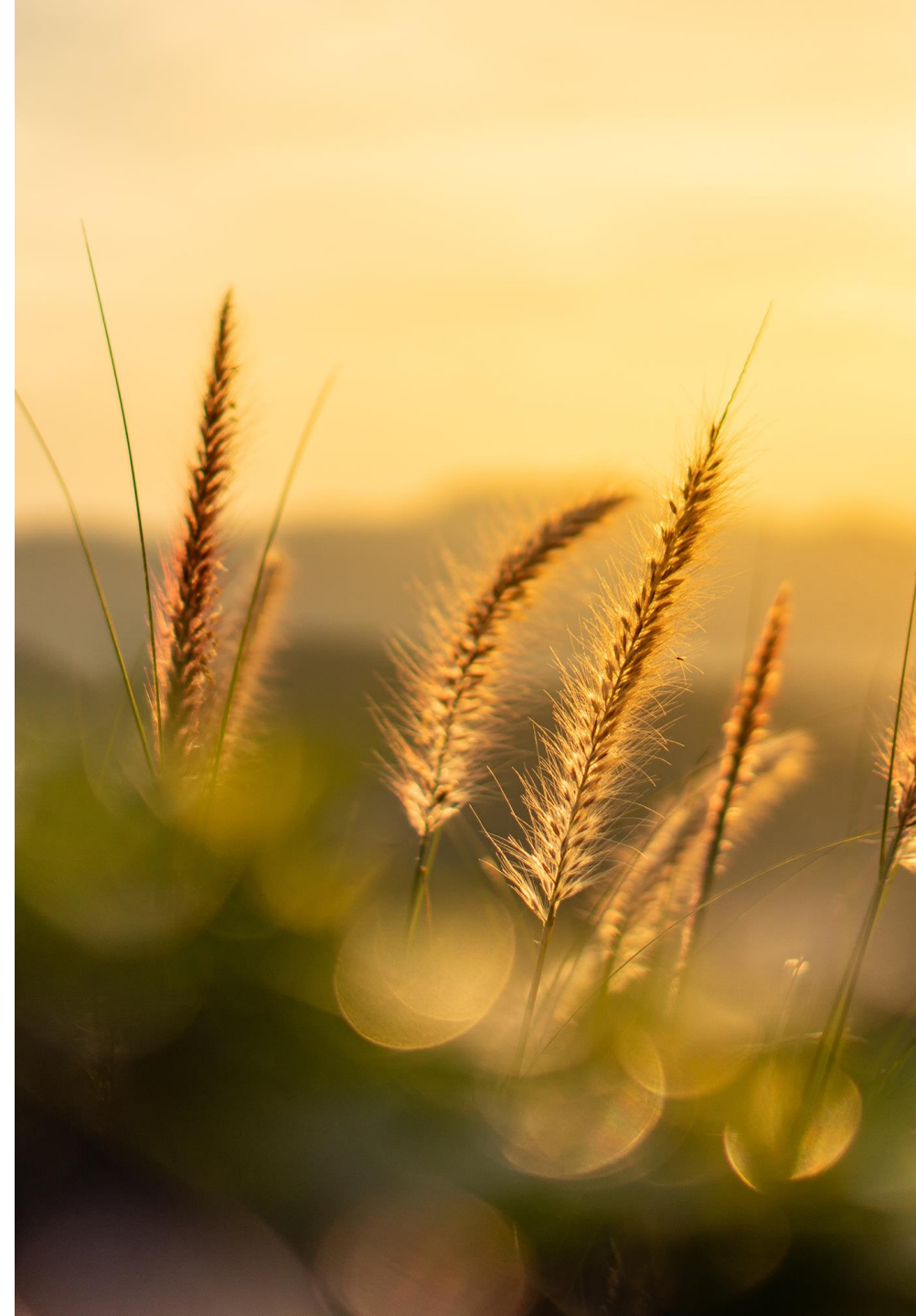
- Illinois Shines is a state-administered incentive program supporting the development of new solar energy generation in Illinois.
 - The program was created under the Future Energy Jobs Act (FEJA) and continued under the Climate and Equitable Jobs Act (CEJA).
- State-mandated Renewable Portfolio Standards (RPS) require Illinois utilities to demonstrate that a certain portion of their energy is generated by renewable sources.
 - The Illinois Shines program incentivizes Approved Vendors to develop solar projects by certifying renewable energy credits (RECs) for the electricity produced by their projects.
 - RECs are purchased from Approved Vendors by Illinois utilities.
 - Approved vendors pass the value of these payments to the customer in the form of reduced purchase prices, installation costs, lease payments, or other methods agreed upon in a contract.



What is a REC?

- A Renewable Energy Credit (REC) is a non-tangible commodity that represents rights to the “greenness” of renewable energy production, including solar energy.
- Illinois Shines is based on the purchase and retirement of RECs.
- RECs are assigned a monetary value to incentivize the development of renewable generation.
- Each Program Year, the IPA sets the price for RECs for various types of projects that apply to Illinois Shines in that Program Year.

1 REC = 1 MWh



Breakdown between REC Buyers (Electric Utilities), Sellers (Approved Vendors), and End-use Customers

REC Prices and Calculations

The IPA sets REC prices each Program Year within each project category. Approved Vendors estimate the RECs that an individual project is projected to produce over a period of time, which are disclosed to customers, allowing customers to compare different offers.

Distributed Generation

Depending on the ownership structure, customers may transfer RECs to vendors, and may receive reduced equipment, installation, lease and/or energy costs.

Community Solar

Customers can subscribe to a large solar project and earn bill credits from Approved Vendors who are paid by utilities for RECs generated.

Program Block Categories

The Program created separate sectors targeting the needs of developers and Illinois residents and businesses. Current Program sectors include:

Small Distributed Generation:	Projects up to and including 25 kW in size suited for homeowners and small businesses.
Large Distributed Generation:	Projects greater than 25 kW and up to and including 5 MW in size, such as large installations targeting business and utility-scale power producers.
Traditional Community Solar:	Projects up to 5MW in size targeting those who are unable to host a project on their property.
Community-Driven Community Solar:	Projects up to 5MW for which development is driven by the members of the community the project will serve.
Equity Eligible Contractors:	Projects submitted by an Equity Eligible Contractor (EEC) Approved Vendors certified by the Program.
Public Schools:	Any solar project, whether Small or Large Distributed Generation, or community solar project that serves a public school in Illinois.

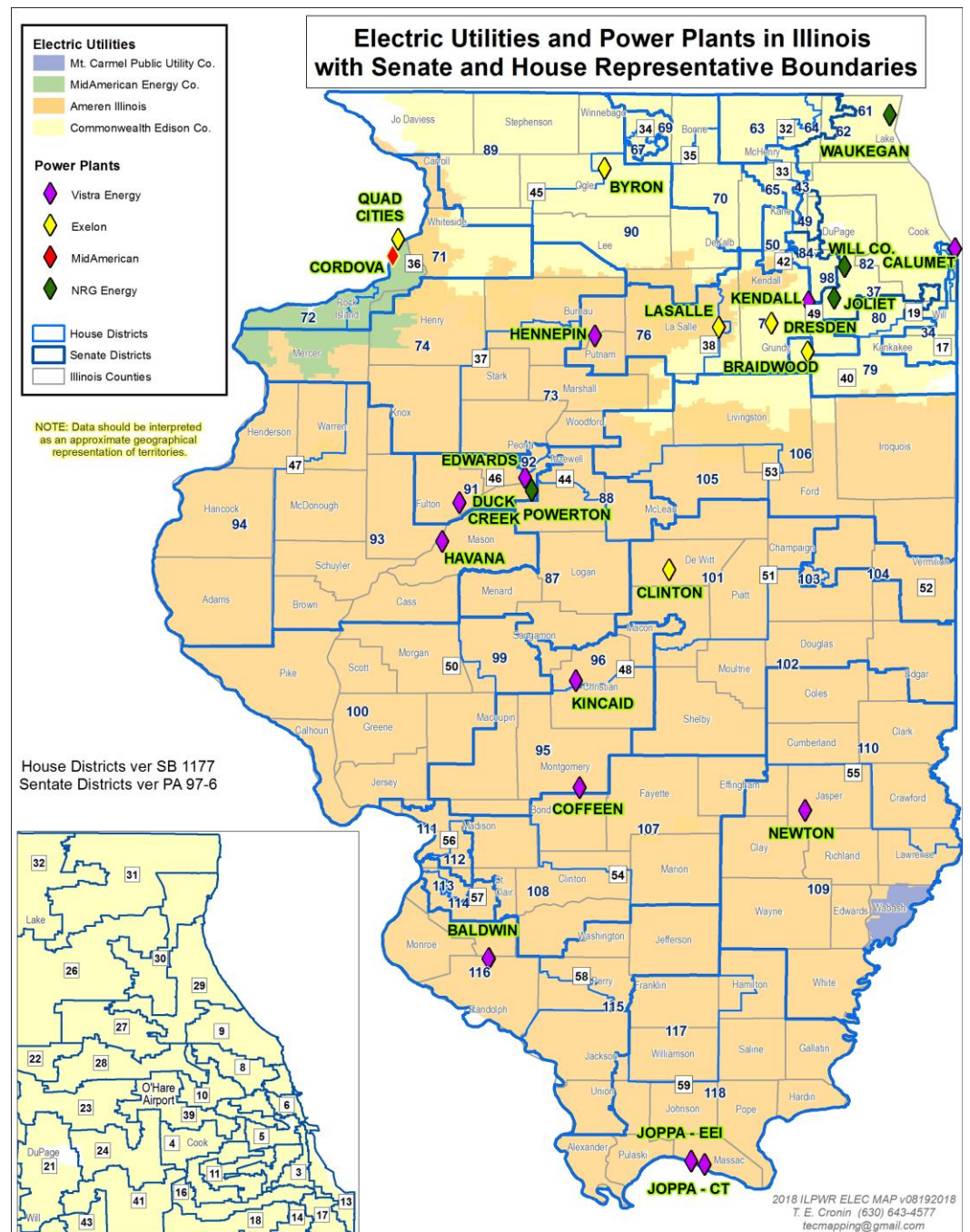


Program Block Categories

Capacity is allocated each Program Year by program category and by Group (A or B).

Group A: For projects located in the service territories of Ameren Illinois Company ("Ameren Illinois"), MidAmerican Energy Company ("MidAmerican"), Mt. Carmel Public Utility, and rural electric cooperatives and municipal utilities located in the Midcontinent Independent System Operator ("MISO") service area.

Group B: For projects located in the service territories of Commonwealth Edison Company ("ComEd"), and rural electric cooperatives and municipal utilities located in the PJM Interconnection ("PJM") service area.



Types of Program Participants

- **Approved Vendors**

- Approved Vendors are entities approved by the Program Administrator (as an agent of the Illinois Power Agency) to submit project applications to the Illinois Shines Program and act as a counterparty to the Illinois Shines contracts with utilities.

- **Designees**

- Designees are third party (i.e., non-Approved Vendor) entities that have direct interaction with end-use customers; they include installers, marketing firms, community solar subscriber agents, lead generators, and sales organizations.

- **Equity Eligible Contractors**

- Illinois Shines category for Approved Vendors and Designees defined as "a business that is majority-owned by equity eligible persons (EEPs), or a nonprofit or cooperative that is majority-governed by eligible persons, or is a natural person that is an eligible person offering personal services as an independent contractor."



Approved Vendor Application and Ongoing Program Requirements



Approved Vendor (AV) Registration

Prospective AVs must first submit an Approved Vendor application form

- Form includes contact information, company background, vendor classification and project types, legal and regulatory information.

Required Supplemental Documents for AV Registration:

- Illinois Secretary of State Statement of Good Standing dated within the past 12 Months
- Proof of PJM-GATS aggregator account or M-RETS account ownership
- DG Installer Certification from the Illinois Commerce Commission (ICC) (if applicable)
 - This is required only for AVs that are applying to become a DG Installer
- A representative sample of your company's marketing resources (if applicable)

Review process is approximately 4-6 weeks

- Applicants are expected to respond to requests for additional information within 2 weeks.



Approved Vendor Application form can be found in the Become an AV or Designee section of the Illinois Shines Website:
<https://illinoisshines.com/become-an-av-or-designee/>

Supplemental Documents must be emailed to admin@illinoisshines.com

Ongoing Program Requirements for AVs

There are ongoing program requirements that must be met **regardless** of whether the AV has any active REC contracts or not:

Bi-Annual Report	Minimum Equity Standards (MES) Compliance Plan
Annual Report	MES Compliance Mid-Year Report
Approved Vendor Renewal	MES Compliance End of Year Report
Designee Management Plan	

There are ongoing, REC contract-specific program requirements that must be met:



Community Solar
Subscriber Verification



Project Inspections

Annual Reporting



What is Annual Reporting?



On an annual basis, each Approved Vendor with a REC Contract is required to submit an **Annual Report** of the contracts and systems in its portfolio.



Purpose: The Annual Report serves as the basis for verifying that RECs from projects are being delivered to the applicable utility and can be a tool used to determine what actions may be taken by the utilities to enforce the contractual requirements that RECs are delivered.



If an Approved Vendor does have an active REC Contract, non-submission of the Annual Report by the deadline is an Event of Default, which may result in removal of all projects from the contract, return of any incentive payments received, and may also result in disciplinary action against the Approved Vendor

Designee Management Plan



Designee Management Plan

- Approved Vendors are responsible for managing and actively supervising their Designees (including nested Designees) and ensuring compliance with all Program requirements. It is imperative that Approved Vendors successfully and consistently perform this oversight of their Designees as it is often Designees who have the most direct contact with consumers.
- Every Approved Vendor that works with or uses Designees is required to develop and deploy a Designee Management Plan.
- Requirements found in Section X.B.1 of the [Consumer Protection Handbook](#).
- A Designee Management Plan is only required when working with a Designee.
- An Approved Vendor must provide the Program Administrator with a copy of its Designee Management Plan upon the Program Administrator's request.



Designee Registration and Ongoing Program Requirements




Designee Types

Designees of Designees are called Nested Designees and may hold only Marketing/Sales Designee or Installer Designee roles since only Approved Vendors can add Disclosure Form Designees and Community Solar Subscriber Agent Designees directly beneath their Approved Vendor account.

- **Disclosure Form Designees:** An entity that the Approved Vendor has designated that is permitted to generate Disclosure Forms on behalf of the Approved Vendor.
- **Community Solar Subscriber Agent Designees:** An entity that the Approved Vendor has designated to manage the community solar subscription information for an Approved Vendor's community solar projects.
- **Marketing or Sales Designees:** An entity that the Approved Vendor or Designee has designated to act as a marketing agent and/or customer acquisition agent on behalf of the Approved Vendor or Designee.
- **Installer Designees:** An entity that the Approved Vendor or Designee has designated to install systems on the Approved Vendor's or Designee's behalf.

Requirements Upon Registration as a Designee



Approved Vendor/Parent Designee

Approved Vendor/Parent Designee ID

Designee/Nested Designee Information

Name

Company Name

Street Address

Phone

City

State

Email Address

Zip Code

Type of Designee/Nested Designee:

☐ Disclosure Form Designee

☐ Community Solar Subscriber Designee

Select all that apply

☐ Marketing or Sales Designee

☐ Installer Designee

D/B/A Information:

Please provide information related to "trade name", "assumed name" or other "doing business as" (d/b/a) company name information.

Social Media:

Please include all social media accounts that contain Illinois Shines information, market your company's Illinois Shines offers, and/or connects customers to the Illinois Shines program

We hereby agree to the following terms and conditions for our approval and ongoing participation as an Approved Vendor Designee ("Designee") in the Illinois Shines Program.

☐ We have reviewed and commit to comply with all Illinois Shines requirements applicable to our work as a Designee.

☐ We have read, understand, and will abide by the Consumer Protection Handbook, Program Guidebook, and associated materials, and commit to ensuring that our employees and any agents operating on our behalf are trained to understand and abide by these requirements.

☐ We acknowledge that, subject to our approval as a Designee by one or more Approved Vendors, we will be listed in a public database of Designees on the Illinois Shines website (illinoisshines.com).

☐ We will maintain accurate, current, and comprehensive registration information related to our business relationships with Approved Vendors and Designees and acknowledge this information is subject to review, verification, and acceptance by the Approved Vendor.

☐ We acknowledge and accept that Designees that act in violation of Illinois Shines requirements are subject to disciplinary action from the IPA which could result in suspension from the Illinois Shines program of both the Designee and/or any Approved Vendors on whose behalf the Designee ultimately acts.

Additionally, through my execution below, I assert that I have the authority to enter into binding agreements on behalf of this Designee.

Signature

Print Name

Title

Company

Date

2



Acknowledge business relationship with their AV

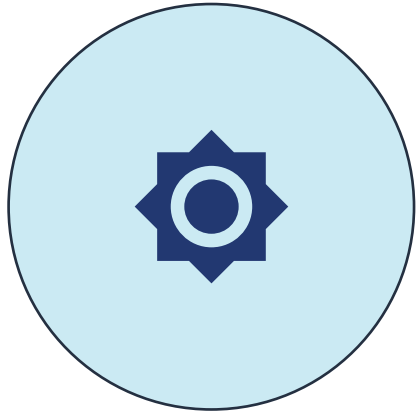


Identify categories of the consumer-facing services provided



Submit an annual MES Compliance Plan (exception: EEC Designees)

Ongoing Program Requirements for Designees



- Designee Renewal
- MES Compliance Plan
- MES Compliance Mid-Year Report
- MES Compliance End of Year Report

Equity Eligible Contractors Category Overview





Equity Eligible Contractors (EECs)

- Illinois Shines created a category for Approved Vendors and Designees defined as "a business that is majority-owned by **equity eligible persons (EEPs)**, or a nonprofit or cooperative that is majority-governed by eligible persons, or is a natural person that is an eligible person offering personal services as an independent contractor." ([p.16 of Program Guidebook](#))
- Equity Eligible Person:
 - a) people who graduated from or are current or former participants in the Clean Jobs Workforce Network Program, the Clean Energy Contractor Incubator Program, the Illinois Climate Works Preapprenticeship Program, Returning Residents Clean Jobs Training Program, or the Clean Energy Primes Contractor Accelerator Program, and the solar training pipeline and multi-cultural jobs program created in paragraphs (a)(1) and (a)(3) of Section 16-108.21 of the Public Utilities Act;
 - b) people who are graduates of or currently enrolled in the foster care system;
 - c) people who were formerly incarcerated
 - d) people whose primary residence is in an equity investment eligible community (<https://www.illinoissfa.com/environmental-justice-communities/>)
- EEPs may register in the [Energy Workforce Equity Portal](#). If they are not listed on the portal, EEPs must provide evidence of the criterion they are meeting to determine eligibility.



How to Register as an EEC

1. Register as an Approved Vendor or Designee
2. Visit the [Become an Equity Eligible Contractor \(EEC\) or Designee page](#) located on the Illinois Shines website and download EEC attestation form
3. Complete and Submit the EEC Attestation
 - The Program Administrator may ask for additional documentation showing proof of eligibility
4. Check your email frequently and respond to any follow up requests from the Program Administrator during your application review
 - The application review takes approximately two weeks



CERTIFICATION OF QUALIFICATION FOR EQUITY ELIGIBLE CONTRACTOR STATUS

Name: _____ Date: ____/____/____

Organization/Entity: _____

Please select the option that best describes your association with the organization/entity:

<input type="checkbox"/> Sole Owner	<input type="checkbox"/> Shareholder
<input type="checkbox"/> Joint Owner or Partner	<input type="checkbox"/> Board member
<input type="checkbox"/> Independent contractor offering professional services	


This certification will be used to determine the whether the above-listed individual, organization, or entity qualifies as an equity eligible contractor under Section 1-10 of the Illinois Power Agency Act (20 ILCS 3855/1-10) as amended by Public Act 102-0662. Under this provision, a business that is majority-owned by eligible persons or a non-profit or cooperative organization that is majority-governed by eligible persons qualifies as an equity eligible contractor. Persons identifying as one of the following qualify as an eligible person offering personal services as an independent contractor.

By checking a box and signing below, you certify that the information provided is true and complete and that you understand that this document will be used for state government purposes. Please select the category for which you qualify:

- ☐ I have graduated from or am a current or former participant in the Clean Jobs Workforce Network Program, the Clean Energy Contractor Incubator Program, the Illinois Climate Works Pre-apprenticeship Program, Returning Residents Clean Jobs Training Program, or the Clean Energy Primes Contractor Accelerator Program, and the solar training pipeline and multi-cultural jobs program created in paragraphs (a)(1) and (a)(3) of Section 16-108.21 of the Public Utilities Act.
- ☐ I am a graduate of or am currently enrolled in the foster care system.
- ☐ I have been convicted of a crime and was incarcerated for that conviction.
- ☐ My primary residence is located in an equity investment eligible community, as defined by Section 1-10 of the Illinois Power Agency Act (20 ILCS 3855/1-10) and amended by Public Act 102-0662.

Illinois Shines
(877) 783-1820 | admin@illinoisshines.com
www.illinoisshines.com

Illinois Shines is a state-administered solar incentive program developed and managed by the Illinois Power Agency and administered through its third-party Program Administrator, Energy Solutions.



If you would like the Illinois Power Agency to treat this attestation and the information therein as confidential, please check the box below.

☐ Please keep the information attested to above confidential and do not release it without my written permission.

I certify that I have personal knowledge of the above information and that it is true and correct.

Printed Name: _____

Signature: _____ Date ____/____/____

TO BE COMPLETED BY THE APPROVED VENDOR

As the applying Approved Vendor seeking certification as an equity eligible contractor, I attest to understanding that this information will be used for state government purposes and that knowingly providing false or misleading information may result in denial of the application or other consequences, including possible Program disciplinary action against an applicant Approved Vendor.

Printed Name: _____

Authorized Vendor Signature: _____

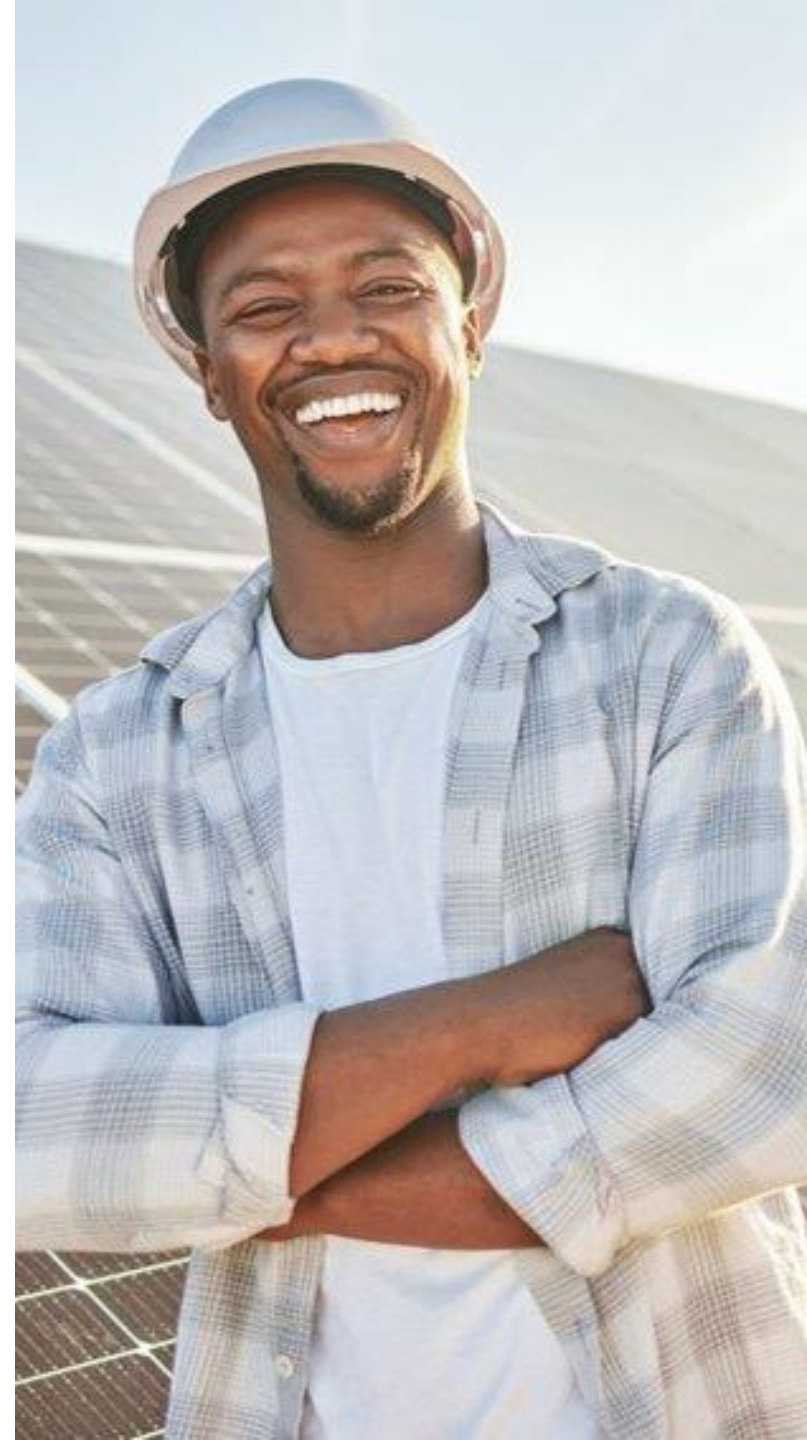
Date: ____/____/____

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Abilities and Benefits of Being an EEC

1. EEC Category
2. Scoring Points in the Community Solar Category
3. Advance of Capital
4. Priority Reallocation
5. Program Support
6. Waived from meeting Minimum Equity Standards



Minimum Equity Standards



MES Compliance Plan Requirements

Beginning in Program Year 2023-24, each participating Approved Vendor and Designee must meet a required minimum percentage of their project workforce that includes Equity Eligible Persons, with this required percentage increasing to 30% by 2030.* The MES requirement for the 2023-24 Program year is 10% EEPs for an entity's workforce.

MES Compliance Plans must include:

1. A statement of intent to comply for the given Program Year and hire a diverse project workforce, with a narrative description of how the applicant will meet these commitments.
2. Projected number of workers and the demographic breakdown by race, gender, and participation in job training or workforce development programs, or other means of compliance with the standard for Equity Eligible Persons.
3. Plans for the use of Equity Eligible Contractors, if applicable.
4. Applicant classification (i.e., Minority-owned, Woman-owned, Disabled-owned, Veteran-owned, Small Business, etc.), if applicable.
5. Communication plan for local outreach to increase the utilization of Equity Eligible Persons and Equity Eligible Contractors.

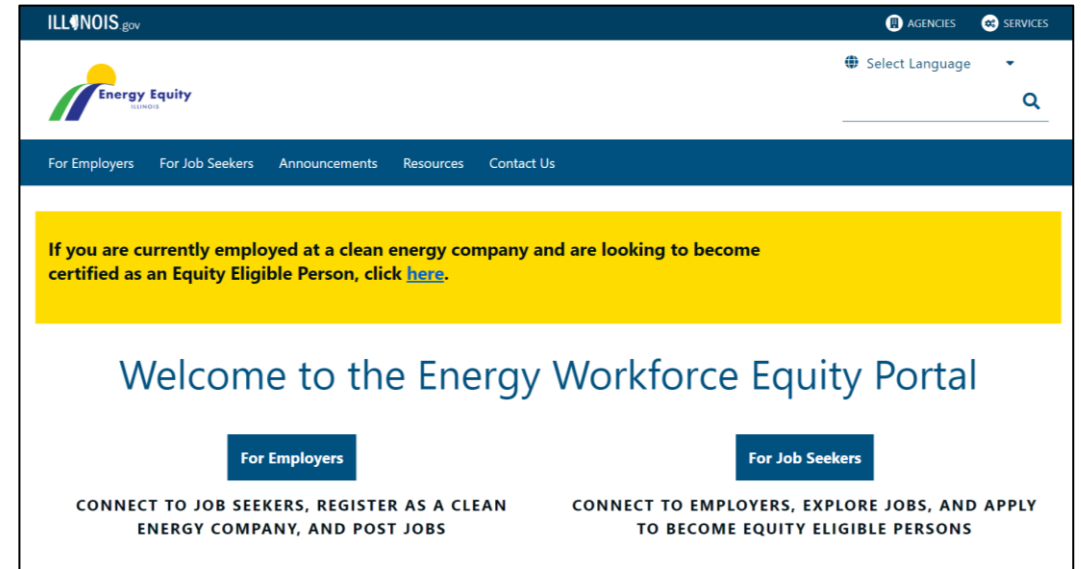
Energy Workforce Equity Portal

<https://energyequity.illinois.gov/>

Managed by the IPA and designed to help connect clean energy companies with Equity Eligible Persons (EEP) looking to work in the clean energy sector in Illinois.

The Energy Workforce Equity Portal can be used in two ways:

- **For Employers:**
 - For hiring EEPs to meet the MES
 - Post job opportunities accessible to EEPs
- **For Job Seekers:**
 - For applying to jobs as an EEP
 - Register as an EEP and apply to jobs with AVs



Project Application Process



Project Application Timeline

1

Customer
Disclosure Form

2

Customer Contract

3

Part I
Application Submitted

4

Batch Submitted
& Approved

5

REC Contract
Executed

6

Project Installed
& Energized

7

GATS/M-RETS
Registration Submitted
& Approved

8

Part II Application
Submitted & Approved

9

Payment issued to
Vendor/Ongoing
Requirements

Program Support

Consumer Protection

- The Consumer Protection team investigates consumer complaints and other potential Program violations and enforces requirements laid out in the [Consumer Protection Handbook](#) and [Program Guidebook](#). Approved Vendors and Designees may be issued warnings or suspended from program participation due to violations of the Consumer Protection Handbook policies.

Customer Support Team

- The call center that responds to customer, Approved Vendor, and Designee inquiries.

Sector Strategists

- Each Program category has a corresponding Sector Strategist who is assigned to and works closely with Approved Vendors (AV) to increase the participation of AVs and EECs. Sector support can include:
 - Provide resources to understand and adhere to Program rules
 - Facilitate technical support
 - Solicit sector-specific insights and feedback
 - Explain the Equity Accountability System and the Minimum Equity Standard



Program Support

- 1. 1-on1 Check-Ins**
- 2. AV Roundtables**
- 3. Mentorship Program**
- 4. Program Resources**

- [Become an AV or Designee](#)
- [Vendor FAQs](#)
- [Program Guidebook \(PY 2023-2024\)](#)
- [Consumer Protection Handbook \(PY 2023-2024\)](#)
- [REC Prices Spreadsheet](#)
- [REC Payments Calculator](#)
- [Program announcements](#)

- 5. Program-Wide Contacts**

- admin@IllinoisShines.com
- (877) 783-1820



Questions?

**For Further Comments, Questions,
and Discussion – Please contact:**

Ola Tomaszewski

Outreach Coordinator

admin@illinoisshines.com

**104 S. Michigan Ave., Suite 725
Chicago, IL 60603**



Illinois Shines

Renewable Energy Contractor Clinic Chicago Urban League

January 23rd, 2024



Renewable Energy Evolution (REE)

REE helps investors successfully implement solar projects through expert development, project management and navigation of utility programs and policies.

Over 30 years of experience in Renewables, with over 10MW of Solar Successfully Developed in the Upper Midwest.



Brian Maillet, CEO



Anson Moran, VP of Operations



Greg Swanson, VP of Solar Development

Photovoltaic Solar Resource

The United States of America, Spain and Germany



Annual average solar insolation data are for a solar collector oriented toward the south with a fixed tilt.

The data for Hawaii and the 48 contiguous states are derived from a model developed at NREL using geostationary weather satellite data for the period 1980-1990.

The data for Mexico are derived from a 40-year satellite and surface cloud cover database for the period 1950-1990 (1950-1960).

The data for Germany and Spain were supplied from the Joint Research Center of the European Commission and is the yearly mean of global insolation on an optimally inclined surface for the period 1980-1990.

States and countries are shown to scale, except Alaska.

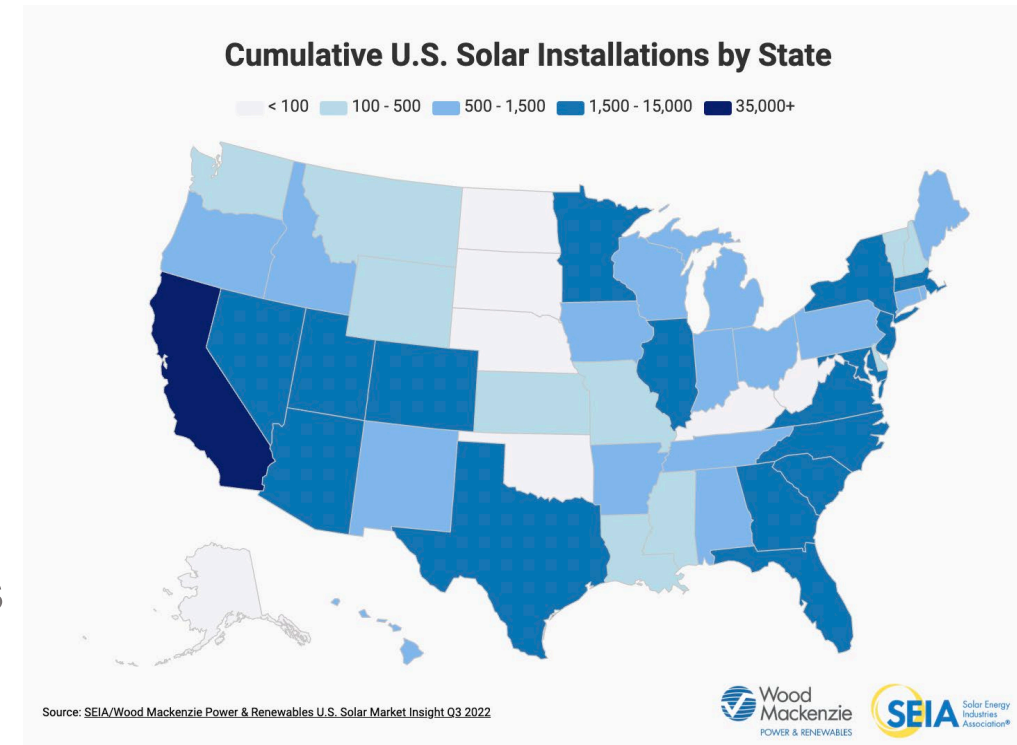


NREL, Inc. 2000

Solar Energy Growth

Illinois

- In 2022 Illinois ranked 8th in the U.S. for new solar energy installation.
- Over 2,200MW of solar energy have already been installed so far in 2023 (Enough to power over 600,000 homes).
- Illinois is projected to be in the top 10 of states for solar energy installed over the next 5 years
- Solar Energy in Illinois will continue to grow for many years because of the federal Inflation Reduction Act (IRA) and Clean Energy Jobs Act (CEJA) in Illinois.



Approved Vendor (AV)

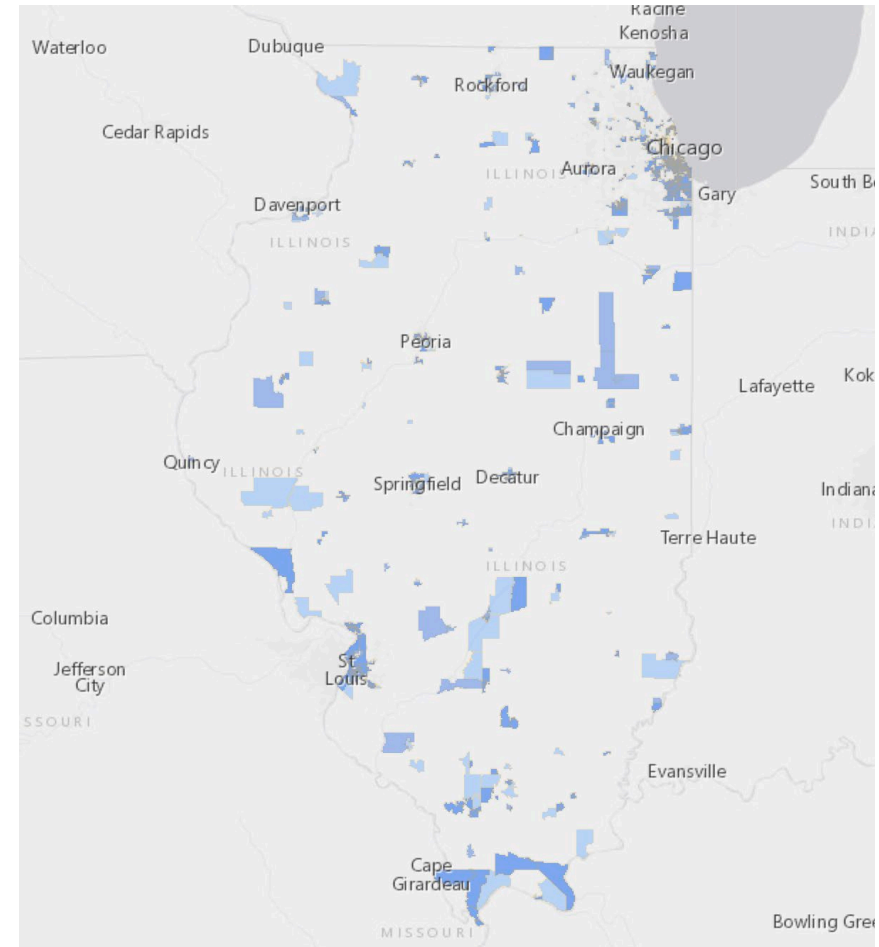
REE is a certified Approved Vendor (AV) for the Illinois Adjustable Block Program (ABP) and Illinois Solar for All (ILSFA) Program. Both require monthly reporting requirements and annual certifications.

REE is proud to have assisted schools, non-profits, local governments and small businesses and manufacturers in these programs. We are Trusted Advisors to these clients advising them for years after the solar array is operational.



REE ILSFA APPROACH

- Solar array located in a designated Qualified Income Eligible or Environmental Justice Community
- Off-taker pays no money for installation of the array
- Off-taker must save at least 50% off the cost off the energy generated by the solar array
- Illinois incentives are highest among all solar programs in the United States
- REE focus is delivering ILSFA projects to these Communities through our internal knowledge and external Channel Partners



Map of Qualified Income Eligible Communities

REE ILSFA AV Projects

Operational

Chicago Urban League – Chicago (213kw Carport/Rooftop, roof repaired)

Plant Chicago – Chicago (16kw Rooftop, with new roof)

Sai Temple – Chicago (32kw Rooftop, with new roof)

GAIA – Chicago (13kw Rooftop, with roof repairs)

Taylorville Water Treatment Plant – Taylorville (400kw Ground Mount)

Pontiac Towers – Pontiac (350kw Ground Mount and Rooftop, roof repaired)

Collinsville Community Unit School District #10 – Collinsville (1,300kw Carport and two Ground Mounts)

YMCA Canton – Canton (210kw Ground Mount)

In Progress

Southwest Organizing Project – Chicago (~12kw, roof repairs in progress)

Mah Tovv Temple – Chicago (~35kw Rooftop, existing new roof)

University Church – Chicago (~26kw Rooftop, existing new roof)

Warren County YMCA – Monmouth (~200kw Rooftop, existing new roof)

Springfield YMCA- Springfield (~200kw, Rooftop, existing new roof)

Charleston Wastewater Treatment Plant – Charleston (~1,300kw Ground Mount)

Kankakee Community College – Kankakee (~960kw Ground Mount)



Chicago Urban League Rooftop and Carport Solar Arrays

Project Characteristics

- 213 kWdc Carport and Rooftop Array
- Solar Array and Rooftop Repairs completed by Third Party Financier (Sunlarge Industries)
- Produces 60% of the CUL's electricity usage
- Approximate Annual Electricity Savings of \$10,000
- Donation of System to CUL after Year 6





IMPORTANT CONSIDERATIONS

- Utilizing green space for ground mount solar
- Accessibility, higher number of stories, lower return
- Roof should generally be less than 10 years old and in good condition
- Where are the building meter(s) located?
- What is the current electricity cost?
- What is the desired outcome?

Knowledge Gained

- Capital expenditure (CAPEX) for a 100kw rooftop system ranges from **\$250,000 to \$300,000**
- Carports are very expensive, CUL CAPEX **>\$700,000**
- **12-18 month** Sales Cycle
- Local qualified experts to complete construction
- Direct Purchase Return on Investment can be within ROI within **3 years of operation**
- Under a PPA, no cost to off taker, and potential to **donate after 6 years**
- PPA/Donation Model allows for ownership early in the 25 year lifecycle of the system (**Energy Sovereignty**)
- Typically most systems have corrections within the **first year of start-up**
- REE is the Program Approved Vendor for **15 years** as required by Illinois State Rule
- Utilization of Collateral at end of **15 Year Program**



Questions?