A high-angle photograph of two technicians in blue work uniforms and hard hats (one white, one yellow) crouching on a roof covered in solar panels. One technician holds a tablet. A drone is visible in the upper right corner. The scene is brightly lit, suggesting a sunny day.

# Renewable Energy Contractor Clinic

Hosted by HIRE360



A blue-tinted photograph of two construction workers wearing hard hats and safety gear, crouching on a roof covered in solar panels. They are looking at a tablet held by one of the workers. A drone is visible in the upper right corner of the frame. The text 'HIRE360' and 'Welcome' is overlaid in white on the image.

# HIRE360

## Welcome

A high-angle, blue-tinted photograph of two construction workers wearing hard hats and safety gear, crouching on a roof covered in solar panels. They are looking at a tablet held by one of the workers. The solar panels are arranged in a grid pattern, and their reflection is visible on the glossy surface of the panels in the foreground.

# Illinois Shines



# Illinois Shines Program

Presented by Illinois Shines  
Program Administrator





# Agenda

## Illinois Shines Overview

**1**

- REC Contracts
  - Program Categories
  - Annual Block Structure
  - Types of Program Participants
- 

**2**

## Approved Vendor Application and Ongoing Program Requirements

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**3**

## Designee Registration and Ongoing Program Requirements

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**4**

## Equity Eligible Contractor

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**5**

## Minimum Equity Standard (MES)

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**6**

## REC Payments Calculator

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**7**

## Program Support and Resources

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**8**

## Questions

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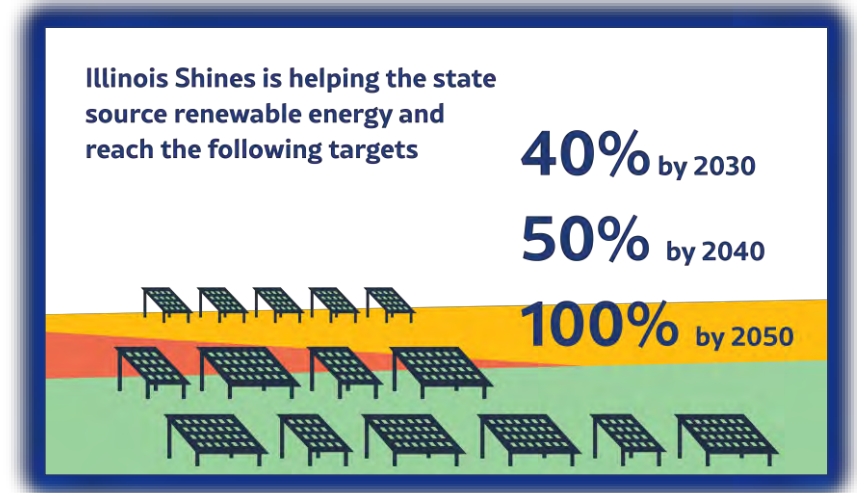
# Illinois Shines Overview



# 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 may 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?



**1 REC**

=



**1 MWh of  
renewable  
energy**

Illinois Shines is based on the purchase and retirement of Renewable Energy Credits (RECs).

A REC is a non-tangible commodity that represents rights to the renewable aspects of the energy produced, including solar energy.

RECs are used to track and promote the use of renewable energy.

RECs are assigned a monetary value to incentivize the development of renewable generation.





# Project Categories

The Program created separate project categories targeting the needs of developers and Illinois residents and businesses. Current Project Categories include:

<b>Small Distributed Generation:</b>	Projects up to and including 25 kW in size suited for homeowners and small businesses.
<b>Large Distributed Generation:</b>	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.
<b>Traditional Community Solar:</b>	Projects up to 5 MW in size targeting those who are unable to host a project on their property.
<b>Community-Driven Community Solar:</b>	Projects up to 5 MW for which development is driven by the members of the community the project will serve.
<b>Equity Eligible Contractors (EEC):</b>	Projects submitted by an EEC Approved Vendors certified by the Program. Can be either Small or Large Distributed Generation or Community solar.
<b>Public Schools:</b>	Any solar project, whether Small or Large Distributed Generation, or Community Solar project that serves a public school in Illinois.



# Program Year 2024-25 Block Structure

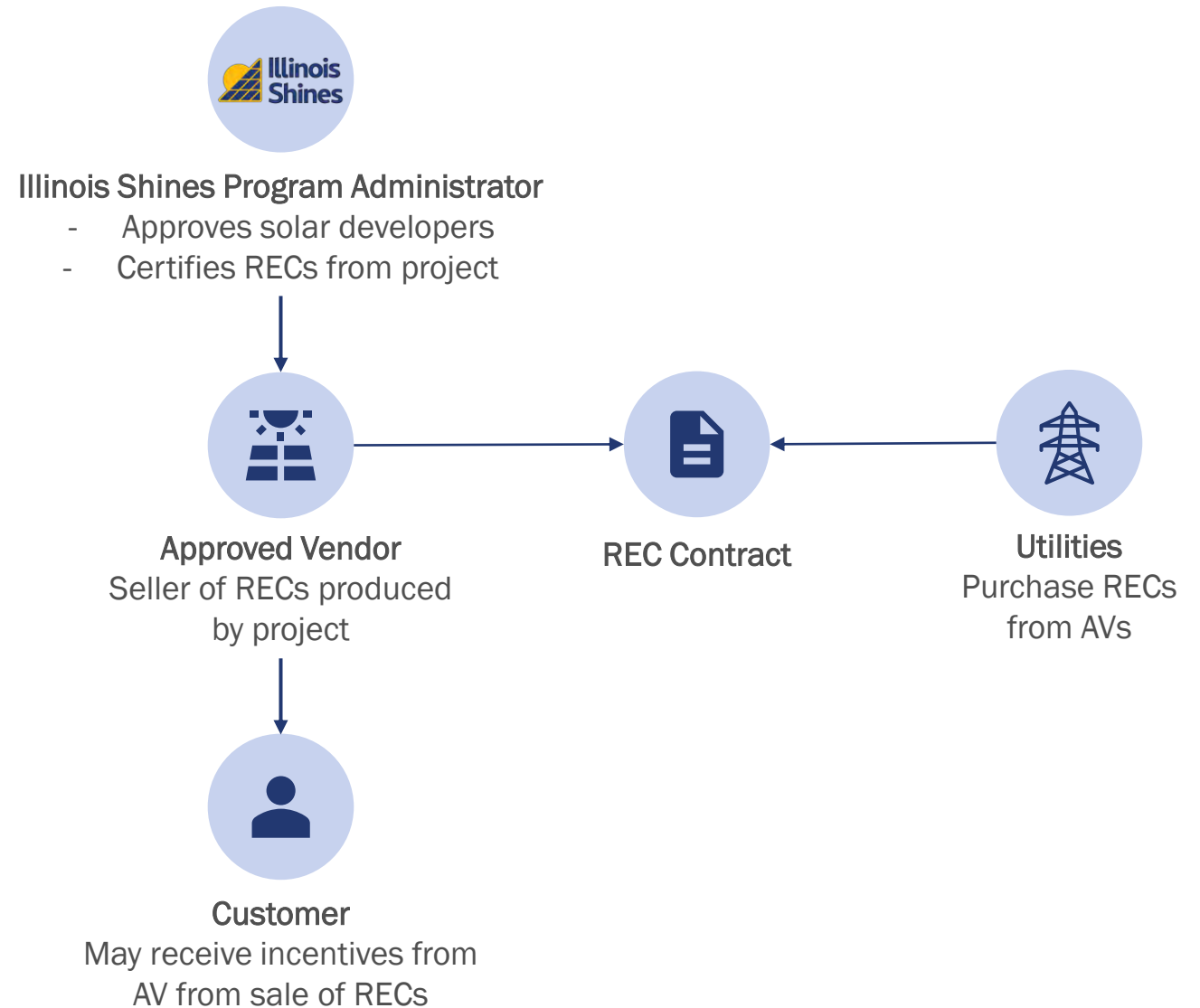
Category	Allocation	Group A (MW)	Group B (MW)	Statewide Allocation
Small Distributed Generation	18%	-	-	142
Large Distributed Generation	18%	-	-	142
Traditional Community Solar	27%	64	149	-
Community-Driven Community Solar	4%	11	25	-
Public Schools	13%	-	-	107
Equity Eligible Contractor	20%	48	112	-
Total	100%	123	286	391



# REC Contracts

All Program approved projects will have a REC Contract associated with them. The contractual parties are the Approved Vendor (AV, seller of RECs) and the Utility (buyer of RECs).

The contract facilitates the transfer of RECs from the AV to the utility, and incentive payments from the utility to the AV.



# REC Contracts - Continued

## REC Contract Length and Payments

- REC delivery contracts can be 15 or 20 years depending on the project category.
- Incentive payments will be made to Approved Vendors quarterly based on the amount of energy generated (measured in the number of RECs) by the photovoltaic (PV) system during a given quarter.

Contract	Delivery Term	Category	Payment Structure
2019 REC Delivery Contract	15 years	Small DG	100% upfront payment at Energization
		Large DG	20% upfront payment at Energization and the remainder ratably over 4 years
		Traditional CS	
2021 15-Year REC Delivery Contract	15 years	Small DG	100% upfront payment at Energization
		Large DG on waitlist	20% upfront payment at Energization and the remainder ratably over 4 years
		Large DG not on waitlist	15% upfront payment at Energization and the remainder ratably over 6 years
		Community-Driven CS	
2021 20-Year REC Delivery Contract	20 years	Traditional Community Solar	Pay-as-deliver: <ul style="list-style-type: none"> <li>• If CS (Traditional or on Public Schools) adjust biannually based on subscription info in bi-annual reports</li> <li>• If DG on Public Schools, no biannual adjustment</li> </ul>
		DG or CS on Public Schools	
2022 & 2024 15-Year REC Delivery Contract	15 years	Small DG	100% upfront payment at Energization
		Large DG	15% upfront payment at Energization and the remainder ratably over 6 years
		Community-Driven CS	15% upfront payment at Energization and the remainder ratably over 6 years
2022 & 2024 20-Year REC Delivery Contract	20 years	Traditional Community Solar	Pay-as-deliver: <ul style="list-style-type: none"> <li>• If CS (Traditional or on Public Schools) adjust biannually based on subscription info in bi-annual reports</li> <li>• If DG on Public Schools, no biannual adjustment</li> </ul>
		DG or CS on Public Schools	



# 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 (EEC)

- 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."
- **EEC Subcontractor Category:** created for entities that qualify as an EEC but do not yet have a relationship with an Approved Vendor and/or do not have a customer-facing role that would qualify them as a Designee.





# Approved Vendor Application and Ongoing Program Requirements



# Approved Vendor (AV) Registration

Prospective AVs must first submit an Approved Vendor application form

- Microsoft Form that asks for contact information, company background, vendor classification and project types, legal and regulatory information.

Required Supplemental Documents for AV Registration (submitted via email to [admin@illinoisshines.com](mailto:admin@illinoisshines.com)):

- 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 Distributed Generation (DG) Installer.
- A representative sample of your company's marketing resources (if applicable).

Review process is approximately 4-6 weeks

The Approved Vendor application form can be found on the Become an AV or Designee page of the Illinois Shines website: [illinoisshines.com/become-an-av-or-designee](https://illinoisshines.com/become-an-av-or-designee)

Supplemental Documents must be emailed to [admin@illinoisshines.com](mailto:admin@illinoisshines.com)



# Requirements for AVs

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



Community Solar Subscriber Verification



Project Inspections

## Requirements:

- Bi-Annual Report
- Annual Report
- Approved Vendor Renewal
- Designee Management Plan

## Requirements:

- Minimum Equity Stands (MES) Compliance Plan
- MES Compliance Mid-Year Report
- MES Compliance End of Year Report







## Designee Registration and Ongoing Program Requirements



# Designee Types



**Disclosure Form Designee:** An entity that the Approved Vendor has designated who is permitted to generate Disclosure Forms on behalf of the Approved Vendor.



**Community Solar Subscriber Agent Designee:** 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 Designee:** 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 Designee:** An entity that the Approved Vendor or Designee has designated to install systems on behalf of the Approved Vendor or Designee.


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Designees of Designees are called Nested Designees.

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



# Requirements Upon Registration as a Designee

 **Illinois Shines**

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)



Submit an Illinois Secretary of State Statement of Good Standing dated within the past 12 months

# Ongoing Program Requirements for Designees

- Designee Renewal
- MES Compliance Plan
- MES Compliance Mid-Year Report
- MES Compliance End of Year Report
- Maintain Certificate of Good Standing with the Illinois Secretary of State







# Equity Eligible Contractors Category Overview

# Equity Eligible Contractors (EECs)



An Equity Eligible Contractor is "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." ([Section 1 of the 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 ([energyequity.illinois.gov/resources/equity-investment-eligible-community-map.html](https://energyequity.illinois.gov/resources/equity-investment-eligible-community-map.html))
- 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.



# Qualifying FEJA/CEJA Training Programs



## Clean Jobs Workforce Network Program

- Chicago Cook Workforce Partnership, Joliet Junior College, College of Lake County, Chicago Cook Workforce Partnership, Safer Foundation, The Workforce Connection, Parkland College, Community College District 536 (Lewis and Clark), 548 Foundation, College of DuPage, and Richland Community College

## Climate Works Pre-Apprenticeship Program:

- 548 Foundation and Hire 360

## Energy Transition Navigator Program:

- Chicago Urban League, Community Assistance Program, Goodwill Industries of Northern IL, North Lawndale Employment Network, Central States SER, The Community Works Inc. NFP, Goodwill Industries of Metropolitan Chicago, Heaven's View Community Development Corporation, Vermilion Advantage, NFP, Carbondale Branch NAACP, The Community Foundation of Macon County, and Senior Services Plus

## Solar Pipeline Training Program:

- Elevate, Illinois Central College, OAI, Inc. and Safer Foundation

## Multi-Cultural Job Training Program:

- ASPIRA, Inc of Illinois (ASPIRA), Austin Peoples Action Center (APAC), Chatham Business Association Small Business Development, Inc (Chatham Business Association), Chicago Urban League, Hispanic American Construction Industry Association (HACIA), and National Latino Education Institute (NLEI).



Equity Eligible  
Contractor

# Three Ways to Participate in the Program as an EEC:

## 1. EEC Approved Vendors (AVs)

- Are able to submit applications into a separate, reserved block of project capacity available only to EEC Approved Vendors
- May request an Advance of Capital to the lesser of \$750,000 or 50% of the REC contract value per project
- Are exempt from meeting the Minimum Equity Standard

## 2. EEC Designees

## 3. EEC Subcontractors

- May utilize their EEC status to appeal to interested customers or Approved Vendors that wish to partner with EECS
- Contribute additional points toward projects in the Traditional Community Solar and Community-Driven Community Solar categories (thus increasing the chance of moving forward and obtaining a REC contract)
- Are exempt from meeting the Minimum Equity





# EEC Subcontractor Designation

- Intended for businesses that qualify as an EEC and seek to participate in the Program but do not have a relationship with an AV or Designee and/or do not have a customer-facing role.
- EEC Subcontractors must work with an AV or Designee to participate in the Program but may register prior to establishing such relationships.
  - Any EEC Subcontractor that intends to interact with end-use customers on behalf of an AV must register as a Designee before acting in that capacity.
- AVs working with EEC Subcontractors can score points for Traditional Community Solar and Community-Driven Community Solar projects.
- EEC Subcontractors must re-certify as an EEC each year.



Equity Eligible  
Contractor





**Illinois Shines**



**IPA**  
ILLINOIS POWER AGENCY

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

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**Illinois Shines**



**IPA**  
ILLINOIS POWER AGENCY

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**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:

☐ Sole Owner

☐ Joint Owner or Partner

☐ Independent contractor offering professional services

☐ Shareholder

☐ Board member

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 multicultural 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](mailto:admin@illinoisshines.com)

[www.illinoisshines.com](http://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.

## EEC Attestation



# Abilities and Benefits of Being an EEC

## EEC Approved Vendors

- Access to capacity in EEC Category
- Advance of Capital
  - Up to 50% of contract value may be advanced to an EEC-certified Approved Vendor
- Priority Reallocation for Waitlisted Projects
- Additional Program Support
- In compliance with Minimum Equity Standards (MES)
  - Since EECs are considered already meeting MES, they are not required to submit MES Compliance Plans or Mid-Year Reports

## EEC Designees and Subcontractors

- Scoring points for projects submitted to the Traditional Community Solar Category
- Additional Program Support
- In Compliance with Minimum Equity Standards (MES)



Equity Eligible  
Contractor



# Advance of Capital

EEC Approved Vendors can request an advance of up to 50% of the REC Contract value for projects submitted to the EEC category prior to Energization. Requests for Advance of Capital will be capped to the lesser of \$750,000 or 50% of the REC Contract value per project.

- Intended to reduce financial barriers.
- Requested during Part I of the project application process.
  - Must provide information outlined in [Advance of Capital Evaluation Criteria](#).
  - Reviewed by IPA. When approved, IPA sends written notice of approval.
  - EEC Approved Vendor will invoice the Buyer (utility) for the amount approved no later than the tenth day of the month after the written approval is sent from the IPA to the Approved Vendor.



Equity Eligible  
Contractor





# Mentorship Program

The Mentorship Program provides Approved Vendors and Designees, with training and presentations covering Program processes and requirements. It also facilitates opportunities to network with other market stakeholders.

- 8-week Program offered annually to all Program participants.
- Registration to participate in the 2024-25 mentee cohort will begin in November 2024.
- Links to 2023-24 Mentorship Pilot Program recordings can be found on the [Illinois Shines Mentorship Program](#) page.



Equity Eligible  
Contractor





## Minimum Equity Standard (MES)



# MES Year-End Report

Participating Approved Vendor and Designee are required to employ a minimum percentage of Equity Eligible Persons in their Illinois Shines project workforce. The MES requirement for the 2023-24 Program Year is 10% EEPs for an entity's workforce, with this required percentage increasing to 30% by 2030 for all Program participants.



## MES Compliance Plan

- Due at the beginning of each Program Year on June 1. The Compliance Plan reflects how the Approved Vendor or Designee plans to achieve compliance with the MES percentage for work completed in the upcoming Program Year.



## MES Mid-Year Report

- Halfway through the Program Year in December, each Approved Vendor and Designee must respond to a written inquiry from the Agency or Program Administrator, by submitting a Mid-Year report confirming that they are on track with meeting with MES requirements for that Program Year.



## MES End-Year Report

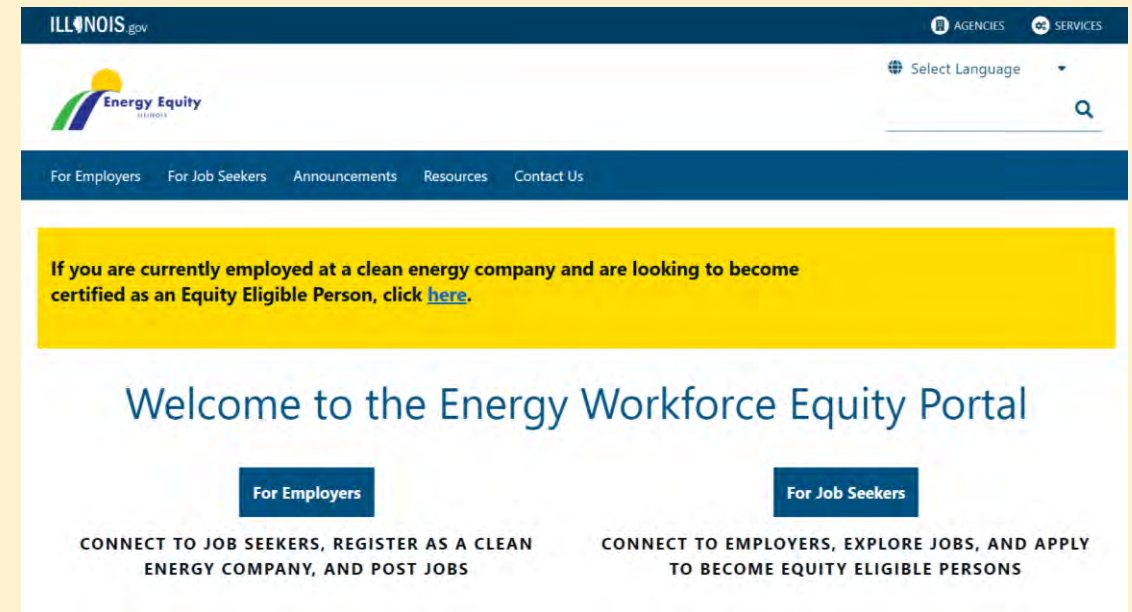
- Within 45 days after the end of the Program Year, on July 15, each Approved Vendor or Designee must submit a Year-End Report. The Year-End Report will confirm or update information from the original Compliance Plan including data on actual performance.

# Energy Workforce Equity Portal

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. Approved Vendors and Designees are encouraged to register their EEPs in the Energy Workforce Equity Portal for MES reporting and compliance.

The Energy Workforce Equity Portal can be used:

- For Employers:
  - Identify candidates to hire as EEPs to meet the MES
  - Post job opportunities accessible to EEPs
- For Job Seekers:
  - Become certified as an EEP
  - Connect to employers, explore jobs, apply to positions for employers that are seeking EEPs



[energyequity.illinois.gov](https://energyequity.illinois.gov)





## REC Payments Calculator

# REC Payments Calculator

Tool created to calculate the estimated value for specific projects for Disclosure Form submission.

- This is available in the Portal, but can be found here: [illinoisshines.com/program-documents](http://illinoisshines.com/program-documents) under "REC Prices".

The formula for calculating the total REC payment of an energized system under a 15-year REC Delivery Contract is as follows:

System (inverter) size in MW AC x approved capacity factor x 365 days/year x 24 hours/day x 15 years x 1 REC/MWh x \$/REC.



Enter First Year Production Here (kWh)

8,400,000

Total Production Over 15 Year Contract Term (MWh)

121,684

Total Production Over 20 Year Contract Term (MWh)

160,254

Degradation

0.50%

ENTER your project information in the fields with the **GREEN** headings to generate REC Payment estimates. Copy/paste relevant values to complete Disclosure Forms for Distributed Generation and Public School Projects

\* Degradation is assumed at 0.5%  
\* First Year Production should be entered as kWh AC

Your Estimated REC payment is calculated below

Distributed Generation			Public Schools		
	Group A	Group B		Group A	Group B
≤ 10 kW	\$ 8,969,369	\$ 10,205,758	≤ 25 kW	\$ 12,366,024	\$ 14,931,337
> 10 - 25 kW	\$ 7,730,822	\$ 9,434,699	> 25 - 100 kW	\$ 10,988,041	\$ 13,615,662
> 25 - 100 kW	\$ 6,800,481	\$ 8,545,475	> 100 - 200 kW	\$ 10,546,976	\$ 12,324,479
> 100 - 200 kW	\$ 6,525,495	\$ 7,707,045	> 200 - 500 kW	\$ 9,250,424	\$ 10,717,323
> 200 - 500 kW	\$ 5,667,920	\$ 6,644,336	> 500 - 2000 kW	\$ 8,735,269	\$ 9,781,707
> 500 - 2000 kW	\$ 5,326,612	\$ 6,022,195	> 2000 - 5000 kW	\$ 6,754,964	\$ 7,490,693
> 2000 - 5000 kW	\$ 4,019,124	\$ 4,508,942			

\* based on 15 year contract term

\* based on 20 year contract term

Distributed Generation			Public Schools		
	Group A	Group B		Group A	Group B
≤ 10 kW	\$ 73.71	\$ 83.87	≤ 25 kW	\$ 77.17	\$ 93.17
> 10 - 25 kW	\$ 63.53	\$ 77.53	> 25 - 100 kW	\$ 68.57	\$ 84.96
> 25 - 100 kW	\$ 55.89	\$ 70.23	> 100 - 200 kW	\$ 65.81	\$ 76.91
> 100 - 200 kW	\$ 53.63	\$ 63.34	> 200 - 500 kW	\$ 57.72	\$ 66.88
> 200 - 500 kW	\$ 46.58	\$ 54.60	> 500 - 2000 kW	\$ 54.51	\$ 61.04
> 500 - 2000 kW	\$ 43.77	\$ 49.49	> 2000 - 5000 kW	\$ 42.15	\$ 46.74
> 2000 - 5000 kW	\$ 33.03	\$ 37.05			





## Additional Resources and Program Support



# 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 Program policies.



## Customer Support Team

- Team that responds to customer, Approved Vendor, and Designee inquiries via phone or email.



## Mentorship Program

- Eight-week Program presentation series with a goal of providing less experienced AVs with Program knowledge and skills to successfully participate.



## Sector Strategists

- Each Program category has a corresponding Sector Strategist who is assigned to and works closely with Approved Vendors to increase the participation of Approved Vendors 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



## Office Hours

- Hosted each week from 10:00 to 11:00 AM CST

# Program Support and Resources

- 1-on-1 Check-Ins
- AV Roundtables
- Mentorship Program
- Program Resources
  - [Become an AV or Designee](#)
  - [Vendor FAQs](#)
  - [Program Guidebook \(PY 2024-2025\)](#)
  - [Consumer Protection Handbook \(PY 2024-2025\)](#)
  - [REC Prices Spreadsheet](#)
  - [REC Payments Calculator](#)
  - [Program announcements](#)
- Program-Wide Contacts
  - [admin@IllinoisShines.com](mailto:admin@IllinoisShines.com)
  - (877) 783-1820
  - [Illinoisshines.com](http://Illinoisshines.com)







Questions



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

**Ola Tomaszewski**

**Illinois Shines Program Associate**

**[admin@illinoisshines.com](mailto:admin@illinoisshines.com)**

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



The background is a dark blue gradient with a subtle grid pattern. Several rectangular blocks of varying shades of blue are arranged in a staggered, overlapping fashion, creating a sense of depth and architectural structure.

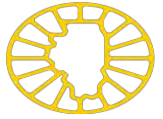
# Lunch Break



A background image showing two solar installers wearing hard hats and safety gear, kneeling on a roof covered with solar panels. They are looking at a tablet together. The image is dimmed to serve as a background for the text.

# **Illinois Solar For All (ILSFA)**





**Illinois Solar for All**

# Illinois Solar for All Program

10/21/2024

# Agenda

- ILSFA overview
  - Sub-programs
  - Benefits
- Approved Vendor Role
- AV Requirements & Registration
- Program 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
- ILSFA provides incentives to bring solar to income-eligible households and non-profit and public facilities
- Approved Vendors (solar companies) drive projects



# ILSFA Project Types: Residential Solar

- **Single-family homes**

Must have an income of 80% or less of the Area Median Income (AMI). Landlords can apply for single-family homes they own if tenants are income-eligible.

- **Two to Four Units**

At least two units must be occupied by households with incomes of 80% or less of the AMI.

- **Five units or larger**

At least half of units must be occupied by households with incomes of 80% or less of the AMI.



# ILSFA Project Types: Non-Profit/Public Facilities

Organizations must meet all of the below criteria to be eligible for Illinois Solar for All:

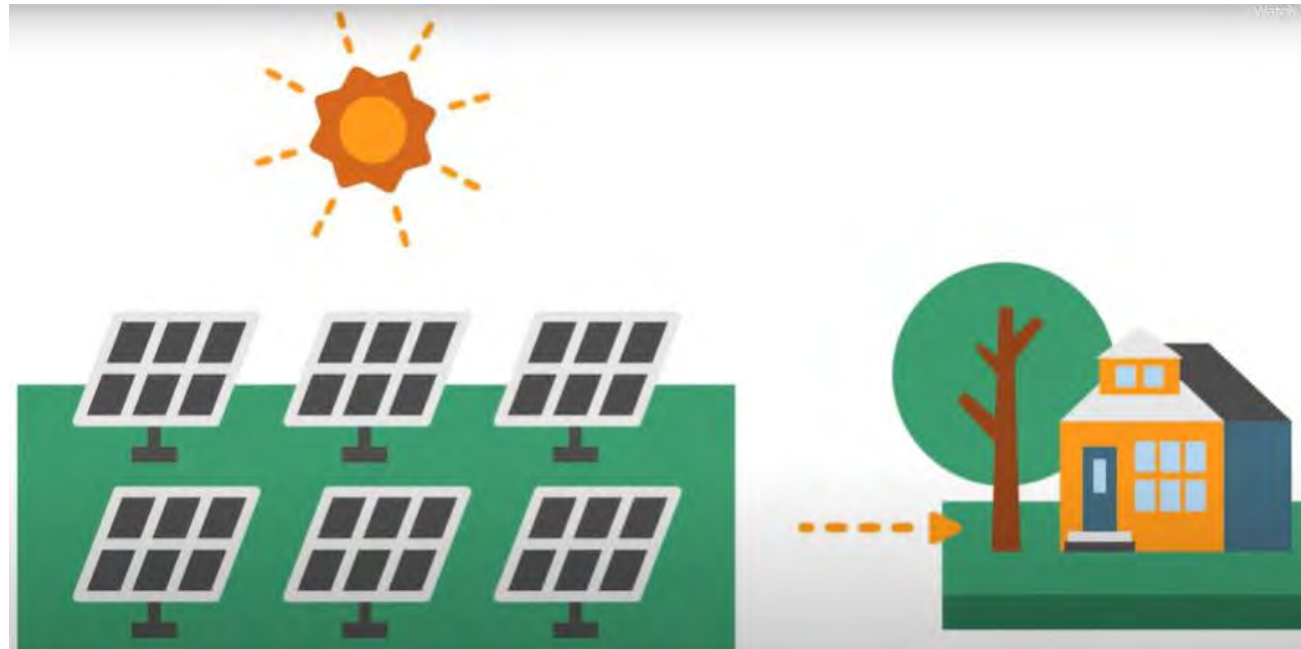
- Occupy a property within an ILSFA environmental justice or income-eligible community.
- Be a critical service provider—a non-profit or public entity that offers critical services (including hospitals, houses of worship, senior centers, food pantries, and libraries).
- Be a public facility that hosts a department or agency that is a critical service provider.
- Demonstrate community engagement.





# ILSFA Project Types: Community Solar

- Households must have an income of 80% or less of the Area Median Income (AMI).
- Subscribers can enroll in an ILSFA CS project located anywhere in ComEd service territory.



# ILSFA Benefits

- Statewide solar program
- Opens market to income-eligible and non-profit and public facility participants
- 15-year REC contract (paid upon energization)
- Aligns with mission-driven companies
- Support for the duration of your participation





# How the Program Works

## **WE ENSURE EQUITABLE PARTICIPATION**



The program provides solar options for income-eligible residents as well as non-profits and public facilities that serve income-eligible or environmental justice communities.

## **PARTICIPANTS WILL SEE GUARANTEED SAVINGS**



Through the program, income-eligible participants see no or low upfront costs, and ongoing costs and fees will not exceed 50% of the value of the energy generated from their solar project.

## **WE WORK WITH PRE-QUALIFIED SOLAR COMPANIES**



We evaluate and approve only the solar companies that prove they meet our stringent requirements to protect consumers and ensure quality workmanship.



# Approved Vendor Role

- 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



# Approved Vendors cont.

- 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).

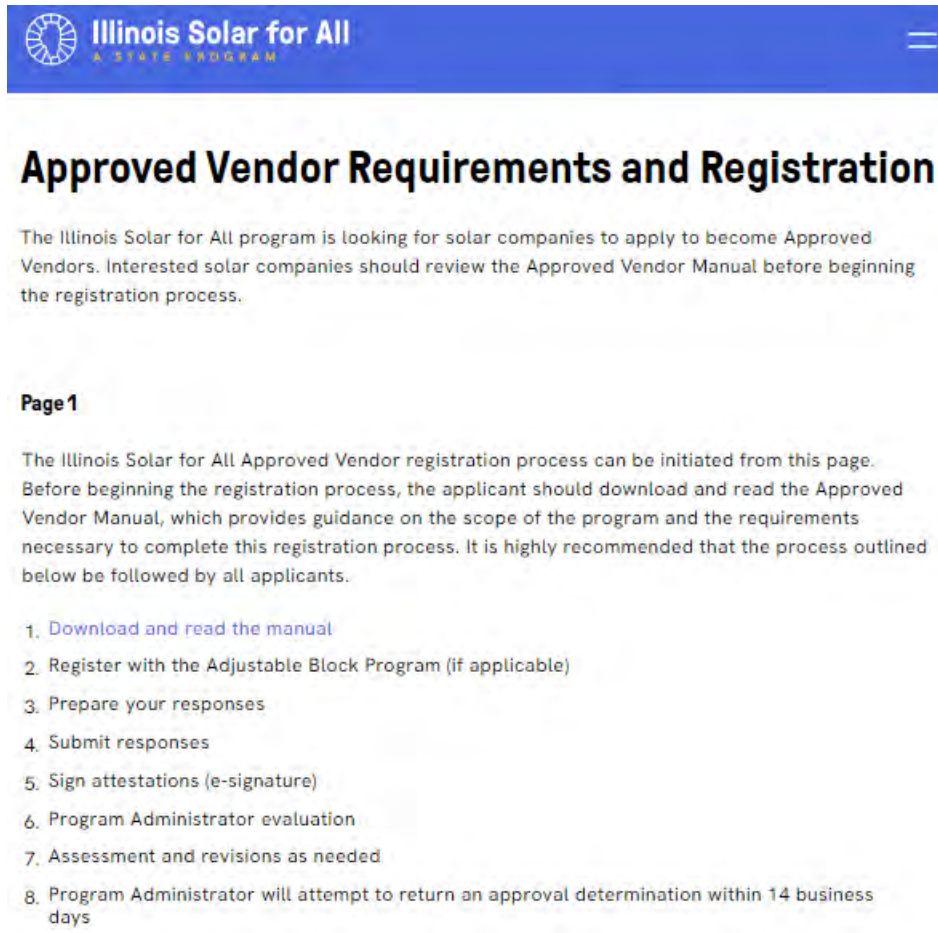
**Consumer Protections**

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 Vendor Registration



The screenshot shows the 'Illinois Solar for All' website header with the logo and a hamburger menu icon. The main heading is 'Approved Vendor Requirements and Registration'. Below it, a paragraph states: 'The Illinois Solar for All program is looking for solar companies to apply to become Approved Vendors. Interested solar companies should review the Approved Vendor Manual before beginning the registration process.' Further down, it says 'Page 1' and another paragraph explains that the registration process can be initiated from this page and that applicants should read the Approved Vendor Manual. At the bottom, there is a numbered list of 8 steps for the registration process.

**Illinois Solar for All**  
A STATE PROGRAM

## Approved Vendor Requirements and Registration

The Illinois Solar for All program is looking for solar companies to apply to become Approved Vendors. Interested solar companies should review the Approved Vendor Manual before beginning the registration process.

**Page 1**

The Illinois Solar for All Approved Vendor registration process can be initiated from this page. Before beginning the registration process, the applicant should download and read the Approved Vendor Manual, which provides guidance on the scope of the program and the requirements necessary to complete this registration process. It is highly recommended that the process outlined below be followed by all applicants.

1. [Download and read the manual](#)
2. Register with the Adjustable Block Program (if applicable)
3. Prepare your responses
4. Submit responses
5. Sign attestations (e-signature)
6. Program Administrator evaluation
7. Assessment and revisions as needed
8. Program Administrator will attempt to return an approval determination within 14 business days

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

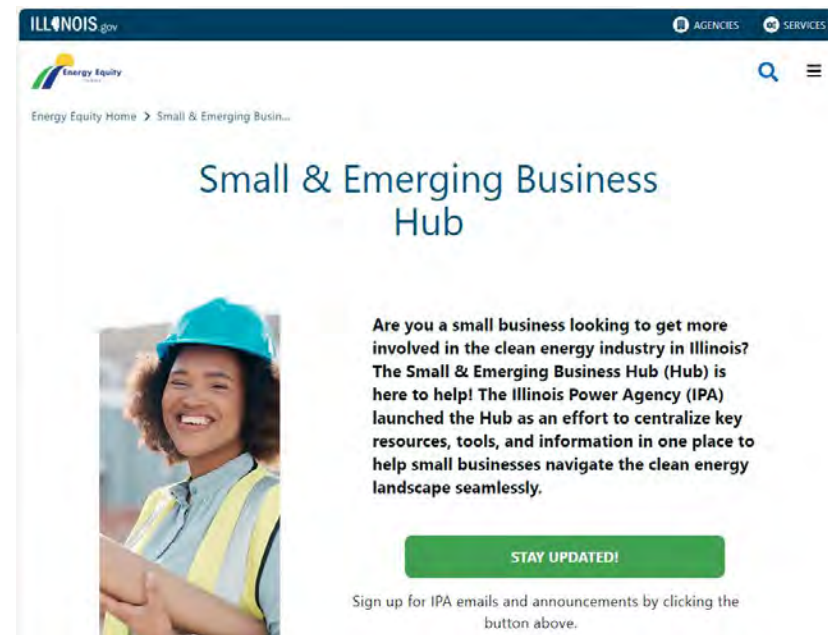


# ILSFA Small and Emerging Business Initiative

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

## Small & Emerging Business Hub

- Solar incentive programs
- Growing a Small Business
- Grants and Funding
- Workforce & Training Programs





# Small and Emerging Business Guide

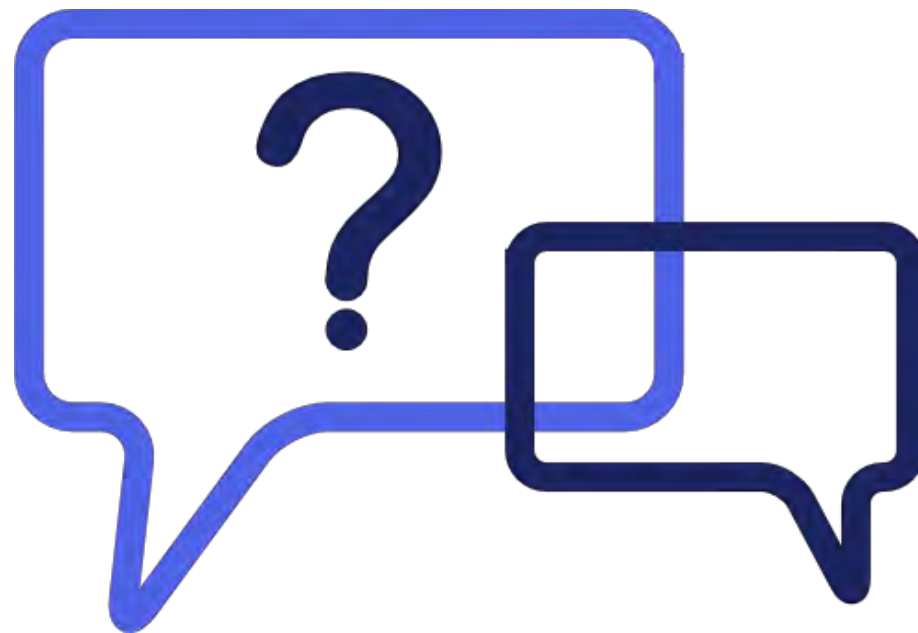


## A Small and Emerging Business’s Guide to Participating with Illinois Shines and Illinois Solar for All

### Contents

1. Stay Informed . . . . .	3
2. Roles for Small and Emerging Businesses in the Illinois Solar Market . . . . .	4
3. Obtain Certification . . . . .	6
4. Programs & Policy . . . . .	8
5. Program Registration . . . . .	11
6. Key Program Requirements . . . . .	13
7. Need to Talk to a Program Team Member? . . . . .	14

# Questions?



# Contact Us

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LaVerne Hall

[lhall@candocorp.net](mailto:lhall@candocorp.net)

Illinois Solar for All Team

888-970-ISFA

[Info@illinoisSFA.com](mailto:Info@illinoisSFA.com)



ILLINOIS SOLAR FOR ALL



A blue-tinted photograph of two construction workers wearing hard hats and safety gear, crouching on a roof covered with solar panels. They are looking at a tablet together. The text 'Chicago Urban League' is overlaid in white.

# Chicago Urban League

The background of the slide is a blue-tinted photograph of two construction workers wearing hard hats and safety gear, standing on a roof covered with solar panels. They appear to be reviewing plans or equipment. The text is overlaid on this image.

# ADL Solutions


Equity Eligible Contractor (EEC) Overview



The background is a dark blue gradient. It features a faint, light blue grid pattern that covers the entire area. Overlaid on this grid is a large, stylized 'X' shape formed by several overlapping, semi-transparent rectangular planes. These planes are arranged in a way that creates a sense of depth and perspective, with some appearing to be in front of others. The overall effect is a modern, geometric, and abstract design.

# Break



A blue-tinted photograph of two construction workers wearing hard hats and safety gear, kneeling on a roof covered with solar panels. They are looking at a laptop. The image serves as a background for the text.

# **Department of Commerce and Economic Opportunity (DCEO)**



# Equitable Energy Future Grant Program Bidder's Conference

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September 19, 2024



**Illinois**  
**Department of Commerce**  
**& Economic Opportunity**  
JB Pritzker, Governor

# Presenters

- Aaron McEvoy, Equitable Energy Future Grant Manager  
DCEO - Office of Energy & Business Utility





A photograph showing a large white wind turbine with three blades, one of which has a red tip, standing behind a field of blue solar panels. The sky is a clear, bright blue.

# Overview

1. Climate & Equitable Jobs Act (CEJA)
2. Equitable Energy Futures Program



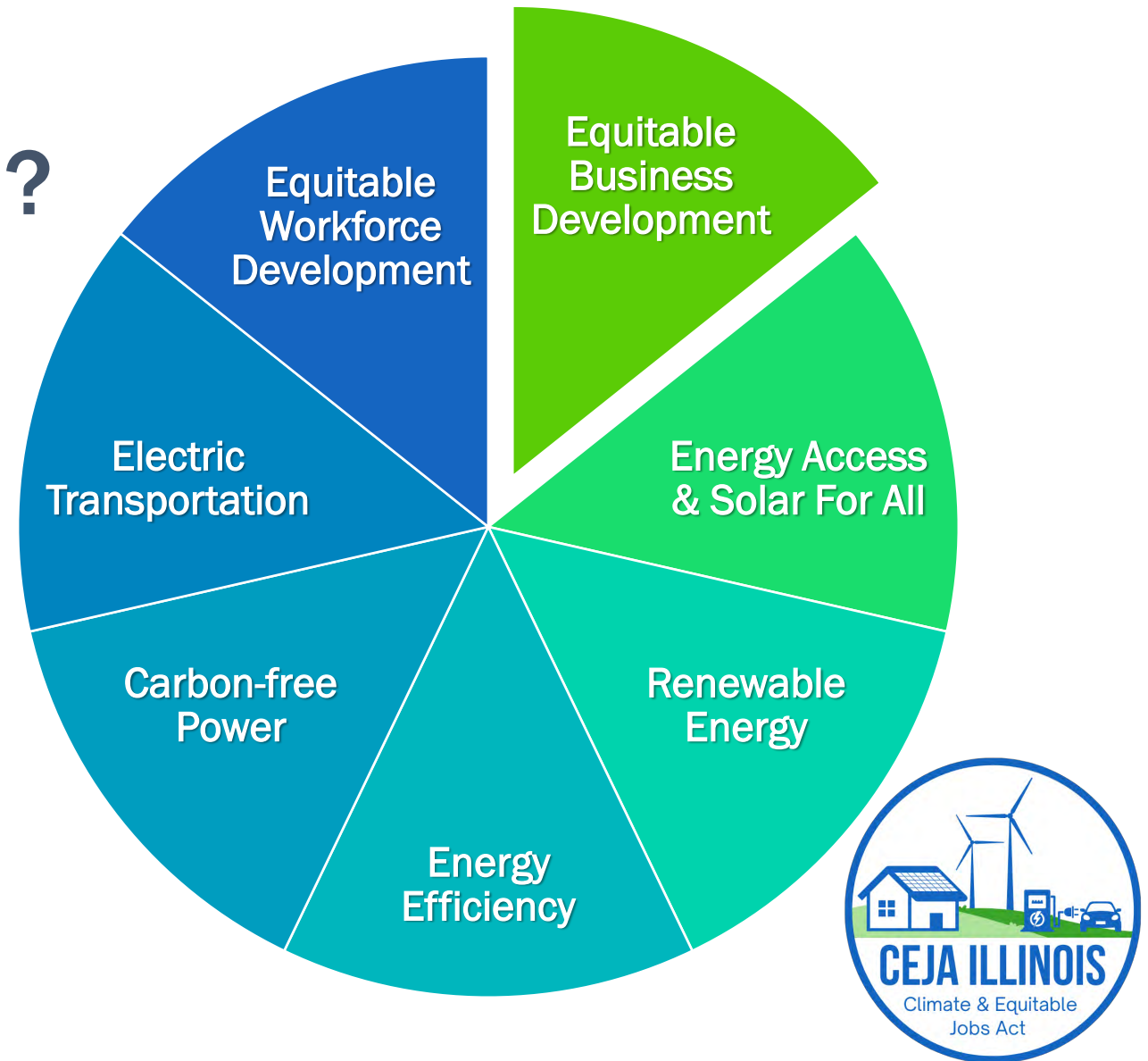


# Climate & Equitable Jobs Act (CEJA)



# What is the Climate and Equitable Jobs Act (CEJA) ?

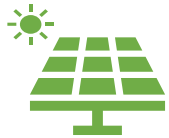
Comprehensive energy legislation that centers equity and puts Illinois on track to achieve 100 % clean energy by 2050.





# CEJA Workforce and Contractor Programs\*

## Economic Development Jobs & Environmental Justice (OEJU)



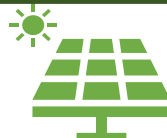
Coal to Solar



Energy Transition  
Community Grant  
\$40M/yr



Equitable Energy  
Future Grant  
Up to \$25.5M/yr



Solar Energy  
Sovereignty Grant  
Up to \$8.5M

\$74M

## Workforce training programs (OET)



Clean Jobs  
Workforce Network  
\$21M/yr.



Climate Works  
Pre-apprenticeship  
\$9M/yr



Returning Resident  
Clean Jobs  
\$6M/yr



FEJA  
workforce  
programs

## Workforce support programs (OET)



Energy Transition  
Navigators  
\$6M/yr.



Energy Transition  
Barrier Reduction  
\$15M/yr

\$57M+

## Contractor support programs (OEIT)



Contractor  
Incubator  
\$21M/yr.



Contractor  
Primes Accelerator  
\$9M/yr.

\$30M+

## Councils & Boards

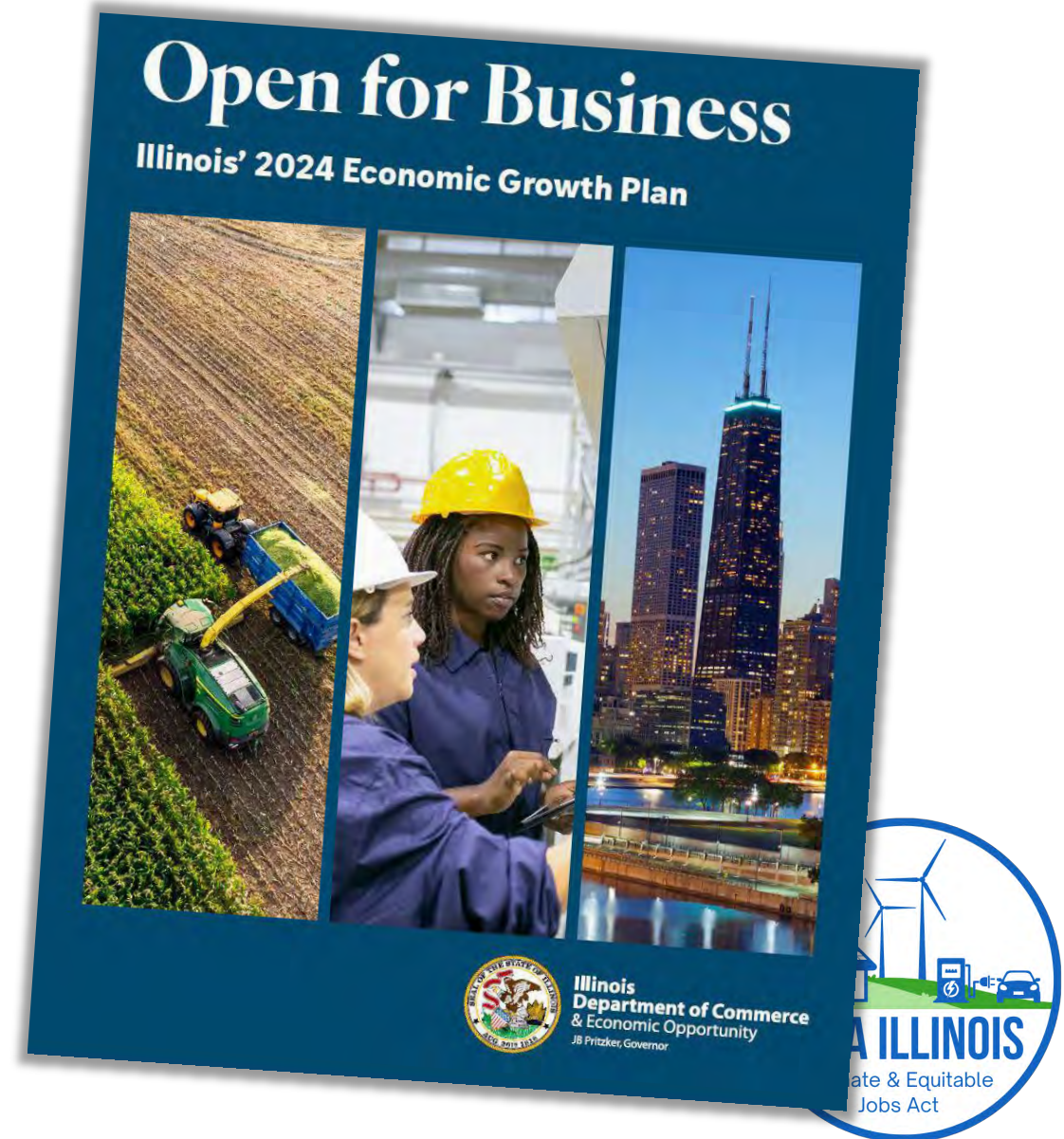
- Energy Workforce Advisory Council
- Clean Energy Jobs and Justice Fund

\* Each grant opportunity is awarded annually. Closed grants have awarded all available grants for the year, although some grantees may be open to additional partners. Please note that open grants may only be open for certain areas. Refer to [CEJA Updates & Program Status \(illinois.gov\)](https://www.illinois.gov/ceja/updates) for currently available grants and open areas.

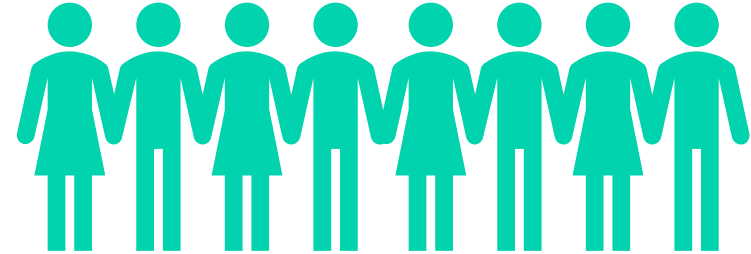
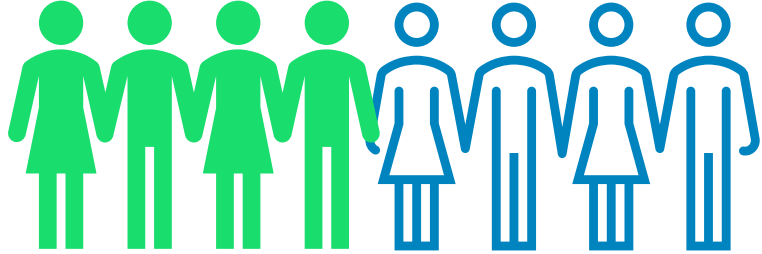


# Open for Business: Illinois' 2024 Economic Growth Plan

- CEJA legislation and Equitable Energy Future addresses 3 of 4 economic development goals
  - Advance Comprehensive Economic Development
  - Promote Equitable Growth by Empowering Workers, Entrepreneurs, and Communities
  - Build Out the New Clean Energy Economy
- Equity Focused



# CEJA Equity Focus



Some groups of people and communities benefit more from clean energy investments while some others suffer more from environmental impacts & community disinvestment.

The benefits of clean energy investments and good-paying clean energy jobs should be distributed equitably.





# What is Equity?

## Equality



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

## Equity



**Everyone gets the supports they need** (this is the concept of "affirmative action"), thus producing equity.

## 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 Energy Future Grant Program



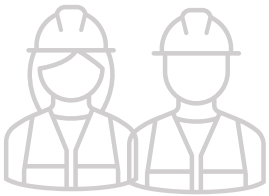
# NOFO Fundamentals: Equitable Energy Futures



## Funding Background & Goal

The Equitable Energy Future Grant Program (EEF) is one of the two grants funded under the Jobs & Environmental Justice Grant Fund

EEF offers pre-development funding to support the development of renewable energy & energy efficiency projects.



## Eligible Applicants

The goal of EEF is to remove barriers to project, community & business development caused by lack of capital.



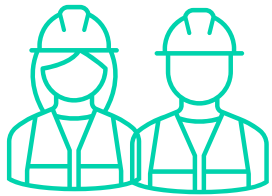
## Funding



# NOFO Fundamentals: Equitable Energy Futures



Funding Purpose  
& Goal



Eligible Applicants



Funding

- **Equity Eligible Contractors**  
Must be certified through the Illinois Power Agency's Equity Eligible Contractor program.
- **An Illinois business, non-profit, or cooperative organization that meets equity-building criteria.**

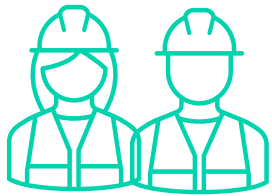
This determination is made at the time of application based on completion of the required Diversity, Equity, Inclusion, and Access Plan.

Become an EEC: <https://illinoisshines.com/become-an-equity-eligible-contractor-eeec-approved-vendor-or-designee/>

# NOFO Fundamentals: Equitable Energy Futures



## Funding Purpose & Goal



## Eligible Applicants



## Funding

### Equity Eligible Contractors

At least 50% of ownership/partner/proprietor, board must meet one of the qualifications below:

1. Persons who graduated from or are current or former participants in a CEJA Workforce Development Program, the Solar Training Pipeline, or Multi-Cultural Jobs Program
2. Persons who are graduates of or currently enrolled in the foster care system
3. Persons who were formerly incarcerated
4. Persons whose primary residence is in an equity investment eligible community

# NOFO Fundamentals: Equitable Energy Futures



## Funding Purpose & Goal



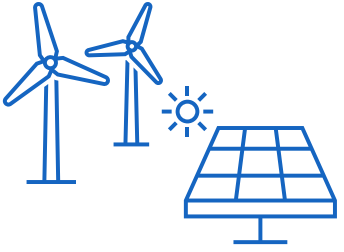
## Eligible Applicants



## Funding

- **Total Funding:** \$25.5 million per year
- **Per Applicant Award:** \$250,000 - \$1,000,000
- **Estimated Number of Awards:** Up to 40
- **Applicants may apply for multiple projects.** However, applicants will only be approved for a total award amount of funds up to \$3 million between all projects.
- **Applicants may apply for both EEF and CSES.** However, they can only receive a maximum award between EEF and CSES of up to \$3 million.





# Sample of Round 1 Funded Projects

## **Project Description**

New build, solar farm on 35+ acres previously used as a landfill. Applicant is partnering with a faith-based organization and the city to develop and launch the program.

**Project Type:** New build

**Renewable/Energy Efficiency Project:** Renewable Energy

**Project Location:** Decatur

**Estimated Outcome:** Generate 4.4 MW AC

**Funded Phases:** Phase 1 & 2

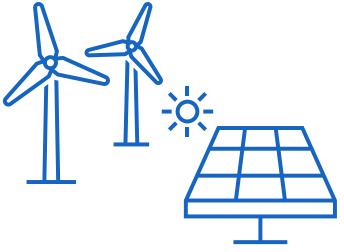
**Funded Activities:** Testing, Studies, Community Outreach

**Applicant Type:** Equity Eligible Contractor

**Estimated Outcome:** Generate 4.4 MW AC

**Beneficiaries:** Local low income residents (75% of energy generated will go to this population through subscriptions)

**Clean Energy Workforce:** Plan to employ CEJA/FEJA program graduates (33% of staff)



# Sample of Round 2 Funded Projects

**Project Description:**

30-acre property formerly used as farmland adjacent to brownfield site. Development of a solar array.

**Project Type:** New build

**Renewable/Energy Efficiency Project:** Renewable Energy

**Project Location:** Hanna City

**Estimated Outcome:** Generate 6.2 MW AC

**Funded Phases:** Phase 1 & 2

**Funded Activities:** Interconnection fees, Site Prep and Studies, Down Payments

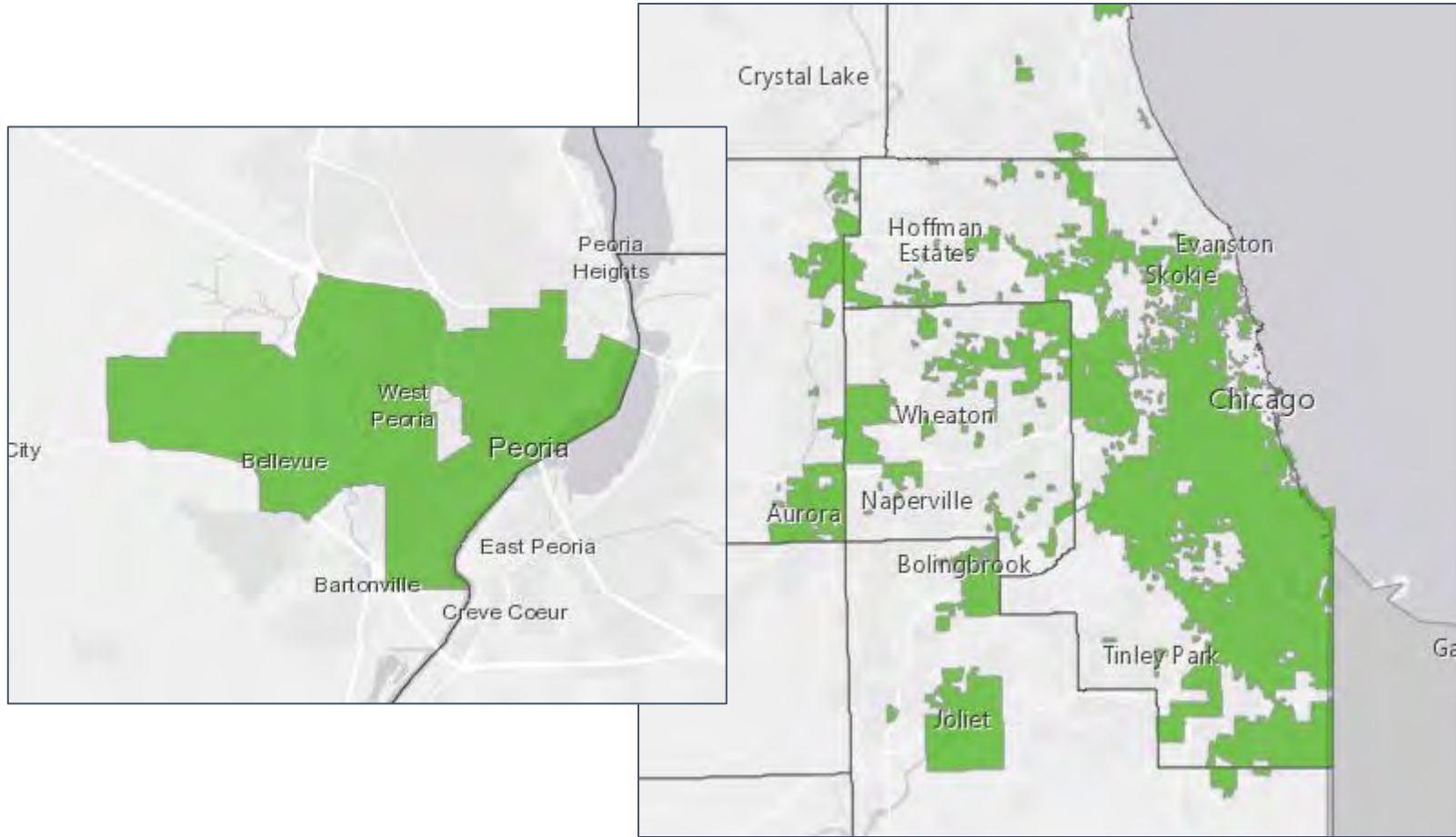
**Applicant Type:** Equity Eligible Contractor

**Beneficiaries:** Low-income residents and NFPs that serve the community invited to be a part of program.

**Clean Energy Workforce:** Commitment recruit and employ CEJA/FEJA program graduates (40%-60% of project staff)

# Priority projects are those that are located in or support an equity investment eligible community.

- Environmental Justice communities
- Restore. Reinvest. Renew (R3) communities

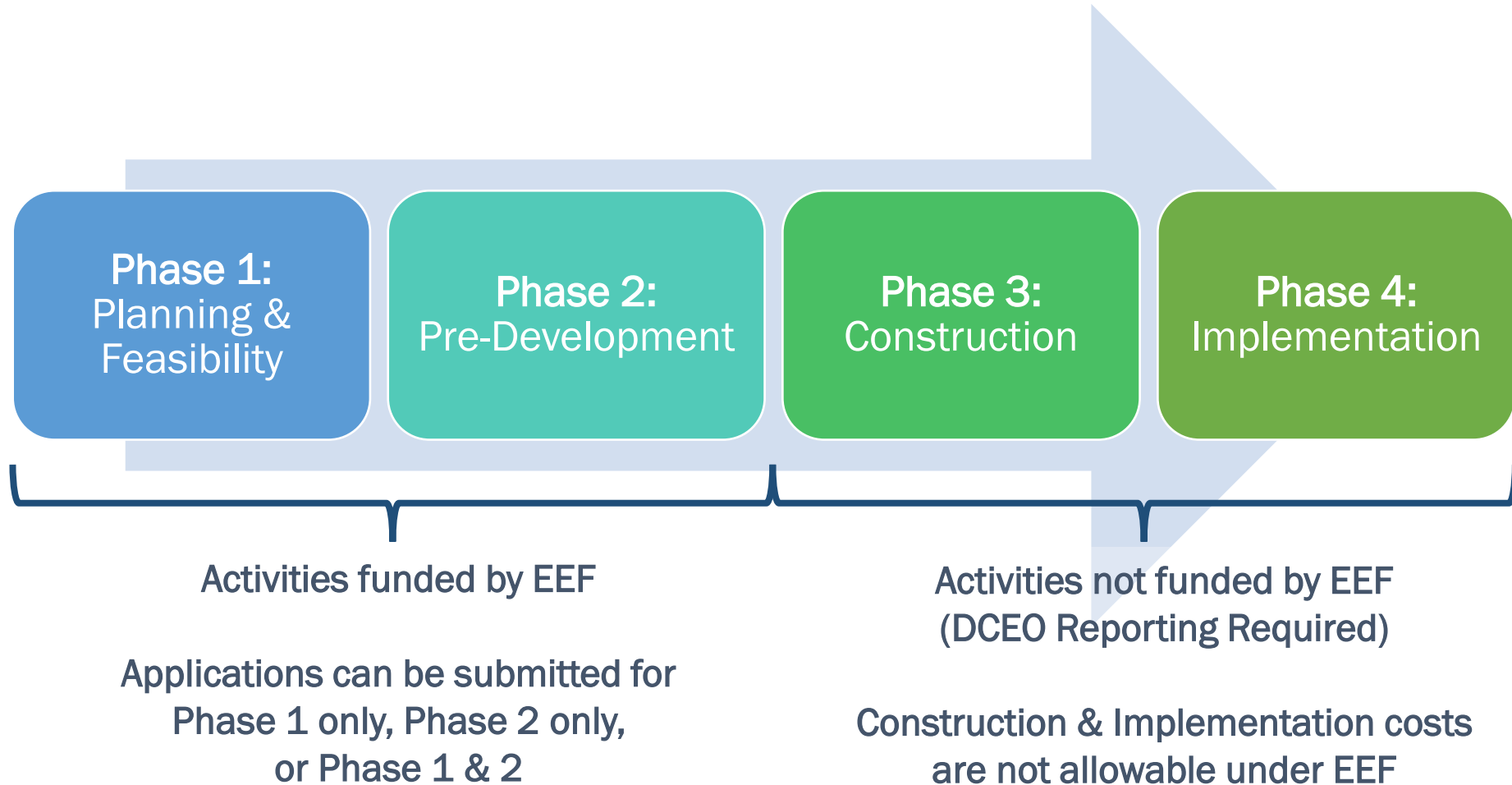


<https://energyequity.illinois.gov/resources/equity-investment-eligible-community-map.html>



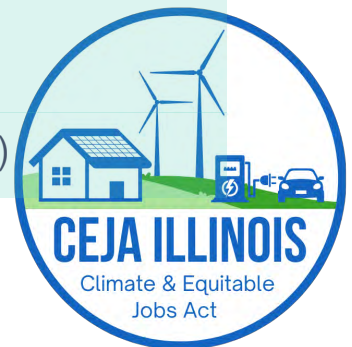


# Project Phases



# Allowable Activities

Phase 1: Planning and feasibility	Phase 2: Pre-development construction
Market analysis	Selecting contractors/securing contracts
Property due diligence	Project application costs
Community outreach & engagement	Purchasing/leasing land
Architecture, design, engineering services	Permitting/zoning
Auditing, consulting, developer services	Interconnection application costs, studies
Project pro-forma/budget	Equipment & supplies related to pre-development
Site acquisition planning	Employee training and training supplies
Sourcing project funding	Community outreach, marketing, engagement
Project grant writing	Staff & operations expenses
Interconnection application fees	Transmission line development
	Site remediation and clean up (capped funding)



# Project Funding



- Funds for EEF are disbursed based on milestones determined during the negotiation process.
- Each milestone is connected to a critical decision point in the project.
- An agreed upon percentage of funds will be disbursed upon completion of each milestone until all milestones are completed.





# Project Funding Example

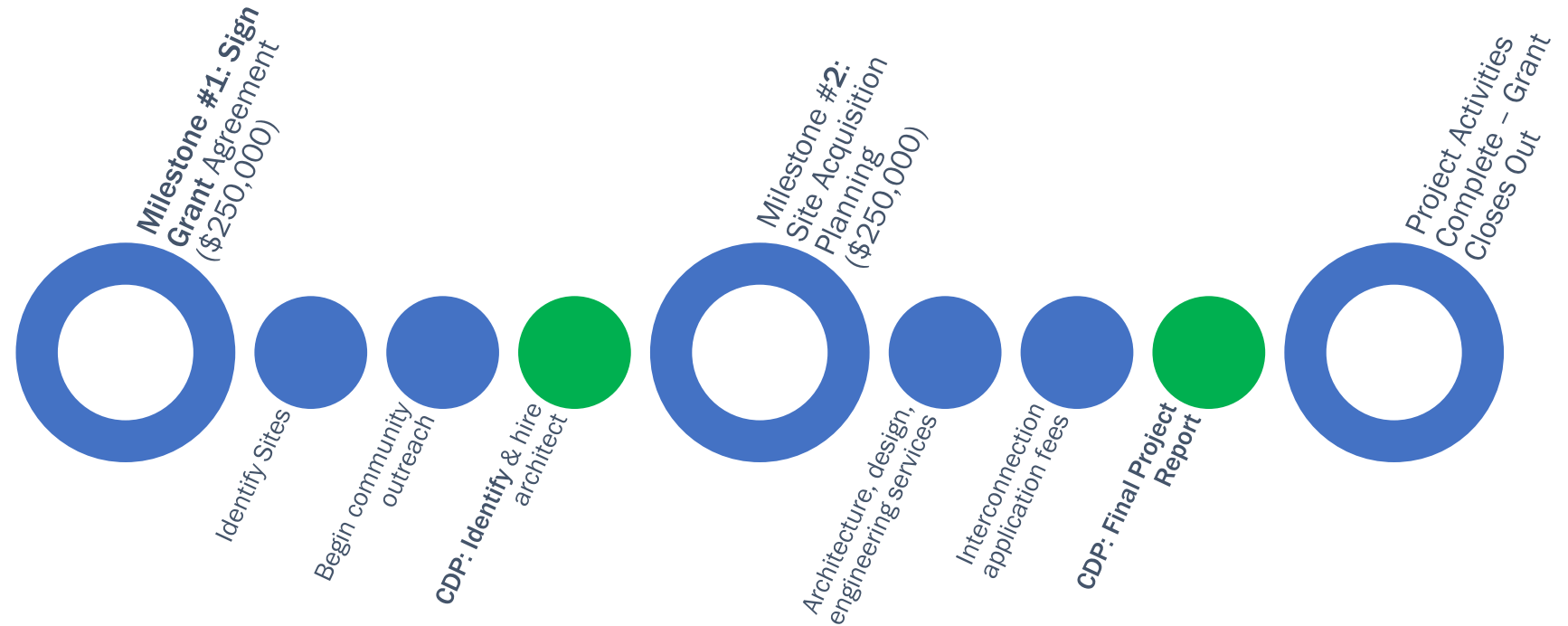
## Grantee A

Award Amount: \$500,000

Number of Milestones: 2

Milestone Funding Percentage:  
50% of grant funds per milestone

Funded Phase(s): Phase 1

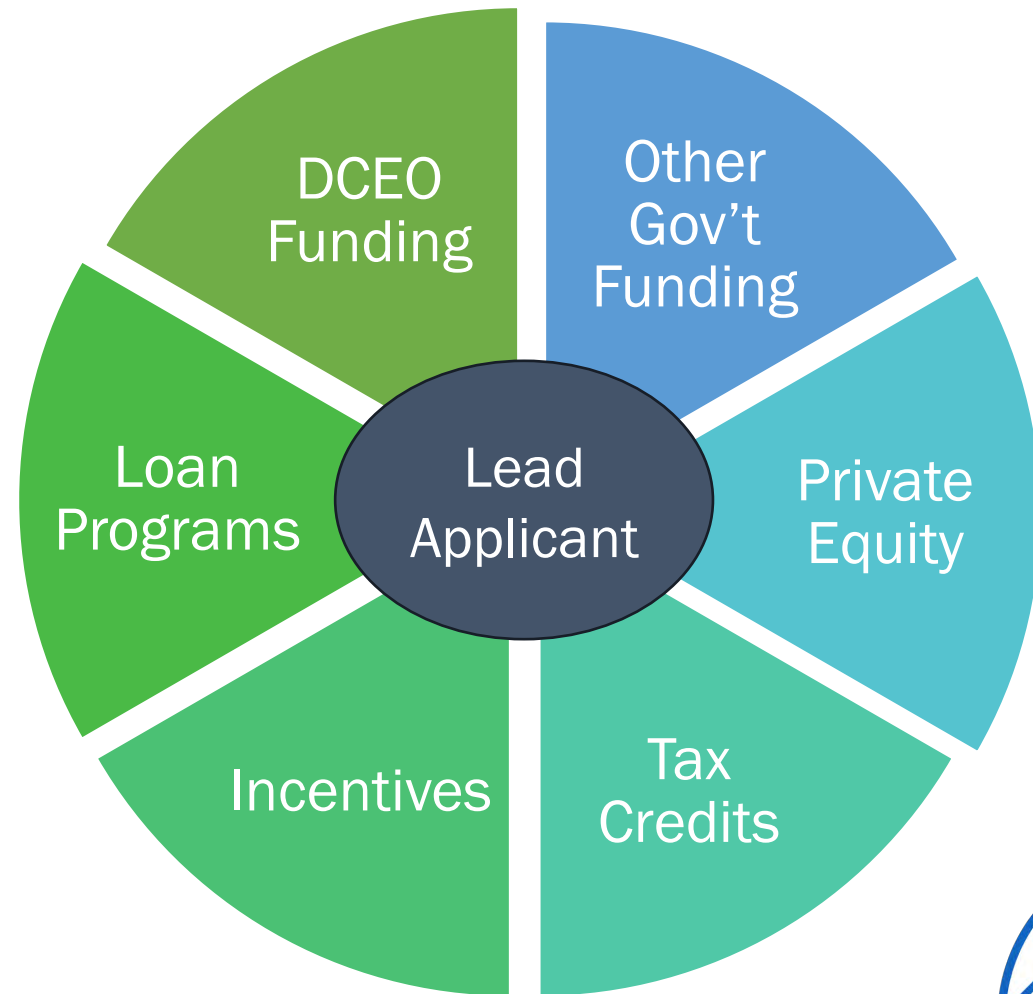


# Building the Capital Stack

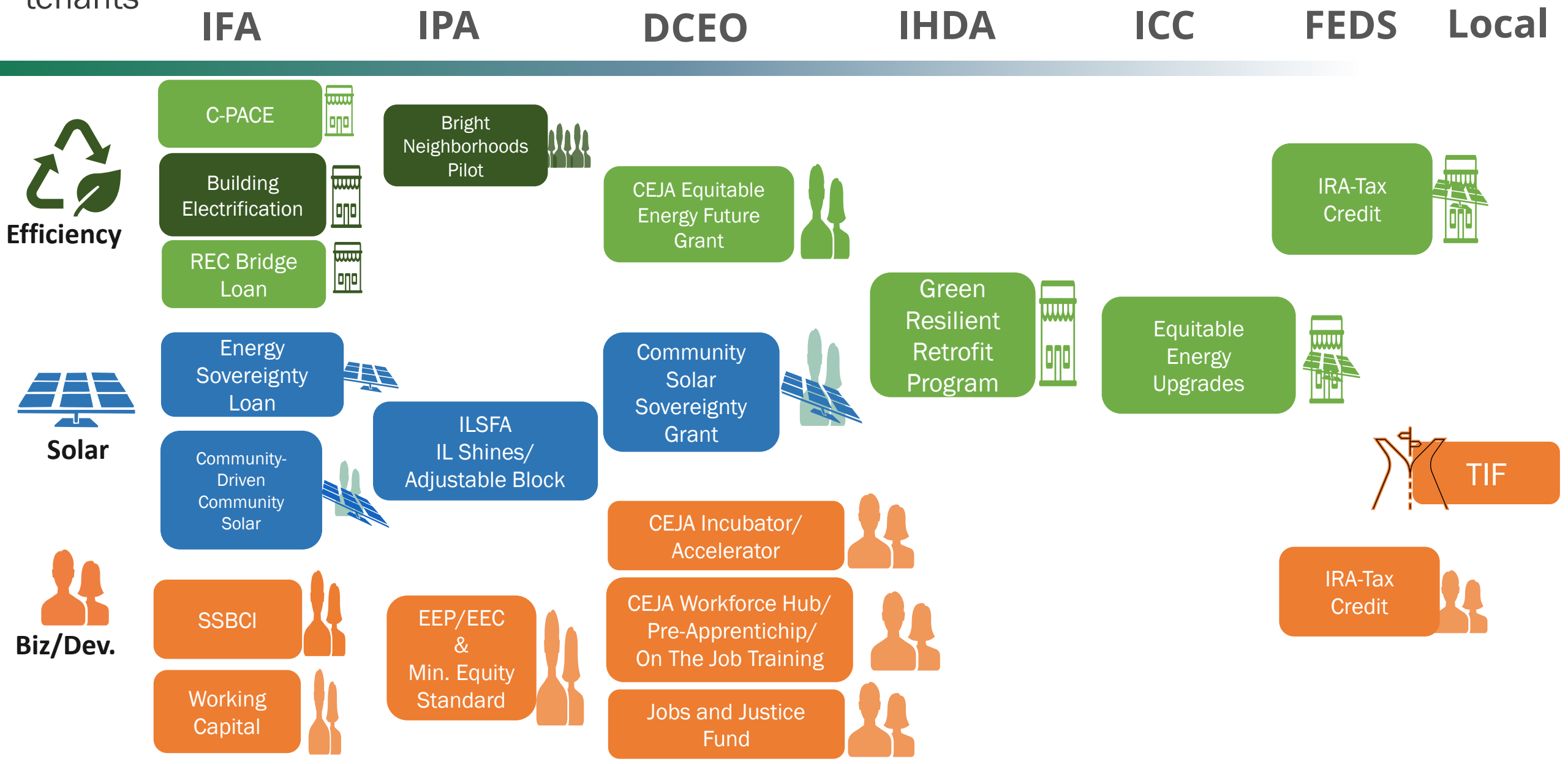
Applicants must demonstrate how they plan to fund their project.

EEF funds only cover a portion of project funds.

Applicants are encouraged to explore other available funding opportunities through DCEO, other state agencies, federal support, loans, incentives, private equity etc.



**Project Scenario:** Non-profit organization, Net Zero/Near Net Zero Retrofit, located in and/or serves EJ/R3/DAC, mixed use commercial/residential building with market rate and low-income tenants





# Illinois Renewable/Clean Energy Funding Opportunities

Applicants can also visit the [Clean Energy Funding Sources/Opportunities List](#) for additional funding opportunities

Agency	Programs
Federal Programs	Ride and Drive Electric   <a href="#">IRA</a>   <a href="#">Justice 40</a>
Illinois Capital Development Board	<a href="#">Stretch Goals</a>
Illinois Commerce Commission	<a href="#">Equitable Energy Upgrade Program</a>
Illinois Community College Board	<a href="#">IAC Program: Clean Energy Build/Manufacturing Workforce</a>
Illinois Dept. of Commerce & Economic Opportunity	<a href="#">CEJA Workforce Training Programs</a>   <a href="#">CEJA Contractor Programs</a>   <a href="#">Community Economic Development Programs</a>   <a href="#">Reimagining Energy and Vehicles in Illinois Act (REV)-Manufacturing</a>
Illinois Dept. of Transportation	<a href="#">National Electric Vehicle Infrastructure Program</a>   <a href="#">Carbon Reduction Program</a>   Congestion Mitigation & Air Quality   <a href="#">Competitive Freight-Port Infrastructure</a>
Illinois Environmental Protection Agency	<a href="#">Energy Codes Training</a>   <a href="#">EE Trust Fund</a>   <a href="#">Electric Vehicle Rebate</a>   <a href="#">Electric School Bus</a>   <a href="#">Energy Assessments</a>   <a href="#">Energy Efficiency Conservation Block Grant</a>   <a href="#">Energy Efficiency Variety</a>   EE Contractor Training
Illinois Finance Authority	<a href="#">Illinois Climate Bank</a>   <a href="#">C-PACE</a>   GRID: muni. utility/rural coops   <a href="#">State Small Bus. Credit Initiative</a>   <a href="#">Charging &amp; Fueling Infrastructure</a>   <a href="#">Greenhouse Gas Reduction</a>   Solar For All/Energy Sovereignty Loan
Illinois Housing Authority	Energy Efficiency Program; Green Resilient Retrofit Program
Illinois Power Agency	<a href="#">Illinois Shines</a>   <a href="#">IL Solar For All</a>   <a href="#">Energy Equity Portal</a>   <a href="#">Min. Equity Standard</a>   <a href="#">Utility Scale Procurement</a>
U.S. Dept of Energy	<a href="#">Funding and Financing</a>

# NOFO Updates

Pre-award Costs

EEC Certification  
Required

New application  
documents

Application Updates

Merit Review  
Scoring Sheet





# Grant Application & Submission Requirements





Program Specific Application

Diversity, Equity, Inclusion, and Access (DEIA) Plan

Equitable Energy Future Project Timeline

Illinois Power Agency EEC Certification (Required for EECs)

Letters of Community Support

Memorandum(a) of Understanding (if applicable)

Documentation of IRS Declaration(EIN letter, 501c3 etc.)

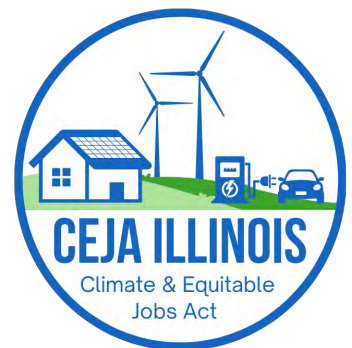
Documentation of Property Ownership or Authority to Improve Site

Phase 2 Specific Documents (refer to NOFO Page 6)

# Program Specific Documents

Find all NOFO Materials and resources here:

<https://dceo.illinois.gov/aboutdceo/grantopportunities/3054-2878.html>



# Illinois Power Agency EEC Certification

EEC Approved Vendors as of 9-3-2024

AVs who are currently suspended or who discontinued operations highlighted in ORANGE  
AVs who have withdrawn in good standing or have become inactive in the Program highlighted in B

AV ID	Company	Type	Program	Website
2007	22C Development LLC	Community Solar Project Developer; DG Project Developer; SREC Broker/ Aggregator	Illinois Shines, ILSFA	WWW.22C-DEVELOPMENT.COM
513	93Energy LLC	DG Installer, DG Project Developer	Illinois Shines	www.93energy.com
2282	ADL KA335 REC LLC	Community Solar Project Developer	Illinois Shines	www.adlsolutionsllc.com
2059	ADL Solutions LLC	DG Installer; Community Solar Project Developer; DG Project Developer	Illinois Shines	adlsolutionllc.com
2288	ADL ST78 REC LLC	Community Solar Project Developer	Illinois Shines	www.adlsolutionsllc.com



Organization/Business Name

*Certified EEC AV*

2288	ADL ST78 REC LLC	Community Solar Project Developer	Illinois Shines	www.adlsolutionsllc.com	
2282	ADL KA335 REC LLC	Community Solar Project Developer	Illinois Shines	www.adlsolutionsllc.com	
2059	ADL Solutions LLC	DG Installer; Community Solar Project Developer; DG Project Developer	Illinois Shines	adlsolutionllc.com	
513	93Energy LLC	DG Installer, DG Project Developer	Illinois Shines	www.93energy.com	
2007	22C Development LLC	Community Solar Project Developer; DG Project Developer; SREC Broker/ Aggregator	Illinois Shines, ILSFA	WWW.22C-DEVELOPMENT.COM	
2148	Cardinal Community Energy LLC	Community Solar Project Developer; SREC Broker/ Aggregator	Illinois Shines	https://www.cardinalcommunityenergy.com/	dsarlitto@cardinalcommunityenergy.com
626	CC Solar LLC	DG Installer	Illinois Shines	https://cleancommunityll.com/cc-solar-4	cleancommunity17@gmail.com
942	Charcera Inc. DBA Williams Enterprises	Community Solar Project Developer	Illinois Shines	http://www.williamstinting.com/	sales@independentsolarconcepts.com
2089	Community Solar LLC	DG Project Developer; Community Solar Project Developer	Illinois Shines	www.communitysolarforall.com	admin@communitysolarforall.com
2006	Equity Solar Illinois	DG Project Developer; Community Solar Project Developer; Other	Illinois Shines	http://www.equitysolaril.com/	david.watts@us-solar.com
1017	ESP Solar	Community Solar Project Developer	Illinois Shines	www.electricalserviceplus.com	abatang@espsolarllc.com
2219	Evergreen Energy dba Evergreen Energy Solutions	DG Project Developer; Community Solar Project Developer	Illinois Shines	https://evergreenenergy.com/	jacob@evergreenenergy.com



Illinois Shines



IPA

ILLINOIS POWER AGENCY

## 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:

- ☐ Sole Owner
 ☐ Shareholder  
☒ Joint Owner or Partner
 ☐ Board member  
☐ Independent contractor offering professional services

This certification will be used to determine 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 professional services as an independent contractor:



Apply to become an Equity Eligible Contractor: <https://illinoisshines.com/become-an-equity-eligible-contractor-eeec-approved-vendor-or-designee/>

# Letters of Community Support



- Should be from community organizations or businesses, local municipal support/elected officials etc.
- No requirement on the number of letters.
- Should demonstrate the connection between this project and community.





Conflict of Interest Disclosure

Mandatory Disclosure

Uniform Grant Application in  
fillable PDF format

Uniform Budget utilizing template  
provided by DCEO

## DCEO Required Application Documents

Find all NOFO Materials  
and resources here:

[https://dceo.illinois.gov/  
/aboutdceo/grantopportunities/3054-2878.html](https://dceo.illinois.gov/aboutdceo/grantopportunities/3054-2878.html)



# Let's look at the budget categories in the template. Notice they are separated in phases.

Personnel

Fringe benefits

Equipment

Supplies

Contractual  
Services &  
Subawards

Consultant  
(Professional  
Services)

Feasibility/Market  
Analysis  
(Phase 1)

Site Control Costs  
(Phase 2)

Permitting &  
interconnection  
Costs (Phase 2)



# A few budget and grant resources

## DCEO Video Training & Resources

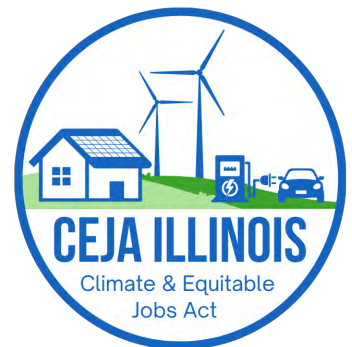
<https://dceo.illinois.gov/aboutdceo/grantopportunities/learning-library.html>

## Upcoming Grant Trainings

<https://dceo.illinois.gov/aboutdceo/grantopportunities/upcoming-grant-trainings.html>

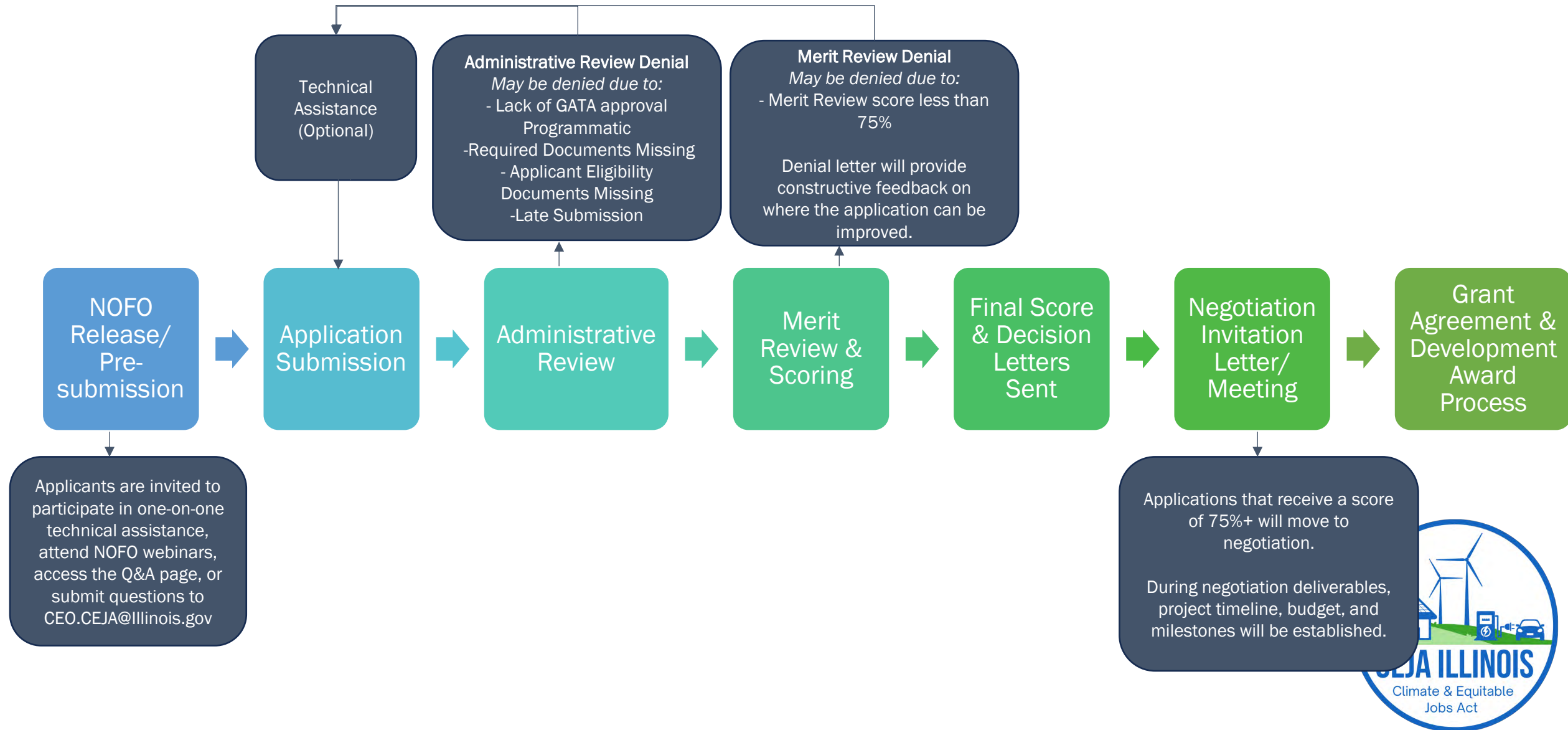
Contact the DCEO Grant Help Desk

Email: [CEO.GrantHelp@illinois.gov](mailto:CEO.GrantHelp@illinois.gov)

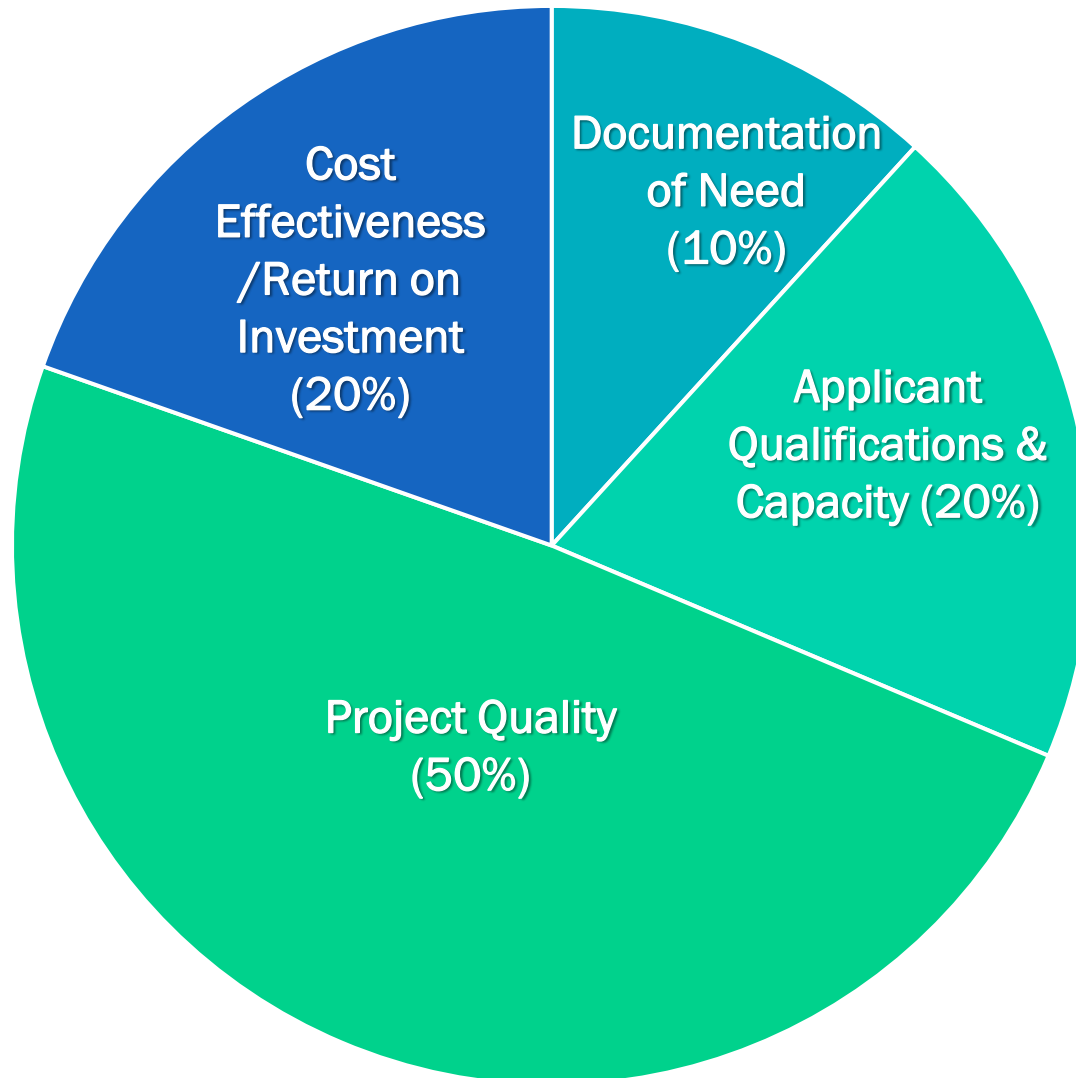




# Grant Process



# Merit Review Scoring



Proposals will be reviewed on a rolling basis by the Merit Review Team.

Applications scoring 75% or higher will move to negotiation.



# Merit Review Scoring Rubric

## 2024 Equitable Energy Future Grant Program Scoring Form

This document is a tool to help applicants as they prepare to apply for the Equitable Energy Future Grant Program. The content of this document matches that of the scoring sheet completed by the merit review teams during the application review. Please use this document as a guide when completing application documents.

### Documentation of Need (10 points)

#### Q1. Is the project located within or directly serving an equity investment eligibility community? (5 points) (Question 14)

Meets or exceeds standards (5 points): The project is located within an equity investment-eligible community and will directly benefit residents in the equity investment eligible community.	Partially meets standards (3 points): Project is not located within an equity investment eligible community but serves equity investment eligible populations or community members.	Below standards (0-1 points): (0) No listing or description of site location (1) Very limited description of where the project will be located.	Score
---	---	---	-------

Comments:

#### Q2. Does the applicant identify the community needs that the project will address? (5 points) (Question 17)

Meets or exceeds standards (4-5 points): Uses data to demonstrate knowledge of community needs (e.g. labor, economic development needs, census data etc) of proposed areas and describes how the project will address these needs.	Partially meets standards (2-3 points): Describes needs with some data (e.g. labor data, economic development, census data, etc.), but does not describe how the project will address those needs identified in the data provided.	Below standards (0-1 points): (0) No description of community needs (1) Limited description of community needs and does not describe how the project will address those needs	Score
--	--	---	-------

Comments:

### Applicant Qualifications & Capacity (20 points)

#### Q3. Does the applicant have the capacity (or a clear and realistic plan to increase capacity) to execute the project? Capacity includes qualified staff, partners, and financial resources. (5 points) (Questions 29 - 33)

Meets or exceeds standards (7-10 points):	Partially meets standards (4-6 points): The	Below standards (0-3 points): Applicant	
---	---	---	--



# NOFO Timeline





# Seek Applicant Support

1. Sign up for one-on-one technical assistance with a CEJA Program Coach:

Sign up for support here:

<https://forms.office.com/r/4qUkTdgCFY>

One-on-one  
technical assistance  
sessions will open  
on 9/20/2024



2. Submit questions to [CEO.CEJA@illinois.gov](mailto:CEO.CEJA@illinois.gov). Responses to questions will be made publicly available on the CEJA Questions & Answers page.

3. Contact Aaron McEvoy, EEF Grant Manager [Aaron.McEvoy@Illinois.gov](mailto:Aaron.McEvoy@Illinois.gov)



# Helpful Links

Site	Link
DCEO CEJA Program Status	<a href="https://dceo.illinois.gov/ceja/ceja-program-announcements.html">https://dceo.illinois.gov/ceja/ceja-program-announcements.html</a>
NOFO Page	<a href="https://dceo.illinois.gov/aboutdceo/grantopportunities/3054-2878.html">https://dceo.illinois.gov/aboutdceo/grantopportunities/3054-2878.html</a>
GATA Portal	<a href="https://grants.illinois.gov/portal/">https://grants.illinois.gov/portal/</a>
DCEO Grant Help Email	<a href="mailto:ceo.GrantHelp@illinois.gov">ceo.GrantHelp@illinois.gov</a>
DCEO Grant Help Inquiry Form	<a href="https://app.smartsheet.com/b/form/df9d38efa4e241218ced486c54f3c109">https://app.smartsheet.com/b/form/df9d38efa4e241218ced486c54f3c109</a>
DCEO Grant Resources	<a href="https://dceo.illinois.gov/aboutdceo/grantopportunities/learning-library.html">https://dceo.illinois.gov/aboutdceo/grantopportunities/learning-library.html</a>
Clean Energy Funding List	<a href="https://uofi.app.box.com/v/cleanenergyfunding">https://uofi.app.box.com/v/cleanenergyfunding</a>







Questions?



A background image showing two construction workers wearing hard hats and safety gear, standing on a roof covered with solar panels. They are looking at a laptop together. The image is overlaid with a semi-transparent dark blue filter.

# **DCEO CEJA Regional Administrator**



# CEJA: HIRE360 Contractor Clinic

October 21, 2024  
Presenters:

- Nate Keener (DCEO)



**Illinois**  
**Department of Commerce**  
**& Economic Opportunity**  
JB Pritzker, Governor



# Agenda

**CEJA Workforce Ecosystem Overview**

**Renewable Energy Workforce Needs**

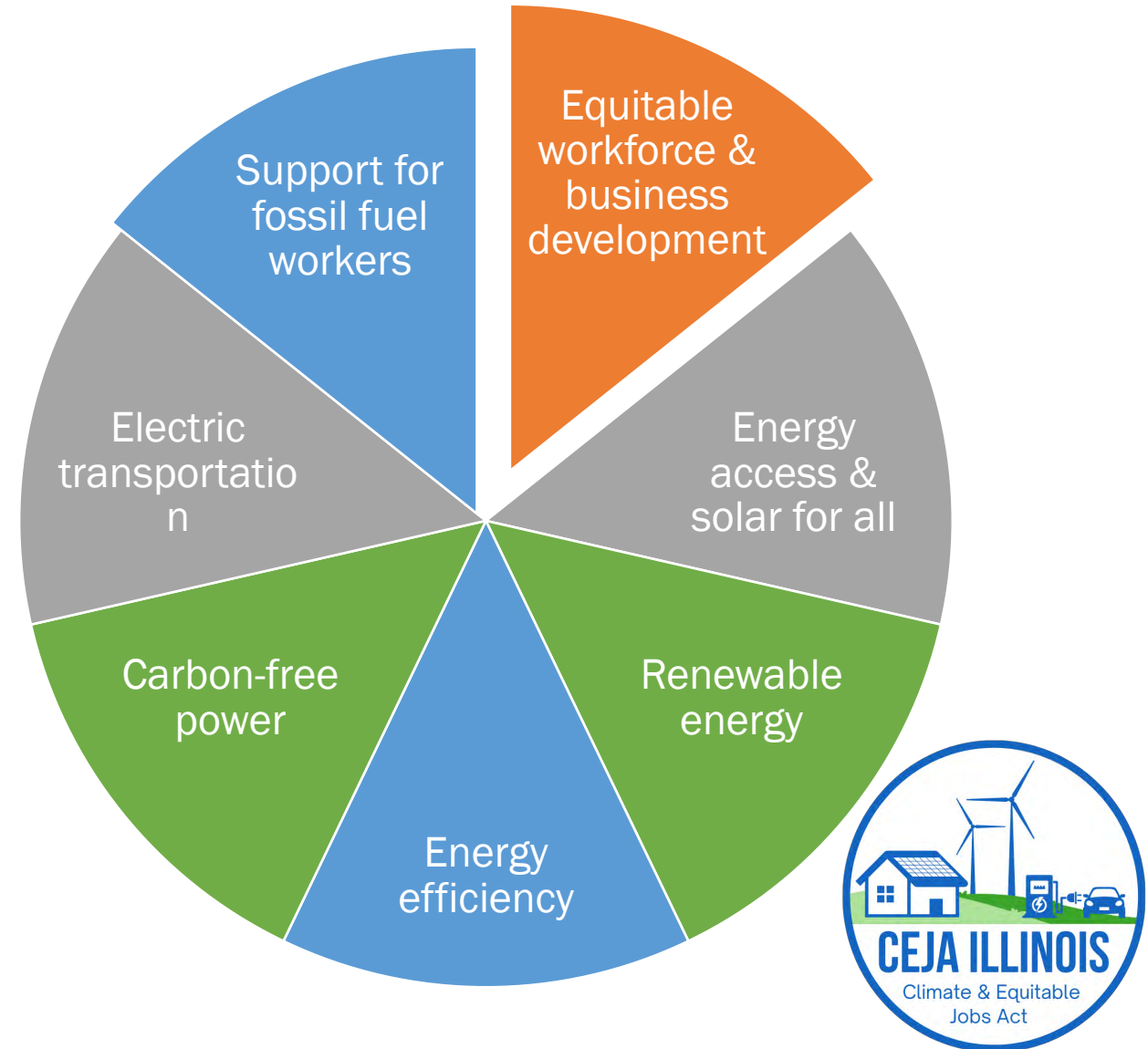
**CEJA Workforce Program Details**

**CEJA Grantees Case Studies**



# 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.



# CEJA Workforce Ecosystem

Workforce training programs focused on training equity investment eligible individuals



Clean Jobs  
Workforce  
Network  
Program



Climate Works  
Pre-  
apprenticeship  
Program

Barrier Reduction Program



Returning  
Resident  
Clean Jobs  
Training Program



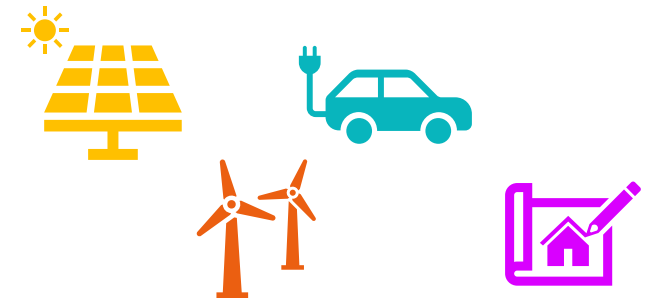
Energy  
Transition  
Navigator  
Program

Job or  
apprenticeship  
placement

Clean energy employers select or hire  
apprentices or entry-level workers



They work on clean energy projects  
funded by CEJA and more





# CEJA Workforce Ecosystem

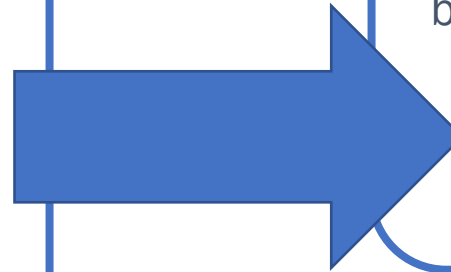
Equity-focused contractor development programs



Contractor  
Incubator  
Program



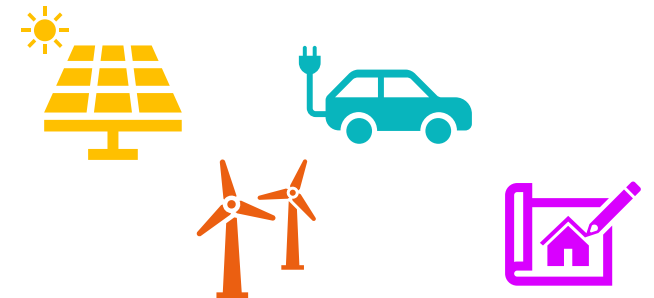
Primes  
Contractor  
Accelerator



Clean energy contractors receive resources and support to grow their businesses.



They have increased capacity to bid on clean energy projects funded by CEJA and more



# CEJA Ecosystem

## Workforce training programs



Clean Jobs  
Workforce  
Network  
Program



Climate Works  
Pre-  
apprenticeship  
Program



Energy  
Transition  
Navigator  
Program



Returning  
Resident  
Clean Jobs  
Training Program



FEJA  
workforce  
programs

## Contractor support programs



Contractor  
Incubator  
Program



Primes  
Contractor  
Accelerator

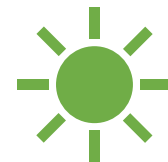
## Economic development, jobs & environmental justice



Energy Transition  
Community  
Grant



Equitable  
Energy Future  
Grant



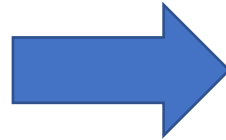
Coal to  
solar



Community  
Solar Energy  
Sovereignty

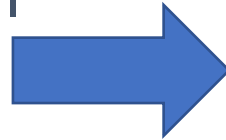
# CEJA equitable workforce development

Illinois is investing in clean energy sources, electric vehicles, and energy efficiency.



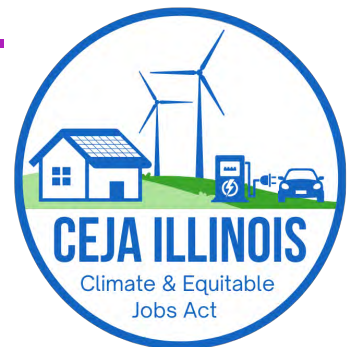
We need to expand the clean energy workforce to do the work.

Some groups/communities suffer more from environmental impacts and economic disinvestment.



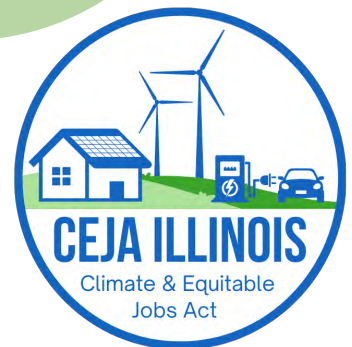
The benefits of clean energy investments and good-paying clean energy jobs should be distributed equitably.

Some groups benefit more from clean energy investments.





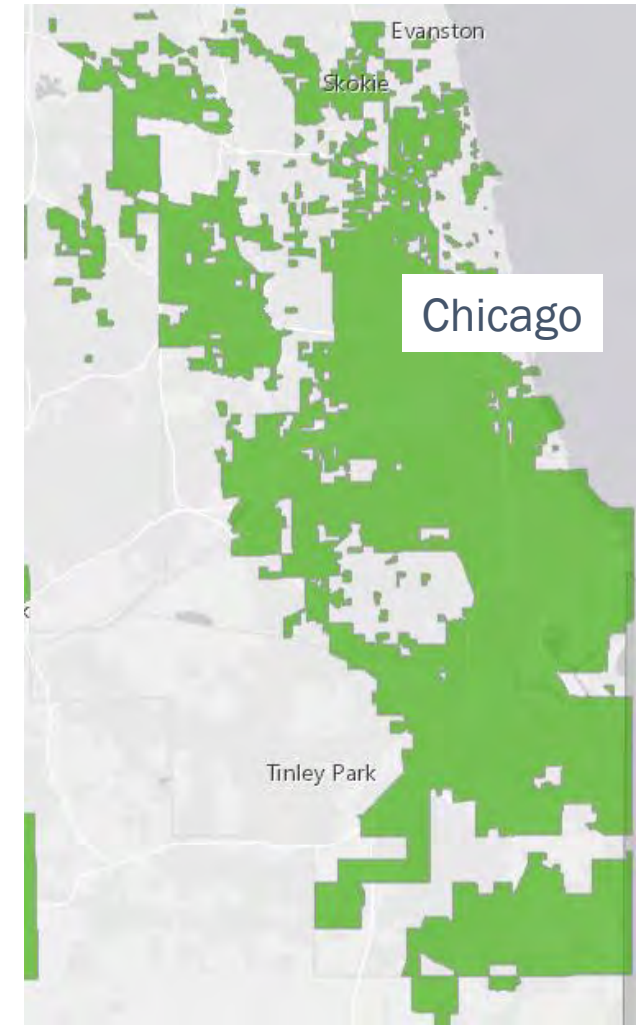
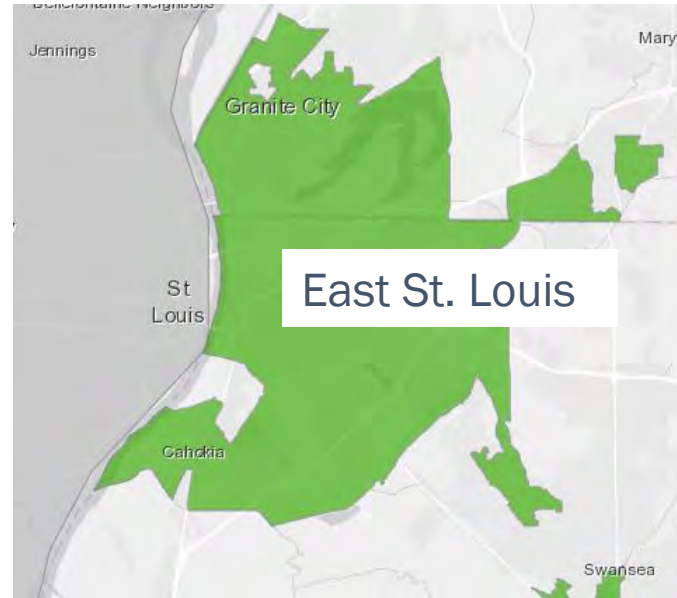
# Equity focused program culture: More than numeric participant targets



# 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)

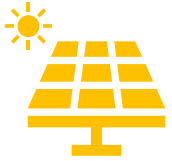


# Agenda

**CEJA Workforce Ecosystem Overview**  
**Illinois Renewable Energy Workforce**  
**CEJA Workforce Program Details**  
**CEJA Grantees Case Studies**



# 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

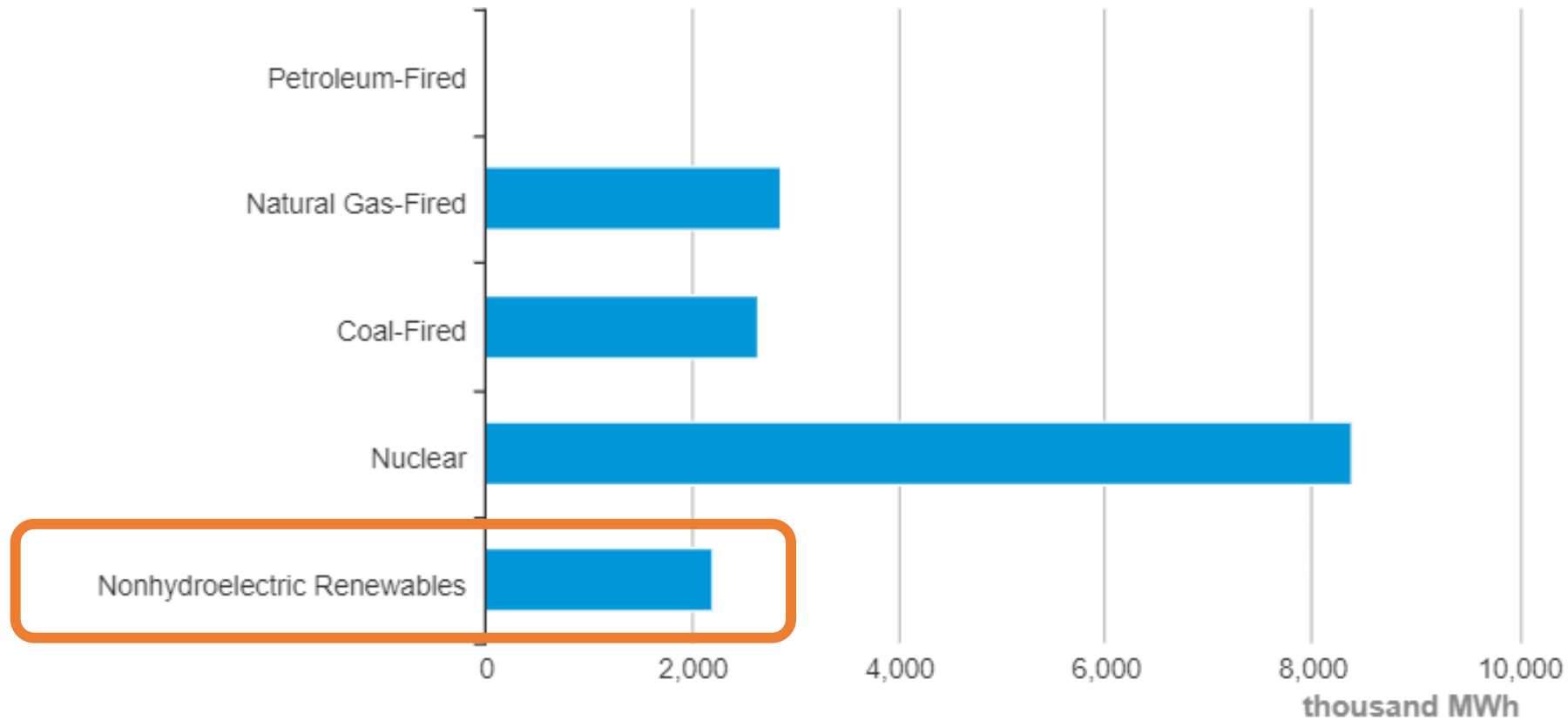
Clean energy jobs **manufacture, develop, build, install, maintain, or provide ancillary services** in these industries. They provide administrative, sales, and other support functions in these industries.



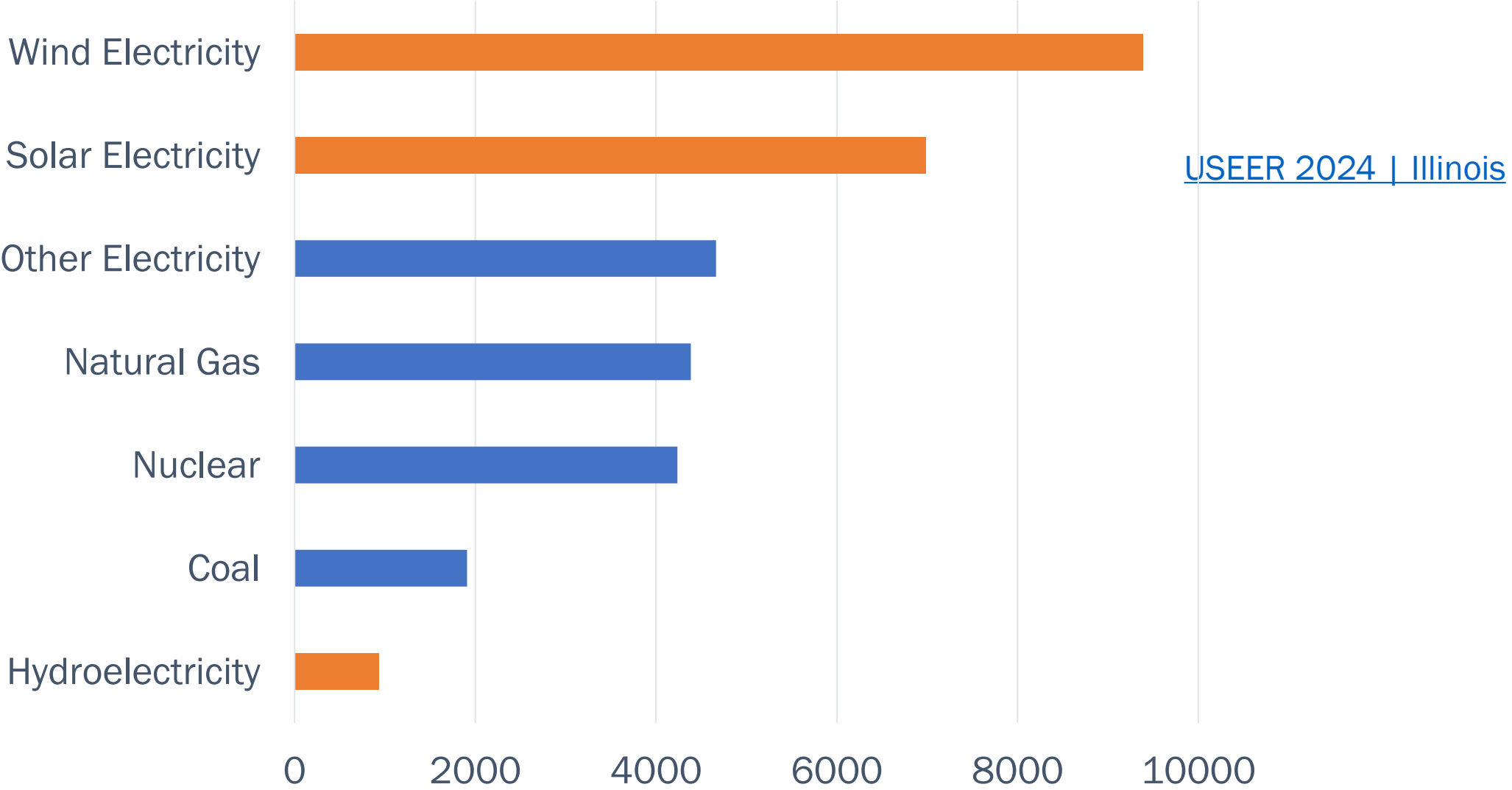


# Renewables represent a small but growing portion of Illinois electricity generation

Illinois Net Electricity Generation by Source, Jun. 2024




# But renewables represent the largest portion of the electricity generation jobs in Illinois.



# Renewable energy job numbers

	Total jobs in 2020	Annual openings 2020	% growth 2020-30	Average salary 2021
Wind turbine service technicians	1,643	164	47.7%	\$66,823
Solar PV installers	1,582	158	22.9%	\$52,344
Solar sales reps & assessors	487	49	22.9%	\$107,005

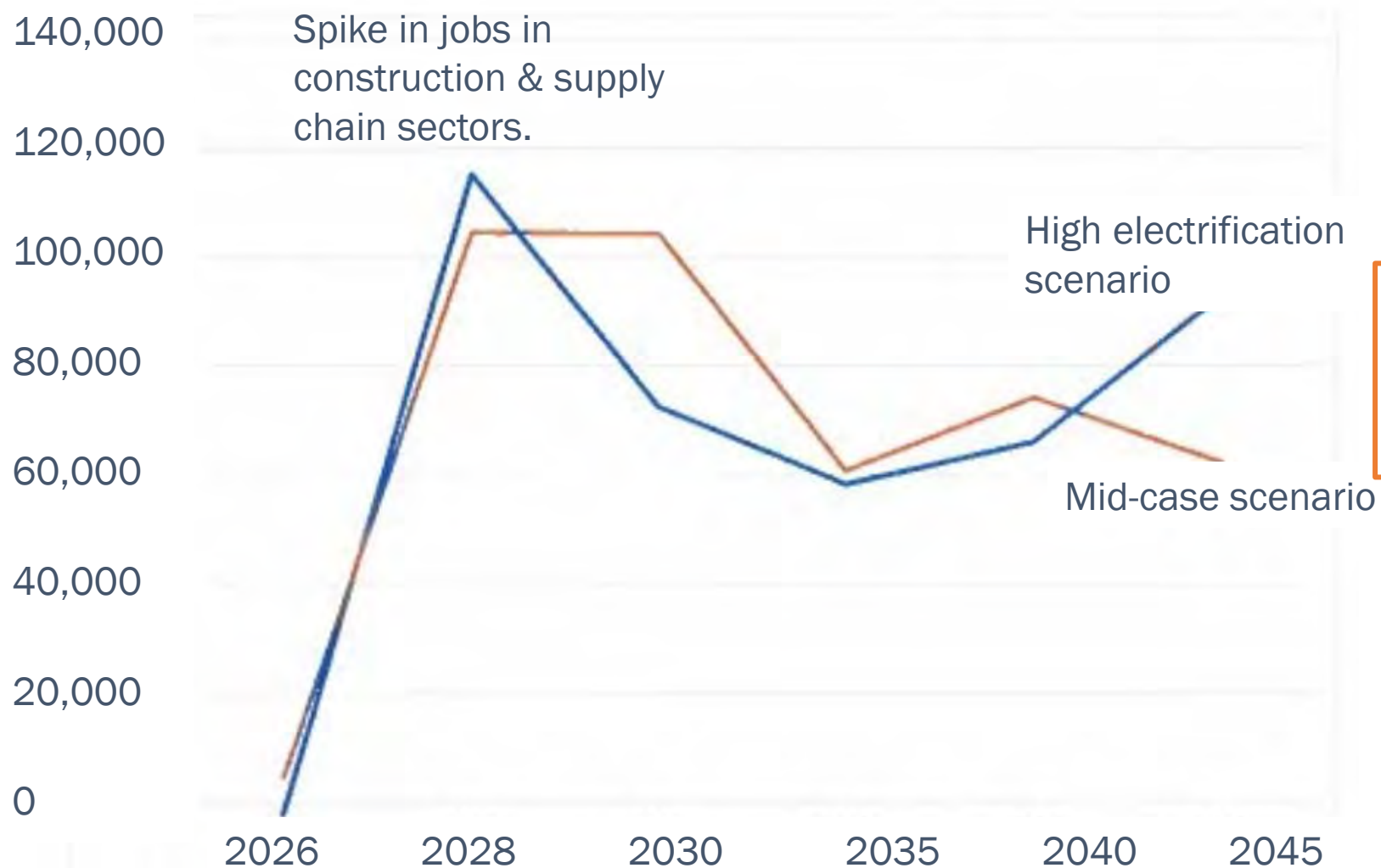
 Union/Non-  
union labor?

  
Modest  
openings?

  
Tremendous  
growth

See the [Illinois Clean Energy Jobs and Training Program Inventory Report](#)

# Projected change in total employment relative to 2024, IL 2026-2045



Some construction jobs will taper off as construction phase ends.





# Agenda

**CEJA Workforce Ecosystem Overview**  
**Renewable Energy Workforce Needs**  
**CEJA Workforce Program Details**  
**CEJA Grantees Case Studies**





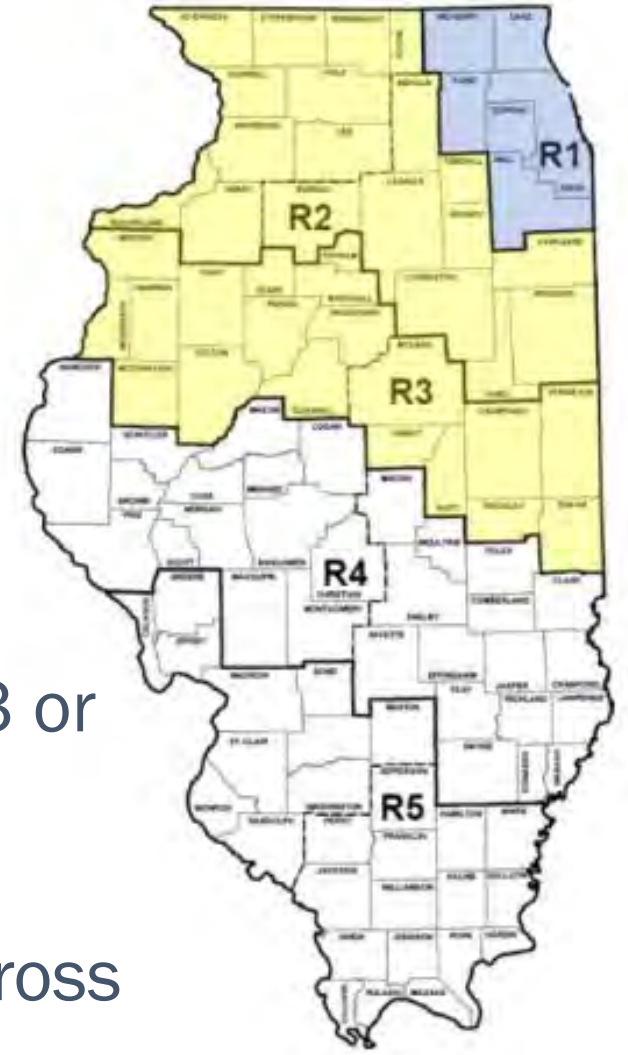
# Climate Works Pre-apprenticeship Program

- **Goal:** Prepare people for apprenticeship programs in construction & building trades
- **What:** Construction training, with a clean energy focus. Provide connection to apprenticeship programs. Robust barrier reduction funding to support retention
- **Where:** 3 centers throughout the state
- **Funding:** \$10 million/year + \$6 million barrier reduction funds/year
- **Delivered by:** Community-based organizations\* and partners



# Climate Works Pre-apprenticeship Centers to serve 3 regions

- Northern Illinois Grantee – 548 Foundation
  - Central Illinois Grantee – HIRE360
  - Southern Illinois Grantee – HIRE360
- 
- Providing pre-apprenticeship training utilizing MC3 or NCCER to teach basic construction skills
  - Access to barrier reduction funds
  - 14 subgrantees providing a network of training across the state





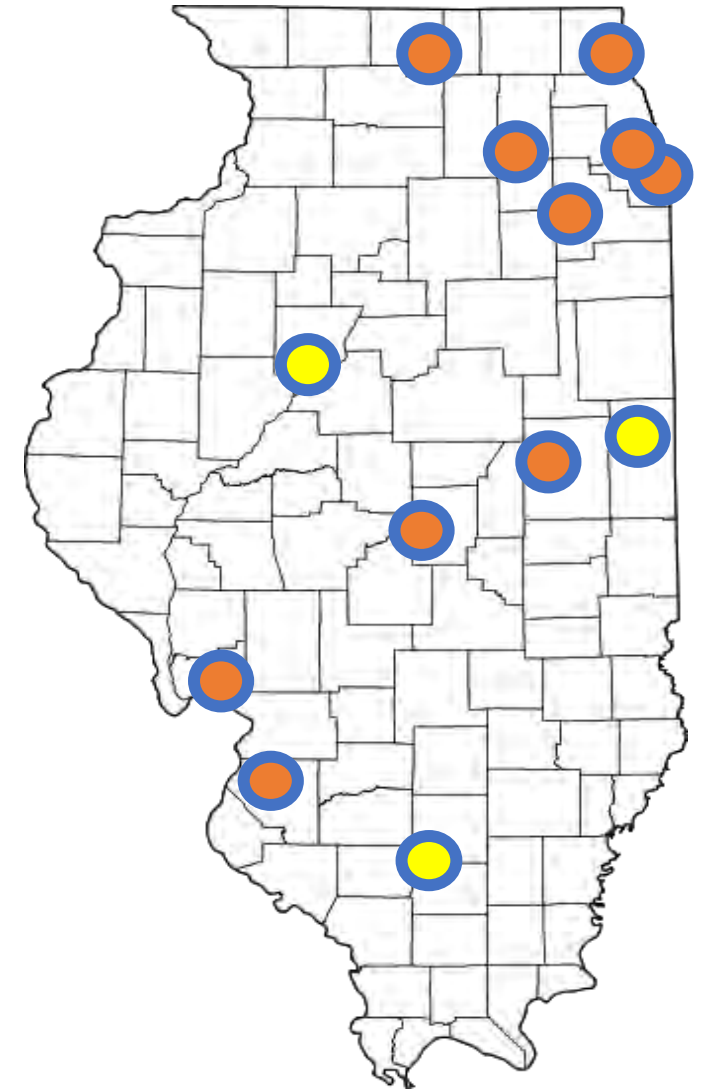
# Clean Jobs Workforce Network Program, "Workforce Hubs"

- **Goal:** Prepare people for good-paying, entry-level clean energy jobs.
- **What:** Clean jobs training, utilizing a standard clean energy curriculum framework + job specific training. Robust barrier reduction funding to support retention
- **Where:** At least one hub in 13 designated regions (14 regions starting 7/1/2025)
- **Funding:** \$24 million/year + \$15 million barrier reduction services/year
- **Delivered by:** Community-based organizations and partners



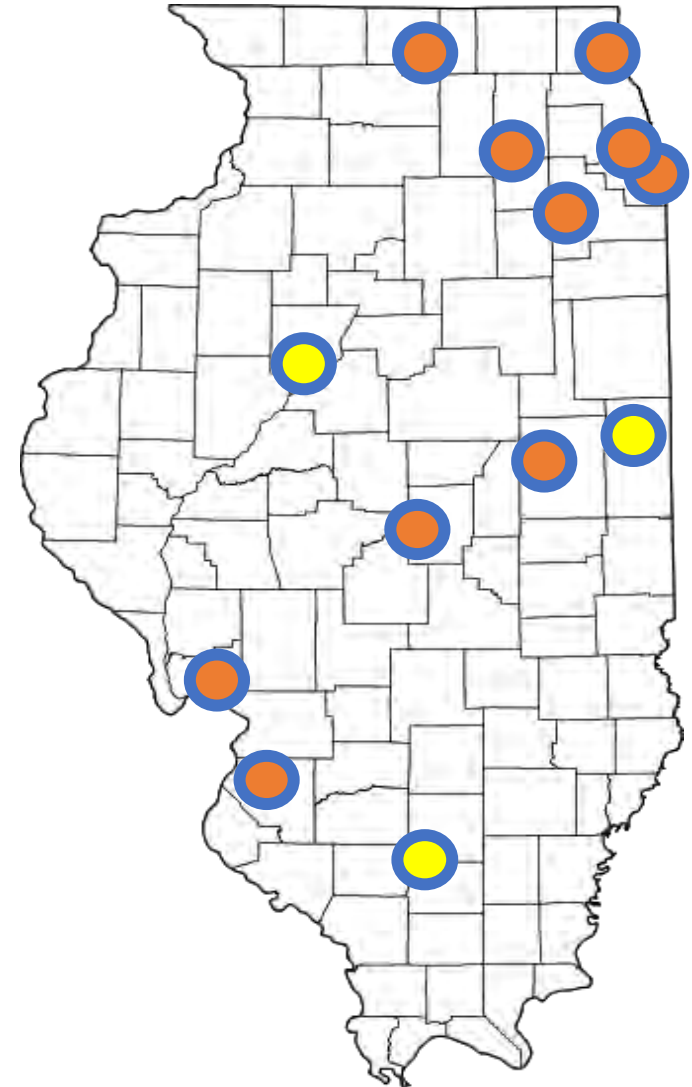
# Workforce Hubs Program Rollout

- Grantees enrolling September/October
  - Chicago Cook Workforce Partnership (West/Southwest Sides)
  - College of Lake County
  - Chicago Cook Workforce Partnership (Southside)
  - Parkland College – enrolling now
  - Community College District 536 (Lewis and Clark) – enrolling now
  - 548 Foundation – enrolling now
  - Richland Community College – enrolling now



# Workforce Hub Program Roll Out (continued)

- Provide essential employability skills, clean energy basics, and job specific training
- Access to barrier reduction funds and all participants receive a stipend
- All participants earn job safety credentials (OSHA) as well as CPR training
- 6 Solar programs
- 9 Energy Auditing/Weatherization, Efficiency, Building Inspection programs
- 5 EV Tech/Maintenance programs
- 2 EV Charger Installation programs
- 5 HVAC programs
- 27 programs seeking to train over 700 students in the next year!





# Energy Transition Navigator Program

- **Goal:** Increase awareness of and participation in CEJA programs
- **What:** Provide recruitment, enrollment and engagement for CEJA workforce programs
- **Where:** 13 hubs and surrounding areas throughout the state
- **Funding:** \$6 million/year
- **Delivered by:** Community-based providers and partners

Outreach to raise awareness

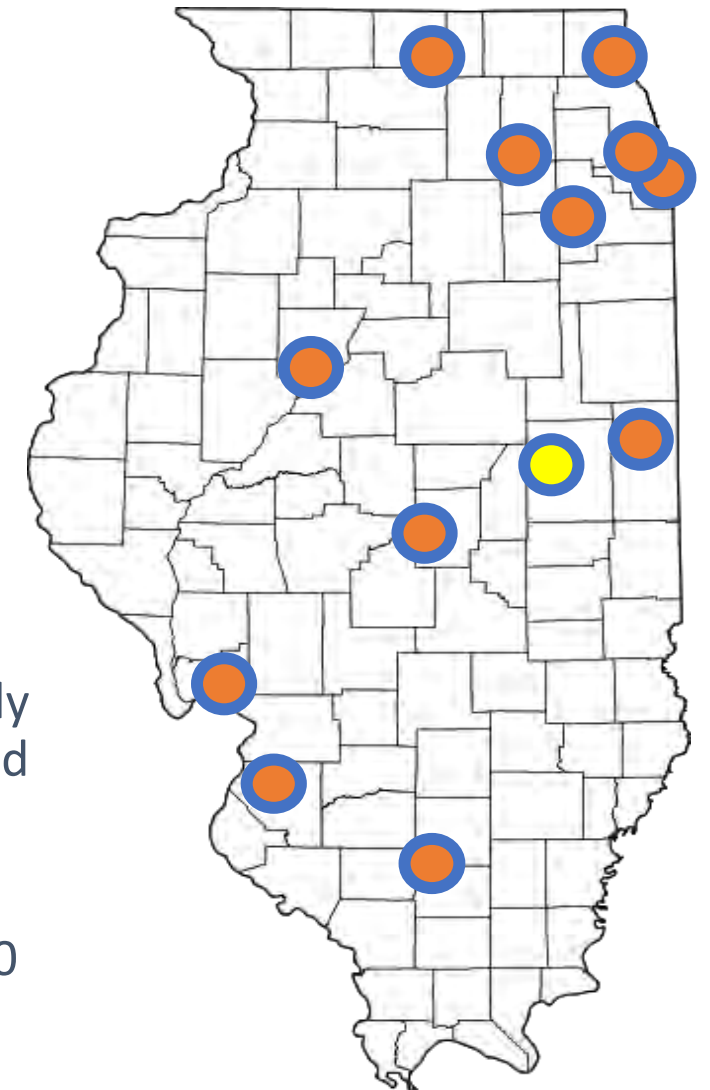
Recruitment for workforce programs

Employer and stakeholder engagement

Enrollment support for workforce programs

# ET Navigator Rollout

- 13 grantees (11 locations)
  - Chicago Urban League
  - Community Assistance Program
  - Goodwill Industries of Northern IL
  - North Lawndale Employment Network
  - Central States SER
  - The Community Works Inc. NFP
  - Goodwill Industries of Metropolitan Chicago
  - Heaven's View Community Development Corporation
  - Lewis University
  - Vermilion Advantage, NFP
  - Carbondale Branch NAACP
  - **The Heart of Illinois Community Foundation**
  - Senior Services Plus
- Recruiting Arm of the CEJA Workforce Programs, will be recruiting primarily for Climate Works and Workforce Hubs, but will also be directing interested participants to whatever CEJA (Incubator) or non-CEJA (WIOA, among others) program best meets their career interests and needs.
- CEJA Navigators are planning 400 outreach events, aiming for almost 5,000 attendees at these events over the next year, with hopes to enroll over 1,500 students in CEJA Programs







# Returning Resident Clean Jobs Training Program

- **Goal:** Prepare returning residents for good paying, entry-level clean energy jobs.
- **What:** Provide training, utilizing standard clean jobs curriculum framework.
- **Where:** Illinois Department of Corrections facilities
- **Funding:** \$6 million/year
- **Delivered by:** Community-based organizations and partners

Assistance with  
recruitment, enrollment

Training program  
delivery

Transition and job  
placement support



# Clean Energy Contractor Incubator Program

- Program Criteria:
  - 13 Program delivery Hub Sites
  - 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 DOL
- 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,
    - Have prior involvement with the criminal legal system,
    - Have language barriers;
    - Are graduates of or currently enrolled in the foster care system;
  - Displaced energy workers as defined by Energy Community Reinvestment Act





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

- Program Criteria:
  - 3 Program Delivery Areas: Northern, Central, Southern Illinois Program
  - Up to \$3M annually for each program
  - 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 grants up to \$1m annually; operational support and mentorship help preparing bids; and much more.
  - Program will stand up a mentorship program, prime leads will recruit companies, provide a stipend, and making pairing with program participants.
  - substantial and demonstrated commitment of investing in and partnering with individuals and institutions in equity investment eligible communities.
  - Each regional cohort shall include between 3 and 5 participants.
  - The Program shall cap contractors in the energy efficiency sector at 50% of available cohort spots and 50% of available grants and loans, if possible
- Participant criteria:
  - 2+ years of experience in a clean energy or a related contracting field;
  - At least \$5,000 in annual business;



# 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://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

$\leq \$8.5\text{M}$

### **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:**

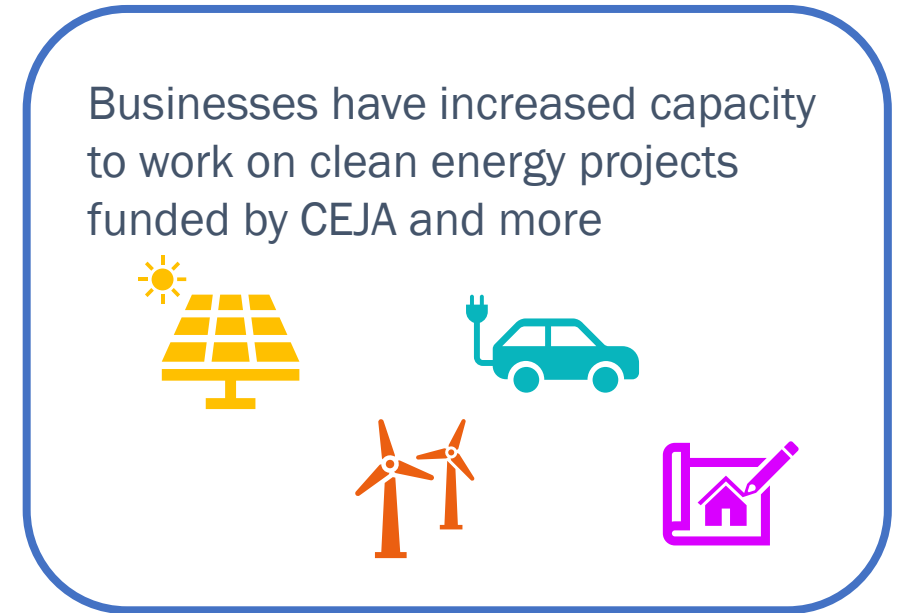
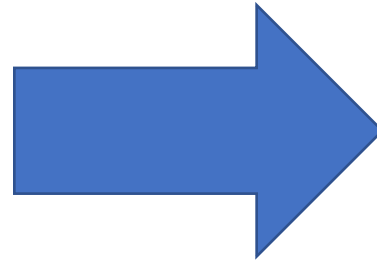
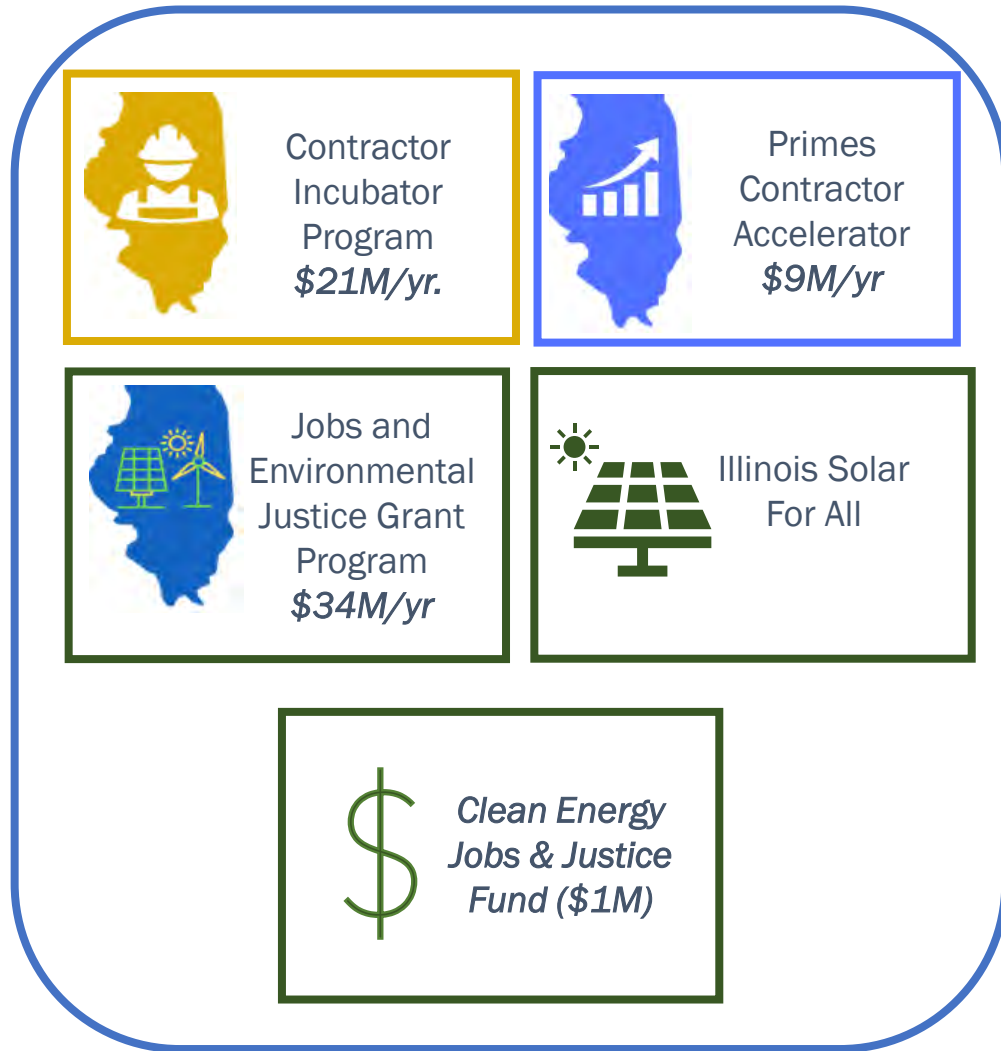
- Pre-development work
- Development of programs and entities to assist in the long-term governance, management, and maintenance of community solar projects: such as community solar cooperatives.
- Early-stage project planning
- Project team organization
- Site identification;
- Organizing a project 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



# CEJA Economic Development Ecosystem



# Economic Development Programs (DCEO-Office of Energy & Utility)



## Coal to Solar- \$280.5M

- Statute details the criteria for coal plants (5 plants total) to transition to solar and storage facilities. for the plants to receive funds.

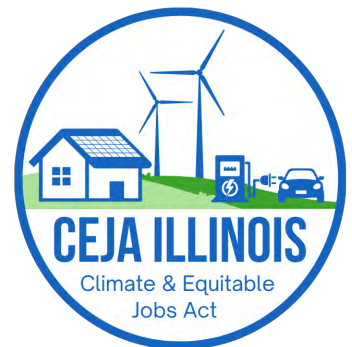
## Energy Transition Community Grant Program- \$40M/yr

- Grants to communities that have experienced or will experience a fossil fuel or nuclear plant or mine closure or significantly reduced services in the past 6 years or will close within the next 6 years following its application to DCEO.



## 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.



# How Can Employers Get Involved?

- Grantees can ALWAYS use more employer partners
  - Inform grantees (training providers/case managers/recruiters etc) about job openings in the region
  - Provide job site tours or give classroom presentations
  - Join advisory committees to review and develop/revise curriculum
  - Refer employees for additional training
  - Spread the word
- Reach out to a Navigator, Hub, or Climate Works Center. Connect with a Regional Administrator if you would like an introduction





A background image showing two workers in hard hats and safety gear on a roof covered with solar panels. One worker is holding a tablet, and they appear to be inspecting or discussing the installation. The image is in a dark, blue-tinted style.

# **Illinois Solar Energy and Storage Association (ISEA)**

A blue-tinted photograph of two construction workers wearing hard hats and safety gear, crouching on a roof covered with solar panels. They are looking at a tablet together. The text 'Illinois Finance Authority' is overlaid in white.

# Illinois Finance Authority





## MANY PLAYERS, ONE TEAM: STATE GOALS

- 100% Clean Energy for Illinois by 2050 is State policy.
- “Accelerate 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

October 10, 2024



**Illinois**  
Department of Commerce  
& Economic Opportunity



**Illinois Environmental**  
Protection Agency



**ILLINOIS HOUSING**  
DEVELOPMENT AUTHORITY



**ILLINOIS**  
CLIMATE  
BANK



**INTERSECT**Illinois



The Illinois Clean and Equitable Jobs Act (CEJA) and the Federal Government's Inflation Reduction Act (IRA) align on five key pillars:



PARTNERSHIPS



QUANTIFIABLE PROGRESS ON CLIMATE



BUILD IT HERE (USA/ILLINOIS)

On national security grounds



JUSTICE40 BENEFITS & INVOLVEMENT



LABOR INVOLVEMENT & PARTICIPATION





# Federal Assistance Awarded to Illinois to Date

Finance

Grants

**\$430 million**  
Climate Pollution  
Reduction Grants

Finance

**\$108 million**  
National Clean  
Investment Fund

Finance

**\$20 million**  
State Small Business  
Credit Initiative

Finance

**\$14 million**  
Energy Efficiency  
Revolving Loan Fund

Grants

**\$156 million**  
Solar for All

Grants

**\$54 million**  
National Electric  
Vehicle Infrastructure

Grants

**\$40 million**  
Grid Resilience Grants

Grants

**\$15 million**  
Charging and Fueling  
Infrastructure

Grants

**\$8 million**  
Transmission Siting and  
Economic Development

Over \$1 Billion and counting  
awarded to Illinois to combat  
climate change

**And More!**

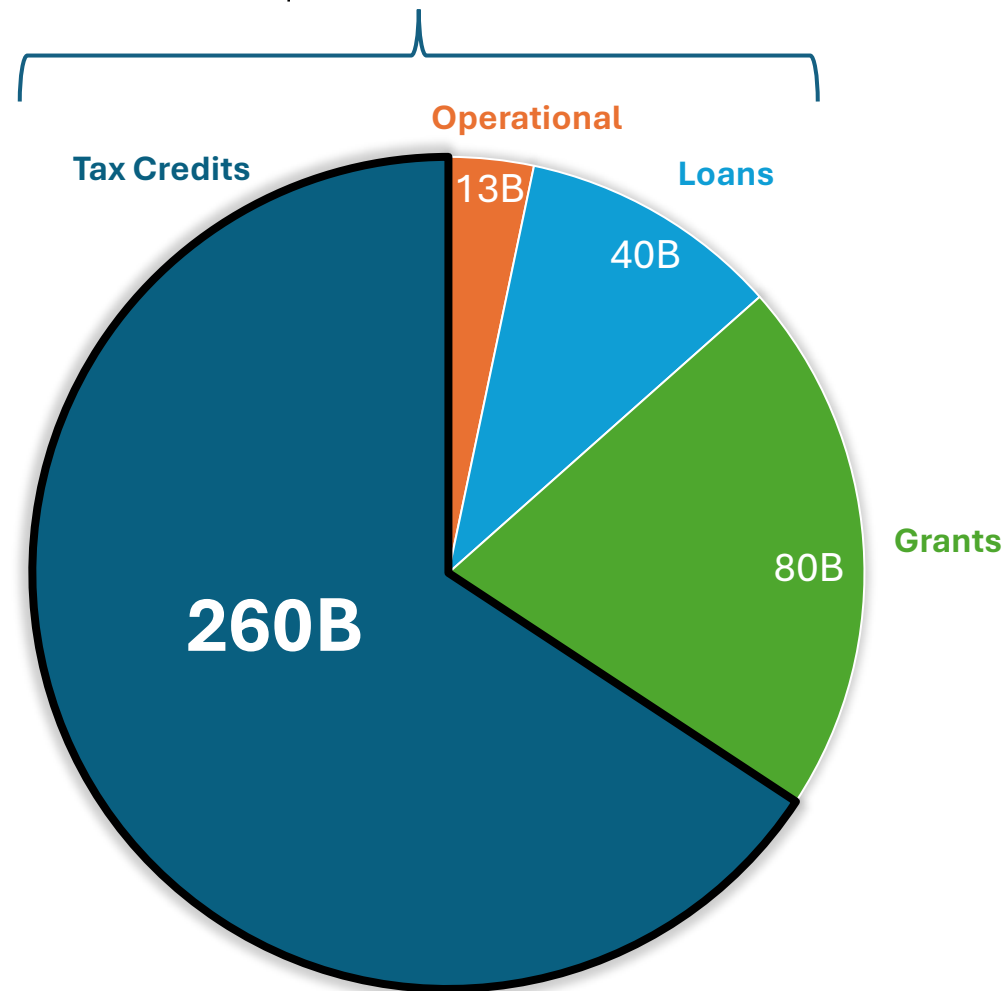


# Additional Opportunities



Loan Programs Office

IRA: \$394 Billion\*



Uncapped credits means that this number will continue to grow!



# What is New? IRA Direct/Elective Pay Credits



## State and Local Governments

- States
- Political Subdivisions including cities, counties, municipalities, townships, and villages
- Agencies and instrumentalities of governments



## Other Tax-Exempt Entities

- 501(c)(3) organizations such as public charities, schools, hospitals, and others
- Religious or apostolic 501(d) organizations
- All other organizations exempt under 501(a) of the tax code.

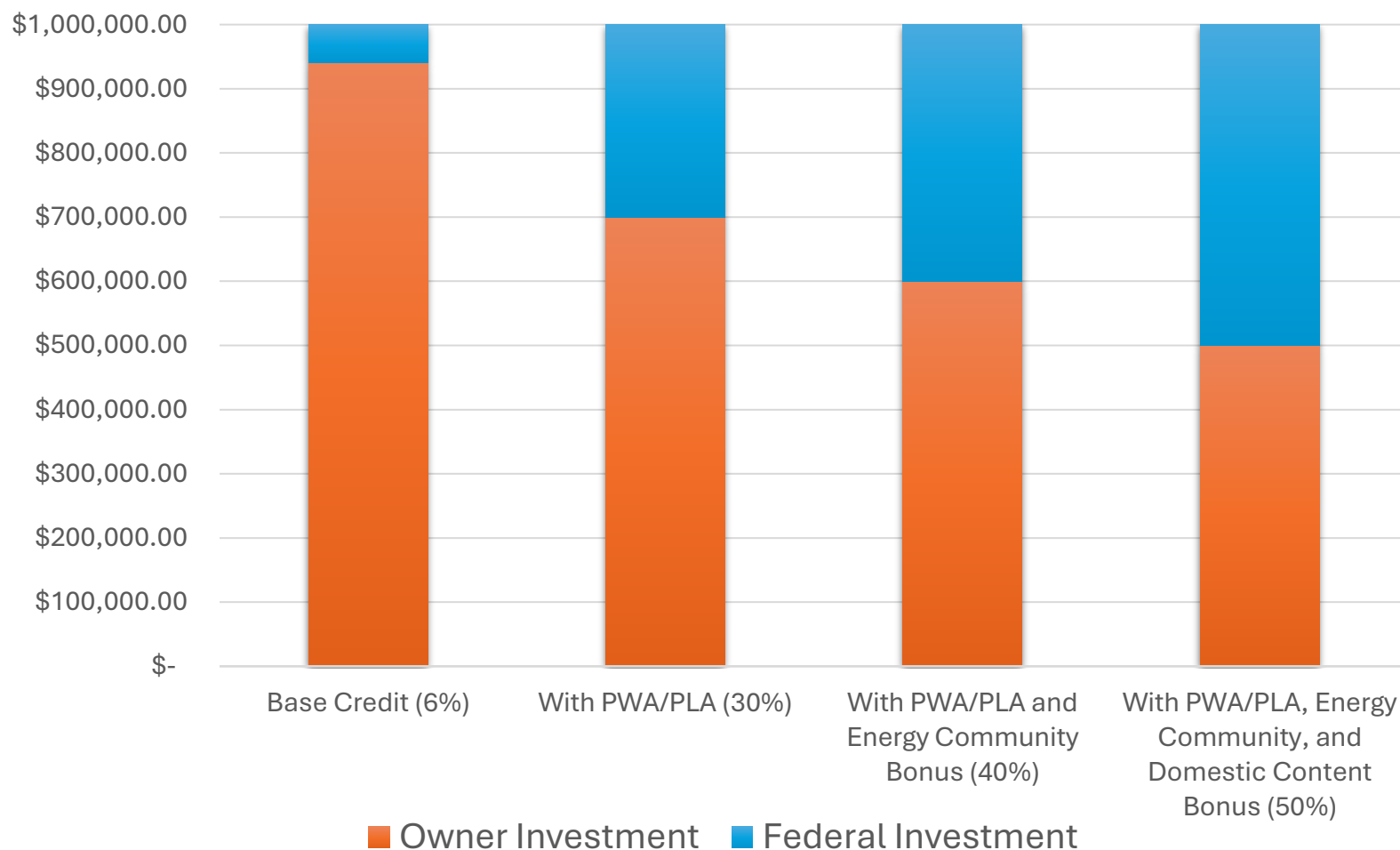
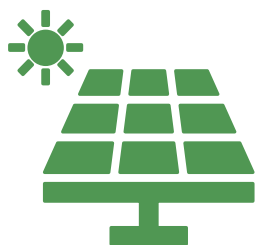


# IRA Tax Credit Project Example

## Example

A qualified project owner under the federal tax code, which includes state/local governments and nonprofits, project owner spends \$1,000,000 to build a small solar project, eligible under the Investment Tax Credit (ITC) for Energy Property (§48/E).

With the right conditions, the federal government will repay the project owner up to \$500,000 in direct pay tax credits.









# Commercial Property Assessed Clean Energy (C-PACE)



C-PACE financing can be used by owners and developers to finance or refinance eligible improvements in connection with renovations of existing buildings and new construction for up to 25% of the value of the property.

Target Audience	Project Type	Funding Details
<div><p>Private owners of commercial, industrial, non-residential agricultural, or multi-family property</p><p>Nonprofits</p><p>Developers</p></div>	<p>Eligible improvements generally include:</p> <p>Fixtures, products, systems, equipment, devices, and materials intended for energy efficiency, renewable energy, resiliency, or water use; electric vehicle charging stations</p>	<ul style="list-style-type: none"><li>• Funding type: Bonds</li><li>• Project size: \$2,000,000 minimum</li><li>• Interest rate: Below market</li><li>• Term: Up to 40 years</li><li>• Project must be located in a county or municipality that has <b>passed IFA's enabling PACE Ordinance</b></li></ul>

# State Small Business Credit Initiative (SSBCI)

The State Small Business Credit Initiative provides access to capital for small business who may not be able to get the amount or terms they need for projects that mitigate climate change.

## Target Audience



Small businesses (less than 750 employees)



Must be in good standing with the Illinois Secretary of State



Clear of any back taxes; no bankruptcies, judgements, or liens in the past 5 years

## Project Type

Projects that addresses climate mitigation:

Examples: Renewables, EVs, battery technologies, biomaterial production, sustainable agriculture, broadband expansion, etc.

## Funding Details

- Funding type: Participation loans (must be paired with a Lender)
- Loan size: **IFA's participation** between \$25,000 - \$2,000,000
- Interest rate: 1-2%
- Loan term: 7 years (maximum)

Contact Maria Colangelo [mcolangelo@il-fa.com](mailto:mcolangelo@il-fa.com)



We want to hear from you!

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[Illinois Finance Authority \(il-fa.com\)](http://il-fa.com)

A blue-tinted photograph of two construction workers wearing hard hats and safety gear, crouching on a roof covered with solar panels. They are looking at a tablet together. The image serves as a background for the title text.

# **Cook County Small Business Source**



# Welcome to the Cook County Small Business Source!

[Cookcountysmallbiz.org](https://Cookcountysmallbiz.org)



*Jerrica, Domini, and Marisela*  
BED and SDA Partner Staff  
2023 Source Grant Press Event

## Cook County Small Business Source: Overview of Services

The Cook County Small Business Source **strives to support, grow, and elevate small businesses by providing no-cost business advising, resources, events, and access to capital opportunities to small business owners.**

### Business Advising

Individual and group expert business advising provides small business owners with the tools and resources needed to grow and scale their business



### Resources

A resource library and a network of over 50 partners are available to help grow and scale small businesses



### Events

Events connect small business owners with our community of advisors who provide in depth knowledge on topics important to small businesses



### Access to Capital

Grant programs and grant application support to financially support small business owners to start, grow, and scale their business



## 2023 Source Grant Program Results

- **\$50 million awarded to 3,000 businesses**
- **Grant budget increased 25%** mid-project from million to \$50 million allowing us to support 500 more businesses.
- **All awards went to small businesses with fewer than 20 employees (>80% fewer than 5)**

### Cook County Celebrates Small Business Grants Awarded to 3,000 Recipients







## The Small Business Source Network of Partners

The Source is led by **Cook County's Bureau of Economic Development** and is supported by a network of **11 BSOs**, and **39 Referral Partners**.  
**Cook County Small Business Source Business Advising Partners**



### Cook County Small Business Source 2024 Referral Partners

- |  |   |   |  |
|--|---|---|--|
| <ul style="list-style-type: none"><li>• Alsip Chamber of Commerce and Economic Development</li><li>• Arab American Business Association</li><li>• Asian American Chamber of Illinois</li><li>• Austin Chamber of Commerce</li><li>• Binational Institute of Human Development*</li><li>• Blue Island Area Chamber of Commerce &amp; Industry</li><li>• Business Services Collective*</li><li>• Calumet Area Industrial Commission*</li><li>• Chamber57</li></ul> | <ul style="list-style-type: none"><li>• Chicago Southland Chamber of Commerce</li><li>• Chicago's Sunshine Enterprises*</li><li>• Chinese Mutual Aid Association</li><li>• Des Plaines Chamber of Commerce</li><li>• E-Local Marketplace</li><li>• Elevate*</li><li>• Elgin Area Chamber of Commerce</li><li>• Evanston Chamber of Commerce</li><li>• Fempreneur Poder Hub*</li><li>• Greater Englewood Chamber of Commerce</li><li>• Greater Wheeling Area Chamber of Commerce</li></ul> | <ul style="list-style-type: none"><li>• HACIA</li><li>• Hire360*</li><li>• Illinois Business Immigration Coalition</li><li>• Melrose Park Chamber of Commerce</li><li>• Native American Chamber of Commerce</li><li>• Next Level Northwest</li><li>• Northbrook Chamber of Commerce</li><li>• Northwest Hispanic Chamber of Commerce</li><li>• Northwest Side Community Development Corporation</li></ul> | <ul style="list-style-type: none"><li>• Oak Park &amp; River Forest Chamber of Commerce*</li><li>• Polish American Chamber of Commerce</li><li>• SomerCor</li><li>• South East Chicago Commission</li><li>• South Shore Chamber CDC</li><li>• Southland Black Chamber of Commerce</li><li>• Southwest Collective</li><li>• Uptima Entrepreneur Cooperative*</li><li>• West Suburban Chamber of Commerce &amp; Industry</li><li>• Winnetka-Northfield-Glencoe Chamber of Commerce</li></ul> |
|--|---|---|--|

\* New in 2024!



As of December 2023, our business advising client data highlights the program's growth and diverse client base as shown below:

### Small Business Source: Our Impact

**\$67M**

In grants distributed to businesses  
with 20 employees or less  
(includes \$50M to be distributed in  
January 2024)

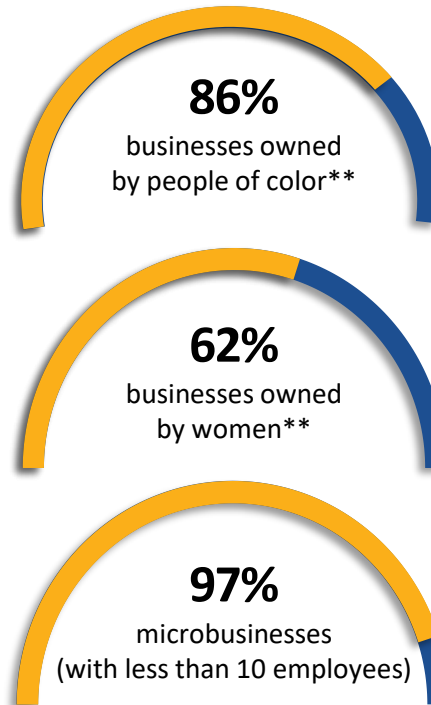
**~20,000**

Businesses served through  
business advising and events

**80,000+**

Small businesses  
reached<sup>+</sup>

Profile of  
businesses  
served



### Profile of Business Advising Clients

**86%**

businesses owned  
by people of color

**62%**

businesses owned  
by women

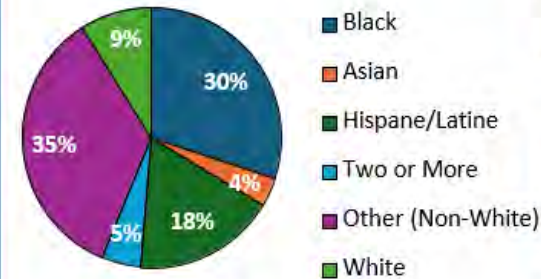
**97%**

microbusinesses  
(<10 employees)

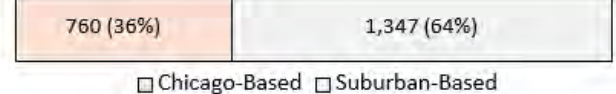
**Benchmark** (Source: 2020 Census Data)

20% Businesses in IL owned by POC
37% Businesses in IL owned by Women
96% Businesses in IL are microbusinesses

### Race and Ethnicity (of Applicants)



### Location



### Services Requested



\*Source: Cook County Small Business Source data from September 16, 2020, through November 30, 2023, accessed January 2024

\*\* From intake data about majority business ownership (i.e., 51% or more of owner demographic); consists of 1,778 respondents for Women-majority owned businesses and 1,555 respondents for People of Color-majority owned businesses ^ Sourced from intake data about the business advising client's race and ethnicity; consists of 2,903 business advising clients that reported race and ethnicity data

<sup>+</sup> **Small businesses reached** defined as businesses engaged (i.e., business advising applicants, grant applicants, event/webinar registrants, call center customers, other outreach via door knocking/phone banking) and "businesses served" (i.e., business advising applicants, event attendees)

## Pink Panini



**Latrice** first started her business advising journey by seeking out application assistance for [the 2023 Source Grant](#). Through the support of her business advisor, **Marisela Zambrano**, a Relationship Manager with the **Southland Development Authority**, Latrice has also adopted new marketing and employee retention strategies. Latrice shares, **"The SDA has been assisting me with anything that I need to build my business, to make it grow."**

Most recently, Latrice became one of the lucky recipients of [the 2023 Source Grant](#) and she plans to utilize the grant funds to "catch up on inventory, payroll, and maintenance," as she recovers from the challenges of the post-pandemic economy. **She recently launched her second venture Crabs and Cocktails.**

## Freedomlei State of Mind



Launching **Freedomlei State of Mind** in 2020 as a pop-up vendor at local events, business owner **Maria Rodriguez** found inspiration for her line of artisanal handmade bath and body products through her family and cultural roots.

Through The Source's business advising services, Maria connected with the **Illinois Restaurant Association** and the **Berwyn Development Corporation**, who helped her obtain her Sanitation Manager and Cottage Operations Certifications. As a **2023 Berwyn Shops vendor**, Maria received support from the BDC to further expand her business offerings and product lines.

## MsPsGFree



When **Lisa Marsh** (second to left) retired from the Federal Bureau of Prisons, she decided it was time to further pursue her passion of creating allergen-free foods. Named in honor of her mother, Lisa launched **MsPsGFree**, a gluten free snack company, despite having no prior experience running a food-based business. "I came into this with no retail knowledge whatsoever. I like to say I went from corrections to confections," said Marsh.

Marsh connected with the **Chicago Minority Supplier Development Council (CMSDC)**, which supports minority-owned businesses to build sustainable and profitable relationships with major buying organizations.

**"CMSDC has taken me under their wings and helped us to scale, they continue to support and work with us so that we can continue to learn and grow and become a go-to brand for all things delicious."**



# Cook County 2023 Source Grant Winners



2024 Source Grant recipients with President Preckwinkle, Xochitl Flores, and County Board Commissioners



# Here's How To Sign Up



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EN ▾

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## Business advising

**Your Business, Our Expertise:  
Building Your Path to Success**

Louise Williams, owner of Beautiful Beginnings Daycare in Chicago, IL, with Tulio Juarez, advisor for the Greater Southwest Development Corp.



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A blue-tinted photograph of two workers wearing hard hats and safety gear, crouching on a roof covered in solar panels. They are looking at a tablet together. The image serves as a background for the text.

# Networking Reception

Sponsored by ISEA and Sunrun