

# **SOLAR FOR ALL**

## ***Post-Award Primer***

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**Adam Kent & Isabelle Elizondo**  
**Blended & Inclusive Finance Team (GFED)**



# NATIONAL CLEAN INVESTMENT FUND PRIMER

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# 01

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## Overview of GGRF and SFA

# GGRF OVERVIEW



**\$27 billion to rapidly deploy clean energy projects benefitting communities**, split between a \$20 billion clean energy finance network and \$7 billion for low-income solar and storage programs



A critical tool for **filling gaps in access to green capital**, with **almost 70%** of funds dedicated to projects in low-income and disadvantaged communities that lack access to financing



Designed to use an initial infusion of federal funds to **mobilize, leverage, and complement** additional public and private investment



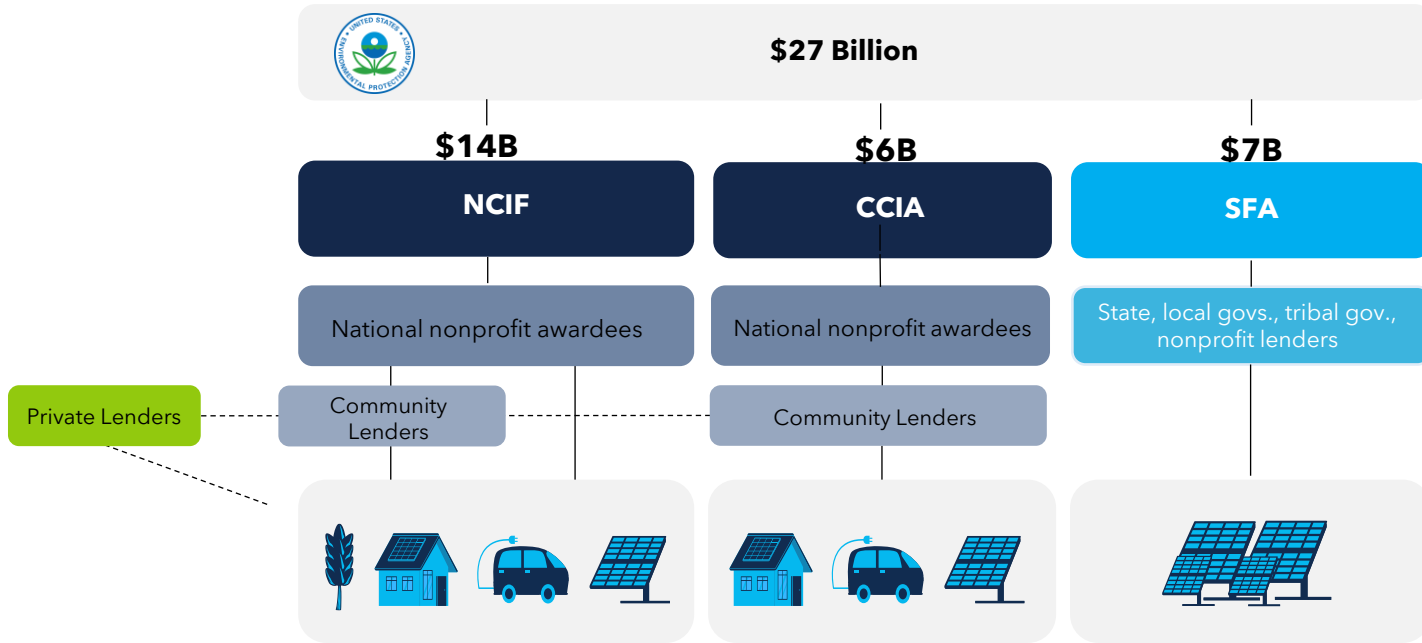
Built on the **successful model and track record** of green banks, community development financial institutions (CDFIs), credit unions, and other green and community-based lenders



EPA identified 3 priority project categories considered *particularly impactful to achieving the GGRF program objectives*: (1) Distributed Energy Generation and Storage, (2) Net-Zero Emissions Buildings, and (3) Zero-Emissions Transportation

# GGRF FLOW OF FUNDS

**Three Programs,** including a \$20B clean energy finance network across two programs, and \$7B for low-income solar and storage programs run by state, local, Tribal government and nonprofits



# GGRF PROGRAM OBJECTIVES



## Objective 1

Reduce emissions of greenhouse gases and other pollutants.



## Objective 2

Deliver benefits of GHG- and air pollution-reducing projects to US communities, particularly low-income and disadvantaged communities.



## Objective 3

Mobilize financing and private capital to stimulate additional deployment of greenhouse gas- and air pollution-reducing projects.

# SFA OVERVIEW

60 awards were announced in April 2024

**49** state level awards

**6** awards to tribes

**5** multi-state awards

**PROGRAM:** [\\$7B portion](#) of the \$27B GGRF devoted to **expanding or creating new solar and storage programs that benefit low-income and disadvantaged communities (LIDAC)**

SFA dollars will go flow to states, municipalities, territories, Tribal governments, and eligible nonprofit lenders for projects delivering residential **rooftop solar, residential community solar, associated storage, and enabling upgrades.**

**75% of grant funding** must be used for **grants, loans, and other forms of financial assistance.** The remaining funds can be used for project-deployment technical assistance and/or program administrative costs

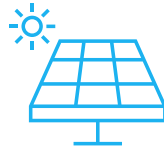
**JUSTICE 40 COVERED PROGRAM:** **100% of SFA projects** need to enable LIDAC to deploy or benefit from solar

**NEXT STEPS:** EPA and awardees will close out grant agreements and funds are anticipated to flow beginning by **September 2024**



## Residential Rooftop Solar

Behind-the-meter solar photovoltaic (PV) power-producing facilities including rooftop, pole-mounted, and ground-mounted PV systems. Includes facilities serving multifamily buildings classified as commercial buildings so long as the facility benefits individual households directly or indirectly through tenant agreements.



## Residential-Serving Community Solar

A solar PV power-producing facility or solar energy purchasing program from a power-producing facility, with up to 5 MW nameplate capacity that delivers at least 50% of power generated to multiple residential customers in the same utility territory.



## Associated Storage

Infrastructure to store solar-generated power for the purpose of maximizing residential rooftop and residential-serving community solar deployment, delivering demand response needs, aggregating assets into virtual power plants, and delivering residential power during grid outages.



## Enabling Upgrades

Investments in energy and building infrastructure that are necessary to deploy/maximize benefits of solar projects. Enabling upgrades can include, but are not limited to electrical system upgrades, structural building repairs, and energy efficiency.





75%\*

## Financial Assistance

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Defined as:

- Subgrants
- Rebates
- Subsidies
- Other incentive payments
- Debt (loans, partially forgivable loans, forgivable loans, soft loans, subordinate debt)
- Other financial products



Remaining

## Project-Deployment Technical Assistance

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Services and tools provided by grantees to overcome non-financial barriers to solar deployment such as:

- Workforce Training
- Customer outreach and education
- Project deployment assistance
- Coordination with utilities



Remaining

## Program Administration

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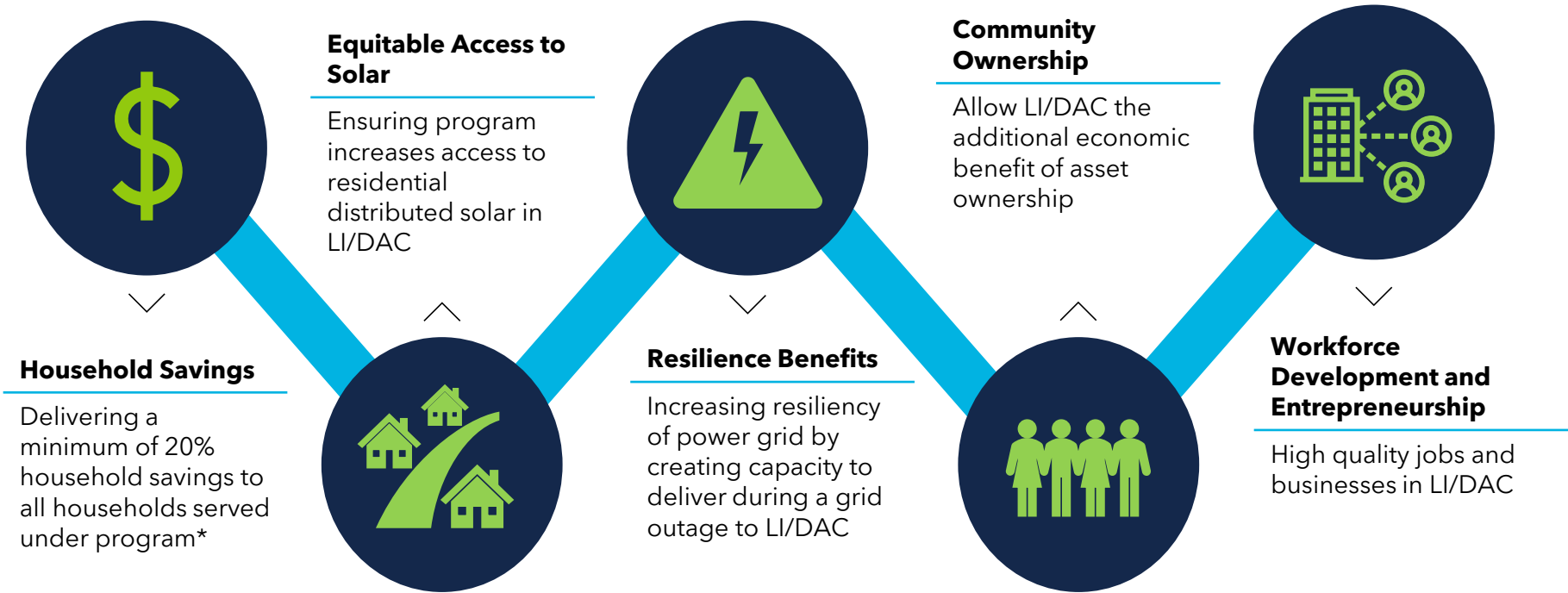
Expenditures for program administration activities such as:

- Financial and administrative reporting
- Procuring services and tools to support program design
- Program Performance

\*65% for programs benefitting Native American communities

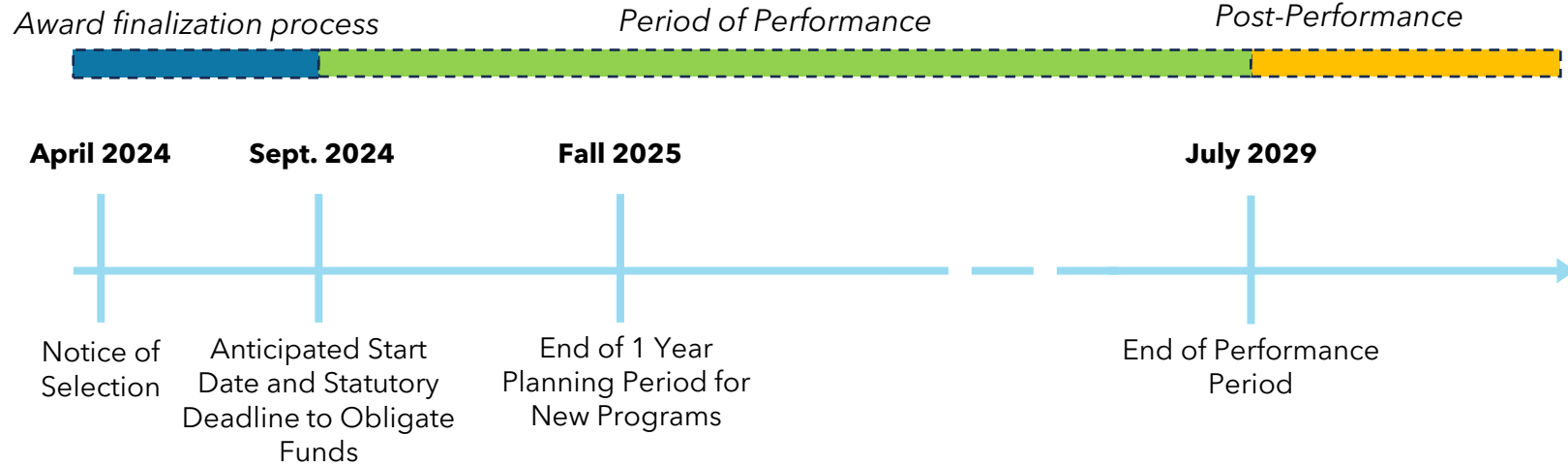
**\*Projects with more than 75% of funds going to Financial Assistance will be viewed more favorably**

# SFA MEANINGFUL BENEFITS



\*20% household savings is defined as 20% of the average household electricity bill in the utility territory

# SFA ANTICIPATED TIMELINE



A close-up, low-angle shot of solar panels, showing the grid lines and the reflective surface. The panels are arranged in a grid pattern, and the perspective is from below, looking up at the panels.

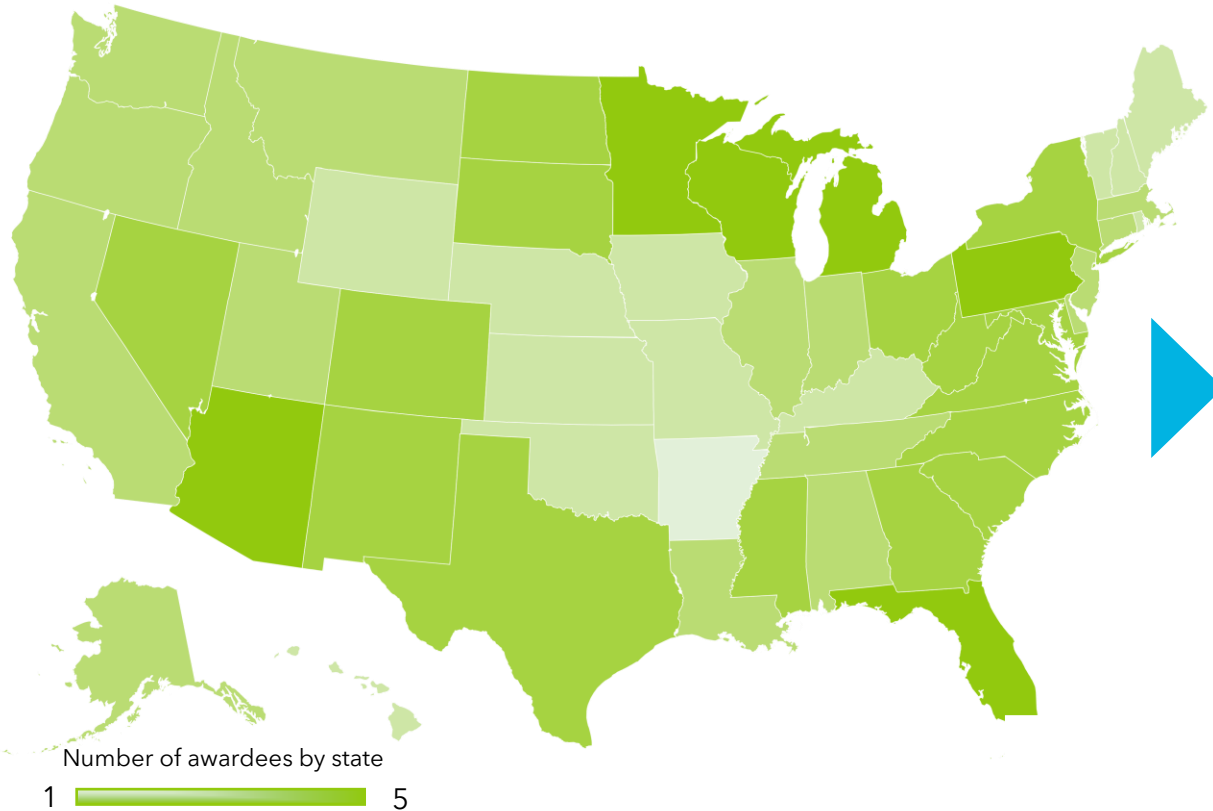
# 02

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## About SFA Awardees

# Overview

Solar for All will cover **all 50 states** as well as D.C., Puerto Rico, the Virgin Islands, and Guam



**36** States and State Offices

**8** State-Level Nonprofits

**6** Programs serving Tribes

**5** Multistate Programs

**1** Municipality

# Government-Led Programs

The majority of Solar For All programs will be led by government entities



## State Environmental Agencies

Examples:

- LA Department of Natural Resources
- NC Department of Environmental Quality
- TN Department of Environment and Conservation



## Energy Offices

Examples:

- OR Department of Energy
- MD Clean Energy Center
- CO Energy Office



## Budget Offices and Green Banks

Examples:

- PR Office of Management and Budget
- CA IBANK
- OH Budget and Management Office

Received between \$43.5 MM - \$249MM

## 36 State Governments/Agencies Are Awardees

Alaska  
Colorado  
Tennessee  
District of Columbia  
Arizona  
New Hampshire  
Guam  
Hawaii  
Illinois  
Kentucky  
Maryland  
Massachusetts

Minnesota  
New Jersey  
New Mexico  
New York  
North Carolina  
Oregon  
Pennsylvania  
Puerto Rico  
Rhode Island  
South Carolina  
Louisiana  
Michigan

Ohio  
California  
Connecticut  
Maine  
Missouri  
Virgin Islands  
Utah  
Vermont  
Virginia  
Washington  
West Virginia  
Wisconsin



1 Municipality - Harris County, Texas

# Non-Profit Programs

These programs cover a state, but will be run by nonprofits instead of public entities



## Indiana Community Action Association

Will serve Indiana -  
\$117,470,000



## Capital Good Fund

Will serve Georgia -  
\$156,010,000



## Nevada Clean Energy Fund

Will serve Nevada -  
\$156,120,000



## Solar and Energy Loan Fund

Will serve Florida -  
\$156,120,000



## Bonneville Environmental Foundation

Received multiple awards for Wyoming (\$30,260,000), Montana (43,700,000) and Idaho (\$56,540,000)



## Coalition for Green Capital

Received multiple awards for North Dakota (\$62,450,000) and South Dakota (\$62,450,000)



## Center for Rural Affairs

Will serve Nebraska -  
\$62,450,000



## Hope Enterprise Corporation

Received multiple awards for Mississippi (\$62,450,000), Arkansas (\$93,670,000)

# Multi-State Programs

## 5 Nonprofits Received Awards to Create Multi-State Programs



### Clean Energy Fund of Texas

**\$156,120,000**

In partnership with the Bullard Center, will provide capital to minority-serving institutions to 19 states in the South/Southeast by creating community resilience centers



### Inclusive Prosperity Capital

**\$249,300,000**

Will build upon existing DOE programs to grow community solar across low-income communities in 44 states nationwide



### Growth Opportunity Partners

**\$156,120,000**

Will serve 31 communities, across 8 states, in the Midwest and Rustbelt by deploying rooftop solar



### Grid Alternatives

**\$249,300,000**

Will serve single and multi-family affordable housing in ~29 states across the country



### Growth Opportunity Partners

**\$156,120,000**

Will serve 8 states in the Southeast in partnership with electric cooperatives and municipal utilities



# Programs Covering BASC Cities (1/3)

	State / Municipality	Multi-State Nonprofit Program	State-Level Nonprofit Program
<b>Akron, OH</b>	<input type="checkbox"/> State of Ohio Office of Budget and Management State Accounting	<input type="checkbox"/> Growth Opportunity Partners <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	X
<b>Atlanta, GA</b>	X	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Groundswell <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	<input type="checkbox"/> Capital Good Fund
<b>Birmingham, AL</b>	X	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> Groundswell	X
<b>Buffalo, NY</b>	<input type="checkbox"/> New York State Energy Research and Development Authority	<input type="checkbox"/> Growth Opportunity Partners <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	X
<b>Charlotte, NC</b>	<input type="checkbox"/> North Carolina Department of Environmental Quality	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Groundswell <input type="checkbox"/> GRID Alternatives	X
<b>Chattanooga, TN</b>	<input type="checkbox"/> Department of Conservation Tennessee	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Inclusive Prosperity Capital	X
<b>Cincinnati, OH Cleveland, OH Columbus, OH Dayton, OH</b>	<input type="checkbox"/> State of Ohio Office of Budget and Management State Accounting	<input type="checkbox"/> Growth Opportunity Partners <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	X

## Programs Covering BASC Cities (2/3)

	State / Municipality	Multi-State Nonprofit Programs	State-Level Nonprofit Programs	Tribal Programs
<b>Hampton, VA</b>	<input type="checkbox"/> Virginia Department of Energy	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Groundswell <input type="checkbox"/> Inclusive Prosperity Capital	X	X
<b>Jackson, MS</b>	X	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> Groundswell	<input type="checkbox"/> Hope Enterprise Corporation	X
<b>Kansas City, MO</b>	<input type="checkbox"/> Missouri Environmental Improvement and Energy Resources Authority	<input type="checkbox"/> Growth Opportunity Partners	X	X
<b>Lansing, MI</b>	<input type="checkbox"/> State of Michigan Department of Environment, Great Lakes and Energy	<input type="checkbox"/> Growth Opportunity Partners <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	X	<input type="checkbox"/> Midwest Tribal Energy Resources Association
<b>Memphis, TN</b>	<input type="checkbox"/> Department of Conservation Tennessee	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Inclusive Prosperity Capital	X	X
<b>Montgomery, AL</b>	X	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> Groundswell	X	X
<b>Nashville, TN</b>	<input type="checkbox"/> Department of Conservation Tennessee	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Inclusive Prosperity Capital	X	X

# Programs Covering BASC Cities (3/3)

	State / Municipality	Multi-State Nonprofit Program	State-Level Nonprofit Program
<b>Newport News, VA</b>	<input type="checkbox"/> Virginia Department of Energy	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Groundswell <input type="checkbox"/> Inclusive Prosperity Capital	X
<b>Oakland, CA</b>	<input type="checkbox"/> California Infrastructure Economic Development Bank	<input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	X
<b>Philadelphia, PA</b>	<input type="checkbox"/> Pennsylvania Energy Development Authority	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Growth Opportunity Partners <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	X
<b>Pittsburgh, PA</b>			
<b>Raleigh, NC</b>	<input type="checkbox"/> North Carolina Department of Environmental Quality	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Groundswell <input type="checkbox"/> GRID Alternatives	X
<b>Rochester, NY</b>	<input type="checkbox"/> New York State Energy Research and Development Authority	<input type="checkbox"/> Growth Opportunity Partners <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	X
<b>Savannah, GA</b>	X	<input type="checkbox"/> Clean Energy Fund of Texas <input type="checkbox"/> Groundswell <input type="checkbox"/> Inclusive Prosperity Capital <input type="checkbox"/> GRID Alternatives	<input type="checkbox"/> Capital Good Fund
<b>St. Louis, MO</b>	<input type="checkbox"/> Missouri Environmental Improvement and Energy Resources Authority	<input type="checkbox"/> Growth Opportunity Partners	X

A close-up, low-angle shot of solar panels, showing the grid lines and the mounting structure. The panels are slightly out of focus, creating a sense of depth and perspective.

# 03

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## Implementation Guide



Which SFA Awardees cover your community, city, or region? Who are the lead applicants and are there any named subrecipients? What is everyone's role?



Will the SFA Awardee(s) make their application narrative public? If not, will they provide information on the following plans included in their application (see appendix for description of each):

- Meaningful Benefits Plan
- Distributed Solar Market Strategy
- Financial Assistance Strategy
- Project Deployment Technical Assistance Strategy
- Equitable Access and Meaningful Involvement Plan



**New Programs:** Has the program elected to have a program planning period? If so, this is an opportunity to engage and inform how the awardee(s) will set up and structure their program.

**Existing Programs:** How is the existing program working? Does the proposed expansion address any outstanding issues or concerns about the existing program.

## Immediate and High-Impact Actions

## Long-Term and Ongoing Actions

Ensure that your state or local SFA program has a robust plan in place to engage community stakeholders (**Equitable Access and Meaningful Involvement Plan**)

Consider how the SFA program will layer in other complementary programs to deliver deepest benefits .

Ensure that the SFA program's **Meaningful Benefits Plan** is well-understood and that the awardee has a plan to achieve its objectives (slide 10).

Consider opportunities for city/state/utility-level advocacy to address barriers identified in the **Distributed Solar Market Strategy**.

Find out if the **Financial Assistance Strategy** and **Project-Deployment Technical Assistance Strategy** propose solutions and financial products that work for your community.



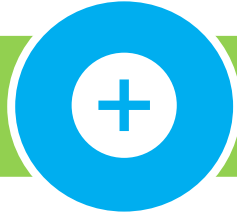
### Specific Questions

- Does the program provide opportunities for feedback on program design as well as transparency and oversights.



### Specific Questions

- Will the program invest in in “Enabling Upgrades” to address structural repairs and energy efficiency?
- Will SFA deliver Whole-Home Retrofits via complementary programs (e.g. WAP, utility energy efficiency programs, etc.?)



### Specific Questions

- What complementary policies, programs, or regulations could support a robust pipeline of SFA projects that will deliver benefits to your communities? (Read more about some of these policies [here](#))



## Immediate and High-Impact Actions

Be prepared to engage key players in SFA program deployment, in accordance with the program's **Equitable Access and Meaningful Involvement Plan**. Consider if your organization can provide feedback or otherwise be involved in the SFA program.



Identify priority opportunities for your organization to make sure SFA reaches members in your community.

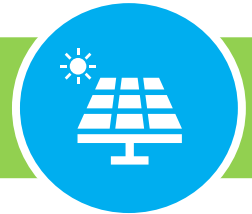


Confirm that the **Project-Deployment Technical Assistance Strategy** proposes solutions that work for your community.



## Long-Term and Ongoing Actions

If your organization has a pipeline of projects that could potentially benefit from solar (e.g. residential or community facilities/resilience hub), ensure that the SFA program is aware of this pipeline.



### Specific Questions

- Does the strategy highlight workforce development, pre-apprenticeship/apprenticeship programs, job support, and contractor support?

## Immediate and High-Impact Actions

Outreach to and meet with SFA awardees that cover your city/town. If your city/town has a pipeline of projects that could potentially benefit from solar (e.g. residential or community facilities/resilience hub), ensure that the SFA program is aware of this pipeline.



Convene key stakeholders in the GGRF and SFA ecosystem, in order to facilitate collaboration and improve program implementation.



Be prepared to engage in SFA program deployment, in accordance with the program's **Equitable Access and Meaningful Involvement Plan**. Consider if your city/town can provide feedback or be involved in the SFA program.



### Key Targets

- Consolidating funding applications across program streams. Ex: DC uses a consolidated application for many of its affordable housing programs.
- Working with NCIF and community lenders recipients to align complementary financing incentives.



## Long-Term and Ongoing Actions

Consider opportunities to address barriers identified in the SFA's **Distributed Solar Market Strategy** to better position your city/town for SFA projects as well as complementary policies, programs, or regulations that could support robust pipeline.



### Specific Questions and Key Targets

- Complementary policies include net metering, third party ownership, and community solar
- How can you incorporate these resources into a climate plan and begin operationalizing them in the capital planning?
- What publicly owned sites could be leveraged for SFA projects

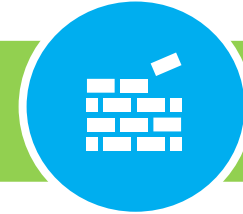
Confirm that the **Project-Deployment Technical Assistance Strategy** proposes solutions that work for your city/town.



### Specific Questions

- Does the strategy for your city/town allow others to engage and participate in workforce development, pre-apprenticeship and apprenticeship programs, job support programs, small business development, and contractor support?.

Consider opportunities to address barriers identified in the SFA awardee's **Distributed Solar Market Strategy**. Identify opportunities to reduce barriers to project deployment, leverage complementary local programs and develop project pipelines.



### Key Targets

- Complementary local programs can include EECCBG, CPRG, utility programs, and municipal financing programs
- Read more about complementary policies [here](#)

## Immediate and High-Impact Actions

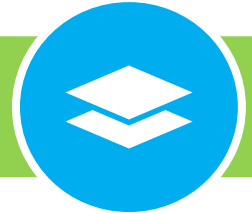
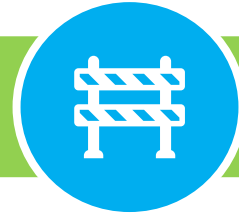
Work with on-the-ground stakeholders to identify which areas of the project development ecosystem are currently underinvested and identify where philanthropy can fill the gap.

Invest in predevelopment funding, capacity-building, and coordinated technical assistance for community groups from and working in LIDAC to engage with SFA awardees and develop a pipeline of financeable projects in conjunction with SFA awardees.

Provide resources for communities to identify barriers to deployment, including where philanthropic capital can help overcome those barriers.

## Long-Term and Ongoing Actions

Support local, state, and utility advocacy efforts to address barriers to deployment, which will potentially be highlighted in the SFA awardee's **Distributed Solar Market Strategy**. Focus on bringing together a diverse cross-sector of stakeholders to advocate for systemic change.



### Key Targets

- Target gap filling in these areas: workforce development, early-stage predevelopment funding, small business contractor support, etc.

### Specific Questions

- Where is additional investment needed for comprehensive retrofits (e.g. health and safety repair dollars); workforce and small business development, and policy advocacy?

### Key Targets

- Stakeholders could include environmental justice orgs, CBOs, affordable housing providers, and more.
- Read more about policies for advocacy [here](#).

A close-up, low-angle shot of solar panels, showing the grid lines and the mounting structure. The panels are slightly out of focus, creating a sense of depth.

# 04

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## Other Resources

## Other Key Resources

Official Program Websites	Webinars	Other
<a href="#"><u>EPA GGRF Website</u></a>	<a href="#"><u>EPA Webinar Recordings</u></a>	<a href="#"><u>Low Income Solar Policy Guide</u></a>
<a href="#"><u>EPA SFA Website</u></a>	<a href="#"><u>Just Solutions GGRF Webinar</u></a>	<a href="#"><u>CESA Public Information on State Applicants</u></a>
<a href="#"><u>EPA NCIF Website</u></a>		<a href="#"><u>State Support Center GGRG Memo</u></a>
<a href="#"><u>EPA CCIA Website</u></a>		<a href="#"><u>Cities and the IRA's Green Banks: Strategies for Engagement</u></a>

A close-up, low-angle shot of solar panels, showing the grid lines and the mounting structure. The panels are slightly out of focus, creating a sense of depth and perspective.

# 05

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## Appendix

# Five Key Plans | Demonstrate How Program Delivers Benefits to LIDAC

5 Key Plans   140 Points Total			
<b>Meaningful Benefits Plan</b>	<b>30 pts</b>	<b>Financial Assistance Strategy</b>	<b>30 pts</b>
Describe how all households the benefit from solar will experience a minimum of 20% household savings	10	Financial assistance strategy including type/size of subsidy for a technologies	10
Justify how the program strategy for financial assistance and project-deployment technical assistance will increase LI/DAC access to solar	5	Describe how program strategy complements/does not duplicate other sources of assistance	10
Describe how program will deliver energy resiliency and grid benefits that can deliver electricity to LI/DAC households during a grid outage	5	Detail reasonable criterial for when program will aid to storage and enabling upgrades	5
Commit to maximizing household and community ownership models with a plan to support LI/DAC in building equity in projects.	5	Consider long-term impacts of program financial assistance	5
Plan for investing in jobs and businesses in LI/DAC communities through program operations.	5	<b>Project Deployment Technical Assistance Strategy</b>	<b>20 pts</b>
<b>Distributed Solar Market Strategy</b>	<b>30 pts</b>	Describe plan to invest in skilled workforce and expanding workforce in LI/DAC communities	10
Describe Net metering policies ad caps in programs' region and how supportive these policies are to solar deployment	6	Describe robust plan to provide TA for interconnection challenges	5
Describe Third-party ownership policies in the region and how supportive those polices are to solar deployment and delivering benefits to LI/DAC	5	Describe TA plan for project siting, land-use, permitting, building codes, inspection and quality control	5
Describe barriers to distributed solar deployment from interconnection process in region + plan to address	5	<b>Equitable Access and Meaningful Involvement Plan</b>	<b>30 pts</b>
Describe plan to maximize and leverage relevant enabling renewable portfolio standards in region	5	Commit to prioritizing diverse and LI/DAC communities' the program is designed to serve	10
Describe regions' enabling regulatory framework for solar deployment	4	Describe a plan for participatory governance - where communities are involved in the decision making over the program	10
Describe plan to ensure program will maximize deployment breadth and diversity across region	5	Describe plan to meaningfully engage with Solar For All stakeholders	5
		Explain strategy for customer acquisition and management for the program	5