



Illinois Solar for All

Overview of the Residential Solar Pilot

Question and Answer

Wednesday, February 8, 2023

Agenda

- Overview
- Proposal and Questions for Discussion
 - Roles of Program Administrator & Approved Vendor
 - Community Selection
 - Approved Vendor RFP Scoring
 - Residential Pilot REC Price
- Process for Commenting and Questions



Residential Solar Pilot Proposal Overview



Residential Solar Pilot Purpose and Goals

- The Residential Solar (Small) sub-program has not yet had participation levels to fully utilize its annual budget
- Reported barriers to participation include:
 - Customer unfamiliarity with solar power
 - Distrustful of marketers
 - Language barriers
 - A complex customer acquisition and application process
- The Illinois Power Agency's 2022 Long-Term Renewable Resources Procurement Plan (The 2022 Plan) outlined a pilot initiative to use a consolidated model adjusting the roles of the Program Administrator to reduce these barriers and increase participation in the Residential Solar (Small) sub-program in 1-4-unit homes (Section 8.5.3.4)



Marketing and Outreach

Marketing and Outreach

- The Program Administrator will implement a marketing and outreach plan to drive participation in the selected communities
- Marketing tactics may include, for example, social media and ad campaigns

Grassroots Education

- Grassroots Educators can provide crucial resident engagement to help the pilot succeed as a trusted community resource.
- Grassroots Educators can share information on the pilot with potential participants, can help participants navigate the pilot, and convey concerns and complaints from participants to the administration team.
- The Program Administrator has recommended adding a new focus area centered on the pilot geographies and demographics to the next grassroots education RFP.



Funding and Budget

- Projects in the Pilot will receive part of the Residential Solar (Small) sub-program annual budget.
 - Program Year 5 has allocated \$27,377,726 to this sub-program
- The Program Administrator suggested setting an estimated size of 50-100 total installations within each of the three community geographies.
 - The Program Administrator recognized the need to ask respondents of the Approved Vendor Request for Proposal to identify their capacity for each community area



Residential Solar Pilot Timeline

Timeline Event	Date
Proposal out for Comment	Feb 2, 2023
Proposal Webinar	Feb 8, 2023
Proposal Comments Due	Feb 15, 2023
Response to Comments Posted	Feb 24, 2023
Final Proposal Published	Feb 24, 2023
Communities Announced	Mar 10, 2023
AV RFP Released	Mar 17, 2023
AV RFP Proposals Due	Apr 28, 2023
Approved Vendors Selected and Announced	May 19, 2023
Marketing and Outreach Campaigns	April through October 2023
Participant List to Contractors	Ongoing
Participant Signup Period	June through October 2023
Site Assessments Provided to Participants	June through Dec, 8 2023
Deadline for Participants Signed Contracts	November 17, 2023
Installations Begin	After first participant contract signature
Goal for Installations Completed	June 2024



Proposal and Questions for Discussion



Roles of the ILSFA Program Administrator & the Approved Vendors



Current Program Roles

ILSFA Program Administrator primarily interacts with the Approved Vendors by:

- Verifying project requirements
- Verifying consumer protections are met

Approved Vendors are responsible for:

- Following the program requirements
- Approved Vendor staff are responsible for customer acquisition and working with the participants throughout the process



Proposed Roles within the Pilot

ILSFA Program Administrator:

- Marketing and outreach
- Participant recruitment
- Income verification
- Initial site suitability assessment
- Facilitate additional coordination with job training and placement programs and incorporation of energy efficiency measures

Approved Vendors:

- Provide and obtain signatures for disclosure form/participant contract
- Some outreach and solar education
- Final site assessment and solar project design
- Part I application
- Part II application
- Installation (using job trainees)



Discussion questions

- *Should any of the described roles for the Program Administrator remain with the Approved Vendor?*
- *Are there any other duties that should move to the Program Administrator that aren't specified here?*
- *What other program design aspects are missing that may improve the Residential Solar (Small) Program within ILSFA?*



Community Selection



Defining the Pilot Community Areas

- The 2022 Plan states the pilot will represent “one of the 77 community areas of Chicago, a suburban community and a down-state community.” (Section 8.5.3.4)
- The Program Administrator and the IPA proposed these areas be defined as:
 - one Chicago community area
 - a Cook County or collar county suburban municipality
 - a county area outside of the ComEd utility Territory.
- The Program Administrator proposed a list of criteria to use as guidance for selecting a community in each geographic area.



Community Selection Criteria

Are there any additional community selection criteria to consider, as a category or as a subcategory? Are there any criteria that should be adjusted or removed from consideration?

Category	Category Description	Total Section Score
Housing Demographics	Percent of households in the community: Under 80% AMI, occupied by owner, and 1-4-unit homes	35
Eligibility by Community Types	Percent of community's census tracts designated: environmental justice, income eligible, or R3	20
Community Experience with and Visibility of Energy Projects	The number of: dropped ILSFA projects, household participation in energy efficiency, energized or approved ABP Residential projects, energized or approved ILSFA Residential or Nonprofit projects	20
Total Possible Score		75
Unscored Category	Category Description	
Community, Resident, and/or Organization Support	Whether the community has: a Grassroots educator focusing on the area, residents or local organizations have advocated for renewable energy or efficiency initiatives, a Community Action Agency has the capacity to help promote the Pilot, updated policies to further develop the local solar market, or if there is an Approved Vendor already working in the area.	N/A



Proposed List of Communities

The Program Team began broadly looking at communities that:

- Have a significant population of income-eligible households
- Have a significant amount of area designated as Environmental Justice communities
- Have a Grassroots Educator working in the area or have some familiarity with the ILSFA program.

From that initial list of communities, the Program Team developed additional criteria to help select a community that will work best with the program goals of increasing program participation and reaching areas currently underserved by the Residential Solar (Small) sub-program.

The Program Team will select from the list communities on the next slide, or from additional communities proposed by stakeholder feedback.



Proposed List of Communities

*Are there any communities that should be added or removed from our current list?
If so, why?*

And is county the correct definition for the geographic area "down-state community" or should the Program Team consider multiple counties or regions?

Chicago Neighborhood	Suburban Community	Down-state County Area
Riverdale	Joliet	Marion County
Garfield Park (East and West)	Aurora	McLean County
Lawndale (North and South)	Waukegan	Williamson County
Auburn Gresham	Elgin	Peoria County
Washington Heights	Cicero	St. Clair County
Kenwood	Berwyn	Jackson County
Roseland		Effingham County



Approved Vendor RFP Scoring



Commitment to Small and Emerging Businesses and Minority/Women-Owned Business Enterprises (MWBE)

- The Agency set a goal prioritizing the involvement of “*Small and Emerging*” vendors to encourage business development, particularly for those located in income-eligible and environmental justice communities (Section 8.2.3).
- The Agency also recognizes the importance of *Minority/Women-owned Business Enterprises (MWBE)* participating as ILSFA Approved Vendors and will continue to work with the Program Administrator to increase the number of MWBE Approved Vendors participating on ILSFA projects (Section 8.9)



Approved Vendor Request for Proposals Selection Process

- Following these two goals, the Program Team proposed to first score proposals from entities that are eligible as “Small and Emerging” or MWBEs. If there is no submitted vendor proposal that meets either eligibility, or that does not meet the minimum score for a geographic area, the Program Team will begin to score vendor proposals not eligible under either definition
 - This proposed process is tentative pending review for compliance with applicable state procurement law.
- The vendors will hold a short-term partnership with the Program Administrator to complete residential solar projects following their:
 - Response to the RFP
 - Customer contract
 - ILSFA program requirements



Proposed Scoring Criteria for Approved Vendor RFP Submissions

Are there any criteria that should be added, adjusted, or removed from consideration in the AV RFP?

Category	Category Description	Total Section Score
Company Background and Capacity	Regions the proposing firm can and would like to work in; the firm's history, experience and capacity for projects; the firm's capacity to complete work within the timeline	30
Community Commitment and Readiness	Community involvement and experience in the community, particularly experience working with income-eligible and/or environmental justice communities; ability to provide support and resources for ineligible participants; commitment to following consumer protection handbook and examples of customer service	30
Company Offer	Offer type; providing a sample customer contract; listing expected participant savings and costs	20
Plan to Work with the ILSFA Program Administrator	Giving example of current data tracking capabilities and systems used. Plan for maintaining communications with the Program Administrator and participants. Description of plan for managing and responding to customer complaints	15
Plan to Employ Job Trainees	Description of plan to find, hire and employ job trainees from a qualified job training program	5
Total Possible Points		100



Residential Solar Pilot REC Price



Residential Solar Pilot REC price

The IPA will adjust the Renewable Energy Credit (REC) price to recognize the lower cost to Approved Vendors resulting from the Program Administrator taking on many of the customer acquisition responsibilities.

The current REC Pricing Model includes a 100% increase in development costs and fees for Residential Solar (Small) projects in ILSFA compared to the Adjustable Block Program Given the proposed program design, how should they be adjusted, for example reducing that adjustment to 50%?



Process for Commenting & Questions



Questions and Comments

- Responses are due by no later than **Wednesday, February 15, 2023, at 5:00 PM CST** and should be sent to comments@IllinoisSFA.com
- The IPA and Program Administrator are seeking feedback on:
 - The Roles of the Program Administrator & the Approved Vendors
 - Community Selection
 - Approved Vendor RFP Scoring
 - Residential Pilot REC Price
- Responses and questions will be made public and published on the ILSFA website. However, should a commenter seek to designate any portion of its responses as confidential, that commenter should provide both public and redacted versions. Independent of that designation, if the Program Team determines that a response contains confidential information that should not be disclosed, it reserves the right to provide its own redactions.



Contact Information

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