



**Illinois Solar for All**

# An Overview of Grassroots Education Funding

Question and Answer

Thursday, February 13, 2020

# Agenda

- Illinois Solar for All (ILSFA) Overview
- Grassroots Education Campaign Overview
- Proposal and Submission Requirements
- Questions

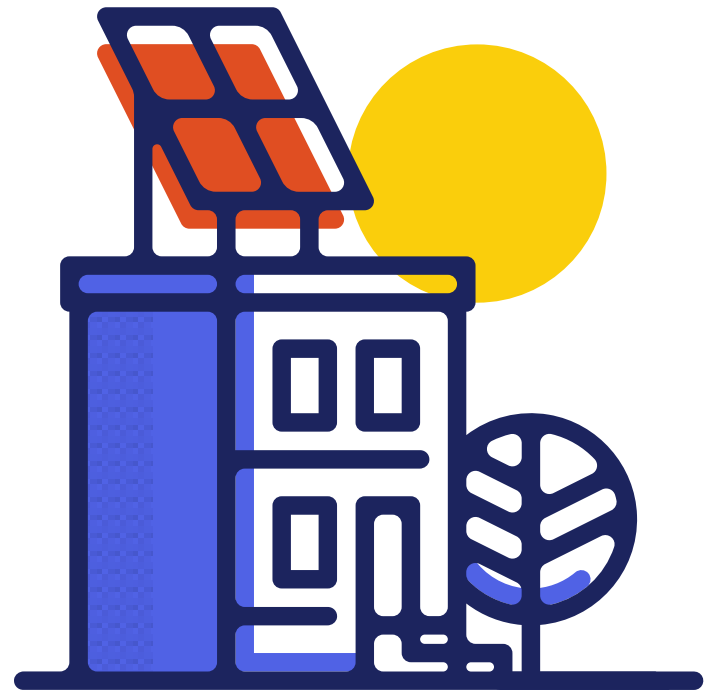


# Illinois Solar for All Program Overview



# Illinois Solar for All (ILSFA) Overview

- Made possible by the Future Energy Jobs Act (FEJA)
- Provides incentives to help make solar installations in low-income and environmental justice communities more affordable
- Administered by Elevate Energy on behalf of the Illinois Power Agency (IPA)
- Illinois Shines (Adjustable Block Program)- general market rate program in Illinois resulting from FEJA



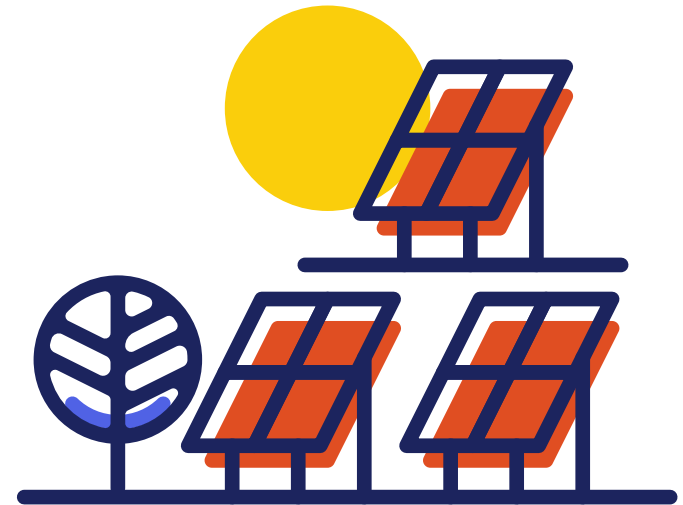
# ILSFA Incentives and Offerings

- Solar incentives (Renewable Energy Credits, or RECs) are targeted to low-income and environmental justice (EJ) communities
- Incentives are higher value than Illinois Shines (market rate solar incentive program) to allow greater benefits to be passed on to qualified participants
- Job training requirements accelerate workforce development
- Grassroots Education funding to drive program participation and ensure that the benefits of ILSFA reach low-income and EJ communities



# Who Is Eligible to Participate in ILSFA?

- Residential property owners and renters, with an income of 80% or less Area Median Income (AMI)
- Non-profit and public facilities serving and located in low-income and EJ communities
- Target: 25% of incentives to serve EJ communities
- Grassroots education emphasis: Drive participation of single family or small multifamily property owners in distributed generation (eg. rooftop)



# Participant Benefits

- No upfront costs
- Required savings for all participants
- Comprehensive consumer protections
- Comprehensive vendor requirements and management



# Approved Vendors

- Responsible for all aspects of solar installation for ILSFA projects
- Ensure all program requirements are met, including:
  - Community engagement in the development of ILSFA projects
  - Minimum number of ILSFA project hours are performed by qualified job trainees
  - Comprehensive consumer protections
  - Project sites meet site suitability requirements
  - System design and performance standards
  - Quality assurance standards, including assessments via onsite and photo inspections





# ILSFA Sub-Programs



## Distributed Generation

- \$7.5 million per program year
- Costs and fees won't exceed 50% of value of electricity produced
- No upfront cost to participants



## Non-Profit/ Public Facilities

- \$5 million per program year
- Non-profit or public sector facilities serving and located in low-income or EJ communities
- Costs and fees won't exceed 50% of value of electricity produced
- No upfront cost to participants



## Community Solar

- \$12.5 million per program year
- Low-income residents can subscribe
- Costs and fees won't exceed 50% of value of electricity produced
- No upfront cost to subscribers



## Community Solar Pilots

- \$5 million per program year
- Funding low-income community solar pilot projects
- Competitive procurement

# Grassroots Education Campaign Overview

# Grassroots Education Campaign Overview

- Grassroots Education goal:
  - Ensure the benefits of and opportunities provided by ILSFA reach low-income households and communities throughout Illinois
- Campaigns should:
  - Target geographies and households that are underserved
  - Adapt messaging and methods to provide accessible information about the ILSFA program's opportunities and points of entry
  - Propose strategies and tactics with proven success



# Environmental Justice Communities

- Environmental justice (EJ) communities demonstrate a higher risk of exposure to pollution based on environmental and socioeconomic factors
- 2,422 of 9,683 census block groups in Illinois were designated EJs based on localized environmental and socioeconomic factors
- Represents appx. 3.1 million people or 1.2 million households
- Up to 60% of available grassroots education funding will be awarded to Grassroots Education proposals targeting EJ communities
- Option for communities to pursue “self designation”

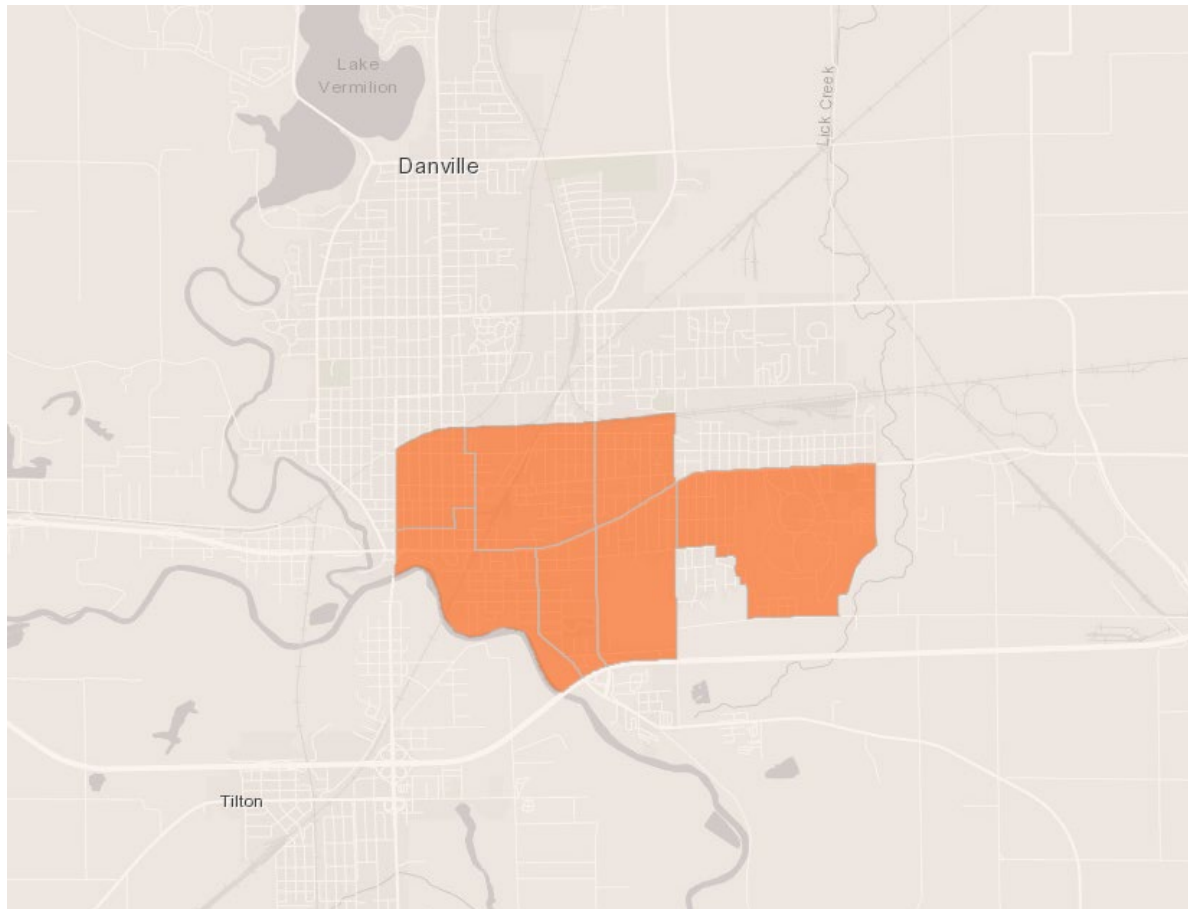


# Environmental Justice Communities Map

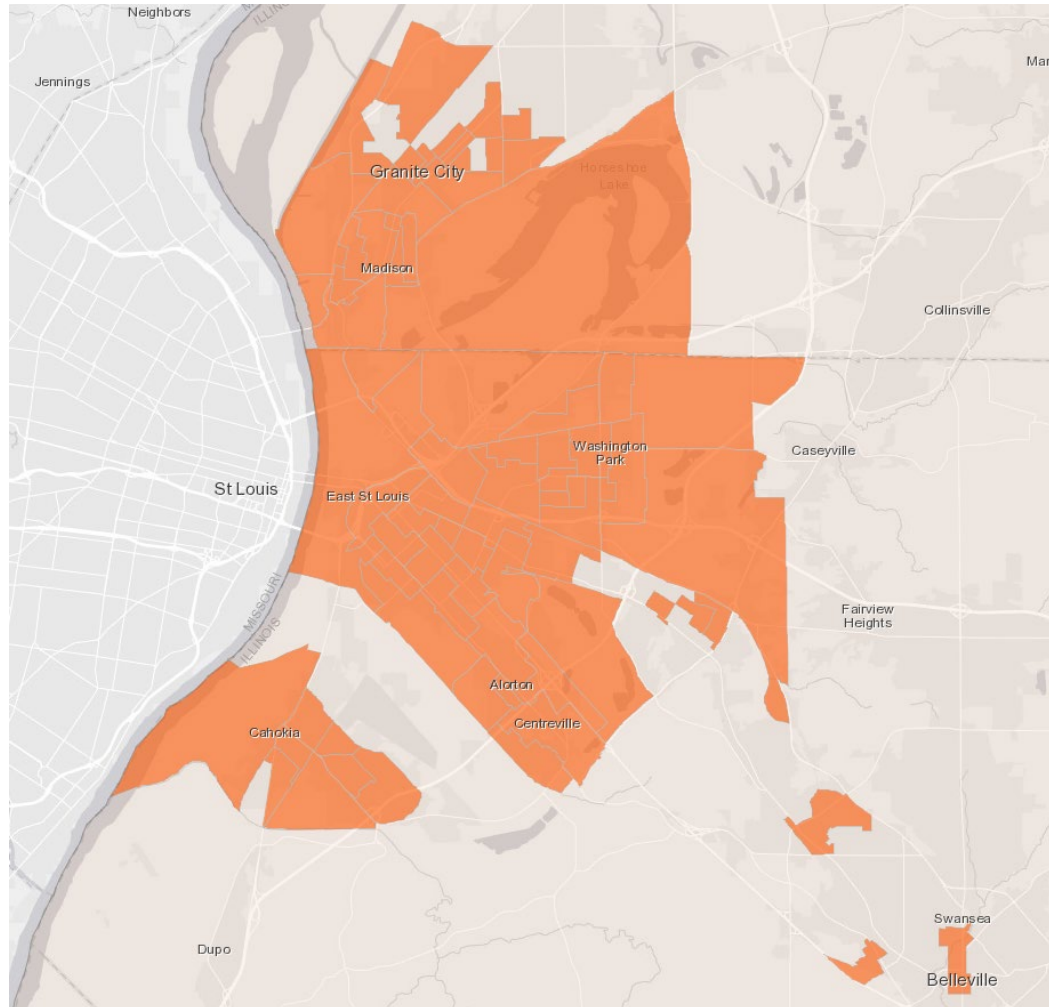
- [Online tools](#) have been developed to help you identify EJ communities across the state
- EJ communities are located in approximately 25% of Illinois counties



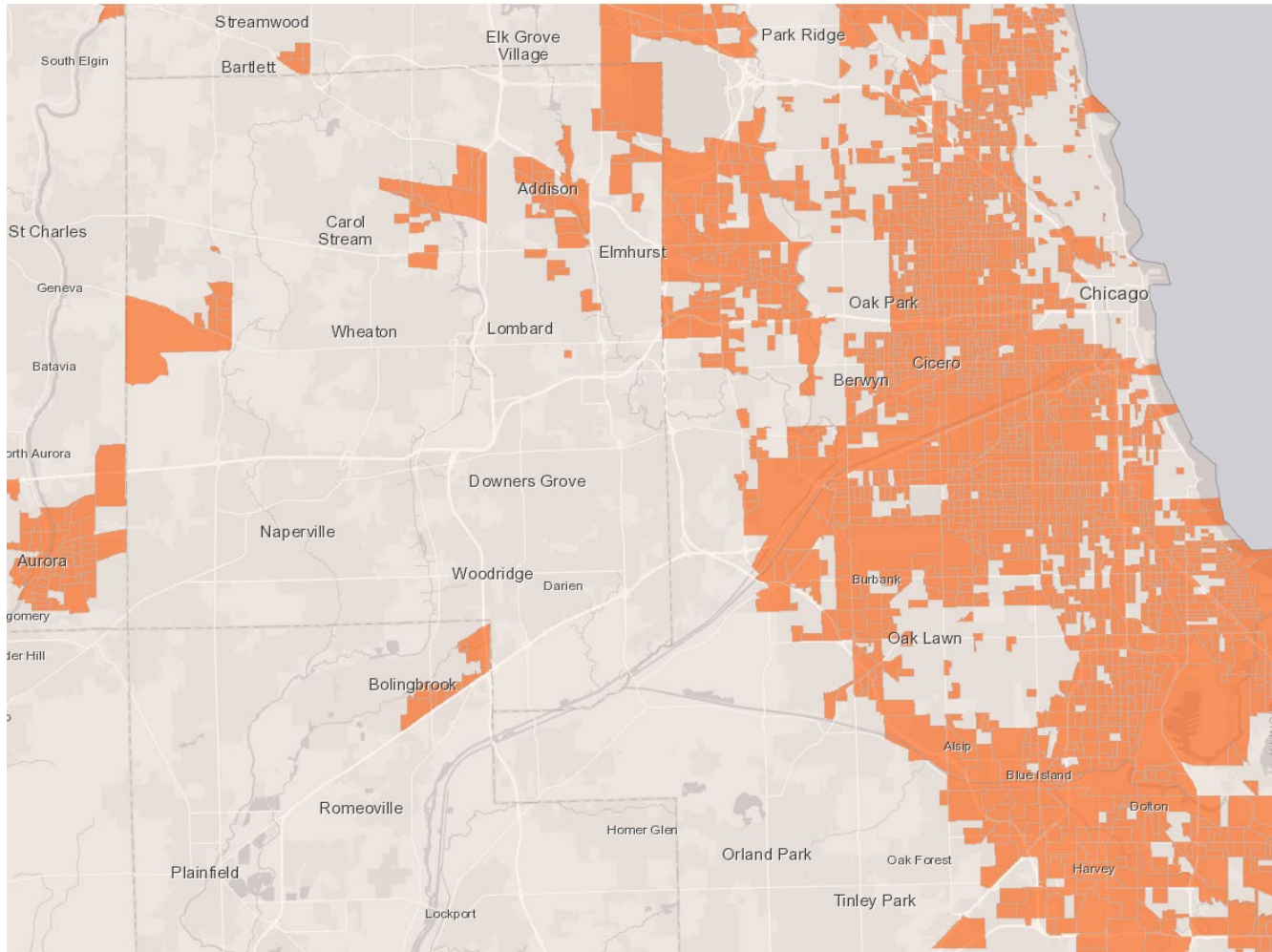
# Danville Environmental Justice Communities



# Metro East Environmental Justice Communities

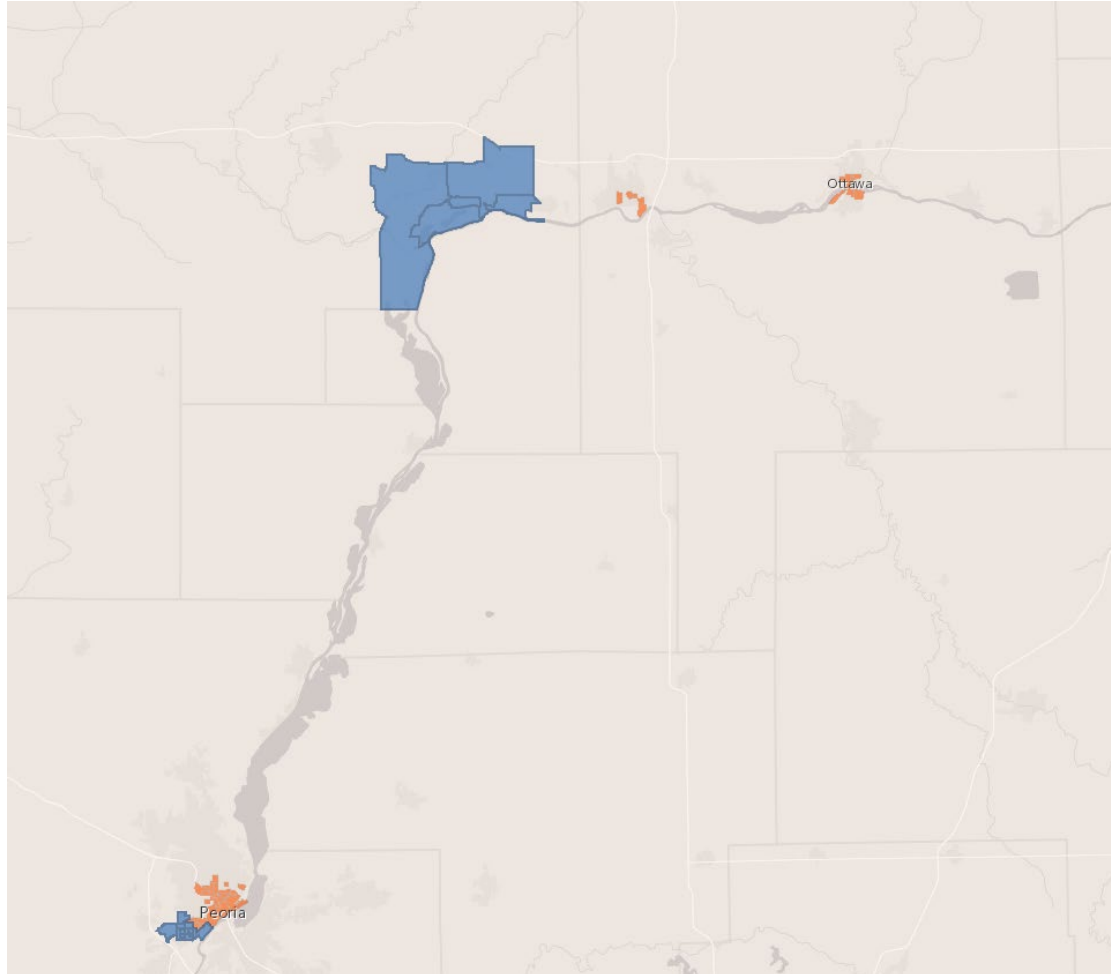


# Chicago Metro Environmental Justice Communities





# Environmental Justice Self Designation



# Grassroots Education and Approved Vendors

- Campaigns should:
  - Directly and indirectly drive program participation
- Campaigns should NOT:
  - Directly support particular Approved Vendors
- In geographies without Approved Vendors, Grassroots Education campaigns may facilitate connections between communities and Approved Vendors
  - Approved Vendors should be invited to participate in a equitable manner



# Proposal Requirements



# Grassroots Education Eligibility Requirements

- Organizations must be registered non-profits (or partner with a fiscal sponsor)
- Collaboration to leverage resources and strengths, in focus or geography, is encouraged
- For groups that are not registered non-profits and require fiscal sponsorship, proposals should:
  - Clearly specify roles and responsibilities
  - Demonstrate an equitable approach toward decision making



# Award Information

- Up to 12 month contracts, expected to begin in June 2020
- Up to \$100,000 for each selected organization
  - Up to \$500,000 may be allocated for Grassroots Education during this round
- Structured as “Time and Materials” contracts
- Budgets should be “fully loaded,” meaning they should include overhead in hourly rates



# Areas of Interest

- Applicants can propose campaigns built around one or more of the following areas of interest:
  - Participant benefits, such as:
    - Educating renters on community solar opportunities
    - Helping homeowners participate in on-site (distributed generation) solar
  - Job training and solar careers
  - Environmental justice
  - Deferred maintenance and lack of solar readiness (incorporated into campaigns as appropriate)
  - Other topics (this list is not exhaustive)

# Request for Proposals (RFP) Evaluation Criteria

- Final scope of work, campaign goals and metrics, and award amount corresponding to work to be provided will be negotiated during the selection process

<b>Campaign Scoring</b>	
Strength of the campaign	45
Metrics	10
Experience of organization	25
Cost and value of delivery	20
<b>Total Possible Score</b>	<b>100</b>

# Format and Required Information for RFP Submission

- Respond to prompts and questions in a fillable PDF document
  - Use fillable PDF or submit in a document type of your choice (Word, PDF, etc.)
- Submit necessary supporting documents
  - IRS 501(c)(3) letter, if any
  - Board list
  - IL Secretary of State Certificate of Good Standing
  - Most recent IRS Form 990, if any
  - IL Standard Disclosure and Conflict of Interest form (if applying for >\$50,000)

All information submitted electronically to [grassroots@IllinoisSFA.com](mailto:grassroots@IllinoisSFA.com)

Proposals are due by Monday, March 23, 2020 at 11:59 PM

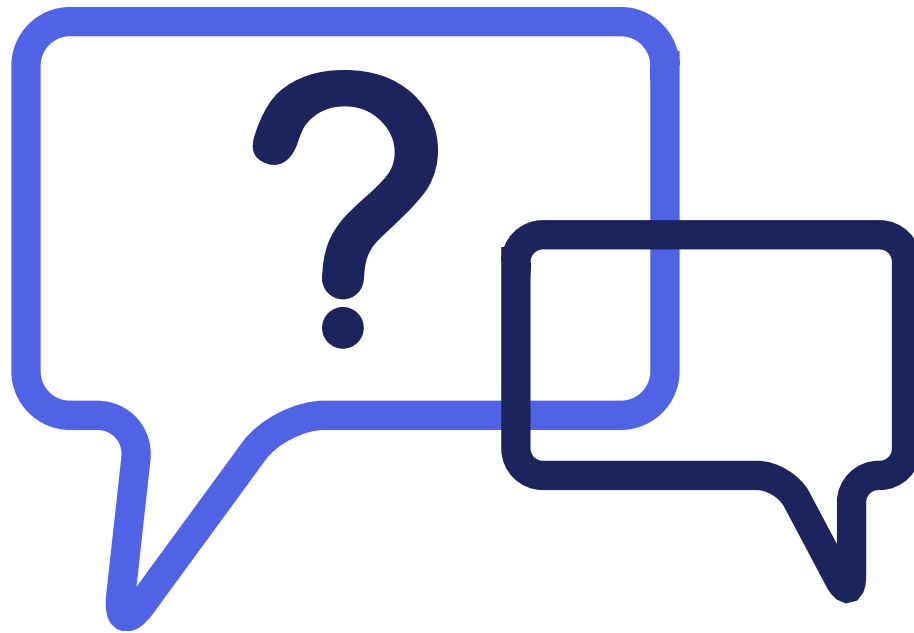


# Key Dates

- **1/30/20:** RFP is released
- **2/13/20:** First optional webinar to review the RFP and participate in Q&A
- **3/4/20:** Second optional webinar to review the RFP and participate in Q&A
- **3/6/20:** Deadline to submit questions
- **3/16/20:** All answers will be posted to submitted questions
- **3/23/20:** Proposals due
- **Late May:** Applicants notified of their funding status



# Questions?



# Important Contacts

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