0:0:0.0 --> 0:0:3.360
Alexandria Cedergren
Alright, good morning everyone.

0:0:3.370 --> 0:0:9.890
Alexandria Cedergren
Thank you for joining this advisory committee meeting to discuss small and emerging bids businesses within the Illinois Solar fraud program.

0:0:10.720 --> 0:0:14.710
Alexandria Cedergren
For those of you that may not know me, I think we do have some newer faces.

0:0:15.0 --> 0:0:16.210
Alexandria Cedergren
I'm Ali cedergren.

0:0:16.220 --> 0:0:32.980
Alexandria Cedergren
I'm a senior associate for community engagement and I leave the advisory committee with Illinois solar all today we have Yan Goodell and Tanya Johnson joining us to discuss to lead a conversation around small and emerging businesses and their involvement.

0:0:33.270 --> 0:0:34.730
Alexandria Cedergren
And Illinois solar for all.

0:0:34.950 --> 0:0:45.660
Alexandria Cedergren
So they will be taking over this meeting for me today and if you guys, if you both would like to say something before we get started, go ahead.

0:0:48.540 --> 0:0:49.630
Jan Gudell
Oh, thanks, Sally.

0:0:49.640 --> 0:0:49.850
Jan Gudell
No.

0:0:49.860 --> 0:0:53.560
Jan Gudell
Just I'm really glad to meet with the advisory committee.

0:0:54.400 --> 0:0:57.230
Jan Gudell
Umm, this is super exciting for us.

0:0:57.240 --> 0:1:7.410
Jan Gudell
This is a new initiative for PY 6 and we're really excited to share with the group some of the things that we have in store for the coming year.

0:1:8.0 --> 0:1:14.690
Jan Gudell
And I'll maybe just pause for a set back to introduce my colleague, Tanya Johnson.

0:1:14.960 --> 0:1:21.890
Jan Gudell
Tanya, you mind saying a few words, but your role and your background with Illinois solar Corral?

0:1:25.120 --> 0:1:26.560
Jan Gudell
And you're unmute, Tonya.

0:1:29.470 --> 0:1:30.590
Tonya Johnson
Good morning, everyone.

0:1:30.600 --> 0:1:31.440
Tonya Johnson
Thank you, young.

0:1:32.250 --> 0:1:33.660
Tonya Johnson
My name is Tonya Johnson.

0:1:34.330 --> 0:1:37.840
Tonya Johnson
I am fairly new to the Illinois Solar for all team.

0:1:37.850 --> 0:1:38.940
Tonya Johnson
I started in April.

0:1:39.770 --> 0:1:46.480
Tonya Johnson
I have an entrepreneurial background and I'm excited about working with the small and emerging businesses.

0:1:46.490 --> 0:1:59.620
Tonya Johnson
Our contractors that are working to submit contracts through our Illinois solar for all and just to be a part of the clean energy, umm space that is exploding right now in Illinois.

0:2:0.610 --> 0:2:7.680
Tonya Johnson
Uh, my background is primarily in real estate and technology and the legal profession.

0:2:9.90 --> 0:2:11.370
Tonya Johnson
And I've also had my own small business.

0:2:11.380 --> 0:2:46.560
Tonya Johnson
So I have a lot of empathy and understanding for what small businesses are going through in terms of qualifying for those larger contracts and for just making that leap from being technicians or specialists in their area of expertise to expanding and being able to grow and really excited about our initiative here to focus on our contractors and helping them to grow and be full participants and the energy clean energy space here in Illinois.

0:2:48.730 --> 0:2:49.620
Jan Gudell
Thank you, Tonya.

0:2:49.630 --> 0:2:57.30
Jan Gudell
We also have our partner, La Verne Hall, who heads up a company called Candu Laverne.

0:2:57.40 --> 0:3:6.950
Jan Gudell
Do you mind telling the team here a little bit about yourself and your involvement with solar crawl and small image, small and emerging businesses?

0:3:8.230 --> 0:3:9.380
LaVerne Hall
Yes, thanks, young.

0:3:9.390 --> 0:3:10.620
LaVerne Hall
Good morning everyone.

0:3:11.90 --> 0:3:13.650
LaVerne Hall
I, as Young said, I'm the Verne Hall.

0:3:13.890 --> 0:3:18.80
LaVerne Hall
Elevators primarily brought me on to be DEI consultant.

0:3:18.250 --> 0:3:33.600
LaVerne Hall
I've got 30 years as a experience, as a small business advocate of work that the Chicago Public Schools and they're office of Business Diversity worked with Cook County as the director for contract compliance.

0:3:33.850 --> 0:3:35.360
LaVerne Hall
But I also headed up there.

0:3:35.370 --> 0:3:39.400
LaVerne Hall
Minority women business certification department.

0:3:39.410 --> 0:3:43.160
LaVerne Hall
So I've been really helping small businesses.

0:3:43.230 --> 0:3:52.500
LaVerne Hall
My primarily women and minority owned businesses just understand how to navigate government procurement processes.

0:3:53.490 --> 0:3:56.170
LaVerne Hall
It's a lot different than just working in corporate America.

0:3:57.650 --> 0:4:11.640
LaVerne Hall
I would say my goal is really just to not only help identify small and emerging firms that can participate in this program and that I've demonstrated that they are capable of participating.

0:4:12.30 --> 0:4:29.270
LaVerne Hall
They have the capability of providing work in this program, but I also want to actually help them identify projects and help them have provide the resources that they need to be successful once they identifies projects.

0:4:29.340 --> 0:4:35.490
LaVerne Hall
So we know what the traditional a barriers are for small businesses.

0:4:35.500 --> 0:4:41.820
LaVerne Hall
So we've kind of come together and of thought through just some workshops and some.

0:4:43.600 --> 0:4:50.790
LaVerne Hall
Strategies on how we can just help improve and build on their capabilities to be successful in the program.

0:4:51.280 --> 0:4:53.190
LaVerne Hall
So that's my goal and that's why I'm here.

0:4:54.230 --> 0:4:54.740
Jan Gudell
OK.

0:4:54.790 --> 0:4:58.630
Jan Gudell
Thanks the Verne on so Allie.

0:4:58.640 --> 0:4:59.540
Jan Gudell
I'm just gonna move.

0:4:59.590 --> 0:5:1.740
Jan Gudell
Start taking through the slides.

0:5:1.750 --> 0:5:7.600
Jan Gudell
I'm not sure if you had any other sort of introductory marks.

0:5:7.610 --> 0:5:8.100
Jan Gudell
Remarks.

0:5:8.110 --> 0:5:12.330
Jan Gudell
He wanted to make, but otherwise I'll just kind of go through with the team.

0:5:13.300 --> 0:5:14.250
Alexandria Cedergren
Yeah, absolutely.

0:5:14.260 --> 0:5:40.890
Alexandria Cedergren
If you go to the next slide, just to remind everyone of the Advisory committee meeting structure and procedures, we do ask that you stay muted or I guess the goals first were with this committee, we're trying to increase participation in the program by using URL and your relevant expertise to provide thoughts and comments on different development topics for the program.

0:5:41.260 --> 0:5:42.630
Alexandria Cedergren
And then the next slide, Jan.

0:5:46.180 --> 0:5:48.640
Alexandria Cedergren
Just a reminder to everyone that.

0:5:49.870 --> 0:5:57.380
Alexandria Cedergren
I please stay muted while we are going through the slides so that we can reduce the background noise that may come up.

0:5:57.560 --> 0:6:1.300
Alexandria Cedergren
If you do have a question you can put in the chat, I will monitor the chat for you all.

0:6:1.750 --> 0:6:4.140
Alexandria Cedergren
Or you could also raise your hand during the meeting.

0:6:4.150 --> 0:6:5.300
Alexandria Cedergren
So, umm.

0:6:5.910 --> 0:6:10.440
Alexandria Cedergren
And then, yeah, just please respect the feedback of your fellow committee members.

0:6:10.510 --> 0:6:15.990
Alexandria Cedergren
And yeah, we're all here to, you know, have a discussion and to brainstorm some ideas.

0:6:16.0 --> 0:6:18.70
Alexandria Cedergren
So with that Jan, I'll hand it to you.

0:6:19.610 --> 0:6:19.960
Jan Gudell
OK.

0:6:19.970 --> 0:6:20.980
Jan Gudell
And thanks Allie.

0:6:21.310 --> 0:6:28.830
Jan Gudell
Umm, so I'm kind of go through some slides with Laverne and Tonya.

0:6:28.840 --> 0:6:35.100
Jan Gudell
But if you do have questions, feel free to, you know, raise your hand and have us pause.

0:6:35.110 --> 0:6:42.580
Jan Gudell
We do have a couple questions sort of embedded in the presentation that we would like to maybe get some feedback up.

0:6:42.590 --> 0:6:47.0
Jan Gudell
So it discussion would be great if folks are open to doing that.

0:6:47.980 --> 0:6:51.450
Jan Gudell
Uh, so yeah, I'll just dive into it.

0:6:53.540 --> 0:6:55.510
Jan Gudell
So just a little bit of background.

0:6:55.520 --> 0:7:12.930
Jan Gudell
So the CEJA legislation included some language that made it pretty clear that the Illinois solar for all programs shouldn't really do what it can to help improve access to the program for small and emerging businesses.

0:7:12.940 --> 0:7:16.350
Jan Gudell
So the language and this is like directly quoted from it.

0:7:18.0 --> 0:7:31.140
Jan Gudell
So to make every effort to ensure that small and emerging businesses, particularly those located in low income and environmental justice communities, are able to participate in the Illinois solar for all program.

0:7:31.270 --> 0:7:42.10
Jan Gudell
So it at, you know, before the legislation was drafted, there was an identified need to help out ohm, small and emerging businesses.

0:7:42.260 --> 0:7:55.170
Jan Gudell
And then the the definition that see the legislation did not define what a small business is, but the long term plan in 2022 did provide a definition.

0:7:55.180 --> 0:8:7.200
Jan Gudell
So small is based on annual revenues in the context of the AIDS category and emerging as a business that's been authorized to do business in any state for less than three years.

0:8:8.40 --> 0:8:17.130
Jan Gudell
Umm, we are probably in practice taking a little bit more lenient approach or definition to small and emerging businesses.

0:8:17.140 --> 0:8:41.330
Jan Gudell
So as a rule, the approved vendor management team provides support to both the approved vendors, but the team that's on this call, we're really going to provide more sort of 1 on one hand holding to businesses that may need some additional uh resources guidance and support.

0:8:43.540 --> 0:8:55.570
Jan Gudell
And you know we we've for example have some businesses that were incorporated over five years ago but are still having some difficulties accessing the program.

0:8:55.580 --> 0:9:11.170
Jan Gudell
So those are the types of businesses that we anticipate helping out and we'll tick through some of the supports that we have planned for for this target demographic.

0:9:13.220 --> 0:9:14.810
Jan Gudell
I'll just tick through this slide.

0:9:14.820 --> 0:9:22.380
Jan Gudell
So this one kind of goes over some of the barriers that we've seen that face small emerging businesses.

0:9:22.390 --> 0:9:28.830
Jan Gudell
So, umm, I've been I used to work as a vendor manager in Illinois solar for all.

0:9:29.940 --> 0:9:46.580
Jan Gudell
And one of the things that I've observed is that there's some real disparities between, uh, approved vendors and their ability to submit project applications, even stepping back, registering with the program could be a challenge.

0:9:47.470 --> 0:10:18.620
Jan Gudell
I and then once they're in the program, accessing a valid or putting together curating a pipeline of good solid projects and then getting good solid applications into the the program, that's a challenge because solar for all is intense to, you know, support, low income households, a lot of the upfront development is born by the approved vendor.

0:10:18.680 --> 0:10:40.570
Jan Gudell
So they have to be able to pay for on staff time to put together projects to develop projects, find leads and if they find a viable lead and put in a project application, getting access to capital for the project is, you know, squarely on their shoulders.

0:10:40.580 --> 0:10:56.900
Jan Gudell
The program does not provide upfront funding only after a system is energized as a small business or any business get paid out of uh paid an incentive for the program on Illinois.

0:10:56.910 --> 0:10:59.30
Jan Gudell
Solar for all has a lot of.

0:11:1.30 --> 0:11:3.330
Jan Gudell
Robust consumer protections.

0:11:3.400 --> 0:11:3.860
Jan Gudell
It has.

0:11:5.830 --> 0:11:12.700
Jan Gudell
I would say copious documentation, so there's a pretty steep learning curve to figure out how to navigate through the program.

0:11:13.370 --> 0:11:18.860
Jan Gudell
There's a lot of complexity in the process and getting up that learning curve.

0:11:18.910 --> 0:11:32.60
Jan Gudell
Once approved, vendors do learn how I think we see pretty consistently good quality applications from folks, but getting oriented is a challenge.

0:11:33.970 --> 0:11:41.790
Jan Gudell
Ohm, we've seen some smaller businesses have some difficulty getting good legal support.

0:11:42.100 --> 0:11:54.300
Jan Gudell
Uh, so they have to have of, you know, a customer facing contract that's, uh, makes sense and complies with Illinois solar for all requirements.

0:11:54.310 --> 0:11:55.740
Jan Gudell
That can be a challenge.

0:11:55.970 --> 0:12:1.470
Jan Gudell
Paying for those legal UM services to to get a contract.

0:12:1.550 --> 0:12:9.70
Jan Gudell
UM, there are pressures on small businesses with time constraints versus revenue needs.

0:12:9.80 --> 0:12:28.740
Jan Gudell
So a small business and just thinking sort of an example, say you're an electrical contractor that's on starting to do solar to be able to devote time to getting into the solar market on and keep the lights on.

0:12:29.410 --> 0:12:57.30
Jan Gudell
Maybe a real challenge, especially if you don't do uhm, a lot of high volume business and don't have a consistent revenue stream coming in to support staff time to devote, you know, devoting to getting up into an upset Illinois solar for all learning curve and there could be other various but these are some of the barriers that we've seen.

0:12:58.190 --> 0:13:9.940
Jan Gudell
Umm so I I I guess I just pause here and see if anyone on the call has neat feedback or thoughts on other lessons learned.

0:13:9.950 --> 0:13:14.40
Jan Gudell
Maybe you've run a small and emerging business yourself, or you've worked closely with them.

0:13:15.60 --> 0:13:27.60
Jan Gudell
If you have any lessons learned that you'd like to share with us as we move forward and start strategizing about how we can support these businesses on, that'd be great to hear from you.

0:13:27.470 --> 0:13:33.510
Jan Gudell
So I paused for a moment and see if anyone has any comments or thoughts.

0:13:41.760 --> 0:13:42.290
Jan Gudell
OK.

0:13:43.160 --> 0:13:44.650
Jan Gudell
Well, I'll move on to the next slide.

0:13:47.660 --> 0:13:48.240
Jan Gudell
Questions.

0:13:48.250 --> 0:13:50.650
Jan Gudell
So the hearing then we'll move on to the next slide.

0:13:52.880 --> 0:14:1.420
Jan Gudell
OK, so the small and emerging business support, so I think we we already went through the first bullet point with our team introduction.

0:14:2.260 --> 0:14:2.580
Jan Gudell
Umm.

0:14:2.780 --> 0:14:10.290
Jan Gudell
I'm gonna kick the next bullet point over to La Verne to talk about the needs assessment survey.

0:14:10.520 --> 0:14:15.370
Jan Gudell
So this is something that we're planning to do in the next couple weeks.

0:14:15.920 --> 0:14:20.500
Jan Gudell
And, Laverne, if you can talk a little bit about the needs assessment survey, that'd be great.

0:14:21.30 --> 0:14:21.440
LaVerne Hall
Sure.

0:14:21.450 --> 0:14:21.960
LaVerne Hall
Yawn.

0:14:22.70 --> 0:14:36.660
LaVerne Hall
So what we thought we would do is to not just assume that we know what the barriers are and what is preventing a lot of our small businesses from really entering into the market space.

0:14:36.870 --> 0:14:52.330
LaVerne Hall
So we are going to start by just giving each one of them a call and just kind of talking through what has been preventing them given that they've, you know, gone through the whole qualification process.

0:14:52.830 --> 0:14:59.630
LaVerne Hall
Clearly they've demonstrated a interest in the program and a willingness to be participate in the program.

0:14:59.880 --> 0:15:4.910
LaVerne Hall
So we're gonna just do a a assessment as to what's what's the hold up?

0:15:4.920 --> 0:15:5.930
LaVerne Hall
What's preventing them?

0:15:5.940 --> 0:15:11.770
LaVerne Hall
What's the problem and kind of get to what their issues are, what the barriers are.

0:15:12.600 --> 0:15:15.430
LaVerne Hall
We assume that, umm, what?

0:15:15.440 --> 0:15:26.150
LaVerne Hall
You know that money is an issue, so once they get a project, we're going to identify some resources to kind of help them with that.

0:15:26.200 --> 0:15:29.650
LaVerne Hall
But we don't wanna make assumptions, just overall.

0:15:30.40 --> 0:15:35.880
LaVerne Hall
So we're gonna do in these assessment just to get some understanding of what challenges they're running into.

0:15:37.780 --> 0:15:38.500
LaVerne Hall
Umm.

0:15:39.560 --> 0:15:44.290
LaVerne Hall
And and then once we do that, we're gonna bring it back to the committee and bring it back to.

0:15:45.800 --> 0:15:46.550
LaVerne Hall
Everyone.

0:15:46.560 --> 0:15:50.940
LaVerne Hall
And then let's just kind of talk through how we're going to address those.

0:15:51.620 --> 0:15:58.270
LaVerne Hall
We do want to provide and I'll I'll get a little bit into some one on one support.

0:15:58.700 --> 0:16:4.670
LaVerne Hall
We don't want to just do webinars and workshops once we find out what their needs are.

0:16:5.580 --> 0:16:32.660
LaVerne Hall
My experience has been that once I do a I would say a certification workshop and kind of walk through who's eligible, what the application looks like, what documentation is needed for whatever reason, we always have to come back and actually work with the business owner to just complete the process, pull everything together, and then get it actually submitted.

0:16:32.910 --> 0:16:49.460
LaVerne Hall
So I'm finding that that technical assistance is really has to involve a lot of just one on one support and almost customizing a program that addresses the particular needs of the that approved vendor.

0:16:51.400 --> 0:16:52.670
LaVerne Hall
And so.

0:16:52.800 --> 0:16:55.570
LaVerne Hall
So that's basically where we're at with the needs assessment.

0:16:56.200 --> 0:16:58.780
LaVerne Hall
But then, once we have that, we do plan on.

0:17:1.190 --> 0:17:8.310
LaVerne Hall
Really customizing our workshops and our training around what we determine the greatest needs are.

0:17:10.720 --> 0:17:11.770
Jan Gudell
Great, thanks.

0:17:12.850 --> 0:17:13.100
LaVerne Hall
Umm.

0:17:11.780 --> 0:17:19.800
Jan Gudell
La Verne, we're also getting connected with the folks at DCEO which have.

0:17:21.480 --> 0:17:22.140
Jan Gudell
Some funding.

0:17:22.990 --> 0:17:28.920
Jan Gudell
There are opportunities that are starting to tee up and materialize on.

0:17:29.950 --> 0:17:45.500
Jan Gudell
Tonya has been looking into some of the different funding I there's some pre development dollars that are available and I think there are even some grants that will become available that could support small and emerging businesses as they.

0:17:47.370 --> 0:17:50.370
Jan Gudell
Grow their businesses and and strengthen.

0:17:52.260 --> 0:17:53.420
Jan Gudell
Strengthen their teams.

0:17:54.570 --> 0:17:55.990
Jan Gudell
So I'm Tonya.

0:18:9.300 --> 0:18:9.650
Tonya Johnson
I do.

0:17:56.0 --> 0:18:11.260
Jan Gudell
Don't know if you wanted to say a few words about if you have any the any details on timing and and release dates for any of those funding streams, but that's something that we are keeping an eye on.

0:18:11.300 --> 0:18:12.30
Jan Gudell
OK, great.

0:18:12.620 --> 0:18:20.270
Tonya Johnson
I do in Section 560 of SIEJA established 2 grant programs.

0:18:22.850 --> 0:18:33.960
Tonya Johnson
Being well established, the jobs and environmental Justice grant program with two subprograms the Equitable Energy Future grant program and the community Solar Sovereignty grant program.

0:18:34.230 --> 0:18:38.490
Tonya Johnson
Both of these are administered by the Illinois Department of Commerce and Economic Opportunity.

0:18:39.470 --> 0:18:58.470
Tonya Johnson
Umm, just briefly, these grant programs will make a grant awards of up to $1,000,000 per application and to provide businesses, organizations and community groups with capital needed to plan, develop and execute a renewable energy or energy efficient project.

0:18:59.550 --> 0:19:7.80
Tonya Johnson
These two grant programs are directed to coordinate with Elsa and the program in this registrator will provide updates to approved vendors about these programs.

0:19:7.950 --> 0:19:27.920
Tonya Johnson
Ohm towards the end of July, an announcement came out from the Illinois Department of Commerce that they would start conducting information sessions every Thursday this month, beginning on the 10th of August and every Thursday thereafter at 11:00 o'clock in the morning.

0:19:27.990 --> 0:19:33.960
Tonya Johnson
I've attended one of those and one of our AV S was also on that first webinar.

0:19:34.370 --> 0:19:36.0
Tonya Johnson
It's an hour long webinar.

0:19:36.70 --> 0:20:0.130
Tonya Johnson
Half of it is devoted to presenting umm funding opportunities through DCEO and the other half of it is a breakout session where participants are matched primarily on geography and for collaboration opportunities and and in preparation for the grant funding.

0:20:1.530 --> 0:20:9.750
Tonya Johnson
Umm, when I went online to research all of that, there is a there's grantee portal, very thorough.

0:20:9.790 --> 0:20:36.470
Tonya Johnson
I won't get into all the details of that, but you do have to be registered with the state of Illinois, which we're gonna be communicating with all our AV S that are interested in applying, and they're grant pre qualification steps that we've also compiled and to to to provide to our approved vendors that are interested in applying for that funding.

0:20:37.460 --> 0:20:42.350
Tonya Johnson
Ohm, are there any questions about Illinois DCEO?

0:20:44.30 --> 0:20:51.860
Tonya Johnson
Ohh, some of you may be more familiar with that depending on your background or experience and working with that particular agency.

0:20:52.230 --> 0:20:54.910
Tonya Johnson
If you have any feedback, umm.

0:20:58.290 --> 0:20:58.820
Tonya Johnson
OK.

0:20:58.890 --> 0:20:59.400
Tonya Johnson
Yes.

0:20:59.410 --> 0:20:59.780
Tonya Johnson
OK.

0:20:59.790 --> 0:21:1.400
Tonya Johnson
Yes, it's a great meeting.

0:21:1.890 --> 0:21:4.780
Tonya Johnson
I strongly encourage any of you to sign on.

0:21:5.590 --> 0:21:27.890
Tonya Johnson
There was a they asked people who are interested in supporting or collaborating, regardless of your background, to enter your information and they have compiled a spreadsheet of nearly 700 partners and individuals from organizations or just interested in the clean energy space.

0:21:29.0 --> 0:21:41.320
Tonya Johnson
And it it it's a very I've I've been going through that spreadsheet and going through that and compiling people who are potential good partners for us, possibly mentors as well.

0:21:42.230 --> 0:21:44.760
Tonya Johnson
Additionally, for the funding, I don't want to dwell on that.

0:21:45.230 --> 0:21:53.800
Tonya Johnson
We're monitoring the status of discussions with IPA on whether Elevate can provide a contractor line of credit offering to our AV's.

0:21:54.830 --> 0:21:56.650
Tonya Johnson
Right now, they're in conversation about that.

0:21:56.660 --> 0:21:58.130
Tonya Johnson
So we're monitoring the status of that.

0:21:59.490 --> 0:22:20.330
Tonya Johnson
There was also an Illinois climate think Ohh IFA will be exclusively providing it's SSBCI state small business credit initiative supported financing for ventures directly involved in environmentally supportive green businesses.

0:22:20.730 --> 0:22:23.380
Tonya Johnson
However, that's the Illinois finance.

0:22:23.470 --> 0:22:26.920
Tonya Johnson
That's the small business loan program of the Illinois Finance Authority.

0:22:27.350 --> 0:22:29.700
Tonya Johnson
Currently it is a work in progress.

0:22:29.850 --> 0:22:31.450
Tonya Johnson
It is not yet live.

0:22:31.730 --> 0:22:48.650
Tonya Johnson
If anyone on this call has any knowledge of the Illinois Climate Bank or contacts at the IFA to give us an idea of when that programming is gonna be available for small businesses, we would appreciate that information.

0:22:49.580 --> 0:22:51.910
Tonya Johnson
And finally, we're compiling a list of.

0:22:51.920 --> 0:22:54.470
Tonya Johnson
We started a list of local community development.

0:22:54.480 --> 0:23:13.370
Tonya Johnson
Financial institutions ohm here in Illinois, that may be good partners for our contractors and as well as reaching out to several, some are more active and have a higher profile than others.

0:23:13.420 --> 0:23:29.500
Tonya Johnson
So we're speaking with with contacts at those institutions and may have them come in to do workshops or presentations on what their offerings are, not as an endorsement, but simply as a resource to our contractors.

0:23:32.160 --> 0:23:34.590
Tonya Johnson
So quite a bit on funding.

0:23:34.600 --> 0:23:40.550
Tonya Johnson
Any comments, questions or feedback regarding funding and grant opportunities?

0:23:42.860 --> 0:23:44.30
Tonya Johnson
To Knowles, yes.

0:23:48.710 --> 0:23:49.600
Tonya Johnson
Can you unmute?

0:23:50.400 --> 0:23:50.760
Kim Knowles (Guest)
There we go.

0:23:51.530 --> 0:23:52.880
Kim Knowles (Guest)
Hi, thanks for that.

0:23:53.40 --> 0:23:53.460
Tonya Johnson
I.

0:23:53.880 --> 0:23:58.380
Kim Knowles (Guest)
Umm, so I think there might be some confusion.

0:23:58.390 --> 0:24:4.480
Kim Knowles (Guest)
So the Illinois Climate Bank was created in CEJA, but it is part, as you said, it's part of the Illinois Finance Authority.

0:24:4.850 --> 0:24:15.410
Kim Knowles (Guest)
It is quote live, it's in the process right now applying for for a lot of different grants, but several of them under the Inflation Reduction Act.

0:24:16.230 --> 0:24:18.790
Kim Knowles (Guest)
We also created we we also created.

0:24:21.590 --> 0:24:28.690
Kim Knowles (Guest)
The clean energy jobs and Justice Fund, which is a quote green Bank and nonprofit Green Bank.

0:24:28.780 --> 0:24:31.620
Kim Knowles (Guest)
And that is the one that is not live.

0:24:31.630 --> 0:24:33.230
Kim Knowles (Guest)
Yeah, there is a.

0:24:33.410 --> 0:24:34.740
Kim Knowles (Guest)
There is a A.

0:24:34.750 --> 0:24:40.760
Kim Knowles (Guest)
The governor has appointed a board umm and the army meeting.

0:24:41.10 --> 0:24:48.420
Kim Knowles (Guest)
They don't have a full staff yet, but the hope is that there is $1,000,000 set aside for that that nonprofit Green Bank.

0:24:48.430 --> 0:24:50.400
Kim Knowles (Guest)
We call it the Justice Fund for ease.

0:24:51.730 --> 0:24:52.110
Kim Knowles (Guest)
Umm.

0:24:52.230 --> 0:25:5.880
Kim Knowles (Guest)
And there's a group of us in the Clean Jobs Coalition that I've been working on that for a long time, and we also are working hand in hand with the Climate bank to also get funds for the Justice Fund through the IRA.

0:25:6.300 --> 0:25:21.320
Kim Knowles (Guest)
And I mentioned this because the whole purpose of the jobs and Justice Fund was to provide capital and financing for for small and emerging businesses and to help the only solar for all program.

0:25:23.980 --> 0:25:25.290
Kim Knowles (Guest)
Realize its potential.

0:25:25.850 --> 0:25:32.360
Kim Knowles (Guest)
So I just wanted you to be aware and umm, but those two distinctions, those two entities.

0:25:33.550 --> 0:25:33.950
Tonya Johnson
Thank you.

0:25:37.120 --> 0:25:37.270
Jan Gudell
Thank.

0:25:38.180 --> 0:25:38.810
Jan Gudell
Thank you.

0:25:36.500 --> 0:25:40.240
Tonya Johnson
If we can be of any assistance or awareness so.

0:25:39.340 --> 0:25:40.520
Jan Gudell
Again, that's very helpful.

0:25:42.720 --> 0:25:44.240
Kim Knowles (Guest)
Now, can I ask for some clarification?

0:25:44.250 --> 0:25:47.220
Kim Knowles (Guest)
You said something about elevate.

0:25:48.770 --> 0:25:55.820
Kim Knowles (Guest)
I think Elevate is attempting to serve some role in distributing John.

0:25:56.120 --> 0:25:57.510
Kim Knowles (Guest)
These names are so confusing.

0:25:57.910 --> 0:26:7.180
Kim Knowles (Guest)
The jobs and environmental Justice Grant program is the $34 million a year grant program for pre development funds.

0:26:7.350 --> 0:26:10.80
Kim Knowles (Guest)
Did you say Elevate is seeking to have a role in that?

0:26:7.890 --> 0:26:11.690
Tonya Johnson
No, no, not at all.

0:26:12.160 --> 0:26:13.950
Tonya Johnson
That was the first thing.

0:26:13.960 --> 0:26:18.590
Tonya Johnson
The second thing was, let me that's what's that.

0:26:21.250 --> 0:26:23.50
Tonya Johnson
Elevate is in discussions.

0:26:28.860 --> 0:26:29.180
Kim Knowles (Guest)
Ohh.

0:26:24.180 --> 0:26:31.980
Tonya Johnson
Elevate would like to provide a low interest contractor line of credit and they're in discussions.

0:26:31.990 --> 0:26:36.690
Tonya Johnson
We're in discussions on whether that would be appropriate or possible, how we might do that.

0:26:38.80 --> 0:26:38.390
Kim Knowles (Guest)
Awesome.

0:26:39.380 --> 0:26:41.50
Kim Knowles (Guest)
And that's who you discussing that with?

0:26:42.750 --> 0:26:43.200
Tonya Johnson
IPA.

0:26:46.50 --> 0:26:46.370
Kim Knowles (Guest)
Thank you.

0:26:46.930 --> 0:26:48.380
Tonya Johnson
So we're monitoring the status.

0:26:48.390 --> 0:26:50.900
Tonya Johnson
We're, we're our, our little.

0:26:50.970 --> 0:26:52.800
Tonya Johnson
We're not involved in that at all.

0:26:53.70 --> 0:26:55.940
Tonya Johnson
We're just waiting to see if that's going to be a possibility.

0:27:2.110 --> 0:27:10.830
Tonya Johnson
Thank you for your questions and for your clarification on the climate back and the the low.

0:27:10.840 --> 0:27:14.550
Tonya Johnson
I may follow up with you for a little more of discussion offline.

0:27:14.560 --> 0:27:18.20
Tonya Johnson
I don't want to take up too much time in this particular meeting.

0:27:23.820 --> 0:27:26.110
Jan Gudell
Thank you, Kim, and thank you, Tonya.

0:27:26.160 --> 0:27:27.810
Jan Gudell
I'll move on to the next slide.

0:27:29.770 --> 0:27:29.960
Alexandria Cedergren
Yeah.

0:27:27.820 --> 0:27:30.360
Jan Gudell
So this shows a couple of the.

0:27:32.200 --> 0:27:32.450
Alexandria Cedergren
Yeah.

0:27:32.460 --> 0:27:32.830
Alexandria Cedergren
I'm sorry.

0:27:33.90 --> 0:27:33.290
Jan Gudell
Yeah.

0:27:32.840 --> 0:27:35.90
Alexandria Cedergren
I think John also has John has his hand up.

0:27:36.960 --> 0:27:37.360
Jan Gudell
OK.

0:27:39.40 --> 0:27:39.470
Tonya Johnson
I don't.

0:27:39.480 --> 0:27:39.970
Tonya Johnson
I'm sorry.

0:27:39.980 --> 0:27:40.910
Tonya Johnson
Can you unmute yourself?

0:27:42.40 --> 0:27:43.650
John Delurey
Yeah, and no worries.

0:27:43.740 --> 0:27:44.870
John Delurey
Appreciate that overview.

0:27:44.880 --> 0:27:45.590
John Delurey
Really helpful.

0:27:45.600 --> 0:27:51.470
John Delurey
And the landscape and it's landscape, like Kim said that members of the Clean Jobs Coalition are tracking fairly closely.

0:27:52.40 --> 0:28:4.890
John Delurey
I was hoping to know if you or perhaps anybody else in this call, has heard when DCEO plans to open up the funding in the jobs and environmental justice grant program.

0:28:5.340 --> 0:28:14.860
John Delurey
I had heard some whispers that they were looking to deploy about $20 million of the 34 million that they have annually for that grant program.

0:28:15.420 --> 0:28:19.400
John Delurey
And, but obviously it's it's gotta move toward the end of the year.

0:28:19.790 --> 0:28:31.180
John Delurey
So I'm just wondering if anybody has heard anything more recently about the timeline of that grant program, because I suspect it will be all hands on deck to ensure that that funding is deployed equitably and effectively.

0:28:33.720 --> 0:28:34.590
Tonya Johnson
I would.

0:28:34.730 --> 0:28:39.180
Tonya Johnson
They did not discuss it in detail in the Thursday meeting.

0:28:39.400 --> 0:28:41.570
Tonya Johnson
It's only an hour long webinar.

0:28:41.580 --> 0:28:45.20
Tonya Johnson
The first half is devoted to discussing.

0:28:46.950 --> 0:28:47.420
Tonya Johnson
Umm.

0:28:49.870 --> 0:28:56.530
Tonya Johnson
Several things with the grant program being one of those things.

0:28:57.100 --> 0:29:1.550
Tonya Johnson
They did not mention specific dollar amounts during that particular meeting.

0:29:3.750 --> 0:29:13.350
Tonya Johnson
So, but I think it's worth attending, even if you only sign on to the 1st 30 minutes to see exactly what it is they're saying and.

0:29:16.310 --> 0:29:23.650
Tonya Johnson
Allotted to the website to see if in the meantime there's going to be a formal notice of funding opportunity issue.

0:29:27.590 --> 0:29:28.20
John Delurey
Thank you.

0:29:28.80 --> 0:29:28.680
John Delurey
Super helpful.

0:29:31.160 --> 0:29:31.320
Tonya Johnson
Yes.

0:29:28.690 --> 0:29:36.170
John Delurey
And I think Kim put something else in the chat that we had heard a month or two ago about the NOFO launching in August and.

0:29:35.770 --> 0:29:43.180
Tonya Johnson
Yeah, that's the registration cause I asked specifically during that call, would those grant funding programs be discussed?

0:29:47.180 --> 0:29:47.440
John Delurey
OK.

0:29:43.370 --> 0:29:48.110
Tonya Johnson
And they said yes and it was not an in-depth discussion, but it was mentioned.

0:29:49.710 --> 0:29:50.10
John Delurey
Thank you.

0:29:50.880 --> 0:29:51.300
Tonya Johnson
Thank you.

0:29:55.240 --> 0:29:56.750
Tonya Johnson
Are there any other questions?

0:29:56.760 --> 0:30:0.840
Tonya Johnson
Comments, please love to hear from you all.

0:30:6.430 --> 0:30:7.720
Tonya Johnson
Thank you for your comments.

0:30:7.730 --> 0:30:12.440
Tonya Johnson
If there are any further ones you think of something later, you can drop it in the chat or raise your hand.

0:30:15.880 --> 0:30:16.330
Jan Gudell
OK.

0:30:16.850 --> 0:30:17.380
Jan Gudell
Excuse me.

0:30:19.80 --> 0:30:23.480
Jan Gudell
So we've had a couple workshops.

0:30:23.540 --> 0:30:23.970
Jan Gudell
Uh.

0:30:23.980 --> 0:30:32.330
Jan Gudell
Planned for the coming program year, so we'd like to do one on Illinois solar for all orientation.

0:30:32.660 --> 0:30:36.230
Jan Gudell
This would be more or less in ILSFA 101.

0:30:37.20 --> 0:30:54.50
Jan Gudell
One thing that I've learned working directly with approved vendors is that while we require that they read the approved vendor manual, it takes a while for you know, some of the points and the manual to actually stick with folks.

0:30:54.240 --> 0:31:9.840
Jan Gudell
So it's always helpful to have discussions about the program rules, how it works, and in having those discussions in the context of actual projects that folks are thinking about and how they are approaching them.

0:31:11.190 --> 0:31:16.280
Jan Gudell
So we'll also put together a financing workshop.

0:31:17.170 --> 0:31:27.360
Jan Gudell
La Verne can speak a little bit more to this, but the concept would be to help approve a small and emerging business.

0:31:27.650 --> 0:31:33.360
Jan Gudell
Understand the requirements for applying for business loan.

0:31:33.370 --> 0:31:43.80
Jan Gudell
So there's certain things that are a business needs to happen in place or ready to be able to apply for, for capital.

0:31:43.790 --> 0:31:44.710
Jan Gudell
And la Verne.

0:31:44.720 --> 0:31:48.660
Jan Gudell
Did you wanna say a little bit more about like?

0:31:48.450 --> 0:32:6.400
LaVerne Hall
Yeah, I usually have someone for those community loan fund development funds and they do some really good workshops on exactly what the criteria is for financing accessing a line of credit.

0:32:6.850 --> 0:32:17.880
LaVerne Hall
They not only talk about just your traditional lines of financing, but they also help understand bonding, how to get bonding.

0:32:17.890 --> 0:32:20.810
LaVerne Hall
Anything that's financial related.

0:32:20.900 --> 0:32:31.460
LaVerne Hall
So they kind of go through all of the documentation that's needed in order to access capital.

0:32:32.150 --> 0:32:42.560
LaVerne Hall
And so they have some understanding of the types of, you know, not only your tax returns but profit and loss statements and all of the the different financial statements that are needed.

0:32:42.670 --> 0:32:53.860
LaVerne Hall
So we really have a kind of like a a a series of workshops as it relates to capital access.

0:32:54.190 --> 0:33:2.730
LaVerne Hall
There's a generic or very basic financing one on one type of workshop, and then we kind of get more into more.

0:33:4.920 --> 0:33:6.330
LaVerne Hall
Uh. More.

0:33:6.640 --> 0:33:18.630
LaVerne Hall
I would say more complex financial types of of of structures, and so the second workshop is usually a little bit more in in depth.

0:33:18.880 --> 0:33:27.670
LaVerne Hall
I would say that the third workshop talks about more nontraditional financing grants, helping them.

0:33:27.680 --> 0:33:48.380
LaVerne Hall
Just understanding where to find Grant dollars and then how to access those grant dollars and then like the Tonya was saying, we're looking at even kind of identifying some financing sources for a low income lines of credit and will do workshops on what that would entail and how that works.

0:33:48.770 --> 0:33:54.590
LaVerne Hall
So that's pretty much a a sense of the type of financing workshops that we plan on having.

0:33:56.700 --> 0:33:57.700
Jan Gudell
Thanks the Verne.

0:33:58.20 --> 0:34:6.850
Jan Gudell
We're also looking to develop a space to help facilitate mentorship and partnership opportunities.

0:34:9.290 --> 0:34:14.620
Jan Gudell
It seems that some of our approved vendors have figured out ways.

0:34:14.630 --> 0:34:24.400
Jan Gudell
I mean, there's a lot of flexibility in the ways that projects can come into the program and different roles that businesses can play.

0:34:24.410 --> 0:34:29.380
Jan Gudell
So it doesn't have to be the the the case that one business does everything.

0:34:29.390 --> 0:34:33.70
Jan Gudell
So partnerships are completely.

0:34:35.150 --> 0:34:46.540
Jan Gudell
You know, uh, possible Ave for business to get a a footing and to enter into the solar industry, but it's often very disorienting.

0:34:46.910 --> 0:34:54.120
Jan Gudell
Umm, you've knowing what a rec is and how that works and the contracts requirements related to that.

0:34:54.830 --> 0:34:59.800
Jan Gudell
All the program requirements for solar for all interconnection requirements.

0:35:0.390 --> 0:35:5.10
Jan Gudell
It can be a bit daunting for a small business to figure out.

0:35:6.650 --> 0:35:9.300
Jan Gudell
Uh, a clear pathway into the program.

0:35:9.310 --> 0:35:15.980
Jan Gudell
So there could be some opportunity to develop mentorship and partnership opportunities.

0:35:15.990 --> 0:35:37.700
Jan Gudell
So one business could act, for example, as an aggregator approved vendor and take on a small emerging business as say a solar installer or the projects, uh and they can each support each other and get value out of the program.

0:35:37.710 --> 0:35:42.790
Jan Gudell
Doing that on how to get certified so doing.

0:35:43.410 --> 0:35:49.960
Jan Gudell
Uh DG Installer license is required for solar projects and state of Illinois.

0:35:52.350 --> 0:35:55.980
Jan Gudell
Ending at a workshop on covering that certification.

0:35:56.30 --> 0:36:26.960
Jan Gudell
How that works as well as getting some support for folks who want to pursue an MWBE certification, there's value in that for certainly for project selection in Illinois solar for all projects can get additional points for projects that have either an MWBE certified approved vendor or subcontractor on the projects.

0:36:27.890 --> 0:36:29.450
Jan Gudell
Umm, we also like to.

0:36:28.140 --> 0:36:31.630
LaVerne Hall
And also to on those, I'm sorry, John.

0:36:31.360 --> 0:36:32.10
Jan Gudell
I'll go ahead over.

0:36:31.640 --> 0:36:32.550
LaVerne Hall
I was gonna say too.

0:36:32.560 --> 0:36:33.40
LaVerne Hall
Uh.

0:36:33.190 --> 0:36:37.730
LaVerne Hall
Another area where it's a big benefit is when we're working on public facilities, most of our.

0:36:39.360 --> 0:36:47.490
LaVerne Hall
Government, you know, projects setting involve public facilities are looking for that type of certification and and there's different levels.

0:36:47.500 --> 0:37:0.730
LaVerne Hall
It's not just the MBE certification and the WBE certification, but there's also a veterans certification that that is very, umm, instrumental a lot.

0:37:1.130 --> 0:37:9.390
LaVerne Hall
And it also there's what's called the DBE certification that's recognized on federal projects when federal funds are involved.

0:37:9.520 --> 0:37:22.810
LaVerne Hall
So there's just a whole series of certifications that we find a lot of our approved vendors are eligible for, but just have not taken the time to really get certified as such.

0:37:23.440 --> 0:37:24.230
LaVerne Hall
So thanks.

0:37:25.380 --> 0:37:26.350
Jan Gudell
Yeah, thanks, la Verne.

0:37:27.200 --> 0:37:37.290
Jan Gudell
Uh, we're also looking to expand the pool of companies that are able to participate in the solar industry and market in Illinois.

0:37:37.300 --> 0:38:3.750
Jan Gudell
So we're going to be doing some outreach to try to bring new companies and prospective AV S and organizations into the fold here on and I'll pause here and just kind of float a question out to the group to see if there are any other thoughts on what other types of support that small and emerging businesses might need of.

0:38:3.860 --> 0:38:10.150
Jan Gudell
Obviously La Verne's going to be at or we're going to be issuing the needs assessment survey.

0:38:10.160 --> 0:38:27.810
Jan Gudell
But if anyone on the call has some other ideas based on personal experience with small and emerging businesses about pain points that we might consider as we're thinking about resources and support, let us know.

0:38:36.980 --> 0:38:38.340
Jan Gudell
And you've got your hand raised.

0:38:42.100 --> 0:38:43.240
Kim Knowles (Guest)
Did you say Kim or Anne?

0:38:45.150 --> 0:38:47.920
Jan Gudell
How Kim, you just have your hand raised, right?

0:38:46.320 --> 0:38:48.790
Kim Knowles (Guest)
Ohh yeah. Yeah yeah.

0:38:49.690 --> 0:38:50.370
Kim Knowles (Guest)
Umm, thanks.

0:38:50.20 --> 0:38:50.450
Jan Gudell
OK.

0:38:50.760 --> 0:38:51.240
Jan Gudell
Yeah, go ahead.

0:38:51.600 --> 0:38:53.780
Kim Knowles (Guest)
So these thoughts aren't well formed yet, but.

0:38:56.710 --> 0:39:2.860
Kim Knowles (Guest)
So the Department of Commerce and you know, and I'm, I'm explaining some of this because I don't know who on the call knows this.

0:39:2.920 --> 0:39:11.440
Kim Knowles (Guest)
So please don't be offended if I tell you something already know, but the Department of Commerce and Economic Opportunity is DCEO and umm.

0:39:11.450 --> 0:39:20.10
Kim Knowles (Guest)
I CEJA created a whole new workforce ecosystem and and some two programs that were created.

0:39:20.620 --> 0:39:45.350
Kim Knowles (Guest)
One is called a contractor incubator and another is called a contract accelerator, and the contractor incubator is really to help help people who want to form their own business or small businesses who need more help incubate and an accelerator is for a select group of contractors to help them rise to the prime contractor level where they're actually in charge of a whole project.

0:39:45.720 --> 0:39:49.610
Kim Knowles (Guest)
And I'm mentioning this because it just seems like and they're not up and running yet.

0:39:51.260 --> 0:40:2.210
Kim Knowles (Guest)
So you know there will be some learning pains for sure, but it seems like a great opportunity to incorporate some of these learning opportunities into both the incubator and the accelerator program.

0:40:2.760 --> 0:40:6.520
Kim Knowles (Guest)
So we're bringing those folks into solar for all, not just the general market.

0:40:10.810 --> 0:40:13.860
Jan Gudell
Yeah, that's a great suggestion.

0:40:18.190 --> 0:40:18.900
Jan Gudell
Yeah, we'll have to.

0:40:20.890 --> 0:40:36.110
Jan Gudell
I I think it makes a lot of sense to consider some synergies between what we're the support that we're planning and those those two pathways for contractors that ohh the incubator and the accelerator.

0:40:37.50 --> 0:40:40.630
Jan Gudell
Uh, yeah, I I think we'll.

0:40:39.480 --> 0:40:41.760
Kim Knowles (Guest)
Also we we go ahead, sorry.

0:40:43.300 --> 0:40:44.320
Jan Gudell
No, go ahead.

0:40:45.850 --> 0:40:52.380
Kim Knowles (Guest)
I I forgot to mention that I know we spent a lot of time commenting on mentorship programs.

0:40:52.390 --> 0:41:0.700
Kim Knowles (Guest)
So somewhere in there, in the DCEO ecosystem, they are all also developing a mentorship program.

0:41:0.770 --> 0:41:4.610
Kim Knowles (Guest)
So there's also opportunity there to work together.

0:41:5.930 --> 0:41:7.780
Jan Gudell
Yeah, that's a a great.

0:41:9.10 --> 0:41:10.890
Jan Gudell
Thank you for pointing that out and.

0:41:13.260 --> 0:41:13.380
Tonya Johnson
The.

0:41:12.880 --> 0:41:13.590
Jan Gudell
We are.

0:41:13.600 --> 0:41:15.610
Jan Gudell
We have initiated contact with.

0:41:17.520 --> 0:41:27.570
Jan Gudell
When I say we have talking about myself, Tonya Liburd have initiated contacts with very recently with some of the folks over at DCEO.

0:41:27.840 --> 0:41:28.550
Jan Gudell
So imagine.

0:41:47.100 --> 0:41:47.650
LaVerne Hall
2nd.

0:41:30.640 --> 0:41:50.200
Jan Gudell
These will be discussion points and places that we can collaborate to make sure that, umm, it's amazing value for the small and emerging businesses and and not reinventing the wheel or working in silos which could be a problem.

0:41:50.270 --> 0:41:51.280
Jan Gudell
But go ahead Tonya.

0:41:56.100 --> 0:41:57.480
Jan Gudell
You're muted tongue.

0:41:58.790 --> 0:41:59.450
Tonya Johnson
Thanks.

0:41:59.650 --> 0:42:8.450
Tonya Johnson
Now if anyone has any contacts there in these particular areas or would like to make an introduction, that would be greatly appreciated as well.

0:42:13.250 --> 0:42:13.870
Kim Knowles (Guest)
Yes, so.

0:42:12.840 --> 0:42:19.390
Tonya Johnson
I think that spreadsheet with all those contacts with that 600 plus contacts, I think that's the the beginning of their.

0:42:21.570 --> 0:42:31.870
Tonya Johnson
And those breakout sessions as a part of those weekly meetings they're having as a part of that, trying to get people together and from mentorship and collaboration.

0:42:34.980 --> 0:42:35.270
Kim Knowles (Guest)
Yes.

0:42:35.280 --> 0:42:36.200
Kim Knowles (Guest)
So we have a.

0:42:38.940 --> 0:42:42.50
Kim Knowles (Guest)
We, meaning there's a committee of the Clean Jobs Coalition.

0:42:43.310 --> 0:42:50.290
Kim Knowles (Guest)
Umm, we have a standing monthly meeting with DCEO and our meeting is this Thursday, so I will ask Hillary.

0:42:51.610 --> 0:42:55.330
Kim Knowles (Guest)
Umm would be a great contact if if you want me to.

0:43:0.200 --> 0:43:1.690
Tonya Johnson
Absolutely yes.

0:43:2.370 --> 0:43:2.570
Kim Knowles (Guest)
OK.

0:43:1.840 --> 0:43:3.240
Tonya Johnson
There would be greatly appreciated.

0:43:6.550 --> 0:43:7.410
Tonya Johnson
Thank you so much.

0:43:10.190 --> 0:43:10.700
Jan Gudell
Thanks Kim.

0:43:12.560 --> 0:43:13.240
Jan Gudell
Did this.

0:43:13.250 --> 0:43:21.760
Jan Gudell
Next slide, cover some initial, umm, metrics that the team would like to track.

0:43:22.530 --> 0:43:25.460
Jan Gudell
Some of them are related to program activities.

0:43:25.470 --> 0:43:26.130
Jan Gudell
So how many?

0:43:27.290 --> 0:43:33.100
Jan Gudell
Umm new AV registrations do we get over the next year?

0:43:36.410 --> 0:44:3.380
Jan Gudell
For small kids that want to become approved vendors in the program, umm, the number of project applications that are submitted and approved and then we can also track the value of the rec agreements that are made to small and emerging businesses on that may extend task PY 6 because if somebody's you know just coming in the timeline for.

0:44:3.490 --> 0:44:9.340
Jan Gudell
For projects, may may not fit within the PY 6.

0:44:9.970 --> 0:44:18.370
Jan Gudell
Umm, some other things that we wanna track would be related to the activity of the small and emerging businesses.

0:44:18.380 --> 0:44:32.160
Jan Gudell
So the new partnerships and collaborations that they may make to help establish themselves in the solar space, new projects and business opportunities that emerge.

0:44:33.210 --> 0:44:40.330
Jan Gudell
Umm, how much funding or capital are they able to bring into their small businesses to grow their businesses?

0:44:41.650 --> 0:45:10.270
Jan Gudell
Do we see annual revenues for the small businesses improving on how many jobs have been created since they've started participating in the the solar market and and then what are the location of those jobs, umm and then we can also look at the certifications that they obtain, are they getting any of the certifications that Laverne mentioned or the DG Installer certification?

0:45:13.190 --> 0:45:23.790
Jan Gudell
And then you know another question for the group is, are there other metrics that folks think would think would be worthwhile for us to keep an eye on as we move forward?

0:45:37.390 --> 0:45:38.0
Jan Gudell
Go ahead, Kim.

0:45:39.410 --> 0:45:40.400
Kim Knowles (Guest)
Yeah, I'm really sorry.

0:45:40.410 --> 0:45:43.300
Kim Knowles (Guest)
I have to run now, but I did put a comment in the chat.

0:45:49.890 --> 0:45:50.110
Jan Gudell
Umm.

0:45:45.420 --> 0:45:56.470
Kim Knowles (Guest)
And UM, we're working on a letter around this issue to IPA and DCEO, so please look forward to that and I'm happy to talk about this more, but I have to I have an appointment.

0:45:57.420 --> 0:45:57.890
Jan Gudell
OK.

0:45:57.940 --> 0:45:59.200
Jan Gudell
Well, we'll thanks so much.

0:45:59.210 --> 0:46:0.770
Jan Gudell
We'll follow up with you, Kim.

0:46:1.230 --> 0:46:1.470
Kim Knowles (Guest)
OK.

0:46:1.240 --> 0:46:8.820
Jan Gudell
Thanks for all your umm the information you provided in your willingness to work with our team.

0:46:9.740 --> 0:46:10.0
Kim Knowles (Guest)
Yeah.

0:46:10.10 --> 0:46:10.450
Kim Knowles (Guest)
Thank you.

0:46:10.760 --> 0:46:11.410
Kim Knowles (Guest)
Nice to meet you.

0:46:11.110 --> 0:46:11.540
Jan Gudell
OK.

0:46:12.10 --> 0:46:12.230
Jan Gudell
Bye bye.

0:46:11.970 --> 0:46:12.330
LaVerne Hall
Thanks.

0:46:11.940 --> 0:46:13.320
Kim Knowles (Guest)
Ohh, the others bye.

0:46:16.230 --> 0:46:19.140
Jan Gudell
OK, I'll pause here if there any other questions.

0:46:20.840 --> 0:46:27.570
Jan Gudell
And I think that is actually the pretty much the end of our sort of formal presentation.

0:46:27.580 --> 0:46:37.890
Jan Gudell
But if anybody has any thoughts, feedback, concerns, comments and you've got about another 11 minutes or so.

0:46:44.770 --> 0:46:55.780
Jan Gudell
Uh, and just as a reminder, there's this meeting is recorded and we'll be posted in an announcement on the Illinois solar for all website.

0:46:56.290 --> 0:47:0.990
Jan Gudell
The next meeting agenda will be sent to participants and posted ahead of the session.

0:47:2.300 --> 0:47:8.100
Jan Gudell
And then here's contact information for myself.

0:47:9.250 --> 0:47:13.150
Jan Gudell
No, I solar for all Tonya and Allie.

0:47:12.940 --> 0:47:13.170
Christianson, Elise
You.

0:47:13.220 --> 0:47:14.880
Jan Gudell
Who's organizing these meetings?

0:47:16.180 --> 0:47:18.790
Christianson, Elise
Don't get uh, basically.

0:47:21.490 --> 0:47:22.630
LaVerne Hall
John, that's question.

0:47:21.110 --> 0:47:22.720
Jan Gudell
He, John, you have your hungries.

0:47:25.570 --> 0:47:44.60
John Delurey
Yeah, something that you mentioned early on in in sort of your barrier assessment, Yan was access to capital but not just sort of capital access to some type of solar offer that is compliant with Illinois solar for all.

0:47:44.690 --> 0:48:7.960
John Delurey
And just to put a finer point on that, and again, I think this is what you already saying, but apologize if I'm misconstruing it is that it is the program to my knowledge, uh requires some type of third party ownership structure for it to be fully compliant with the the solar fraud program rules.

0:48:8.620 --> 0:48:10.670
John Delurey
And so that is common.

0:48:10.680 --> 0:48:28.420
John Delurey
It's common not just in solar for all, but in the general solar market, a lot of companies offer leases or power purchase agreements where it's essentially no upfront cost and then you pay as you go either a monthly fee or a certain like lower price.

0:48:28.630 --> 0:48:41.0
John Delurey
The energy that the panels produce, it is complex and yeah, and I I'm glad you even flagged, like just the legal fees of creating a contract for that type of third party ownership structure.

0:48:41.330 --> 0:49:24.220
John Delurey
And so I've long dreamt this dream of having some sort of standardized third party financing opportunity and and that could take the form of like an approved vendor aggregator who enters the space and is able to sort of run that type of loan or lease product themselves or it could just be some type of like PPA in a box that anybody could tap into and you know smaller and less well resourced contractors could use the one other perhaps like wild card option that I wanted to bring to this group's attention is the Equitable Energy upgrade program.

0:49:25.920 --> 0:49:44.930
John Delurey
This was created in CEJA and and it is designed to provide mostly like lower and middle income customers with wrap around home energy upgrades in such a way that it's paid back on the energy bill.

0:49:45.680 --> 0:50:15.370
John Delurey
So unlike some other programs, this would be the utilities or the utility program administrator running the financing and running the upgrades and then the customer would only really ever see a bill reduction as they pay back that upgrade and then upgrade to be anything from air source heat pump to replace their gas furnace to blown insulation to rooftop solar.

0:50:16.840 --> 0:50:54.40
John Delurey
So we think there is a path and it could be a a narrow one, but we hope it exists where this EEUP program and the program administrator for that could also provide that type of standardized third party financing like a PPA in a box or any contractor could essentially you know work with these customers but then have the EUP program administrator run the actual financing and long term rec obligations and sort of served in that approved vendor role.

0:50:54.770 --> 0:51:5.140
John Delurey
So I know that was like a bit of a deep dive for the tail end of a really helpful call, but I did just wanna bring the Equitable Energy upgrade program on to this group's radar.

0:51:5.290 --> 0:51:5.570
John Delurey
Thanks.

0:51:5.580 --> 0:51:26.760
John Delurey
I think you're doing terrific work and that is something that I'm working on separately is to figure out is there a way to leverage that program that the Illinois Commerce Commission is currently building to deploy additional solar for all dollars and especially to bring in disadvantaged, small and emerging and bipod contractors in the solar for all?

0:51:28.120 --> 0:51:32.190
Jan Gudell
Umm, thanks for sharing that. I did see some emails.

0:51:32.200 --> 0:51:33.650
Jan Gudell
UM, several weeks ago.

0:51:34.950 --> 0:51:35.250
Jan Gudell
Umm.

0:51:35.380 --> 0:51:42.400
Jan Gudell
Highlighting this is a potential area to support solar for all projects.

0:51:42.930 --> 0:51:53.270
Jan Gudell
And umm, I don't think I got really anything detailed from what I recall I'll have to look back at that email thread.

0:51:53.280 --> 0:52:1.720
Jan Gudell
But John, if you wanna, maybe we can connect offline, talk through some of these ideas that would be fantastic.

0:52:10.60 --> 0:52:11.490
John Delurey
Sorry, I meant was acting up.

0:52:11.750 --> 0:52:17.810
John Delurey
That sounds great to me, and I'll also pass along a memo that I pulled together with some of the background on that.

0:52:18.680 --> 0:52:20.180
Jan Gudell
OK, fantastic.

0:52:22.130 --> 0:52:22.310
Jan Gudell
Right.

0:52:22.320 --> 0:52:23.720
Jan Gudell
Well, this is all good stuff.

0:52:24.730 --> 0:52:33.350
Jan Gudell
Well, we're really excited to, umm, move into the space and try to help out small and emerging businesses.

0:52:35.780 --> 0:52:59.470
Jan Gudell
I I think that the the there's a lot of opportunity there and it's you know just a a a matter of putting together some of the different pieces of the proverbial jigsaw puzzle so that the the resources and the path becomes a little bit easier to traverse and more clear for small and emerging businesses.

0:52:59.480 --> 0:53:4.330
Jan Gudell
And I think we can play a big role in, in, in helping make that happen.

0:53:5.440 --> 0:53:10.680
Jan Gudell
O and unless anyone has any other questions or comments.

0:53:12.620 --> 0:53:17.630
Jan Gudell
I think we can probably give you all another 4 minutes of your hour back.

0:53:23.220 --> 0:53:24.10
Alexandria Cedergren
Thank you, Jan.

0:53:24.20 --> 0:53:37.650
Alexandria Cedergren
I just wanted to highlight again, I will be reaching out with the links to the recording, the transcript and the agenda on the website and then I will also follow up with the potential September meeting as well.

0:53:37.660 --> 0:53:39.480
Alexandria Cedergren
So look out for those emails from me.

0:53:41.930 --> 0:53:42.680
Jan Gudell
Thanks, Allie.

0:53:42.770 --> 0:53:43.270
Jan Gudell
Thanks all.

0:53:44.520 --> 0:53:45.10
LaVerne Hall
OK.

0:53:45.20 --> 0:53:45.350
LaVerne Hall
Thanks.

0:53:44.790 --> 0:53:45.480
Alexandria Cedergren
Have a great day.

0:53:45.360 --> 0:53:46.900
LaVerne Hall
Yeah, you too.

0:53:47.670 --> 0:53:48.410
Tonya Johnson
Thank you everyone.

0:53:48.930 --> 0:53:49.510
Christianson, Elise
Thank you.