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.