



Illinois Solar for All

Home Repairs and Upgrades Initiative First Year Results & Proposed Design Updates

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Agenda

- Overview and First Year Results
- Proposed Design Updates
 - External Funding Update
 - Adding Tree Alteration
 - Increasing Cost Caps
 - Adding Administrative Flat Fee
 - Updated Initiative Project Goals
- Process for Commenting and Questions



Home Repairs and Upgrades Initiative Overview & First Year Results



Overview: Purpose and Goals

Purpose

- One of the barriers to installing affordable solar through the Illinois Solar for All: Residential Solar (Small) sub-program for 1–4-unit buildings and income-eligible households is the need for electrical and/or roof repairs that are a precondition for solar installations.

Goals

- To increase participation in the Residential Solar (Small) sub-program
- To gather information from Approved Vendors and homeowners on the frequency and extent of electrical and/or roof repair needs
- To serve 95-110 Home Repair and Upgrades projects



Overview: Implementation

Implementation

- The Home Repairs and Upgrades Initiative provides additional incentives in the form of a REC adder to ILSFA Approved Vendors to complete the necessary electrical and roof repairs for solar installations on owner-occupied income-eligible homes within the Residential Solar (Small) sub-program.
- The initiative used two categories of cost caps to cover the repairs and/or upgrades:
 - Up to \$4,000 for electrical work
 - Up to \$10,000 for roofing work
- The Initiative also updated and maintained the External Funding List
 - Connecting homeowners to 50 unique and active programs throughout Illinois for home repairs in the form of grants & loans



Overview: Roof & Electrical Repairs Cost Caps & Eligible Items

ELECTRICAL:

Item or Fee	Maximum Cost ²
Required Permit Fee(s)	\$100
Service Panel Replacement or Upgrade (includes new main service panel and breakers)	Up to \$2,100
Meter and Riser Upgrade	Up to \$1,100
Grounding Rods	Up to \$300
Water Grounding (100/200 amps)	Up to \$700/\$1,400

ROOFING AND STRUCTURAL:

Item or Fee	Maximum Cost per Unit	Maximum Cost ³
Required Permit Fee	--	\$500
Solar-related Roof Work ⁴	Up to \$200 per sq. ft.	Up to \$3,000
Full Roof Replacement ⁵	--	Up to \$10,000 ⁶
Sister Rafters	Up to \$100 per rafter	Up to \$2,000

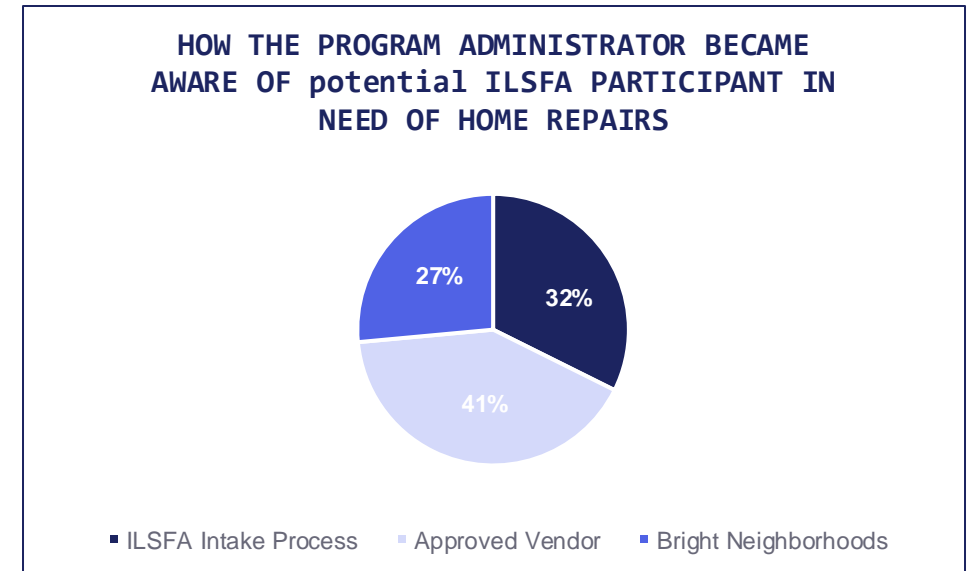
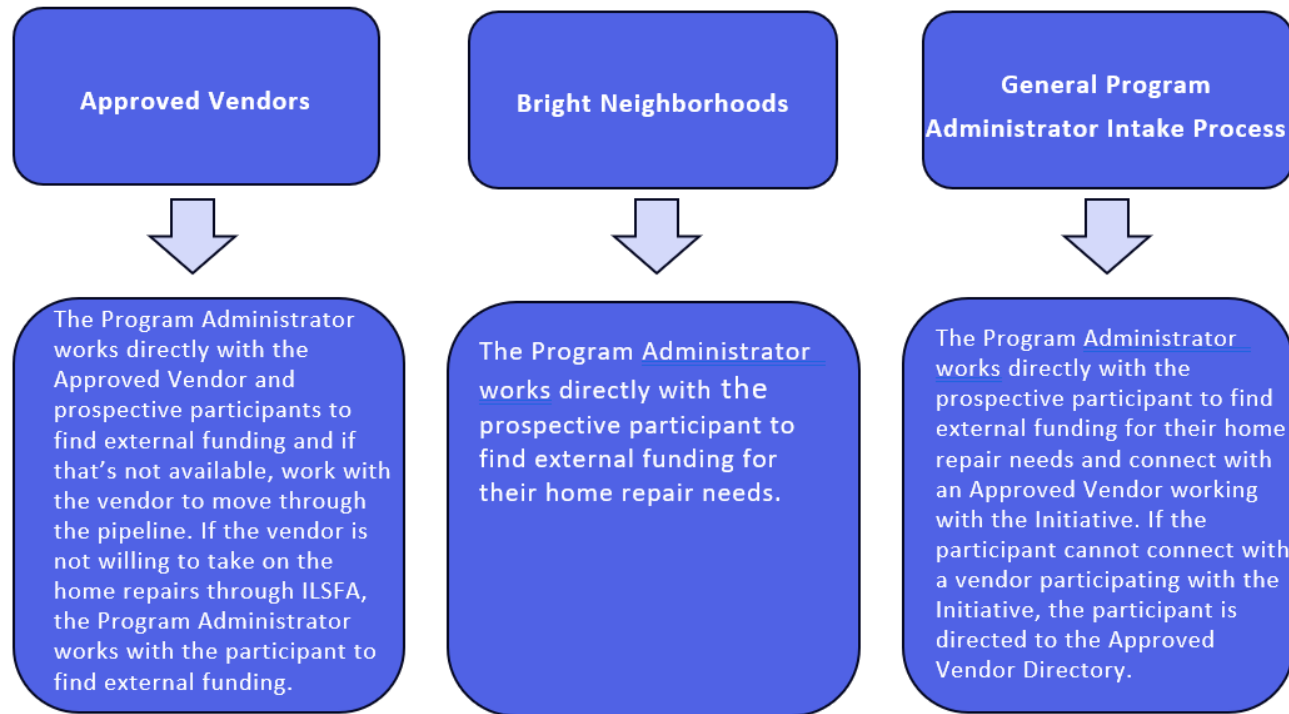
Footnotes

- 2.** The total cost for all electrical work must not exceed \$4,000, in adherence to the cost cap.
- 3.** These Maximum Costs have been set based on estimated prices for a home with a roof size of 2,000 ft² and a standard slope at 25 degrees. The total cost for all roofing and structural work must not exceed \$10,000, in adherence to the cost cap
- 4.** This includes any leak, puncture, decking, or work needed directly associated with the solar install.
- 5.** This includes tear off and replacement of a single layer of shingles.
- 6.** The cost cap of \$10,000 for a full roof replacement must include all related roofing costs (e.g., permitting fees) in its total calculation, and must not exceed \$10,000, in adherence to the cost cap.



Overview: potential Participant Journey

- Potential participants became aware of the Home Repairs and Upgrades Initiative in three different ways:



Overview: potential Participant Support

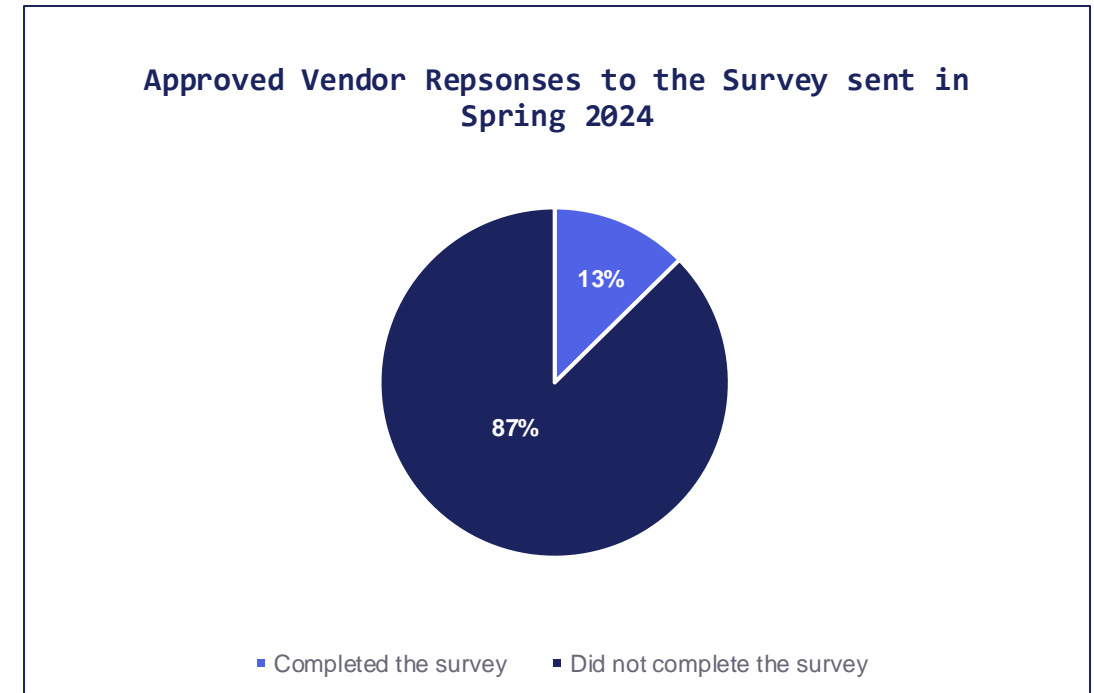
- The Initiative became aware of 34 potential participants in need of roof and/or electrical repairs during the first year
- Worked directly with participants to connect them to external funding and to Approved Vendors (including those participating and not participating in the Initiative)
- Contacted external funding programs via phone and email while regularly updating potential participants during the progress of securing external funding
- Guided participants through the Approved Vendor Directory with regular follow-ups

County	Number of potential participants in need of home repairs
Cook	13
DuPage	5
Williamson	4
Jackson	2
Champaign	1
Douglas	1
Franklin	1
Kane	1
Lake	1
McHenry	1
Peoria	2
Tazewell	1
Will	1



Overview: Approved Vendor Survey & Outreach

- In spring 2024, 95 approved vendors were sent a survey and a spreadsheet to increase participation in the Initiative and gather information on the frequency and extent of needed home repairs and upgrades in the ILSFA program.
 - 12 Approved Vendors completed the survey
- Met with Approved Vendors one-on-one, attended three AV Office Hours, and created several documents to assist Approved Vendors through the Initiative process

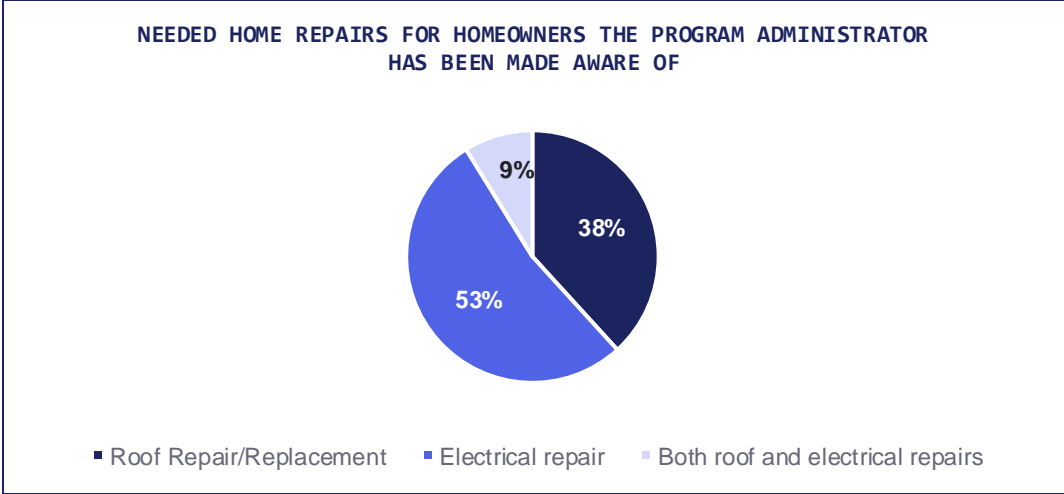
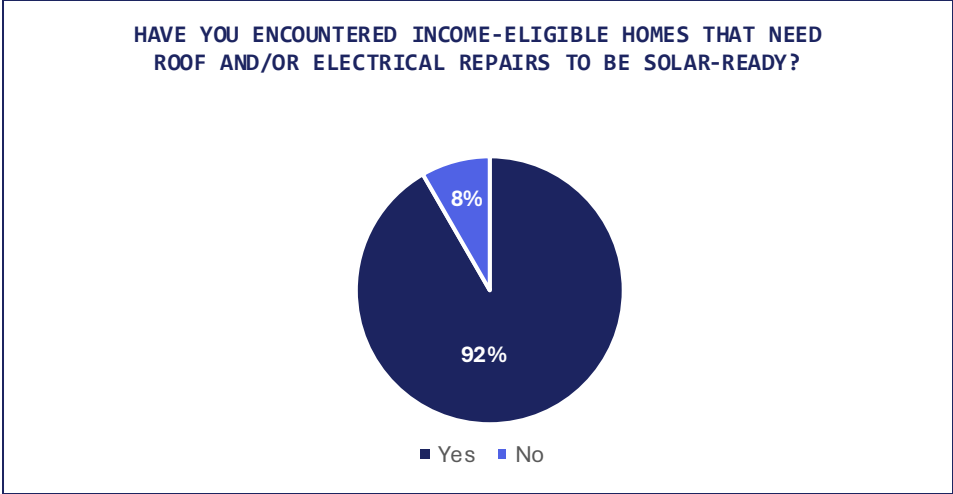


Key Findings



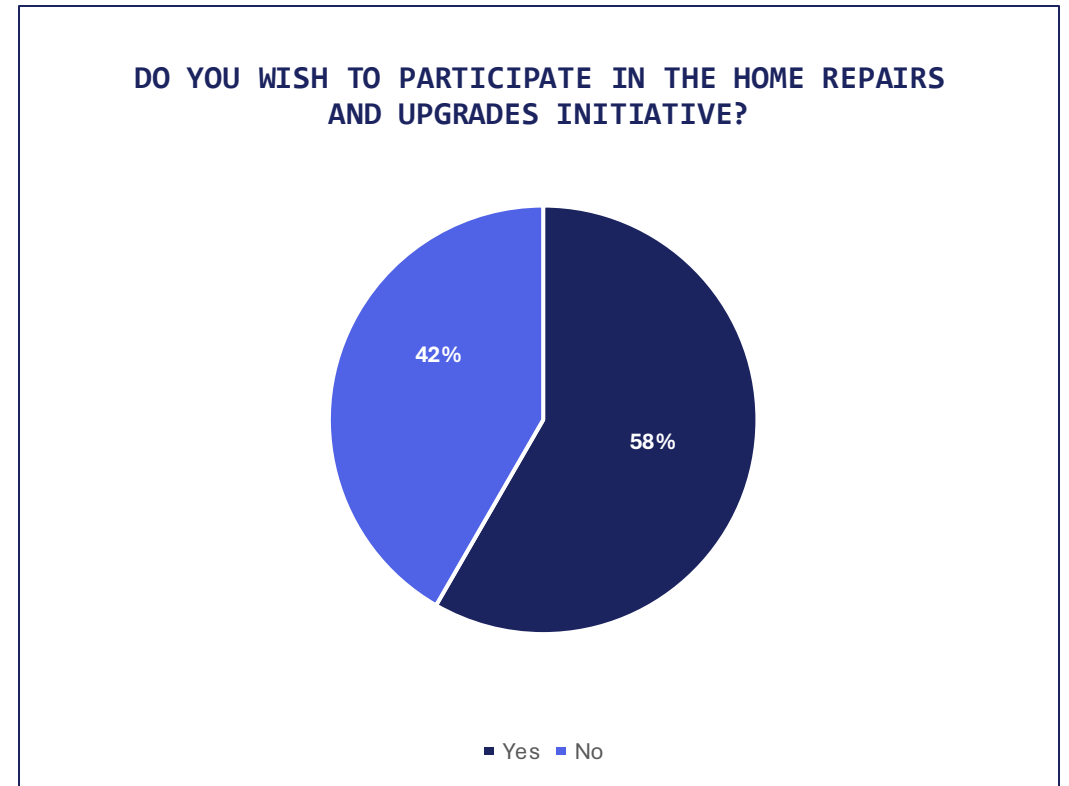
Approved Vendors have seen the need for roof and/or electrical repairs to be solar-ready

- 92% or 11 Approved Vendors have encountered the need for roof and/or electrical repairs
- 50% or 6 Approved Vendors indicated that they see the need for home repairs in 50% or more of income-eligible households
- Out of the 34 homeowners we've been made aware of that need roof and/or electrical repairs, 53% needed electrical repairs, 38% needed roof repairs, and 9% needed both.



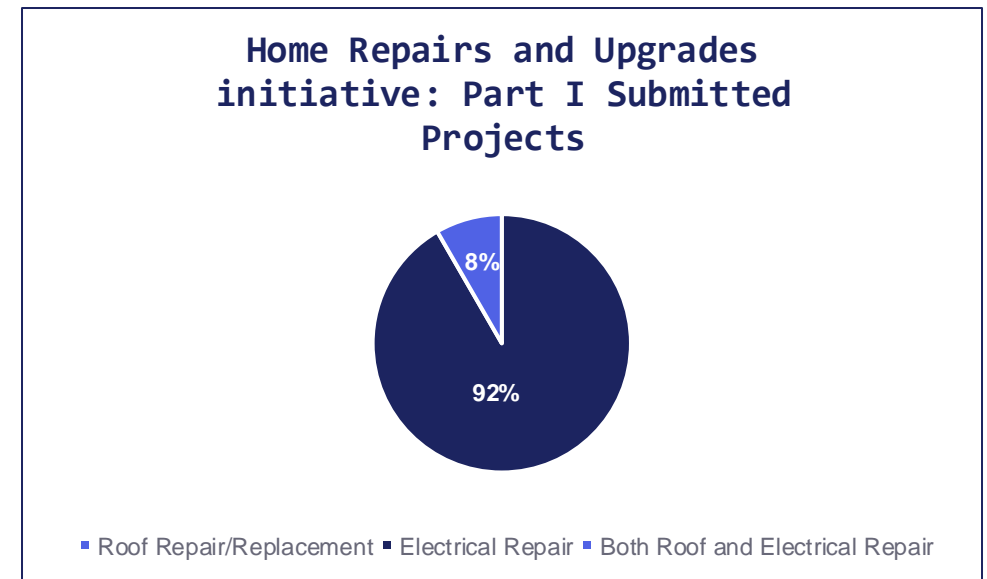
Barriers to Approved Vendor Participation in the Initiative

- Despite interest in the Initiative, there has been low Approved Vendor participation in the Initiative
 - 58% of Approved Vendors indicated that they wish to participate in the Initiative
 - Two Approved Vendors participated in the first year by submitting projects for Part I approval
 - Vendors have indicated that upfront costs, increased risks, and added administrative work have been barriers to participation in the Initiative
 - Especially true for small and emerging businesses



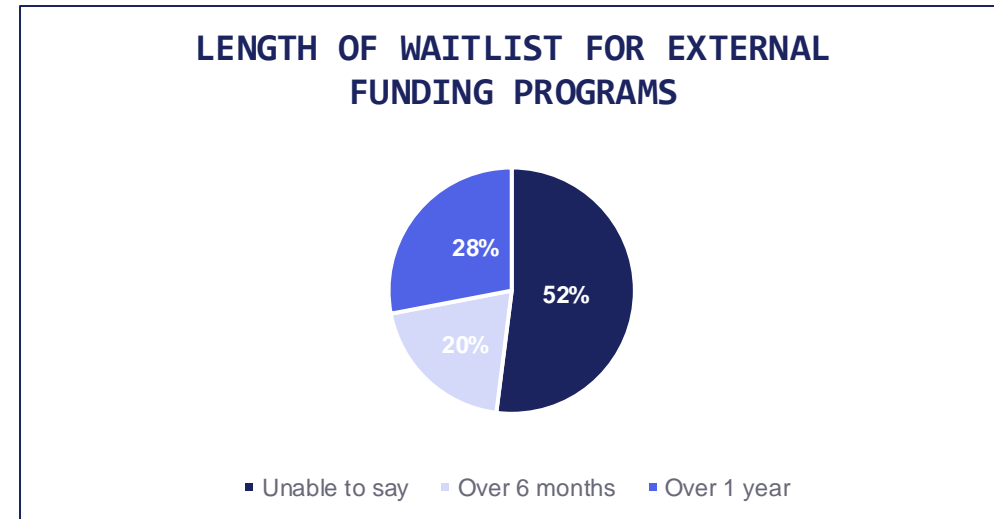
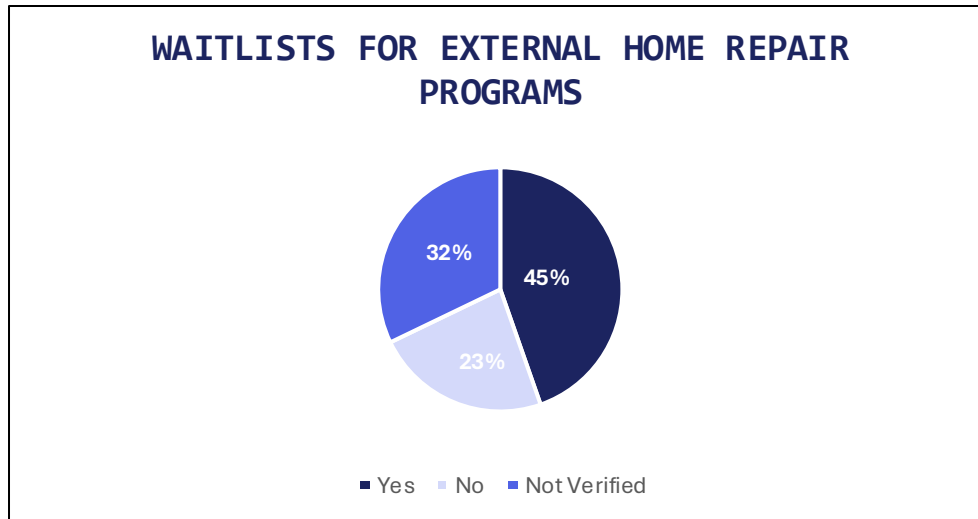
The Most Common Repairs and Upgrades for Submitted Projects

- There have been 13 Part I submitted projects with the Home Repairs and Upgrades Initiative
 - 92% or 12 were projects with electrical repairs
 - 8% or 1 project was both roof and electrical repairs
- Approved Vendors may be more willing to take on smaller, less costly electrical repairs
- Some vendors have also indicated that the roof cost caps are perhaps too low for most roof repair needs they encounter



Barriers to Access to Available External Funding Opportunities

- Many programs have extensive waitlists, specific eligibility requirements, and substantial administrative processes
 - 45% of the programs on the External Funding List have verified waitlists, while 23% of programs have no waitlist and 32% of the programs have not verified whether there is a waitlist
 - 52% were unable to verify how long their waitlist is, 28% have a waitlist of over 6 months, and 28% have a waitlist of over 1 year
- No potential participant thus far has been able to secure external funding



Proposed Design Updates & Discussion



1. Eliminate the need for written communications for external funding

- The ILSFA Program Administrator recommends eliminating the need for written communications from potential participants regarding requests for external funding
 - Eliminate the burden on potential participants
 - The probability of receiving funding from an external home repair program within a few months is low because of long waitlists and administrative processes
 - If the ILSFA Program Administrator believes that securing outside funding is unachievable, they will inform the potential participant and will track this internally
 - If the ILSFA Program Administrator believes that securing outside funding is achievable, they will give the potential participant the option to reach out to external programs or will reach out on their behalf and keep track internally
 - If the potential participant is reaching out themselves, the Program Administrator will ask for written communication, if available



2. Include funding eligibility for tree alterations

- Adding tree alteration (tree removal or tree trimming) to the list of home repairs may increase participation in the initiative
- Upfront costs prevent some homeowners from participating in ILSFA
 - Some ILSFA participants have paid for tree removal on their own
- Several Approved Vendors and participants have cited the need for tree removal as a pre-requisite for solar
- The Approved Vendor Manager team has cited that, on average, 1-2 trees need to be removed
- 4 Bright Neighborhoods projects were unable to move forward due to shading
- 1 Approved Vendor in the Approved Vendor survey sent in 2024 cited that tree removal is an additional home repair they see and separate from roof and electrical repairs



2. Include funding eligibility for tree alterations (cont.)

The ILSFA Program Administrator recommends including tree removal or tree trimming with a cost cap of up to \$4,000 and a cost cap of up to \$150 for required permit fees if required by the municipality.

TREE ALTERATION:

Item or Fee	Maximum Cost per Unit	Maximum Cost
Required Permit Fee	--	\$150
Tree Removal or Tree Trimming	--	Up to \$4,000 ²



3. Increase cost caps for Electrical Repairs from \$4,000 to \$6,550

- Recommend increasing the cost cap for electrical items from \$4,000 to \$6,550
 - Increasing cost caps can potentially increase participation in the Initiative by expanding the number of projects eligible to participate in the Initiative
 - Also provides the Program Administrator with more data and information on the costs and repair types of needed home repairs within ILSFA
- The cost cap of \$6,550 includes all five items eligible under this repair type
 - Required Permit Fee(s) from \$100 to \$150
 - Main Service Panel Replacement or Upgrade from \$2,100 to \$3,000
 - Meter and Riser Replacement or Upgrade from \$1,100 to \$1,700



3. Increase cost caps for Electrical Repairs from \$4,000 to \$6,550 (cont.)

2023-2024
Program Year

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2024-2025
Program Year

ELECTRICAL :

Item or Fee	Maximum Cost
Required Permit Fee(s)	\$150
Main Service Panel Replacement or Upgrade	Up to \$3,000
Meter and Riser Replacement or Upgrade	Up to \$1,700
Main Service Panel Grounding	Up to \$300
Water Grounding (100/200 amps)	Up to \$700/\$1,400



4. Increase cost caps for Roofing & Structural Repairs from \$10,000 to \$14,000

- Recommend increasing the cost cap for Roofing and Structural repairs from \$10,000 to \$14,000
 - Full Roof Replacement cost cap would increase from \$10,000 to \$12,000
 - Remaining cost caps would stay the same, but this gives Approved Vendors the opportunity to complete a full roof replacement and structural upgrades (sister rafters) in the same project
- Increasing cost caps can potentially increase participation in the Initiative by expanding the number of eligible projects
- Also provides the ILSFA Program Administrator with more data and information on the costs and repair types of needed home repairs within ILSFA



4. Increase cost caps for Roofing & Structural Repairs from \$10,000 to \$14,000 (cont.)

ROOFING AND STRUCTURAL :

2023-2024
Program Year

Item or Fee	Maximum Cost per Unit	Maximum Cost ²
Required Permit Fee	--	\$500
Solar-related Roof Work ³	Up to \$200 per sq. ft.	Up to \$3,000
Full Roof Replacement ⁴	--	Up to \$10,000 ⁵
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Full Roof Replacement ⁴	--	Up to \$12,000 ⁵
Sister Rafters	Up to \$100 per rafter	Up to \$2,000



5. Add an administrative flat fee to each Home Repairs and Upgrades project

- Recommend adding an administrative flat fee of \$100 for each home repair project added to the Total Home Repair Value
 - For example: \$12,000 for Full Roof Replacement + \$100 Added Administrative Flat Fee = \$12,100
- Approved Vendors have cited upfront costs, potential unexpected costs during construction, and added administrative work as barriers to participation in the Initiative
 - Can help reduce some of the burden with the intention to increase participation in the Initiative in the 2024-2025 Program Year
- **Should the Program Team adjust the administrative flat fee amount? If yes, what should the administrative flat fee be?**



6. Implement a goal of 50-75 projects with the Home Repairs and Upgrades Initiative

- Recommend adjusting the goal of projects with the Home Repairs and Upgrades Initiative from 95-110 to 50-75 projects
 - Low Approved Vendor participation in the 2023-2024 Program Year
 - Increasing the cost caps & eligible items will reduce the number of projects allowed within the Initiative
- However, this new goal of 50-75 projects is higher than the number of actual projects during the first year. Increasing the cost cap for repairs will hopefully encourage participation in the Initiative and in turn, increase the data and information gathered from the Initiative
 - More observations and findings to learn from on what types of repairs are needed among ILSFA prospective participants
 - Better understand the home repair barriers Approved Vendors face in participating in ILSFA



Process for Commenting and Questions



Questions and Comments

- Responses are due by no later than **Wednesday, July 24, 2024, at 5 p.m. CST** and should be sent to Comments@IllinoisSFA.com
- The IPA and ILSFA Program Administrator are seeking feedback on:
 - External Funding Update
 - Adding Tree Alteration
 - Increasing Cost Caps
 - Adding Administrative Flat Fee
 - Updated Initiative Project Goals
 - Any additional recommendations aligned with the current ILSFA Program scope
- Responses and questions will be made public and published on the ILSFA website. However, should a commenter seek to designate any portion of its responses as confidential, that commenter should provide both public and redacted versions. Independent of that designation, if the Program Team determines that a response contains confidential information that should not be disclosed, it reserves the right to provide its own redactions.



Contact Information

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