



PHILADELPHIA
GREEN CAPITAL CORP

ACCELERATING OUR CLEAN ENERGY FUTURE

Solar for All

Residential Solar Financial Provider

Bidders Conference

Tuesday, July 15, 2025





Philadelphia Green Capital Corp.

- **The Southeastern PA Green Bank:** Our mission is to expand equitable access to the clean energy economy in the region.
- **Financing:** PGCC is a nonprofit that brings together public, private, philanthropic, and grant funding to finance clean energy programs and projects.
- **Support for LMI Households:** PGCC supports local programs to ensure that low-to-moderate income households benefit from clean energy initiatives.





Philadelphia Energy Authority

- **The Philadelphia Energy Authority (PEA)** is independent municipal authority focused on energy affordability and sustainability in the City of Philadelphia.
- PEA launched PGCC in 2021 to support increased LMI access to PEA's renewable energy programs.



Solar for All Introduction

- In 2024, the Pennsylvania Energy Development Authority (PEDA) was awarded **\$156M** through the EPA's Solar for All program
 - PEDA: An independent public financing authority advancing PA clean energy
- SFA works to expand Low-Income Solar Access across the state
- PGCC serves as a sub-awardee of PEDA receiving ~\$70M of the \$156M to further scale Solarize Greater Philadelphia



Statewide Solar for All Program Projections*

Total Household
Energy Savings

\$101M+

More Solar Households

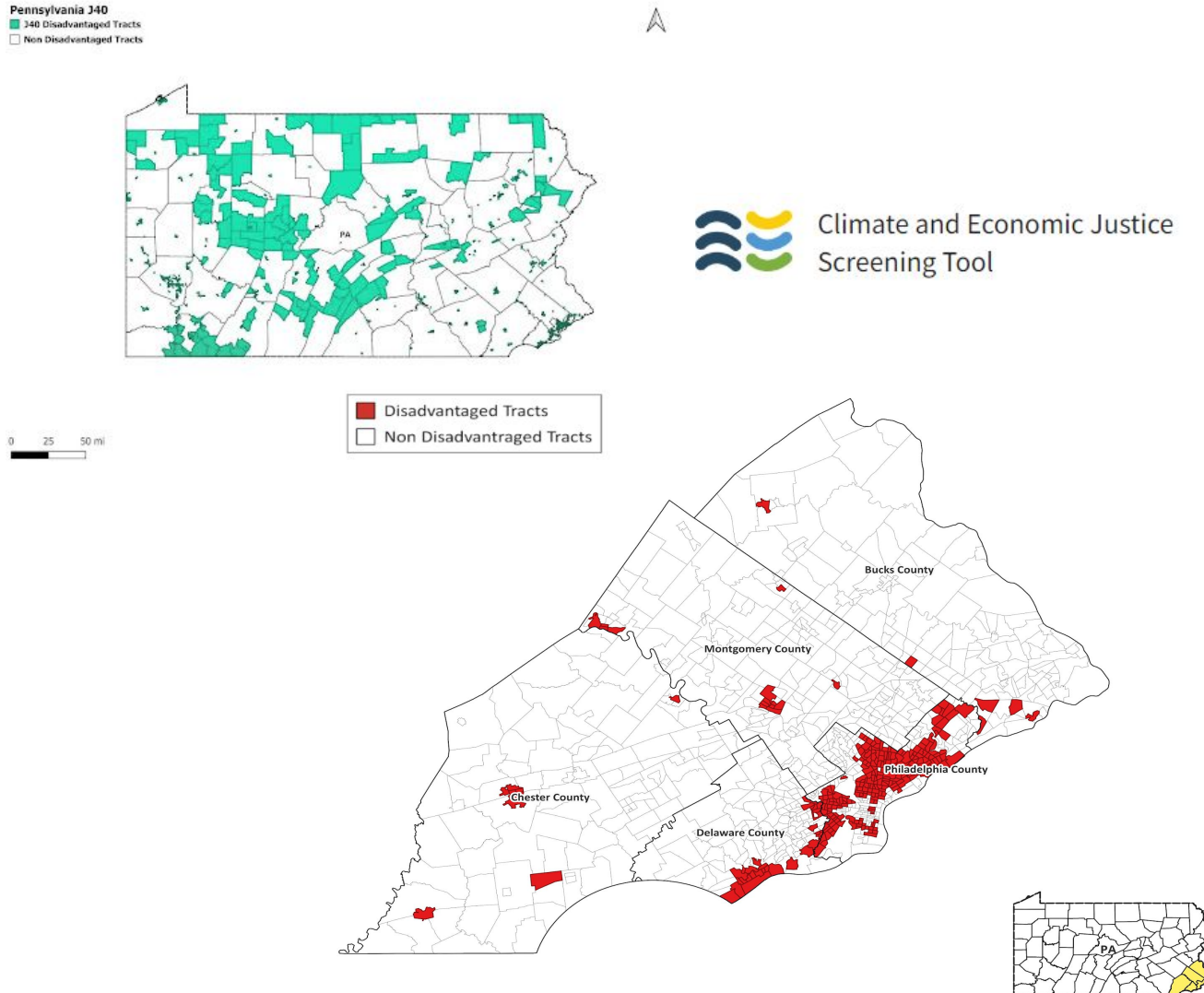
12,500+

Megawatts of Solar
Installed

63

**Impact projections not yet adjusted for impact of OBBBA on federal tax credits*

Who Solar for All Will Support



Income: households at or below 80% of the area median income

Target Locations: census tracts identified through the Climate and Economic Justice Screening Tool or EJScreen

- Key areas in Southeastern PA*:
 - Parts of Philadelphia
 - Norristown
 - Coatesville
 - Chester
 - Lower Bucks
 - Pottstown

*Bucks, Chester, Delaware, Montgomery, and Philadelphia counties



Solar for All Program Goals

Serve Low Income Households

- Targeted Financial Assistance for Solar, Storage, Enabling Upgrades
- 20% Savings on Electric Bills

Support Workforce Development

- Spur Green Job Creation
- Grow Existing Workforce Development Programs

Create a Sustainable Solar Market

- Increase Solar Installers
- Ensure Consumer Protections
- Remove Policy, Interconnection & Permitting Barriers

Reduce CO2 Emissions





Solar for All Program Status

Federal Policy:

- SFA funds are unfrozen at the federal level and flowing to other awardees
- PA SFA award is ***obligated***
- PGCC and PEDA moving forward with workplan and have no indication from EPA that program will change after passage of OBBBA

State Policy

- Awaiting PA Fiscal Code resolution
- PGCC will execute contracts with selected Respondent(s) after PA fiscal resolution



PGCC SFA Program Guidelines & RFP Overview



PGCC SFA Eligibility Guidelines

Eligible Customers

1. Household Eligibility

- The home must be located in Southeastern PA and owned by a member or members of the household.

2. Income Eligibility

- PPAs may only be offered to individuals and households with incomes \leq 80% Area Median Income (AMI), as set by the Department of Housing and Urban Development. The latest data is available [here](#).

3. Geographic Low-Income and Disadvantaged Communities (LIDAC)

- The EPA has defined certain geographic areas as “LIDAC” for SFA if they are:
 - Identified through the Climate and Economic Justice Screening Tool (CEJST)
 - Included in the limited supplemental set of census block groups that are \geq the 90th percentile for any of EJ Screen’s Supplemental Indexes compared to the nation or state
 - Within Tribal lands as included in EJScreen

In the PGCC SFA Program, all households must be income-qualified; location in a LIDAC reduces the burden for income verification



Scope of Services and Contract Term

Financial Provider SCOPE OF SERVICES

- | |
|---|
| 1. Inform Program Design |
| 2. Underwriting and Income Verification |
| 3. Provide PPAs |
| 4. Installation and Enabling Upgrades Supervision |
| 5. Operations and Maintenance (O&M) |
| 6. Customer Service |
| 7. Regulatory Compliance and Reporting |
| 8. Production Guarantee and Monitoring |
| 9. Marketing Support |

CONTRACT TERM

Initial Contract Term:	2 Years
Contract Extension:	3 Possible 1-Year Extensions



SFA-supported PPA Specifications

Financial Providers must offer a PPA to Eligible Customers that complies with the following program requirements:

1. Financial Provider ownership

- FPs must own the solar system and sell electrical output to Customers under PPA with fixed monthly payments

2. Minimum PPA requirements

- Offered with no money down, fixed monthly payments, provides annual savings, allows customers to benefit from federal tax credits, purchase option, production guarantees
- Include maintenance support, insurance, transferability, annual escalator <2%, no collateral beyond PV system and battery
- Respondents must use flexible underwriting criteria as detailed in their proposal

3. Preferred PPA features

- Preference will be given to those that: (1) have an annual escalator of no more than 1% per year; (2) provide production guarantees of at least 90% of estimated production

4. Eligible technology

- PV systems smaller than 20kW_{DC} (typically 4-8kW) and related battery storage
- Additional incentives offered by PGCC for enabling upgrades

Select Federal Requirements

1. **Household Savings**
 - Min. 20% household savings to all Eligible Customers
2. **Build America, Buy America (BABA)**
 - Not applicable to PGCC SFA projects
3. **Prevailing Wage** (applicability varies based on project, refer to RFP document)
 - Davis Bacon and Related Acts (DBRA)
 - Pennsylvania Prevailing Wage





Federal SFA Program Reporting Requirements

1. **Detailed Reporting Requirements can be found in the RFP document**
2. **Overall, FPs are required to upload/certify relevant documents, including:**
 - a. Geographic eligibility verification
 - b. Income verification
 - c. PPA contracts
 - d. Provide additional data points for Transactional and Project-level reporting to EPA
 - i. Refer to Appendix C in the RFP document



SFA Installer Requirement

- PGCC and PEA are running a concurrent RFQ for solar installers
 - **Submissions due: July 28 at 5pm**
- Financial Providers may only work with installers vetted through the Installer RFQ
- Financial Providers who also perform EPC work must respond to both the RFP and RFQ

Financial Providers with established EPC relationships are encouraged to share the installer RFQ with their networks.

SFA customers will select their installers and sign construction contracts with installers & PPA agreements with Financial Providers; construction contracts will be assigned to Financial Providers.

SFA Incentive Payments



Incentive Payments

1. Solar Incentive

- PPA Buydown for solar and solar+storage projects
- Net Present Value of incentives needed to meet 20% household savings each year (Standard) or buy PPA down to as low as \$0/month (Supplemental)
- Based on Respondents' PPA Pricing Model
- Calculator provided in RFP

2. SREC Purchase

- PGCC will pre-purchase upfront up to 7 years of SRECs at a to-be-determined price

3. Enabling Upgrades

- Equivalent to final fixed price of enabling upgrades work

Respondents must provide all capital not covered by Incentive Payments.

Incentive Payments will be paid to Financial Providers after interconnection & final PGCC approval.



Walkthrough of Solar Incentive Payment Calculator

<https://tinyurl.com/ExhibitECalculator>

Calculator is based on:

1. Pre-Incentive PPA Payment
 - a. Comes from PPA Pricing Model bid by Respondents
 - i. Installation price
 - ii. Federal tax credits
 - iii. Respondents' pricing
2. Customer utility baseline data
3. Projected solar generation

Financial Providers Proposal Process



Anticipated Timeline

MILESTONE	DATE
RFP launch date	June 26, 2025
Virtual Bidders' Conference	July 15, 2025
Questions Due	July 16, 2025
Answers Posted	July 23, 2025
Proposals Due	August 8, 2025
Finalist Interviews (estimated)	Late August 2025
Final Selection Announced (estimated)	September 2025
Final Contracting (estimated)	Q3 2025

Unless otherwise stated, all deadlines shall be 5pm ET.



Submission Guidelines and Recommendations

Submission Guidelines:

- **RFP Submission Form [Link](#)**
- **Some questions will require attachments using provided templates**
 - Templates are linked under respective questions
 - Please make a copy of the template and submit as your own
- **PPA Pricing Model**
 - Respondent must provide a PPA Pricing Model in Excel format that shows how it will calculate an annual payment prior to SFA subsidy, taking into account: proposed installation price; federal tax credit incentives available; SREC Purchase Payment and Enabling Upgrade Payment; Respondent's pricing to advance the funds to pay the installation and O&M costs
 - Note on tax credits - Despite uncertainty, the model should still incorporate federal tax credits as a dynamic variable. PGCC and selected Respondent(s) will work together to determine an appropriate model.

Recommendations for Successful Submissions:

- Thoroughly reading the RFP document
- Submitting clarifying questions
- Reviewing the published questions



Bidder Evaluation Process

1. Upon submission, bidders will be evaluated with the following criteria:

EVALUATION CRITERIA	POSSIBLE POINTS
History, Qualification, and Experience	30
Technical Proposal	35
Pricing Proposal	35
Total Possible Points	100

2. Upon review, interviews may be conducted
3. PGCC seeks to select 1 - 3 qualified financial providers



RFP Key Links & Resources

Financial Provider RFP Resources

- [Submission Form \(deadline: Aug 8\)](#)
- [Questions Submission Form \(deadline: July 16\)](#)
- [RFP Document Text](#)
- [Solar Incentive Payment Calculator](#)

Other Helpful Resources

- [PGCC Financial Provider RFP Site](#)
- [PGCC Website](#)



Questions

Contact Us

Abby Rambo
Solar for All Director
Philadelphia Green Capital Corp
arambo@phillygreencapital.org