



PGCC Request for Information: Residential Solar Third-Party Ownership Models

RFI Q&A Responses - Posted 6/12/2026

- 1. Is PGCC interested in hearing from organizations that may not currently offer a lease or PPA product directly but are active in clean energy lending, program deployment, and capital formation?**

Yes. The RFI is open to a broad array of respondents, including those that may not yet offer a lease. We encourage all with interest in this space to answer the portions of the RFI that are relevant to their work and experience.

- 2. What deployment volumes does PGCC anticipate for Solarize Greater Philadelphia, Built to Last, and Solar for All-related residential solar projects during the next three to five years?**

Based on historic program data, PGCC anticipates that 5,000 residential customers will contract and install solar after being connected to Solarize Greater Philadelphia (SGP) installers through 2030 across Southeastern PA. As for Built to Last (BTL), PEA anticipates the completion of 1,400 projects over the next three years. Historically, about 20% of BTL projects have received solar; however, future solar installations will be contingent on funding. PGCC does not have expected deployment for Solar for All, as the program is on pause due to ongoing litigation. No Solar for All subsidies are currently available.

- 3. PGCC notes that it has previously supported \$0/month solar leases through a combination of upfront subsidy and ongoing SREC purchases. Can PGCC share:**
 - Typical subsidy levels used historically
 - Approximate subsidy amounts on a \$/Watt basis
 - Typical system sizes and customer profiles
 - Any lessons learned from previous prepaid lease programs

PGCC supported \$0/month solar leases for certain Built to Last customers. PGCC is not able to publicly share prior subsidy data. BTL solar homes have averaged 4.54 kW.

Lessons learned after layering Built to Last and Solarize program interventions for households:

- For some deeply low-income customers who are on PECO's Customer Assistance Program (CAP), adding solar is not advantageous because their maximum monthly bills are based on a percentage of their income. Even if solar eliminated most grid purchases, the customer may still owe their CAP payment.
- We have found that for some low to moderate income homeowners, enabling repairs, such as roof and electrical work, are necessary to unlock solar potential. The Solarize program team has sought grant funding to pair enabling repairs with solar products.
- BTL homes may be electrified shortly before going solar, meaning systems should be designed based on projected usage under new electric systems instead of historic usage.

BTL referrals are recently renovated homes that may have entirely new systems, so historic utility data may not be relevant for system sizing or customer savings calculations, and a sales representative must be aware of this.

- In order to layer solar into a BTL home, a financial model that allows for a single upfront payment by PGCC to subsidize a homeowner's system is crucial. PGCC cannot facilitate ongoing payments.

4. Does PGCC have data regarding the percentage of homeowners who require roof replacement, electrical upgrades, panel upgrades or other structural upgrades before solar installation can proceed?

PGCC does not have this specific data. PGCC has historically secured state and philanthropic funding for enabling upgrades and has some funding available to be deployed by existing SGP installers. The scope of future solar-enabling repair work will be dependent on available funding and grantors' requirements.

5. Does PGCC have data regarding the percentage of homeowners who would benefit from energy efficiency upgrades?

PGCC does not have this specific data. Generally the majority of households in the Philadelphia region can benefit from energy efficiency upgrades. As part of the best practices for the Built to Last program, weatherization is completed as part of a project's scope before electrifying a home with a heat pump and layering in solar.

6. Does PGCC anticipate establishing standardized income verification procedures across participating providers, or would providers be permitted to utilize their own qualification processes provided they satisfy applicable program requirements?

Built to Last customers will already be income qualified by the time they are considered for a subsidized TPO solar product through Solarize. However, there is no standard income verification process currently in use for the Solarize program. In previous iterations of the Solarize program, LMI participation was determined based on location, not income verification. Because PGCC does not currently have Solar for All funds to deploy through a solar TPO model, we have not designed an income verification process. However, PGCC will require income information and participation affidavits from homeowners who are eligible for grant-funded enabling repairs we complete through our SGP installers. Finally, PGCC has partnered with solar TPO providers previously who have utilized their own income verification process when underwriting participants for their leases. We encourage RFI respondents to detail the income screening, verification, and record keeping processes they have utilized if offering products that are only available to LMI homeowners.

7. Would PGCC consider adding qualified EPC partners to its approved contractor network if those partners meet PGCC's quality, licensing, consumer protection, and performance standards? What will that process look like... any specific criteria PGCC anticipates using, how long would the vetting process take, etc?

PGCC is considering transitioning from running an RFQ process for EPCs in the Solarize program every 1-2 years to a rolling qualification process in late 2026. Please refer to the [prior](#)

[Solarize Installer RFQ](#) for criteria we have used in the past; we expect the requirements and vetting process for rolling qualification to be similar.

- 8. How does PGCC envision battery storage participating in future program offerings?**
- Is PGCC considering battery incentives alongside solar incentives?
 - Is PGCC evaluating Virtual Power Plant (VPP) opportunities?
 - Are discussions underway with utilities, PJM stakeholders, or other market participants regarding distributed energy resource aggregation? How are costs being considered?

With additional funding, PGCC will enthusiastically explore pairing battery incentives with solar incentives. With the pause on Solar for All, we do not have the funding to implement a solar + storage incentive program on a large scale at this time. Currently, the incentives that PGCC has available are limited to solar for a portion of our Built to Last participants, and enabling upgrades subsidies for other low-and-moderate income homeowners. With more market data on the current needs of financial providers to 'unlock' lower pricing, the incorporation of alternative underwriting practices, and the creation of prepaid PPA/lease products, PGCC hopes to secure additional funding to meet those market gaps. PGCC is actively exploring distributed energy resource aggregation to meet capacity needs with large load market participants. With VPP enabling legislation we look forward to exploring layering in batteries and VPP opportunities into our programs as well.

- 9. Can PGCC provide additional guidance regarding anticipated reporting requirements, including production, customer savings, ESG and impact, income qualification or long-term asset performance tracking?**

PGCC requires monthly reporting from EPC providers on contracts signed, including customer name and address, system size, and financing information. For a full list of reporting requirements, please refer to [Appendix C of the prior Solarize RFQ](#) (the Installer Manual). PGCC also requires production data for SREC monetization from PJM-GATS. With more robust and dedicated funding for solar incentives, PGCC would develop greater reporting and income verification tracking per the specific funder's requirements. PGCC has not set specific reporting standards for ESG/impact at this time.

- 10. As PGCC develops future residential solar programs, is the organization primarily seeking the lowest customer payments, the highest percentage customer savings, the greatest LMI participation, the broadest geographic deployment, or some combination of these objectives? Does PGCC have any other key goals or motivations in mind?**

PGCC's current focus is to source TPO products that are broadly accessible to LMI participants without requiring subsidy, so we are focused on the scale of LMI participation. We expect LMI accessible products will have alternative underwriting, ongoing O&M, a starting rate below the existing utility rate, and a low escalator. We also seek TPO product(s) that have underlying infrastructure that enables a portion of the products to be fully subsidized for BTL customers. As mentioned previously, PGCC does not have subsidy/buy-down funding for non-BTL customers at this time, but is fundraising for such a program. Depending on that funding PGCC would seek high customer savings, with a target of anywhere from at least 20% to 50%+.

11. Can PGCC provide additional detail regarding the current structure of its SREC Revolving Fund, including:

- Current or anticipated SREC contract duration**
- Pricing methodology**
- Whether PGCC would consider fixed-price SREC purchase agreements, SREC revenue floors, or above-market SREC pricing for LMI-focused deployments**
- Eligibility requirements for participating TPO providers**

In the past, PGCC has committed to purchasing SRECs for a set number of years at a fixed, above-market price per SREC. PGCC has purchased SRECs on a semi-annual basis as they were minted. PGCC is seeking additional data from TPO providers through this RFI on best ways to structure SREC purchases and may adjust our SREC revolving fund accordingly.