





Community Power Accelerator Prize

Informational Webinar

Nov. 13, 2024

Housekeeping

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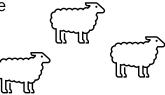
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- Select the 'Q&A' button at the bottom of your screen and type in your question.
- Questions may be answered live, but all questions will be answered in writing on HeroX.

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- Technical difficulties: Chat the webinar host for additional support.
- A video/audio recording of this webinar and the slide deck will be made available on HeroX in the week following the webinar



Topics

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The American-Made program is your **fast track to the clean energy revolution**. Funded by the U.S. Department of Energy, we incentivize innovation through prizes, training, teaming, and mentoring, connecting the nation's entrepreneurs and innovators to America's national labs and the private sector.

The American Made Program is growing:







AmericanMadeChallenges.org





National Community Solar
Partnership+ and
Community Power
Accelerator Overview

HOSPITA



Access to capital is among the most-cited barriers to equitable community-benefiting distributed solar project development



Community Power

Clean Energy

Regulations

Solar developers and community organizations often lack expertise, capacity, and pre-development funds to access capital

Funding Opportunities

Online Courses

Accelerator Lab

Capital providers including Philanthropic organizations are reluctant to invest in projects they view as risky or difficult to assess



S. DEPARTMENT OF ENERGY

Join the National Community Solar Partnership+







Scan the QR Code to join NCSP+!

Join the National Community Solar Partnership: https://ncsp.solarinyourcommunity.org/

or email community.solar@ee.doe.gov



The Meaningful Benefits



EQUITABLE ACCESS & CONSUMER PROTECTIONS

- Contract terms that support strong consumer protections
- Inclusive outreach and engagement
- Financial products that are accessible to all households

Justice 40 Priority 3: Increase Clean Energy Parity



MEANINGFUL HOUSEHOLD SAVINGS

- Guaranteed bill and/or household savings
- Wealth building opportunities
- Indirect multifamily affordable housing tenant benefits

Justice40 Priority 1: Reduce Energy Burden



RESILIENCE, STORAGE, AND GRID BENEFITS

- Household and community level resilience strategies
- Grid strengthening strategies
- Improved health outcomes through reduced or shortened power outages

Justice40 Priority 7: Increase Energy Resiliency



COMMUNITY-LED ECONOMIC DEVELOPMENT

- Opportunities for community ownership
- Community benefits agreements
- Support for entrepreneurship and local and minority and women-owned businesses

Justice40 Priority 8: ncrease Energy Democracy



SOLAR WORKFORCE DEVELOPMENT

- Strategies that ensure jobs are accessible to workers of all backgrounds, offer competitive wages and union membership
- Training and apprenticeship programs

Justice40 Priority 6: ncrease Clean Energy Jobs



What is the Community Power Accelerator?

Goals:

- Standardize equitable access to distributed solar financing;
- Expand capacity and expertise for community-led, communityfocused deployment; and
- Build a robust project pipeline with meaningful benefits.
- Bridge the gap between community-benefiting distributed solar projects that need funding, and the capital providers that want to finance them

Community Power Accelerator Ecosystem

66 Lenders and Equity Investors

\$1.5B in available capital

8 Philanthropies

59 Nonprofit/Community-based Orgs

143 Projects seeking capital

160 Project Developers



Community Power Accelerator Services



Foundations of Community Solar Development Course

CPA developers have access to: 1) a short, self-paced "community solar 101" training, 2) a 10-week online, instructor-led intensive course, 3) NEW online, self-paced intensive course, all run by University of New Hampshire's Carsey School's Center for Impact Finance (CSCIF)



Marketplace

Developers and investors have access to the online matchmaking platform.



Credit-ready Checklist

A checklist developed by experienced solar investors helps developers complete all the requirements to put together robust, credit-ready projects.



Technical Assistance

NCSP+ partners have access to resources and direct technical assistance from DOE, National Labs, and third-party subject-matter experts to support local challenges.

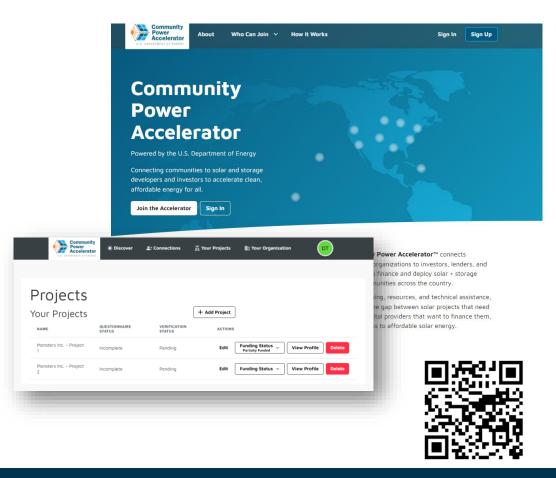


Community Power Accelerator Prize

Three rounds of \$10 million in prizes provides essential pre-development funding to 50 developer teams to date.

Online Marketplace

The Community Power Accelerator marketplace makes it easier for developers, community-based organizations, lenders, and philanthropic organizations to identify and connect with each other based on criteria each participant includes in their profiles.



Check out the Community Power Accelerator Online Marketplace: https://communitypower.energy.gov

Community Power Accelerator Foundations Course

Community Power Accelerator Foundations of Community-Benefitting
Commercial Scale Solar Course | Center for Impact Finance (unh.edu)

- Developed by UNH Carsey School Center for Impact Finance, Housing Sustainability Advisors, and 8 mission-aligned community solar developers
- Live instructor-led virtual course that covers:
 - Regulatory and Market Context for Community Solar
 - Community Solar Site Selection
 - Community Engagement for Community Solar
 - Community Solar Development Process and Contracts
 - Community Solar Financial Modeling
 - Community Solar Asset Management and Operations
 - Community Solar Business Development



Phase 1 winners will have the opportunity to join a learning lab cohort starting in February 2025!

Technical Assistance Program

- Assist in completing:
 - Credit-Ready Checklist
 - Project Profiles
 - Additional TA needs

- Develop additional resources and tools
- Experts currently include: Sustainable Capital Advisors, Urban Ingenuity, Solar 1, Housing Sustainability Advisors, and GRID Alternatives.



Teams participating in the prize will receive free Technical Assistance in Phase 2 and Phase 3 of the prize.

Credit-Ready Checklist & Project Profiles

Throughout the Foundations Course, Phase 2 teams will work to complete the Credit-Ready Checklist:

- Includes a list of rigorous project requirements that investors look for before they are willing to fund a project
- Developed in collaboration with over 40 financial institutions familiar with solar lending and tax equity
- Investors that sign up to participate in the Community
 Power Accelerator Marketplace are specifically interested in
 funding distributed solar projects and have agreed to
 consider funding projects that use the Credit-Ready
 Checklist.

National Community Solar Partnership Community Power Accelerator -Developer Project Profile Information

Community Power Accelerator
DEVELOPER PROJECT PROFILE

<H1>Add a Community Solar Project

SAVE

Complete this form to add a community solar project to your developer profile.

Once added, the project will be reviewed by a technical assistance provider. The provider will work with you qualify your project. When qualified, your project will receive a gold star, and Community Power Accelerator investors and philanthropic organizations you decide to connect with will be able to view the project and connect with you about it on the Accelerator. Only once both organizations decide they want to connect, will the project information be shared.

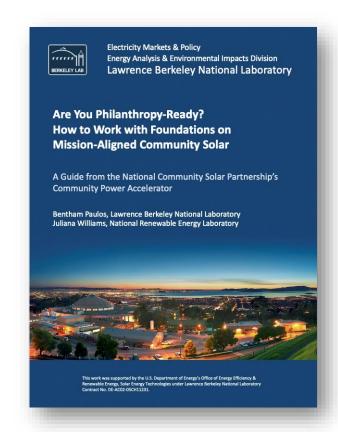
#	Question/Field	Format
1	Project name	Freeform text
2	Developer organization name	From the developer organization dropdown menu
3	Do you have a project team? (Be prepared to provide proof.)	Yes/no toggle
4	Where is the project geographically located? Select all that apply.	State and U.S. Territories list multi-select, drop-down
5	What is the zip code(s) for the project?	Numeric field
6	Is the project located within a <u>Justice40</u> community?	Yes/no toggle. If yes: Please list Justice 40 communities. Freeform text
7	Have site control documents been executed?	Please briefly describe (e.g., site lease option agreement, power purchase agreement): Freeform text (with word limit)
8	What is the current stage of project development?	Radio buttons select one: Pre-development Construction Operations and Maintenance
9	Do you need predevelopment capital for your project to proceed?	Yes/no toggle
10	Which type of installation is this community solar project using? Select all that apply.	Check boxes - select all that apply: Rooftop Ground-mount (<5 megawatts [MW]) Ullifty-scale distribution system (5-20 MW) Carport/garage
11	In which utility's service territory is the project located?	Freeform text
12	What is the size (or projected size) of the project in capacity (megawatts [MW]) and expected generation (gigawatt-hours [GWh])?	Two numeric fields (limit to 6 digits): MW: (numbers only, allowing for 0.XX - 2 sig figs) GWh: (whole numbers only - with up to 6 digits allowed)

Teams will complete the Credit-Ready Checklist in Phase 2 of the Prize and create a developer profile to prepare for Phase 3 of the competition.

Philanthropy-Ready Guide

- Describes what foundations do:
 - Make grants
 - Mission-related investments
 - Community leadership
- A self-assessment to get your project "philanthropy-ready"
- Tips on how to make your case for funding

Goal: Increase the quantity and quality of proposals that lead to successful outcomes.



Community Power Accelerator Capital Providers









Wells Fargo Foundation











































Prize Overview

The Community Power Accelerator Round 3 Prize is a **\$10 million, three-phase** prize.

The prize is designed to fast-track the efforts of new, emerging, and expanding solar developers and codevelopers to learn, participate in, and grow multiple successful community-benefitting distributed solar projects.

By the end of the prize, competitors will be ready to **engage with the Community Power Accelerator Marketplace**.

This three-phase prize intends to increase the number of equitable distributed solar projects by providing:

- Funding throughout the project predevelopment process.
- Tools and resources to connect developers with private sector financing.
- Training to understand the full cycle of distributed solar development.
- Free consulting to competitors on the steps necessary to get a distributed solar project financed.
- Coaching on expanding developers' solar customer markets.

Round 3: Expanded Business Models

Community-Benefitting Distributed Solar (Distributed Solar) includes but is not limited to:

- Community solar projects Any solar project or purchasing program in which the benefits of a solar project flow to multiple customers, such as individuals, businesses, nonprofits, and other groups, within a certain geographic area.
- Distributed energy resource (DER) aggregation projects A DER aggregation is a co-located (with defined geographic boundaries) collection of distributed solar (or solar-plus-storage) systems typically situated on residential and/or commercial rooftops, parking canopies, or ground-mount. It can include behind-the meter virtual power plants (VPP).
- Microgrid projects A co-located, interconnected collection of solar and storage systems with the capacity to be centrally operated in part or in total. They can be islanded from the grid.
- Commercial and industrial projects C&I solar energy systems are systems >50 kW used by many types of buildings, including schools, offices, manufacturing facilities, warehouses, farms, and even retail stores, to cover power needs.

\$10 Million in Prizes!

Prize Phase	Duration	Anticipated Number of Awards	Dollar Amounts (prize pool to be evenly split among winners)
Phase 1: Ready!	4 Months	Up to 25	\$1,250,000 (\$50,000 per winner)
Phase 2: Set!	6-10 months (anticipated)	Up to 25	\$5,000,000 (\$200,000 per winner)
Phase 3: Grow!	6-10 months (anticipated)	Up to 25	\$3,750,000 (\$150,000 per winner)

3 Phases: Ready!, Set!, GROW!



Phase 1 Ready!

Identify new or expanding solar developers and co-developers with a high potential to develop at least 1MW of equitable distributed solar projects that incorporates meaningful benefits.

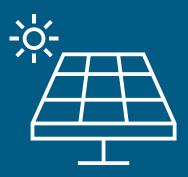
September 9 - December 17, 2024



Phase 2 Set!

Recognize successful distributed solar pre-development activities via participation in the Foundations Course, Coaching, and Completion of the Credit-Ready Checklist

February – December 2025 (Anticipated)



Phase 3 Grow!

Engage in the Community Power
Accelerator and secure investment
commitments for a portfolio of at least
1MW of distributed solar projects with
investors or philanthropic organizations.

September 2025 – August 2026 (Anticipated)

Who Can Participate?

- The Community Power Accelerator Prize is open to U.S. solar developers, including new developers and experienced developers who are expanding their solar operations.
- The prize is seeking developers who have the desire and ambition to develop and finance a project portfolio of at least 1 MW_{AC} of distributed solar with meaningful benefits incorporated.
 - The portfolio must have the following meaningful benefits:
 - Equitable access and consumer protections and
 - Meaningful household savings
 - Each portfolio must also include at least one of the following benefits:
 - Resilience, storage, and grid benefits
 - Community-led economic development
 - Solar workforce development.
- Single projects are not eligible for this prize.
- The prize is seeking organizations that have the ambition to scale their distributed solar portfolio beyond the scope of the prize.



Who Can Participate?

The prize encourages organizations who are new to distributed solar development to apply, including intermediaries, nonprofits, and community-based organizations, such as:

- Community-based organizations (such as local community health organizations, community action agencies, community and economic development organizations, etc.) that have real estate portfolios and/or are in construction
- Multifamily affordable housing providers
- State, local, and municipal governments
- Intermediary organizations such as community development financial institutions (CDFIs)
- General contractors with roofing and/or electrical experience
- Socially and economically disadvantaged individual (SEDI) demographicsrelated business and women- and minority-owned businesses
- Other large real estate holders that could be available for solar deployment.
- Other co-developers who partner with a distributed solar developer



Power Connector Support and Teaming

Competitors who are participating in Phase 1 will be able to access support from Entrepreneur Futures Network (EFN), an American-Made Power Connector:

- Ask questions about the prize
- Receive verbal feedback on submission materials
- Participate in upcoming teaming events and resources to connect first time distributed solar co-developers with experienced distributed solar developers
 - Keep an eye on HeroX for more information



To connect with EFN, contact:
Tom Jensen at <u>tjensen@entrepreneurfutures.org</u>
or Cassie Coravos at
ccoravos@entrepreneurfutures.org

EFN Community Power Accelerator Networking Event October 17, 12:00 - 1:30 ET Registration link

EFN Community Power Accelerator Networking Event November 19, 12:00 - 1:30 ET Registration link



Phase 1: Ready! Overview

- The goal of Phase 1: Ready! is to recognize successful new and expanding solar project developers as they prepare and begin to execute distributed solar project development (e.g., predevelopment activities and project financing).
- Competitors should be interested in developing a portfolio of two or more solar projects totaling, in aggregate, at least 1 MW_{AC} of distributed solar (not exceeding 5 MW_{AC} for a single project) that include the <u>Five Meaningful Benefits</u>.
- The portfolio **must include** these two meaningful benefits:
 - Equitable access and consumer protections
 - Meaningful household savings.
- The portfolio must also include at least one of the following meaningful benefits:
 - Resilience, storage, and grid benefits
 - Community-led economic development
 - Solar workforce development.

Ready! Contest Prizes

- Up to 25 awards (expected range 15-25)
- Each Phase 1 winner will receive a \$50,000 cash prize
- Phase 1 winners must designate a single individual to participate in the Community Power Accelerator Learning Lab (required for Phase 2: Set! award)
- All Phase 1 winners will receive direct technical assistance mentorship and coaching

Phase 1: Ready! Logistics

Important dates

- Open: September 9, 2024
- Submission deadline: December 17 at 5 p.m. ET
- Winner announcement: February 2025 (anticipated)

Read the Rules

 The official rules can be found at: <u>herox.com/CommunityPowerAcceleratorRound3</u>

Enter your Phase 1 submission

• The Phase 1 submission form can be found on HeroX by clicking on:

Solve THIS CHALLENGE



Community Power Accelerator Prize Round 3 Rules: Accessing Capital To Deploy Equitable Solar

THESE RULES ARE EFFECTIVE SEPTEMBER 2024

Official Rules

HeroX Live Demo





What to Submit for Phase 1: Ready!



- 1. Cover page (selected questions public)
- 2. Portfolio narrative
- 3. PowerPoint summary slide (public*)
- 4. Evidence of completion of <u>Introduction to</u>
 Community Solar course
- 5. Narrative (3,500 words max)

Cover Page

To be completed via HeroX

List basic information about your submission:

- Submission title*
- Organization name*
- Organization city* and state*
- Organization address
- Organization nine-digit zip code
- Organization website URL*
- Point of contact information (name, email, phone)
- Two sentence description of how your model is delivering savings or in-kind benefits to LMI households and/or LIDACs

This is only a draft. You can start now and complete your submission later!



Create Submission

Save & Preview

Section 3: Cover Page: Organization and Team Information

Let us know who's on the team! This allows us to know who is part of each team and give credit to each member.

Organization or Team Name *

What is your official team name? If you're selected, we'll use this name on various outreach materials

Organization or Team Name

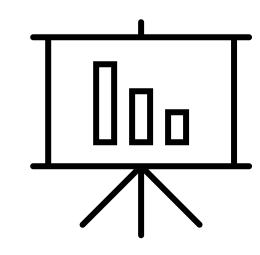
0/300

Team Members *

Starred (*) elements will be made public on HeroX.

Summary Slide

- Competitors must create a single-slide summary in PowerPoint that contains specific technical details about the submission that can be understood by a nontechnical audience.
- No specific template is required, but text should be readable on a standard printout and conference-room projection.
- Teams should not include any trade secrets or commercially sensitive information that is privileged or confidential on their summary slide.



Summary slide will be made public on HeroX.

Portfolio Narrative

Basic information about your expected community-benefiting distributed solar portfolio to be developed over the course of the prize.

- 1. Describe the portfolio of distributed solar projects (minimum two, totaling at least 1 MWAC) that you are planning to develop during the prize.
 - Project context and impacts
 - Stage of Development
 - Location
 - Size
 - Offtakers
 - Site Control Status
 - Developers/Co-Developers
 - Beneficiaries
 - Ownership Structure
 - Meaningful Benefits

- 2. Describe your vision for your organization's long-term growth as a solar developer. Outline your organization's long-term growth strategy as a solar developer.
- Prospective Markets
- Beneficiary/Subscriber Expansion
- Expanded Benefits
- Financial Growth

Template Available at: https://www.herox.com/CommunityPowerAcceleratorRound3/resource/1991

Introduction to Community Solar

- The Introduction to Community Solar Course is intended to help teams understand how to become a community solar project developer for projects that include the five meaningful benefits.
- The course is approximately 3-4 hours (including videos, reading assignments, and the self-assessment).
- Competitors will be asked to submit to HeroX the email they used to register for the course as well as date of completion as evidence.
- Organizations who have already completed and passed the course within the
 past year will not be required to retake the course for Phase 1 but will be
 required to provide the email used to register as well as the date of
 completion.



The Introduction to Community Solar course was created by HP Sustainability Solutions and the Center for Impact Finance at the University of New Hampshire Carsey School of Public Policy with support from the U.S. Department of Energy Solar Energy Technologies Office.

Partners from across the country have also share their expertise via materials, resources and leadership throughout the course.

Target Audience: Primary audience for this course is non-profit organizations, cooperatives, and mission-driven (community co-benefits focused) organizations interested in building out a business line to develop community solar.

Secondary Audiences: Organizations seeking to understand community solar. Organizations with land seeking to partner with community solar developers, including the following types of organizations: Affordable Housing developers, commercial land and real estate owners, non-profit organizations that own real estate (such as churches), government organizations that own real estate, community organizations that are starting up an energy cooperative to develop solar.

Course Overview: This introductory course consists of one self-paced module reviewing the basics of community solar technology, accessibility, and development roles. You will also be asked to perform a self-evaluation for your organization. This self-paced, entirely online course will take about 3-4 hours to complete, not counting any additional time that you may want to take for optional readings, self-reflection, market assessment, and conversations with team members at your financial institution as well as with stakeholders in your local solar industry. Those conversations can be quite valuable, so we do recommend trying to set aside some additional time for them if you can.

To get access to the course, please complete the request form at: https://unh.az1.qualtrics.com/jfe/form/SV_0wcwN1z6Jy8KHmS

Phase 1 Narrative

3,500 word maximum

You should answer each of the questions in the two areas:

- Organization and Team: Describe your organization, past experience, and team, and how your team would benefit from participation in the Community Power Accelerator Prize.
- Disadvantaged Community Engagement: What is your plan to engage and work with the underserved and disadvantaged communities in which you plan to develop your community-benefiting distributed solar portfolio?

Phase 1 Narrative: You should answer each of the questions in the two areas listed below. The content bullets are only suggestions to guide your responses; you decide where to focus your answers. The individual answers to the two areas do not have a word limit; however, the aggregate response to these two areas must not exceed 3,500 words, not including captions, images, figures/graphs, and references. A word count must be included at the end of your submission (see template for details). You may also include up to five supporting images, figures, or graphs. The reviewers will score the questions based on the content you have provided.

Template: https://www.herox.com/CommunityPowerAcceleratorRound3/resource/1992

 Organization and Team - Describe your organization, past experience, and team, and how your team would benefit from participation in the Community Power Accelerator Prize.

24 points possible

Teams can provide:

- Organization and Mission: A description of your organization's mission and goals and how they align with the overall prize goal of developing a (minimum) 1 MW_{AC} distributed solar portfolio with the Five Meaningful Benefits.
- Experience With|Solar Development: A
 description of your current level of experience
 as a solar developer and additional
 information on past projects you have led or
 supported. Alternatively, you can explain that
 you are new to solar development or that you
 are an established developer seeking to
 expand.

Judging criteria (1-6 points per statement):

- Organization and Mission: The description demonstrates a strong alignment between the organization's mission and goals and the overall prize goal of developing a (minimum) 1 MW_{AC} distributed solar portfolio with the Five Meaningful Benefits, highlighting how they are mutually supportive and comolementary.
- Experience With Solar Development and the Five Meaningful Benefits: The team demonstrates a high level of previous experience in and/or outside of solar that can be successfully leveraged for solar development with meaningful benefits.

Template Available at: https://www.herox.com/CommunityPowerAcceleratorRound3/resource/1992

Phase 1 Submission Scoring Overview

- Expert Reviewers will be assigned to each eligible submission and will assign a score for each scoring statement between 1 and 6 in each of the below review categories:
 - Category 1: Organization and Team (24 points)
 - Category 2: Disadvantaged Community Engagement (24 points)

1	2	3	4	5	6
strongly disagree	disagree	slightly disagree	slightly agree	agree	strongly agree

- Advisory reviewers will review submissions and provide input to the U.S. Department of Energy, Solar Energy Technologies Office (SETO)
- SETO is the final judge and will make selections based on Expert Reviewers scores, comments and program policy factors.

Program Policy Factors

- While the scores of the expert reviewers will be carefully considered, it is the role of the awards administrator to maximize the impact of contest benefits.
- Some factors outside the control of teams and beyond the independent expert reviewers' scope of review may need to be considered to accomplish this goal.
- In addition to the reviewers' scores, program policy factors may be considered in determining winners
- Example program policy factors include:
 - Geographic diversity of potential winners.
 - Diversity in project or program type (state program, utility-led program, third-party-developed project, community-owned project, etc.).
 - The degree to which the submission supports and complements DOE's existing programs and strategies to achieve DOE goals.



A full list of Program Policy Factors can be found on page 45 of the official rules



Phase 2: Set! – Foundations Course + Credit Ready Checklist

- Phase 2 Overview:
 - Phase 2 will begin in February 2025 shortly after Phase 1 winners are announced.
 - Up 25 teams will be eligible to receive \$200K cash award and be eligible to compete in Phase 3.
- Phase 2 Activities and Requirements:
 - Phase 1 winners will need to designate an individual to participate in, and graduate from, the <u>Community Power Accelerator Foundations Course</u>, a live, remote course designed to educate developers on distributed solar in disadvantaged communities.
 - This course is anticipated to run from February 2025 through April 2025.
 - The course consists of eight learning modules as well as weekly, instructor-led Zoom sessions.
 - Participants can expect to commit 6–8 hours per week, plus a 90-minute Zoom session.
 - In addition, Phase 2 competitors will also complete the credit-ready checklist, list their portfolio of projects on the accelerator website, obtain site control, provide a proforma of their projects, and provide an investor pitch deck.
 - Phase 2 teams will work directly with technical assistance coaches to advise on the checklist.

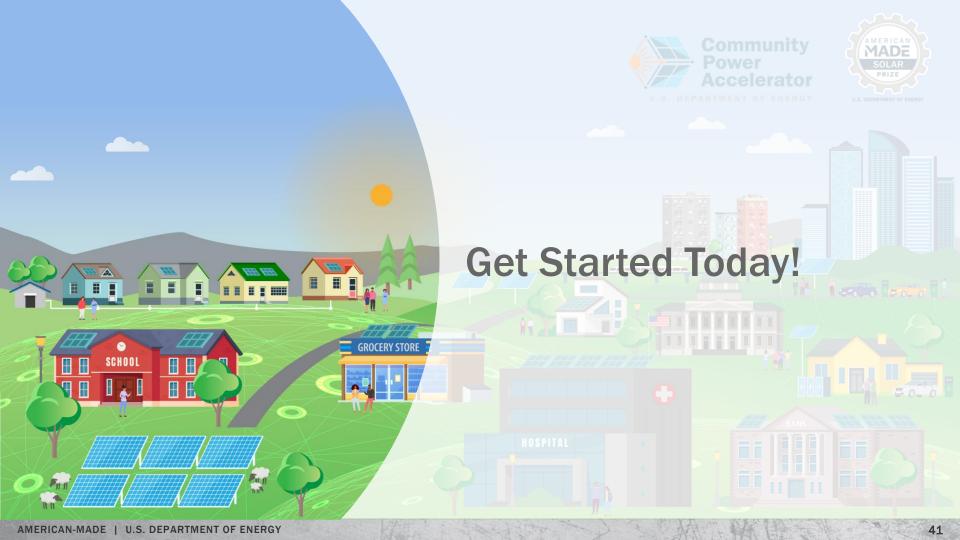
Phase 3: Grow! – Securing Investment via the Community Power Accelerator

Phase 3 Overview:

- Phase 3 will begin in September 2025 shortly after the first set of Phase 2 winners are announced.
- Up 25 teams will be eligible to receive \$150K cash award.

Phase 3 Activities and Requirements:

- Phase 3 teams will begin to engage fully in the <u>Community Power Accelerator Marketplace</u>,
- Using the Community Power Accelerator Marketplace, competitors will secure investment commitments from capital providers for a distributed solar portfolio of at least 1 MW_{AC} (2+ projects).
- Teams will need to have to attended at least one investor pitch/networking event.
- Demonstrate and provide evidence that the team will incorporate at least three of the Five Meaningful Benefits, two of which are required to be in the portfolio (equitable access and consumer protections and meaningful household savings), into the portfolio.
- A Phase 3 submission package will be due via HeroX at the end of the phase.



Get Started Today!

Get Signed Up:

- Follow the <u>challenge on HeroX</u>
- Join the NCSP+



Submit your Phase 1 Ready! Submission:

- Read the <u>Rules</u>
- Sign Up for the Introduction to Community Solar Course
- Connect with EFN
 - Tom Jensen at tjensen@entrepreneurfutures.org
 - Cassie Coravos at <u>ccoravos@entrepreneurfutures.org</u>
- Submit by December 17, 2024 at 5 p.m. ET.
- Email <u>communitypower@nrel.gov</u> with any questions





