Community Power Accelerator Prize

Informational Webinar

March 3, 2023

Housekeeping

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- Questions may be answered live, but all questions will be answered in writing on HeroX.

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- A video/audio recording of this webinar and the slide deck will be made available
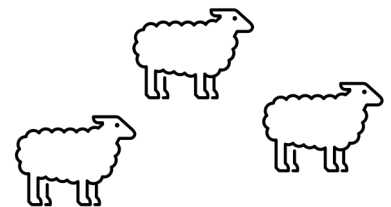
Topics

1 National Community Solar Partnership and Community Power Accelerator Overview

2 Community Power Accelerator Prize Overview

3 Phase 1 Ready!: What You Need to Know

4 Phases 2 and 3: What To Expect

5 Get Started Today!

6 Questions

AMERICAN MADE
U.S. DEPARTMENT OF ENERGY

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:

$100M in cash prizes and support

40+ prizes

300+ Network members

AmericanMadeChallenges.org

National Community Solar Partnership and Community Power Accelerator Overview

National Community Solar Partnership (NCSP)

Pathway to Success

TECHNICAL EXPERTISE AND CAPACITY BUILDING

STATE ENGAGEMENT

ACCESS TO CAPITAL

CUSTOMER ENGAGEMENT

EDUCATION AND OUTREACH

NCSP TARGET
5 million households and $1 billion in savings by 2025

Resulting in...

★ An average 20% energy bill reduction

★ 700% increase in community solar capacity

★ Meaningful benefits such as resilience, career opportunities, and community wealth building

COMMUNITY-BASED ORGANIZATIONS | STATE AND LOCAL GOVERNMENT | DEVELOPERS | LENDERS | PHILANTHROPISTS | UTILITIES | CUSTOMERS

The Five Meaningful Benefits of Community Solar

GREATER HOUSEHOLD SAVINGS

- Provide a net savings for residential subscribers to a project

J40 Priority 1: Reduce Energy Burden

LMI HOUSEHOLD ACCESS

- Include subscribers from low- to moderate-income (LMI) households

J40 Priority 3: Increase Parity in Clean Energy

RESILIENCE AND GRID BENEFITS

- Include the capability to deliver power to households and/or critical facilities during a grid outage or strengthen grid operations

J40 Priority 7: Increase Energy Resiliency

COMMUNITY OWNERSHIP

- Local community members, subscribers, or local community organizations own or have equity in the project
- Other wealth-building strategies

J40 Priority 8: Increase Energy Democracy

WORKFORCE DEVELOPMENT AND ENTREPRENEURSHIP

- Support prevailing wages and pre-apprenticeship and apprenticeship programming
- Ensure women- and minority-owned businesses have equitable opportunity

J40 Priority 6: Increase Clean Energy Jobs

Community Power Accelerator
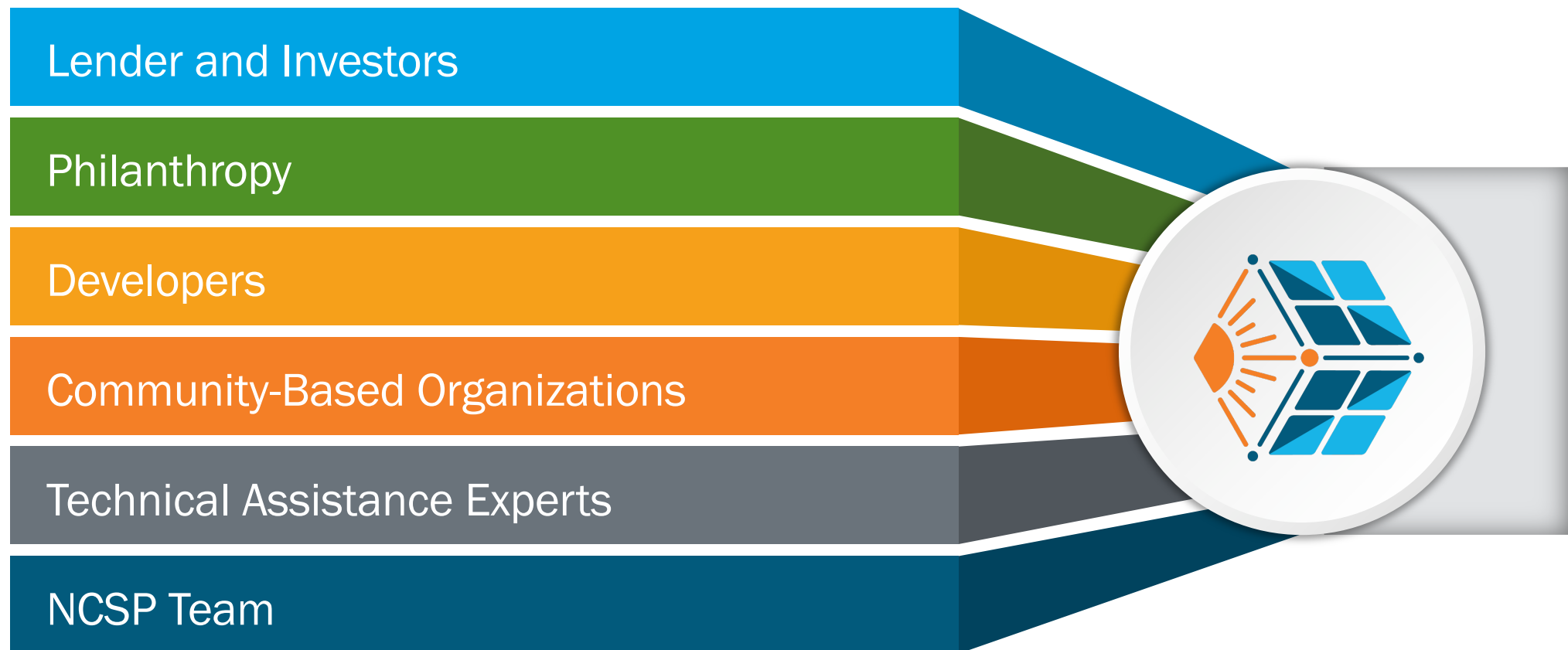U.S. DEPARTMENT OF ENERGY

What is the Community Power Accelerator?

Goals:

- **Standardize** equitable access to community solar financing;
- **Expand capacity and expertise** for community-led, community-focused deployment; and
- **Build a robust project pipeline** with meaningful benefits.

Community Power Accelerator Ecosystem

- Lender and Investors
- Philanthropy
- Developers
- Community-Based Organizations
- Technical Assistance Experts
- NCSP Team

Community Power Accelerator Elements

Online Platform with Partner Commitments

Credit-Ready Checklist, Organization, and Project Profiles
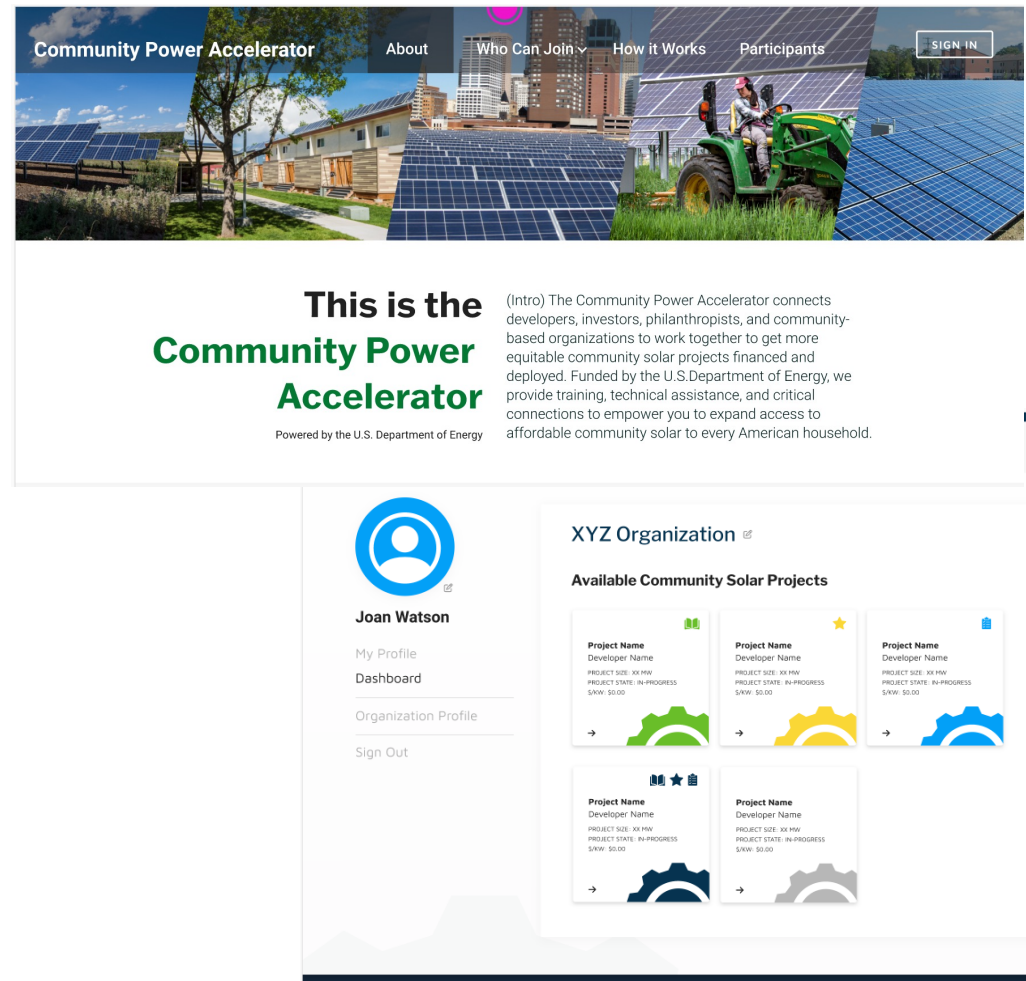
Community Power Learning Lab

Philanthropy-Ready Guide

Technical Assistance Programming

Prize Funding

Online Platform

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

Check out the Community Power Accelerator Online Platform at: URL: https://communitypower.energy.gov

Community Power Learning Lab

- [Community Power Accelerator Learning Lab | Center for Impact Finance (unh.edu)](unh.edu)
- Community Solar Developer Training
- Developed by UNH Carsey School Center for Impact Finance, Housing Sustainability Advisors, and 8 mission-aligned community solar developers

- Eight-week, 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

COMMUNITY POWER ACCELERATOR LEARNING LAB

Participants complete one or both courses in the training series.

Introduction to Community Solar Course

↓

Community Power Accelerator Learning Lab Course

↓

Earn Digital Badge

↓

Develop Community Solar Project

Photo Courtsesy of Resonant Energy

Phase 1 winners will have the opportunity to join a learning lab cohort starting on April 27

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,* and *Solar 1.*

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

Credit-Ready Workbook (Checklist) & Accelerator Project Profile

Credit-Ready Checklist

System

#	Question
1	What is the size of the system?
2	What is the installation type - roof, ground, or canopy?
3	What type of building or land is the project on?
4	Who owns the building or land?
5	What utility territory is the project in?
6	What stage is the project in? (Pre-development, development, construction, operations)
7	When are construction milestones set to occur -- NTP, Mechanical Completion, COD, Substantial Completion, Placed in Service?
8	What, if any, development work has been done to date -- design (early, 50%, full), equipment selection, permitting, zoning, interconnection, utility application?
9	What is the waiting period for interconnection after the utility application is submitted?
10	Are there any incentive/customer/regulatory cliff dates?

Roles and Capital Structure

#	Question
1	Does counterparty have a pro forma they can share?
2	What role does counterparty play? Broker/Marketer, Developer/EPC, Owner/Operator, Subscriber Manager? How will they be involved with the project going forward?
3	In what roles does the co-developer need additional assistance? Lenders? Owner/Operator? Tax Equity? Subscriber Manager?
4	What is the ownership model? Single sponsor? Co-op? Customer ownership?
5	Who are the development team members that are involved in this project? (EPC, construction inspector, lawyer?) And what experience does each team member have?
6	Is tax equity secured? If so, any preference for front/back-leverage lending?
7	Has construction or term debt been secured?
8	What, if any, capital is needed? When do they need (equity/debt/tax equity) capital to come in? What financing have you secured, if any?
9	Are any project marketing materials being developed? What is the subscriber acquisition strategy?
10	Who is the borrower and what are their financials?

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

Community Power Accelerator
DEVELOPER PROJECT PROFILE

SAVE

<H1>Add a Community Solar Project

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 Justice40 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 • 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]) • Utility-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	Two numeric fields (limit to 6 digits): MW: (numbers only, allowing for 0.XX - 2 sig figs)

In Phase 2 Set!, teams will work to complete the Credit-Ready Workbook in the Learning Lab and receive Technical Assistance. By the end of Phase 2, teams will complete their project profile(s) in the Community Power Accelerator platform.

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.

THE McKNIGHT FOUNDATION
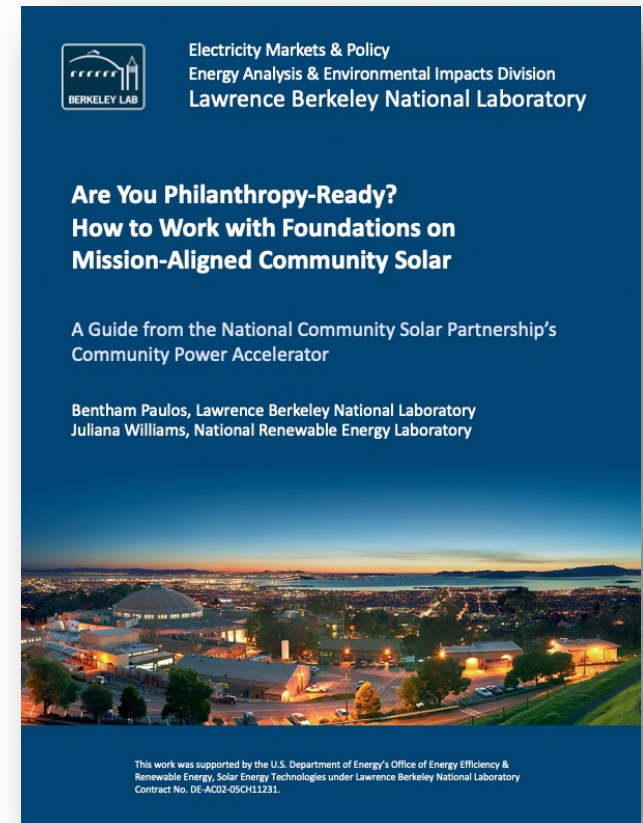
THE KRESGE FOUNDATION

WELLS FARGO

Wells Fargo Foundation

INCLUSIVE PROSPERITY CAPITAL

amalgamated bank

CLIMATE IMPACT CAPITAL

B QUEST FOUNDATION

Enhanced Capital

CEI Coastal Enterprises

sunwealth®

CS CollectiveSun™

URBAN INGENUITY

RE-VOLV

Raise Green

Montgomery County GreenBank
Your partner for clean energy

CLEAN ENERGY FUND OF TEXAS
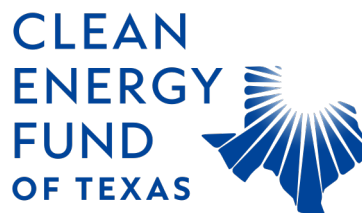
Hawaii Green Infrastructure Authority

Triple Bottom Line Foundation

Climatize

NH University of New Hampshire

conductor™ solar

VCC Virginia Community Capital

BCF Baltimore Community Foundation

CIGP COMMUNITY INVESTMENT GUARANTEE POOL

LISC

Community Power
Accelerator Prize Overview

Prize Overview

The Community Power Accelerator 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 co-developers** to learn, participate in, and grow multiple successful community solar projects.

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

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

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

$10 Million in Prizes!

Prize Phase	Duration	Anticipated Number of Awards	Dollar Amounts (prize pool to be evenly split among winners)
Phase 1: Ready!	3 Months	Up to 25, With an expected range of 15-25	$1,250,000 ($50,000 per winner)
Phase 2: Set!	6 months (anticipated)	Up to 25, with an expected range of 15-20	$5,000,000 ($200,000 per winner)
Phase 3: Grow!	6 months (anticipated)	Up to 25, with an expected range of 10-20	$3,750,000 ($150,000 per winner)

3 Phases: Ready!, Set!, GROW!

Phase 1 Ready!

Identify new or expanding community solar developers and co-developers with a high potential to develop at least 1MW of equitable community solar projects that includes at least two meaningful benefits.
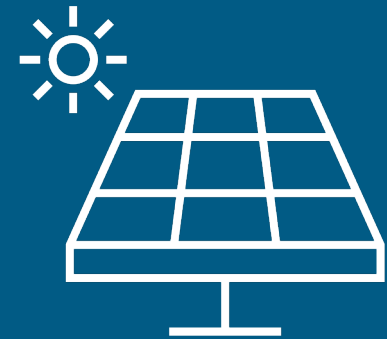
Jan. 19 – March 15

Phase 2 Set!

Recognize successful community solar pre-development activities via participation in the **Learning Lab, Coaching,** and create project profiles in the Accelerator platform.

April 27 – October 2023
(Anticipated)

Phase 3 Grow!

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

December 2023– May 2024
(Anticipated)

Who Can Participate?

- The Community Power Accelerator Prize is open to **U.S. community solar developers**, including new developers, co-developers and those who are expanding their community solar operations.

- The prize is seeking developers who have the desire and ambition to develop a project portfolio of at **least 1 MW of community solar with meaningful benefits** incorporated.

- **Single projects** are not eligible for this prize.

Who Can Participate?

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

- Multifamily affordable housing providers
- Community and economic development organizations
- Intermediary organizations such as community development financial institutions (CDFIs)
- Community-based organizations (CBOs) that have real estate portfolios and/or are in construction
- General contractors with roofing and/or electrical experience
- Traditional solar project developers who are looking to expand into the community solar space
- Socially and economically disadvantaged individual (SEDI) demographics-related business and women- and minority-owned businesses
- Other large real estate holders that could be available for solar deployment.

Phase 1 Ready!:
What You Need to Know

Phase 1: Ready! Overview

- The Phase 1: Ready! Contest is the first in this three-contest series and has a total of $1,250,000 in cash prizes.

- The goal of Phase 1: Ready! is to identify new or expanding community solar developers and co-developers with a high potential to develop at least 1MW of equitable community solar projects that includes at least two meaningful benefits.

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: Jan. 19, 2023
- Submission deadline: March 15 at 5 p.m. ET
- Winner announcement: April 2023 (anticipated)

Read the Rules
- The official rules can be found at:
herox.com/CommunityPowerAccelerator

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 Rules: Accessing Capital To Deploy Equitable Community Solar

Official Rules

HeroX Live Demo

Follow Along

What to Submit for Phase 1: Ready!

1. Cover page (selected questions public*)

2. Portfolio questionnaire

3. PowerPoint summary slide (public*)

4. Evidence of completion of Introduction to Community Solar course

5. Narrative (3,000 words max)

Cover Page

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)

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

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   0/3000

Team Members *

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.
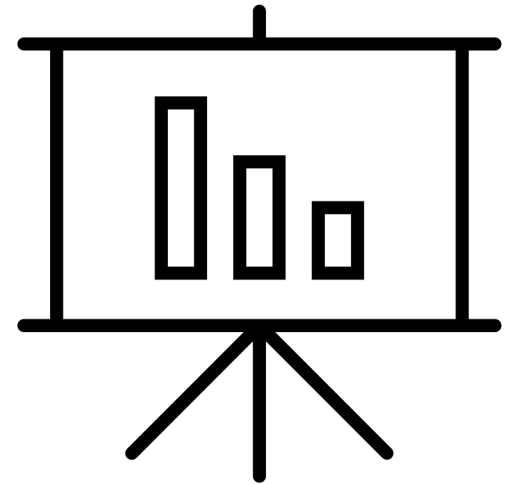
Summary slide will be made public on HeroX.

Portfolio Questionnaire

List basic information about your portfolio:

Past and Current Portfolio

- Community solar and other solar projects you have developed, or have helped develop, to date.

- Total capacity (MW) of the community solar or other solar projects that you have developed, or have helped develop, to date.

- The states and cities where the operational community solar or other solar projects are located.

Planned Portfolio

- Community solar or other solar projects you are helping develop that are currently in pre-development or planning stages.

- Total capacity (MW) of community solar or other solar projects in pre-development or planning.

- The states and cities where the community solar or other solar projects will be located (if known) and the current stage of development.

Template Available at: herox.com/CommunityPowerAccelerator/resource/1160

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. The Prize Administrator will verify completion.

University of New Hampshire

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_bP1tGbJLyOcnpB4

Narrative

3,000 word maximum

You should answer each of the questions in the four 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.

- **Portfolio Plan and Goals:** What is your plan to implement a portfolio of at least 1 MW of community solar projects in the next three years?

- **Community Engagement and Partnerships:** What is your plan to engage with and work with the communities in which you plan to develop community solar projects?

- **Diversity, Equity, and Inclusion (DEI) Plan:** How will your work provide benefits to and serve disadvantaged communities?

Narrative: Template: https://www.herox.com/CommunityPowerAccelerator/resource/1161

You should answer each of the questions in the four 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 four areas do not have a word limit; however, the aggregate response to these four areas must not exceed 3,000 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 ten supporting images, figures, or graphs. The reviewers will score the questions based on the content you have provided.

1. **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:	Judging criteria (1–6 points per statement):
• A description of your organization's mission and goals and how they align with the overall prize goal of developing a (minimum) 1-MW community solar portfolio with the five meaningful benefits.[12]	• The competitor has identified specific barriers that participation in the prize would help them overcome and has a clear and actionable vision for how the prize activities[13] and benefits[12] will strategically position the team to either become community solar project developers or build upon existing experience to expand solar development with the five meaningful benefits.[12]
• A description of any current challenges or barriers that are preventing your organization from developing community solar with the five meaningful benefits.[12]	
• A description of how the specific activities[13] and benefits[14] of the prize would help you	• The competitor demonstrates a high level of previous experience that could be

Template Available at: herox.com/CommunityPowerAccelerator/resource/1161

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: Portfolio Plan and Goals (24 points)
  - Category 3: Community Engagement and Partnerships (24 points)
  - Category 4: Diversity, Equity, and Inclusion (DEI) Plan (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 Technology 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 31 of the <u>official rules</u>

Power Connector Assistance

Power Connectors are subcontracted to provide direct support to competitors.

ADL Ventures is providing support to the Community Power Accelerator Prize by:

Nigel@adlventures.com

- Outreach and Recruitment
- Application Assistance
- Competitor Questions

To connect with ADL Ventures, contact .

Phases 2 and 3: What To Expect

Phase 2: Set! - Learning Lab + Accelerator Project Profiles

- Phase 2 Overview:
  - Phase 2 will begin in April 2023 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 (Anticipated):

  - **Learning Lab:** Phase 1 winners will need to designate an individual to participate in, and graduate from, the Community Power Accelerator Learning Lab, a live, remote course designed to educate developers on community solar in disadvantaged communities.

  - Submission Materials:
    - Credit-Ready Workbook + Accelerator Project Profiles: Competitors will work to complete the Credit-Ready Workbook (Checklist) in order to **finalize project profiles on the Community Power Accelerator website.**
    - Investor Pitch Deck
    - Phase 2 Narrative

  - A Phase 2 submission package will be due via HeroX at the end of the phase.

Draft Phase 2 rules are anticipated to be released during Phase 1 for competitor feedback

Phase 2 Learning Lab Schedule

Week	Dates	Zoom Meeting Date	Course Content
Week 1	April 24 – 28th, 2023	Thursday, April 27, 2023 11-12:30 p.m. ET	Welcome section on Canvas (1 hour) and Welcome Zoom meeting (1.5 hours)
Week 2	May 1 – 5, 2023	Thursday, May 4, 2023 11-12:30 p.m. ET	Regulatory and Market Context for Community Solar
Week 3	May 8 – 12, 2023	Thursday, May 11, 2023 11-12:30 p.m. ET	Community Solar Site Selection
Week 4	May 15 – 19, 2023	Thursday, May 18, 2023 12:30 -1:30 ET	Community Engagement for Community Solar
Week 5	May 22 – 26, 2023	Thursday, May 25, 2023 11-12:30 p.m. ET	Community Solar Development Process and Contracts
Week 6	May 29 – June 2, 2023	Class will be invited to an "office hours" Zoom session and/or technical assistance sessions with groups as appropriate.	Catch-Up Week
Week 7	June 5 -9, 2023	Thursday, June 8, 2023 11-12:30 p.m. ET	Community Solar Financial Modeling – Part 1
Week 8	June 12 – 16, 2023	No Zoom session this week, instead the instructor will have one-on-one TA sessions with each group	Community Solar Financial Modeling – Part 2
Week 9	June 19 – 23, 2023	Thursday, June 22, 2023 11-12:30 p.m. ET	Community Solar Asset Management and Operations
Week 10	June 26 – 30, 2023	Thursday, June 29, 2023 11-12:30 p.m. ET	Put Your Knowledge into Action: Community Solar Business Development

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

- **Phase 3 Overview:**
  - Phase 3 will begin in December 2023 shortly after Phase 2 winners are announced.
  - Up 25 teams will be eligible to receive $150K cash award.
  - Phase 3 rules are anticipated to be released for competitor feedback.

- **Phase 3 Activities and Requirements Requirements (Anticipated):**
  - Phase 3 teams will begin to engage fully in the Community Power Accelerator platform,

  - Using the Community Power Accelerator platform, competitors will **secure investment commitments from investors** and/or philanthropic organizations for a community solar portfolio of at least 1 MW.

  - A Phase 3 submission package will be due via HeroX at the end of the phase.

Draft Phase 3 rules are anticipated to be released during Phase 2 for competitor feedback

Get Started Today!

Get Started Today!

Get Signed Up:

- Follow the challenge on HeroX

- Join the NCSP

Submit your Phase 1 Ready! Submission:

- Read the Rules

- Sign Up for the Introduction to Community Solar Course

- Connect with ADL Ventures: Nigel@adlventures.com

- Submit by March 15, 2023, at 5 p.m. ET.

- Email Solar.Prize@nrel.gov with any questions

sign up today!

Questions?

Thank You!
Solar.Prize@nrel.gov