

Community Power Accelerator
U.S. DEPARTMENT OF ENERGY

AMERICAN MADE SOLAR PRIZE
U.S. DEPARTMENT OF ENERGY

Community Power Accelerator Prize

Phase 2 Webinar

January 22, 2024

Housekeeping

Two Options for Audio (select audio mode):

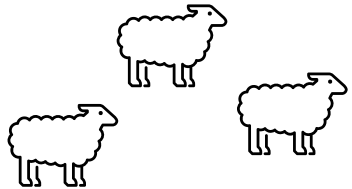
1. Listen through your computer:
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   Under “Select a Speaker,” click “Same as System.”
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To Ask a Question:

- 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.

Having Trouble with the Webinar?

- Technical difficulties: Contact Zoom Support at 1-888-799-9666.
- A video/audio recording of this webinar and the slide deck will be made available



Topics

1. Phase 2 Set!: Overview
2. Learning Lab Overview: What You Need to Know
3. Technical Assistance Overview
4. Community Power Accelerator Website & Profiles
5. Phase 2 Submission Requirements & Judging
6. Q&A





Allie Robins

U.S. Department of Energy (CONTR)



Phase 2 Overview

$10M in Prizes!

Prize Phase	Duration	Anticipated Number of Awards	Dollar Amounts (prize pool to be evenly split among winners)
Phase 1: Ready! - CLOSED	3 Months	Up to 25, With an expected range of 15-25	$1,250,000 ($50,000 per winner)
Phase 2: Set! - Now Open	4 - 7 Months	**Up to 25,** with an expected range of 15-20	$5,000,000 ($200,000 per winner)
Phase 3: Grow!	4 - 7months (anticipated)	**Up to 25,** with an expected range of 10-20	$3,750,000 ($150,000 per winner)

Phase 2: Set! Overview

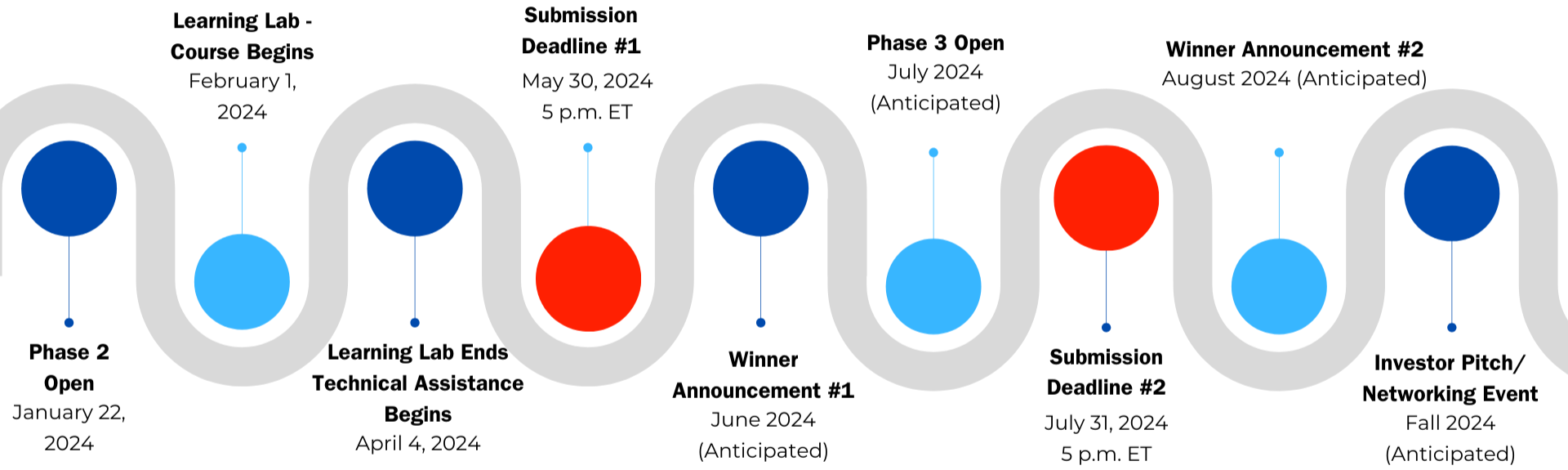
- The Phase 2: Set! contest is the second in this three-contest series and has a total of $5,000,000 in cash prizes ($200,000 per winning competitor).
- The goal of Phase 2 is to build the capacity of new, emerging, and expanding community solar developers and co-developers and provide them with the tools and resources that they need to develop their **proposed Phase 1 portfolio (minimum 1MW)** that include at least two of the five meaningful benefits each.
- In Phase 2, Phase 1 winning teams will participate in the Learning Lab, receive Technical Assistance and complete a Phase 2 submission package to be eligible for award.

Phase 2: Set! Benefits

All Phase 2 teams (i.e., those that won Phase 1 awards) are eligible to receive:

- An opportunity to designate a single individual to participate for free in the Community Power Accelerator Learning Lab course.
- Free direct technical assistance in developing their project portfolio.
- A cash prize award of $200,000 for completing the Phase 2 submission requirements.
- An opportunity to participate in an investor pitch/networking event to showcase their Phase 2 portfolio.

Timeline

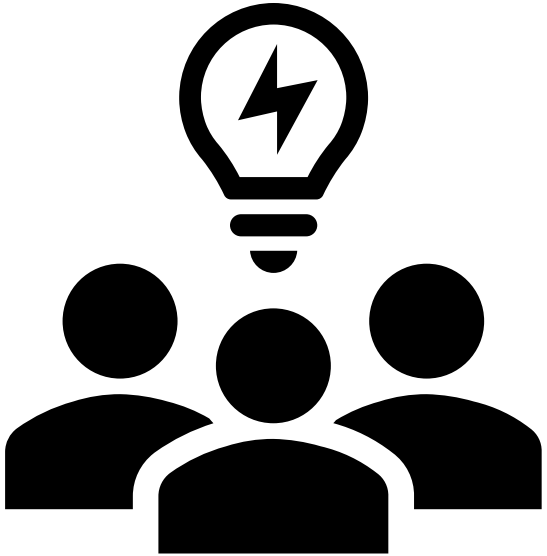


Phase 2 Rolling Submission Deadlines: May 30 and July 31, 2024.

- If a team submits to the May 30th deadline and their submission is not selected for an award, they will be allowed to resubmit their revised submission for the July 31 submission deadline.

Investor Pitch Event

- **Event is anticipated to be in person**
- You will have 5 to 7 minutes to present
- Will be held in the fall of 2024 for winners of Phase 2.
- Teams are encouraged to utilize the information from the Learning Lab and the Credit-Ready Workbook (Checklist) to inform their presentation.
- More information will be sent out during Phase 2





Learning Lab Overview: What You Need to Know

Laurie Smith, University of New Hampshire

Community Power Accelerator Learning Lab: Learning Objectives

1. Determine the appropriate role for your organization on the development team based on market need, partnership opportunities, and organizational capacity and appetite.

2. Assemble a development team capable of sponsoring, financing, developing, and managing a community solar project.

3. Package / structure a creditworthy community solar project and pitch it for financing.

COURSE FINAL PROJECT: Investor Community Solar Project Pitch

Students will prepare and provide a pitch deck presentation selling a specific project to a funder--a lender or investor. Utilize the materials you developed over the course to share details about your project. Focus on specific points that investors want to know to evaluate their interest in your project. Provide examples of the strengths of your organization to educate investors on why they should be assured that your organization can deliver on the project. Highlight risks and how you will manage them.

HOUSING SUSTAINABILITY ADVISORS

University of New Hampshire

What's in the course?

- Content developed by Housing Sustainability Advisors (instructor Jared Lang) and 8 mission-driven community solar development organizations
- Course Modules/Topics:
  - regulatory and market context
  - site selection
  - community engagement
  - the solar development process and contracts
  - financial modeling
  - asset management and operations
  - business development
- 10-week course timeframe with 8 weekly Zoom sessions, recorded lectures, readings, and assignments
- Weekly work in your own community, on your project
- Course is graded as complete / incomplete (no letter grades). All assignments must be completed.
- UNH online learning platform – Canvas Extend / myCourses
- Course Workbook: https://carsey.unh.edu/center-for-impact-finance/workbook/lmi-community-solar

Plan time for course Zoom sessions, working on group assignments, and 1-on-1 TA

- First welcome session for course: Thursday, February 1 at 1:00 PM Eastern, with UNH representatives and course instructor, Jared Lang (Housing Sustainability Advisors)
- Complete the Welcome Module (course overview, Introduce Yourself Discussion Board, and reading) by Wednesday, January 31 to prepare for your first class.
- Course runs through Thursday, April 4
- Zoom sessions are held on Thursdays from 1:00 PM to 2:30 PM Eastern Time
- No zoom session on 3/7: 1-on-1 TA week
- Optional zoom session 3/21: extra session on financial modeling
- Virtual Sessions ZOOM link: https://unh.zoom.us/j/93728158670
- Laurie Smith (UNH) has emailed you with calendar appointments, syllabus, and invitation to Canvas online learning site! Laurie.Smith@unh.edu
- You will be asked to work weekly on interactive assignments with other course participants (discussion boards, group homework assignments)

Expectations of participants

- Attend all Zoom sessions, with cameras on
  - Please note: If a participant fails to make a Zoom meeting or fails to complete the required learning activities, they must work with the instructor to develop and execute a make-up plan to ensure that they learn the materials presented during the missed session and/or required learning activities.
  - If a participant misses more than two Zoom sessions, the Prize Administrator may decide not to award a participant the digital badge for completion of the course. All required learning activities must be completed and approved by the University of New Hampshire instructor by the end of the course.
- Participate actively in all group assignments – this includes being available to meet with and support other group members
- Complete readings, lectures and assignments in a timely manner; alert us as soon as you can if life gets in the way
- Reach out to Laurie Smith, UNH, with questions about using Canvas (our online learning platform): Laurie.Smith@unh.edu
- Reach out to Jared with questions about course content – we'll have a discussion board
- UNH will provide a digital micro-credential/certificate in Community Solar Development: https://www.credly.com/org/university-of-new-hampshire/badge/certificate-in-community-solar-development (sample)



Technical Assistance Overview

Greg Leventis, Lawrence Berkeley National Laboratory

Technical Assistance Program

- Technical assistance (TA): one-on-one technical support and mentoring for Learning Lab participants
- Overall objective: help get your project financed
- The TA will assist in completing:
  - The Credit Ready checklist
  - Project Profiles
  - Additional TA needs



Technical Assistance Program

- Will begin towards the end of the Learning Lab and continue afterwards

- Providers currently include:
  - GRID Alternatives
  - Housing Sustainability Advisors
  - Solar One
  - Sustainable Capital Advisors
  - Urban Ingenuity





Community Power Accelerator Website & Profiles

Allie Robins, Department of Energy

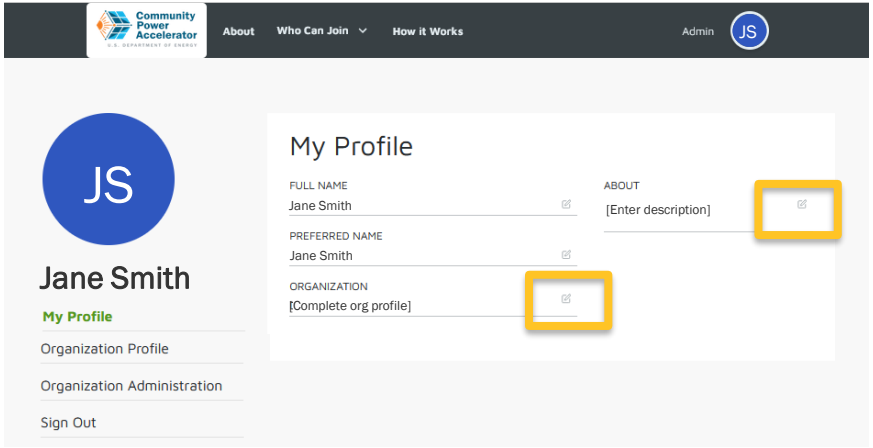
Website steps: Sign up, sign in, + profile creation

1. Sign up, then sign in

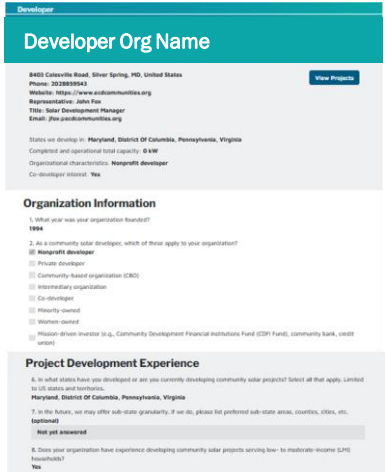


This is the Community Power

The Community Power Accelerator™ connects developers, investors, philanthropists, and community-based organizations to work together to get more equitable community solar projects financed and deployed. Funded by the U.S. Department of Energy, we provide training, technical assistance, and critical connections to empower

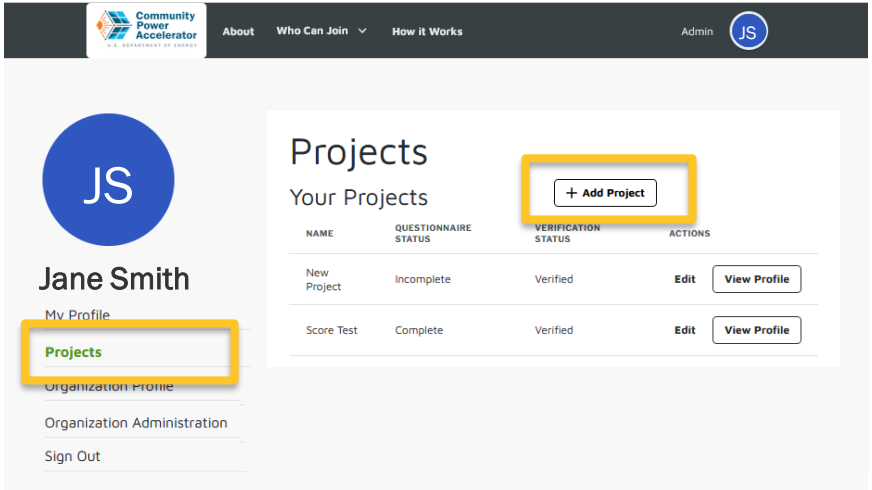


2. Complete your organization's profile



Project creation, admin verification

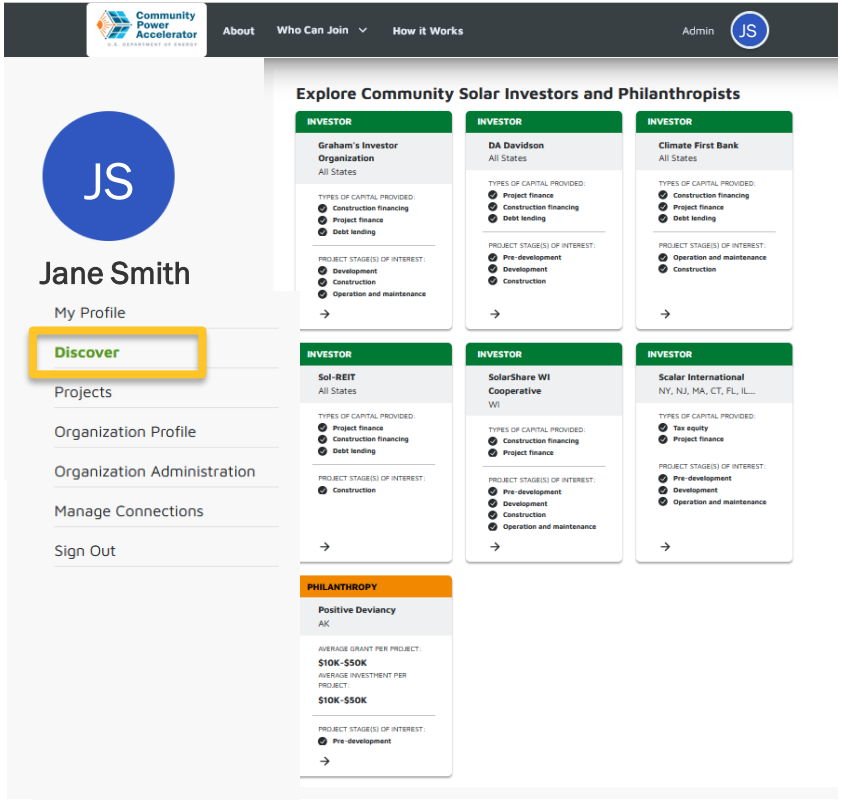
3. Create project(s)

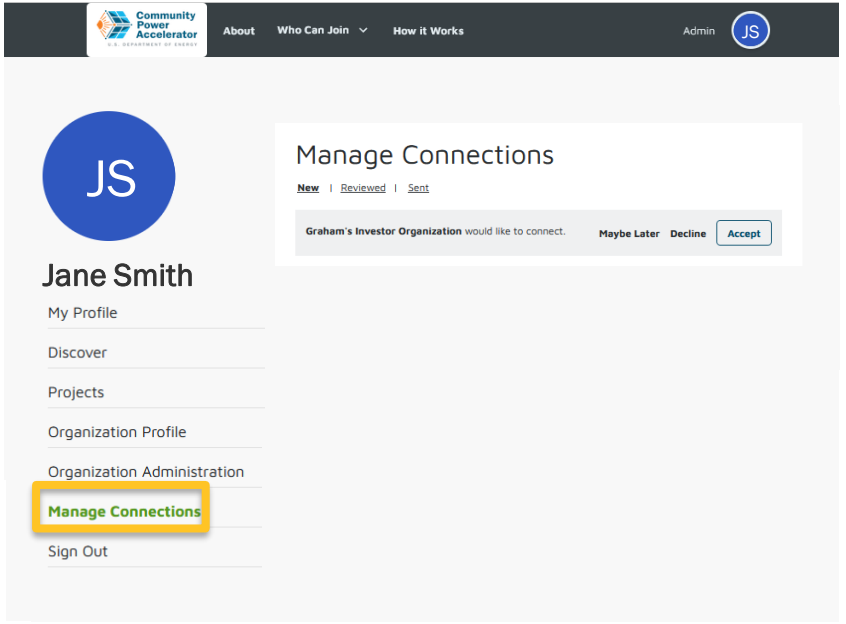




4. Organization profile and project profile(s) reviewed and verified by administrators

Discover & Connect!





5. Discover capital providers (E.g., investors and philanthropic organizations), explore their profiles to connect + manage your connections.

<u>Please note</u>: Connecting enables the exchange of contact information.



Phase 2 Submission Requirements and Evaluation

Phase 2 Rules Program Goal Requirements

Each Phase 2 Portfolio must be responsive to the following program goal requirements to be considered for Stage 2 award:

- The competitor submission represents a community solar power **portfolio of projects with the intent to develop a minimum of 1 MW_{DC}** (not exceeding 5 MW_{DC} for a single facility) of community solar projects in the United States or in U.S. territories.
    - Note: Competitors are required in Phase 2 to meet their proposed Phase 1 portfolio size.
- For each project within the Phase 2 portfolio submitted, the team must describe how **each project will include at least two of the five meaningful benefits**: (1) low-to-moderate-income household access, (2) greater household savings, (3) increased resilience and grid benefits, (4) community ownership, and (5) equitable workforce development.
    - Individual projects within a portfolio do not all need to offer the same meaningful benefits.
- At the time of Phase 2 awards, the projects must be in a **pre-construction state** to ensure that at least two meaningful benefits are incorporated into the final project before construction begins.
- The benefits realized by the project cannot be dependent on pending legislation or regulation.



Read the Rules on HeroX:
https://www.herox.com/CommunityPowerAcceleratorRound2/resource/1390

What to Submit for Phase 2: Set!



1. Cover page (select questions will be public*)
2. Updated PowerPoint summary slide (public*)
3. Community Power Accelerator Learning Lab course digital badge
4. Community Power Accelerator project profiles (1 per each project)
5. Investor Portfolio Pitch Deck
6. *Planned Modification: Pro Forma*
7. Phase 2 Narrative
8. Letters of Support (optional)

Phase 2 Rules and Scoring

Item #	Content	Scored Item?
1	Cover page (will be made public)	No
2	Updated PowerPoint summary slide (will be made public)	No
3	Community Power Accelerator Learning Lab course digital badge	Pass/Fail
4	Community Power Accelerator project profiles (one per project; minimum two projects that total, in aggregate, 1 MW_{DC}) or proposed Phase 1 portfolio (whichever is greater)	Pass/Fail
5	Investor portfolio pitch deck (not public)	Pass/Fail
6	Phase 2 narrative (not public)	Pass/Fail
7	Letters of support (optional)	No

4. Community Power Accelerator Project Profiles

Upload a PDF printout of your project profiles (at least two, or proposed Phase 1 portfolio) on the Community Power Accelerator website.

Competitors who proposed more than two projects and 1 MW_{DC} in Phase 1 must deliver a total portfolio equal to the same megawatt capacity as their initial Phase 1 proposal.

Teams will work with technical assistance coaches to ensure project readiness via the Credit-Ready Workbook and will use the information to create and refine project profile(s) on the Community Power Accelerator website. For more information about the Credit-Ready Workbook (Checklist) and how it relates to the Community Power Accelerator project profiles, please see Appendix 2.

Scoring: Pass/Fail

Allowable Upload Format: .pdf

Teams should upload a PDF copy of each of their project profiles that have been posted to the Community Power Accelerator web platform. Please note that some questions may require additional details, depending on the specific project.

Each project profile should include:

Project Details:

- Project name
- Project description
- Where is the project geographically located?
- What are the zip code(s) for the project?
- What is the size (or projected size) of the project in capacity (kilowatts [kW])?
- What is the expected generation in kilowatt-hours

Pass Criteria:

- **Project Details:** The information provided by the team in the profile is credible and indicates that the team has performed sufficient due diligence on their projects to be ready for investment.
- **Team and Financial Information:** The information provided by the team in the profile is credible and indicates that the team has performed sufficient due diligence on their projects to be ready for investment.

Phase 2 Submission Scoring Overview

- A panel of expert reviewers will read, score, and comment on each submission. For each required scored submission element, a set of “pass” criteria has been identified.
- After reviewing all elements of the submission package, expert reviewers will decide whether the submission elements meet the specified “pass” criteria for each of the required submission elements.
- Teams must receive a passing score on all required the submission elements to be eligible for a Phase 2 award.
- 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.

Cover Page

To be completed via HeroX

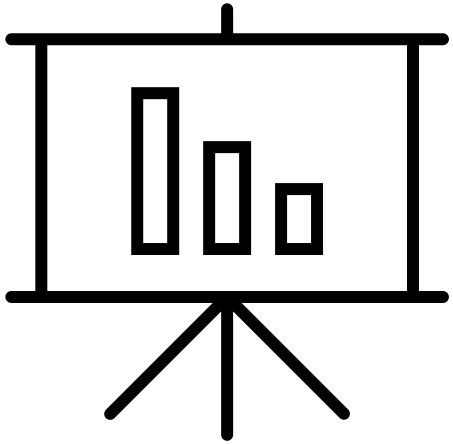
List basic information about your submission:

- Submission (project) title*
- Submission picture* (.jpeg file format)
- Organization name*
- Organization city* and state*
- Organization address
- Organization nine-digit zip code
  Organization website URL*
- Point of contact information (name, job title, email, phone)
- Team members
- Partner organizations
- Portfolio details for each individual project: Project Name, Size in MW_{DC}, City, State

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

Summary Slide

- Teams must update their single-slide summary in PowerPoint that contains an overview of their organization and each of their Phase 2 community solar portfolio projects, to include each one's size and location.
- An optional template is available for competitors to use or they may update their summary slide from Phase 1.
- 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 following Winner Announcement

Template will be available on HeroX: https://www.herox.com/CommunityPowerAcceleratorRound2/resource/1381

Learning Lab Course – Digital Badge

- The online Community Power Accelerator Learning Lab course will deliver practical information to guide teams on how to develop community solar projects that serve low-income communities and further environmental and social justice.
- This intensive virtual course is real-time and instructor-led, features guest lecturers and expert speakers, and includes homework assignments.
- The team member designated to take the Learning Lab course must participate in and complete all assignments for the course to receive the Learning Lab digital badge.
- The Learning Lab course is a 10-week course that will be held from February 1–April 4, 2024, with weekly live Zoom sessions held on Thursdays from 1–2:30 p.m. ET.
- Competitors can expect to spend, including the weekly 90-minute group Zoom sessions, 8-10 hours per week working on assigned course activities.

Community Power Accelerator Project Profiles

- Upload a PDF printout of your project profiles (2+) from the Community Power Accelerator website.
- Competitors who proposed more than two projects and 1 MW_{DC} in Phase 1 must deliver a total portfolio equal to the same megawatt capacity as their initial Phase 1 proposal.
- Teams will work with technical assistance coaches to ensure project readiness via the Credit-Ready Workbook (Checklist) and will use the information to create and refine project profile(s).
- To be eligible for Phase 2 award you must upload a minimum of 2 projects which in aggregate, total 1 MW DC or proposed Phase 1 portfolio, whichever is larger.

4. Community Power Accelerator Project Profiles

Upload a PDF printout of your project profiles (at least two, or proposed Phase 1 portfolio) on the Community Power Accelerator website.

Competitors who proposed more than two projects and 1 MW_{DC} in Phase 1 must deliver a total portfolio equal to the same megawatt capacity as their initial Phase 1 proposal.

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Scoring: Pass/Fail

Allowable Upload Format: .pdf

Teams should upload a PDF copy of each of their project profiles that have been posted to the Community Power Accelerator web platform. Please note that some questions may require additional details, depending on the specific project.

Each project profile should include:

Project Details:

- Project name
- Project description
- Where is the project geographically located?
- What are the zip code(s) for the project?
- What is the size (or projected size) of the project in capacity (kilowatts [kW])?
- What is the expected generation in kilowatt-hours (kWh)?
- Which type of installation is this community solar

Pass Criteria:

- **Project Details:** The information provided by the team in the profile is credible and indicates that the team has performed sufficient due diligence on their projects to be ready for investment.
- **Team and Financial Information:** The information provided by the team in the profile is credible and indicates that the team has performed sufficient due diligence on their projects to be ready for investment.
- **Equity Information:** The information provided by the team in the profile is

Investor Pitch Deck

- Teams should prepare an investor pitch deck presentation that provides an overview of their organization/team as well as highlighting at least two of their projects.
- Teams are encouraged to utilize the information from the Learning Lab and the Credit-Ready Workbook (Checklist) to inform their presentation.
- Teams should tailor their pitch decks to an investor audience.
- **Allowable Upload Format:** .pdf, .ppt, .pptx

5. Investor Pitch Deck [19]

Create an investor pitch deck highlighting at least two projects (or more) within your project portfolio totaling, in aggregate, at least 1 MW_{DC}. The pitch deck should describe site details, business strategy, your organization, team, and financing needs. If you are developing more than two projects, your pitch deck should highlight at least two projects and then provide an overview of the rest of your portfolio.

Scoring: Pass/Fail

Allowable Upload Format: .pdf, .ppt, .pptx

Teams should prepare an investor pitch deck presentation that provides an overview of their organization/team as well as highlighting at least two of their projects for which they are seeking financing in Phase 2. Teams are encouraged to utilize the information from the Learning Lab and the Credit-Ready Workbook (Checklist) (Appendix 2) to inform their presentation. Teams should tailor their pitch decks to an investor audience. Teams should include the following information for each project: 1. System Details a) Installation type: roof, ground-mount, canopy b) System size (kW) c) Anticipated annual production (kWh/year) d) Utility power rate ($/kWh) e) Power value (total $) Major equipment information:	Pass Criteria: • The pitch deck is well-tailored for an investor audience and has relevant and comprehensive information that is presented in a way that would be attractive to a potential investor. • The pitch deck includes credible and well-defined information about the system details, timeline, site information, development team members, operations and maintenance, and risk. • The project financial summary and pro forma presented is credible, well-defined, and tailored to an investor audience. • The portfolio described is replicable and scalable. The team clearly and credibly describes how they are positioned for long-term success and additional development opportunities.

Phase 2 Narrative

2,500 word maximum

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

- **Meaningful Benefits, Community Engagement, and Support to Disadvantaged Communities**
  - How are you incorporating Meaningful Benefits into your projects?
  - How are you engaging communities?
  - How are you supporting diversity and inclusion goals?

- **Business Model Innovation, Risks and Barriers, and Strategy for Investment**
  - What barriers and risks are your projects facing?
  - What is your strategy for Phase 3?

6. Phase 2 Narrative

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 2,500 words, not including captions, images, figures/graphs, and references. A word count must be included at the end of your submission. 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.

Scoring: Pass/Fail

Allowable Upload Format: .pdf, .doc, .docx

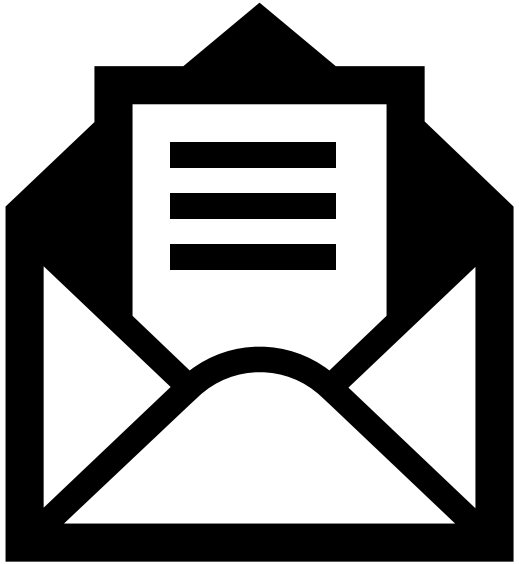
1. **Meaningful Benefits, Community Engagement, and Support to Disadvantaged Communities**

Teams could include:	Pass Criteria:

• A description of how you are incorporating at least two of the five meaningful benefits[20] into each project included in your Phase 2 portfolio.
  ○ Why did you select the meaningful benefits that you are incorporating?
  ○ Include a SMART action plan[21] for how your team will implement, track, and measure the success and impact of the meaningful benefits that you plan to incorporate.
  ○ Describe documentation, organizational bylaws, or other conditions that ensure the continued provision of the meaningful benefits
	• The competitor is actively working to support, encourage subscription from, and provide direct benefits[23] to disadvantaged communities, organizations, and individuals, such as SEDIs and minority- and women-owned businesses.
	• The submission clearly describes how the project portfolio will incorporate at least two of the five meaningful benefits into each project and includes a well-considered and credible SMART plan for

Letters of Support (Optional)

- Submit one-page letters of support, intent, or commitment from relevant entities (e.g. community members, utilities, partner organizations) to provide context.
- Letters of support from partners or others who are critical to the success of your proposed portfolio will likely increase your score.
- General letters of support from parties that are not critical to the execution of your portfolio will likely not factor into your score.
- Please do not submit multi-page letters. Individual letters should be combined into a single .pdf file.





Phase 3

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

- **Phase 3 Overview:**
  - Phase 3 is anticipated to open in July 2024 shortly after the first Phase 2 winners are announced
  - Up 25 teams will be eligible to receive $150K cash award

- **Phase 3 Activities and 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 DC or their proposed Phase 1 portfolio size (whichever is larger).
  - Teams will work directly with technical assistance coaches to create and refine project profile(s)—on the Community Power Accelerator platform; create an investor pitch deck; and engage with potential investors, lenders, and philanthropists.
  - A Phase 3 submission package will be due via HeroX at the end of the phase



Questions?

communitypower@nrel.gov