



**INCLUSIVE**  
PROSPERITY CAPITAL™

# IPC's Solar for All Financing Products Introductory Webinar

**Community Power Coalition**  
**Powering America Together Program**

February 2025

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# Agenda

1. Community Power Coalition & Program Overview
2. Project Eligibility
3. Financing Products
4. Q & A

# Disclaimer

The information provided in this webinar is provided as a courtesy. Applicants' legal obligations may be found in applicable laws and regulations and, for awardees, their written agreement(s) with IPC. Applicants are responsible for conducting their own analysis of Solar for All program eligibility. This information should not be construed as legal advice or as a substitute for conducting your own eligibility and compliance analysis.

All information contained herein is for informational purposes only and, while every effort has been taken to ensure accuracy, no guarantee is expressed or implied. Program details may change and may be subject to additional approvals. This program is rapidly evolving, and IPC intends to follow future guidance with respect to the administration's policy goals with respect to related executive orders.

To the extent allowable by law, IPC will maintain the confidentiality of your submissions. Submission of an eligible project is no guarantee of ultimate selection for financial assistance under this program.

# IPC leads the Community Power Coalition (CPC)

A multi-state, \$249.3M coalition focused on increasing grid capacity, resiliency and security, while creating quality middle-class job opportunities

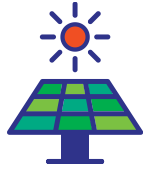
- CPC will provide additional support in states where markets are beginning to develop
- CPC will test, support, and scale innovative models that deliver economic benefits and train an ever-growing cadre of developers across the country

## Focus of innovation and scaling includes:

- **Community-owned models** seeking to build wealth in local communities
- **Affordable multifamily housing models** benefitting low-income tenants in regions without enabling community solar policy
- **Resident-owned** community solar for manufactured homes parks
- Models aligned to the requirements of rural regions, generating **additional wealth** and **rural electric cooperative ownership**
- Community solar models that **integrate storage** for grid resilience and security
- Models that integrate developers and **quality workforce development**

# CPC is committed to delivering benefits to American households primarily through community solar projects

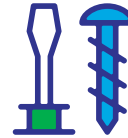
## Program Goals



**120+ MW** total solar deployed



**30,000+** households served across the country



**500+** developers trained creating jobs for Americans



**\$187M** in financial assistance deployed

## Objectives

- **Reduce GHG emissions** by deploying community solar
- **Generate household savings**, offer quality job training, and improve energy independence and resilience
- Utilize CPC's market position and expertise to **leverage and mobilize additional financing**

## Benefits

- Help developers **overcome obstacles & build capacity**
- Enhance **community solar access** across America
- Provide **financial assistance** to fill market gaps
- Promote **expansion in nascent state** markets
- Align developers to **local workforce ecosystems**
- Support **community engagement**



# CPC brings together market experts & community solar leaders deeply engaged with the U.S. Department of Energy's National Community Solar Partnership+



# CPC's program design includes a full range of technical assistance, capacity building, community engagement, and financial assistance

CPC aligns to and extends the impact of DOE's National Community Solar Partnership+ goals and the Community Power Accelerator



## Technical assistance, capacity building, and engagement programming will include:

- Building developer capacity and tackling hurdles to development through training, technical assistance, and peer-to-peer learning
- Helping developers coordinate with local workforce ecosystems
- Supporting community engagement through partnership development and community outreach and education
- Elevating interconnection best practices
- Providing information and consultation on pairing energy storage with program-supported solar projects
- Promoting the expansion of community solar to nascent state markets

Technical assistance will launch later this year.

Sign up for IPC's CPC SFA mailing list:  
[inclusiveprosperitycapital.org/sfa](https://inclusiveprosperitycapital.org/sfa)

# CPC will deliver benefits to communities across America

Markets served include all 10 EPA regions

- **14 “Early Action” States & Washington, DC**

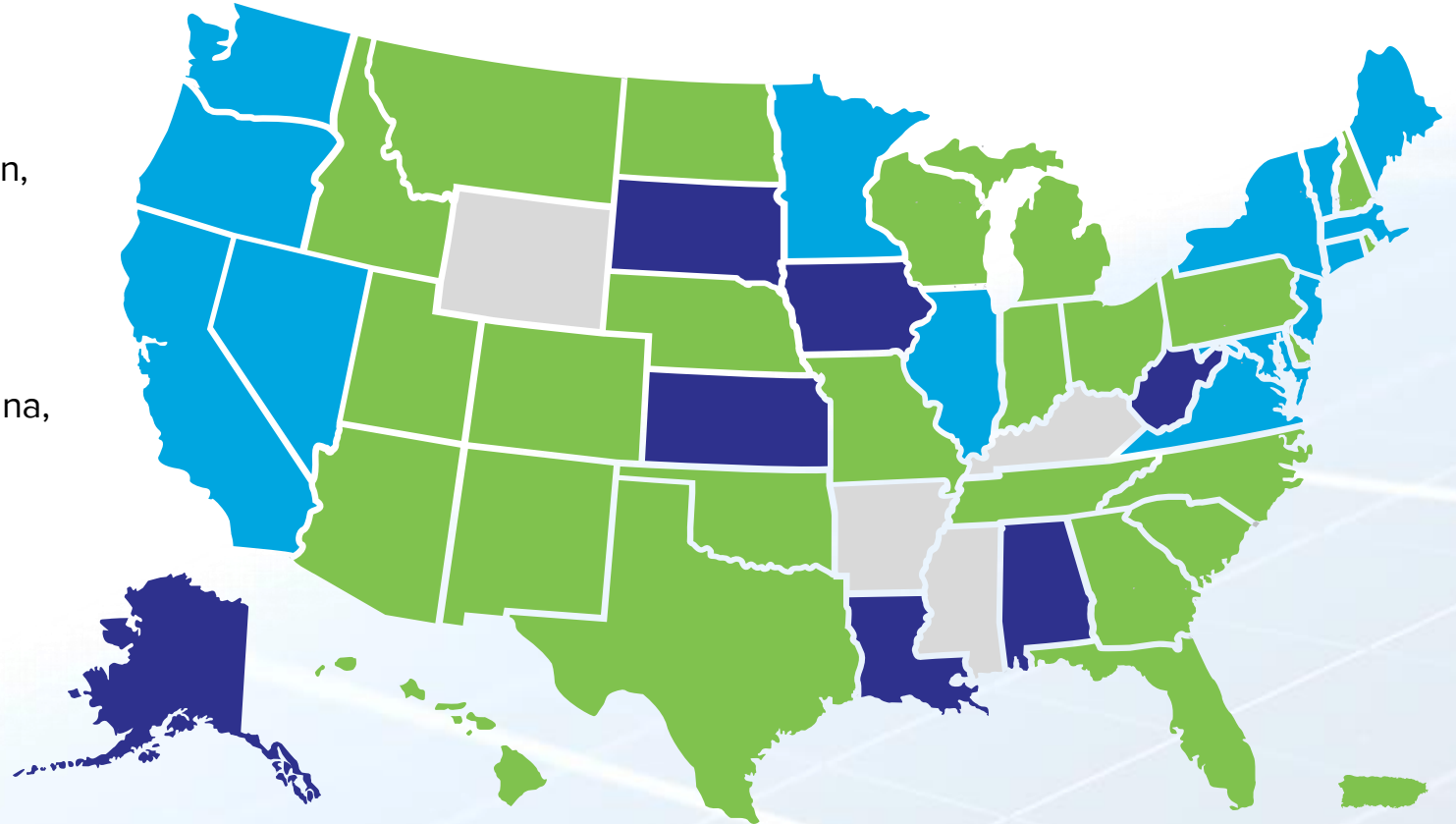
California, Connecticut, Illinois, Maine, Maryland, Massachusetts, Minnesota, Nevada, New Jersey, New York, Oregon, Vermont, Virginia, Washington, Washington, DC

- **25 “Priority” States & Puerto Rico**

Arizona, Colorado, Delaware, Florida, Georgia, Hawaii, Idaho, Indiana, Michigan, Missouri, Montana, Nebraska, New Hampshire, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, Puerto Rico, Rhode Island, South Carolina, Tennessee, Texas, Utah, Wisconsin

- **7 “Long-Term” States**

Alabama, Alaska, Iowa, Kansas, Louisiana, South Dakota, West Virginia





# Project Eligibility

# IPC's Program Project Eligibility Criteria

Projects must meet several eligibility criteria including:

- Solar photovoltaic panels with nameplate capacity **up to 5 MWac**
- Provide a **minimum of 20% household savings** to residents
- Must qualify as an **eligible zero emissions technology** under Sections 134(a)(1) and 134(c)(4) of the Clean Air Act
- **For community solar projects:**
  - **Deliver at least 50% of the electricity generated** from the system **to multiple residential customers** within the **same utility territory** as the facility; **and**
  - **Deliver at least 50% of the benefits and/or credits** of the power generated from a community solar system **to low-income residential customers in the same service territory**

**For more information, refer to:**

- IPC's Program Guidance
- Sections 134(a)1 and 134(c)4 of the Clean Air Act
- [EPA's Solar for All FAQs](#)

# Low-Income Residential Customer Identification

Qualified residential customers must reside in one of the following:

- **CEJST-Identified Disadvantaged Communities:** All communities identified as disadvantaged through **version 1.0 of the Climate and Economic Justice Screening Tool (CEJST)**, released on November 22, 2022, which includes census tracts that meet the thresholds for at least one of the tool's categories of burden and land within the boundaries of Federally Recognized Tribes.
- **EJScreen-Identified Disadvantaged Communities:** All communities within **version 2.3 of EJScreen** that fall within either (a) the limited supplemental set of census block groups that are **at or above the 90th percentile for any of EJScreen's supplemental indexes** when compared to the nation or state or (b) geographic areas within Tribal lands as included in EJScreen
- **Geographically Dispersed Low-Income Households:** Low-income individuals and households living in **Metropolitan Areas with incomes not more than 80% AMI or 200% FPL** (whichever is higher), and low-income individuals and households living in **Non-Metropolitan Areas with incomes not more than 80% AMI, 200% FPL, or 80% Statewide Non-Metropolitan Area AMI** (whichever is highest).\*
- **Properties Providing Affordable Housing:** Properties providing affordable housing that fall within either of the following two categories: (a) **multifamily housing with rents not exceeding 30% of 80% AMI for at least half of residential units** and with an **active affordability covenant** from one of the designated housing assistance programs\*\* or (b) **naturally-occurring (unsubsidized) affordable housing with rents not exceeding 30% of 80% AMI for at least half of residential units.**



# Davis Bacon & BABA

Residential-serving community solar projects must meet several compliance requirements



## Davis Bacon & Related Acts (DBRA)

- Purpose is to ensure fair wages on federally funded “construction” projects
- Projects with construction, alteration, or repair projects are in scope
- DBRA will apply to IPC FA that fund specific construction projects

## Build America Buy America (BABA)

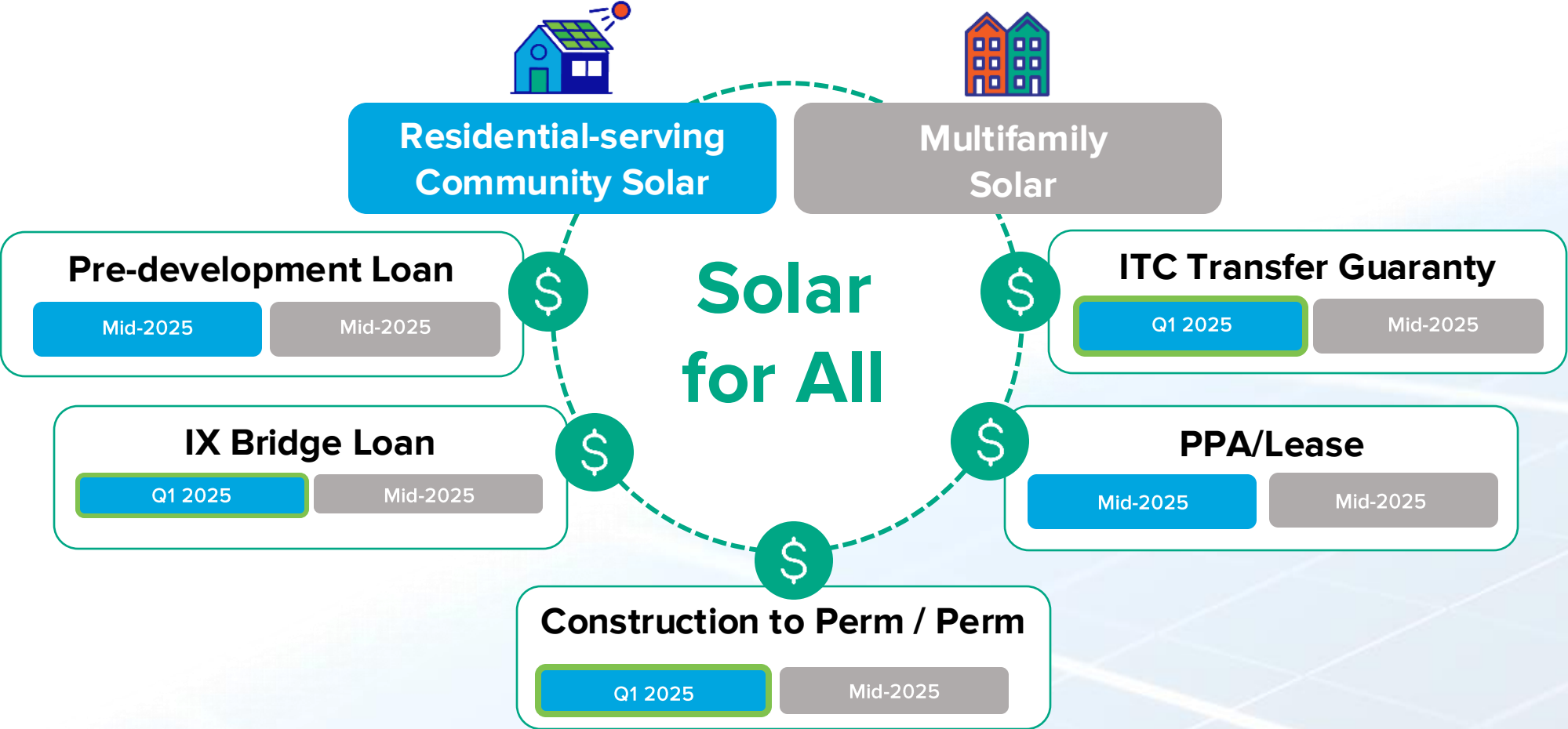
- Purpose is to strengthen domestic manufacturing and ensure U.S. taxpayer dollars support America-made goods
- Applies to federally funded “infrastructure” projects

In addition to applicable DBRA and BABA compliance reporting, supported projects will be required to submit detailed transaction and project-level reporting for semi-annual reports that are due to the EPA.

# Financing Products



# IPC's Solar for All program includes a full range of financing products



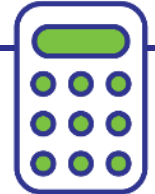
# Screening & evaluation factors

- Geographic considerations, including coverage of emerging solar markets and rural communities
- Depth of impact reaching low-income beneficiaries
- Education and community engagement strategy
- Approach to American workforce development and creation of high-quality jobs and small business enterprises
- Ownership models that support community wealth building
- Inclusion of community resiliency benefits
- Cost-effectiveness and leveraging of additional sources of funding

Discretion for more flexible financing terms for projects with deeper impact

# Residential-Serving Community Solar: 20% Savings Requirement & Methodology

- Projects must provide **at least 20% net savings** on household electricity costs over the performance period
- Monthly electricity costs (community solar + utility bill) must be **at least 20% lower** than pre-subscription costs, averaged annually
- IPC will review financial assumptions, developer calculations, and agreements to verify savings
- If individual bills are unavailable, publicly available state or utility-level electricity price data will be used, with annualized estimates.



## Calculation methodology:

1. Household historical utility bills as benchmark
2. Subtract all payments made by the household to project owner and any related third parties receiving the financial benefit from the project
3. Divide the difference by the financial benefit distributed to the household

Financial benefits considered will include utility bill credits, reductions in the subscribers' electricity rates, and other benefits accrued by subscribers, including non-utility benefits.

# Interconnection (“IX”) Bridge Loan (Facility)

## Indicative Terms



Financing Product	IX Bridge Loan
Purpose	Bridge utility IX deposit period through approval
FA Min / Max	\$1M / \$10M
Advance Rate	Up to 100%
Interest rate	5.00%
Term	Up to 36 months
Availability	Up to 9 months from closing; repaid funds may be reborrowed

Photo credit: [U.S. Department of Energy](#)



# Construction to Perm / Perm Debt

## Indicative Terms



Financing product	Solar Debt (Loan or Facility)
Purpose	Solar (+ storage) project construction to perm or perm financing (+ ITC/incentive bridge loan)
Eligible SOW	Solar PV, paired storage, paired allowable transmission & distribution upgrades
FA Min / Max	\$500k / \$15M
Construction / Perm Advance Rate	Up to 100% / Up to 70% (post ITC)
Interest rate	5.00%
Term	<ul style="list-style-type: none"> <li>• Construction – up to 24 months</li> <li>• ITC Bridge - up to 24 months</li> <li>• Perm - up to 25 years</li> </ul>



# ITC Transfer Guaranty

## Indicative Terms



<b>Financing product</b>	<b>ITC Transfer Guaranty</b>
<b>Purpose</b>	Alternative to ITC Transfer insurance to preserve/support customer economic benefit for developers unable to support a transfer guarantee
<b>FA Min / Max</b>	\$100k / \$2M (Not to exceed 120% of eligible ITC transferred per project)
<b>Guarantee Amount</b>	Up to 100% of excessive credit transfer liability*
<b>Guarantee Term</b>	Full recapture period.
<b>Program Availability</b>	Up to 2 years from product launch

# Long-term Asset Management and O&M

Long-term asset management is a key requirement for projects using permanent financing

## Key asset management focus areas will be incorporated into underwriting and monitoring:

- Operations & Maintenance plans, including staffing
- Adequacy of replacement reserves
- End of life system decommissioning and recycling

- Long-term asset management and operations & maintenance (O&M) will be key topics covered in CPC's training and TA program
- Asset management and O&M requirements will be in counterparties' project financing agreements

# Developer Obligations



## Reporting and monitoring requirements:

- ✓ Financial Reporting – Borrower, Sponsor; Quarterly, Annual (unaudited, audited)
- ✓ Project Performance – Actual vs. Expected, OpEx, Reserve Accounting
- ✓ Subscription management, if applicable
- ✓ Davis Bacon & Build America, Buy America compliance reporting
- ✓ Semi-annual transaction-level and project-level reporting

## Additional requirements include:

- ✓ Diligence checklist requirements
- ✓ Requirements for other federal and state regulations
- ✓ Consumer protection requirements and subscriber management
- ✓ Long-term asset management plans

See Program Guidance for additional detail

# Investing in consumer protection and complying with federal consumer protection laws

**Project must comply with applicable federal consumer protection and consumer financial laws**

IPC will clearly express expectations for consumer protection during application review and due diligence. IPC is committed to three categories of protection throughout the program:

1. Clear, fair, and 'plain English' financial terms
2. Truthful and transparent marketing and communications
3. Vigorous and consistent compliance and enforcement

- Developers will receive clear guidance on consumer protection requirements
- Developers' policies will be reviewed for compliance before approval
- Subscription managers and marketers must comply with consumer protection requirements

# Intake & Application Process

1

## Intake

- 1a.** Developer submits intake form
- 1b.** IPC screens intake submission for eligibility
- 1c.** IPC notifies developer of eligibility determination

2

## Application

- 2a.** IPC invites eligible developers to submit an application
- 2b.** IPC performs diligence and underwriting according to published guidelines
- 2c.** Decision communicated to applicants

3

## Documentation & Execution

- 3a.** IPC and approved project developers negotiate and execute binding term sheet
- 3b.** IPC and developer move to financing document execution



# How can developers prepare

- ✓ Developers can prepare by understanding SFA qualification, compliance, and reporting requirements, including for BABA and DBRA, on eligible projects
- ✓ Developers and other stakeholders can subscribe to IPC's SFA mailing list for program updates and developments
- ✓ IPC and other CPC members will host future webinars for deep dives on products, Q&A, etc.

Technical assistance (TA) will be available beginning later this year to support project development, including hands-on project TA, training programs for developers to engage and learn, a peer learning “community of practice,” and a mentorship program



# Tools & Resources



## EPA Resources

- [Solar for All home page](#)
- [EPA provided SFA FAQs](#)
- [EPA BABA home page](#)
- [EPA DBRA home page](#)

## Other External Resources

- [Community Power Accelerator home page](#)
- [National Community Solar Partnership](#)



## IPC Tools & Resources

- [Community Power Coalition “Powering America Together” Program home page](#)
- [IPC Contact Us page](#)

## IPC Resources to Come

- Program guidance
- Term sheets
- Diligence checklist

# Q & A



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## Contacts

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