



# Solar for All Application Presentation





# Welcome & Introductions



# Agenda

- I. Welcome Remarks & Introductions**
- II. Solar for All Overview**
- III. Solar for All Application Guidance/ Allowed Activities**
- IV. Program Deliverables**
- V. State Objectives, Policy Priorities, & Agency Partners**
- VI. Assembling Coalition Partners, Sub-Recipients or Project Partners**
- VII. Proposed Work Groups & Next Steps**
- VIII. Adjourn**

# Solar For All Overview

## Eligibility:

- **There are four types of entities that are eligible for Solar for All funds. The definitions of these entities are based on the definitions under the Clean Water Act Sections 302(d), (f), (r) and 134(c)(1).**
  1. States and territories
  2. Municipalities (e.g. city, town, borough, county, parish, district, or other public body created by or pursuant to state law)
  3. Tribal governments (e.g. federally recognized tribes and intertribal consortia)
  4. Eligible non-profit organizations (has to meet all requirements listed in the Request for Application)
- **MCEC Lead Applicant as State entity under Award Option #1**
- **MCEC may also be included as part of a multi-state application under Award Option #3 for specific uses, TBD**
- **NOFO: <https://www.grants.gov/web/grants/view-opportunity.html?oppld=348957>**



# Solar for All Application Guidance Allowed Activities

Focus completely on serving LI households and disadvantaged communities.  
Per DHCD 580,000 Maryland households meet this description.

GGRF defines low-income and disadvantaged communities using the following:

- a. CEJST mapping tool <https://screeningtool.geoplatform.gov/en>
- b. A limited number of additional communities identified as disadvantaged by the EPA EJ Screener Tool EJSCREEN <https://www.epa.gov/ejscreen>
- c. Geographically dispersed low-income individual households defined as:
  - Individuals and households with incomes at or below the greater of:
    1. For Metropolitan Areas (1) 80% Area Median Income (AMI) and (2) 200% of the Federal Poverty Level
    2. For Non-Metropolitan Areas (1) 80% AMI; (2) 80% Statewide Non-Metropolitan Area AMI; and (3) 200% of the Federal Poverty Level AND/OR
    3. Individuals and households currently approved for assistance from or participation in at least one income-based or income-verified federal assistance program, with an award letter within the last 12 months
- d. Properties providing affordable housing



# Solar for All Application Guidance Allowed Activities

- Up to 56 Awards anticipated under Option 1
- 10 awards anticipated under Option 3
- Maximum award \$400M, with \$25M minimum
- MCEC intends to submit NOI and request the maximum award amount

## 75% must be used for Financial Assistance

- **Financial Assistance** such as through subgrants, rebates, subsidies, other incentive payments etc.
- All financial assistance is intended to enable low-income and disadvantaged communities to deploy and benefit from solar, storage, and enabling upgrades.
- EPA will evaluate proposals more favorably if the applicant proposes to use 75% of program funds or more on financial assistance.

## 25% for all Technical Assistance and Program Administration, which may include:

- **Technical Assistance** for project deployment such as for workforce training, customer outreach and education, siting, permitting, and interconnection support etc.
- **Program Administration** such as financial and administrative reporting, compliance, activities to support, monitor, oversee, and audit subrecipients, contractors, and program beneficiaries etc.

# Program Deliverables

## EPA Defined Program Objectives:

- Reduce emissions of greenhouse gasses and other air pollutants.
- Deliver benefits of greenhouse gas- and air pollution-reducing projects to American communities, particularly low-income and disadvantaged communities.
- Mobilize financing and private capital to stimulate additional deployment of greenhouse gas- and air pollution-reducing projects.

## EPA Defined Benefits:

- Household Savings (deliver a minimum average of 20% household savings to all households served under the program)
- Equitable Access to Solar
- Resilience Benefits
- Community Ownership
- Workforce Development
- Entrepreneurship

## Maximum award investment deliverables:

**30,000 LI/Justice40 designated households impacted and must achieve an average of 20% energy savings from Day 1.**

**Leverage of investment, wealth creation, community ownership, workforce development**



# Key Narrative Components

**Key Question: How will you enable an equitable, rapid deployment of distributed solar and associated storage with meaningful benefit to low-income and disadvantaged communities?**

- **Impact Assessment**—Describe market environment, use AVERT tool to measure CO<sub>2</sub> emissions avoided
- **Meaningful Benefit Plan**—20% of household savings to program beneficiaries; increase low-income and disadvantaged households access to solar through financing projects & deployment options; increase resiliency and grid benefits; facilitate ownership models; invest in quality jobs
- **Distributed Solar Market Strategy**—Describe market barriers to residential serving solar deployment in Maryland
- **Financial Assistance Strategy**—How will eligible financial assistance be used to enable low-income and disadvantaged communities to deploy and benefit from solar?
- **Project Deployment Technical Assistance Strategy**—How will you support communities and other solar market stakeholders with technical assistance to develop project pipeline and deploy solar
- **Equitable Access & Meaningful Involvement Plan**—Describe your customer acquisition strategy and how it will maximize solar deployment across Maryland
- **Program Planning Timeline & Workplace Narrative**—describe the plan outlined in the EPA form





# State Objectives, Policy Priorities & Agency Partners



# MEA Priorities/Objectives:

## MEA Priorities:

- GHG reductions and clean energy deployment
- Majority of efforts benefiting low income, disadvantaged and overburdened communities
- Environmental justice
- Workforce development
- Small business, minority owned and women owned business opportunities

## MEA Objectives:

- Expand Community Based Solar Awareness
- Expand Access to Solar for Low Income and Low/Moderate Income Multi-Family Solar
- Develop Sustainable Capital and Expand Siting Options for LMI Community Solar
- Expand Cost Effective and Sustainable Financing Options for Moderate Income Solar
- Expand Low- Cost Capital Options for Solar for Public Institutions Supporting Overburdened and
- DACs
  - Engage Small, Minority and Women Owned Businesses in the Solar Industries
  - Expand Solar Focused Resiliency Options



# Alignment with Maryland Efforts

- Maryland Property Assessed Clean Energy (MCEC MDPACE Commercial)
- Maryland Clean Energy Advantage (MCEC CEA Residential)
- Maryland Clean Energy Capital Program (MCEC)
- EmPower Low Income (DHCD)
- EmPower MEEHA (DHCD)
- LMI Community Solar Program (MEA)
- Resilient Maryland and Resiliency Hub Program (MEA)
- LMI EE Program and Low-Income Solar Program (MEA)
- Solar Canopies (and Dual Use) Program (MEA)
- Decarbonizing Public Schools Program (MEA) - to be expanded to provide funding for solar and net zero schools with an emphasis on disadvantaged and overburdened communities. (MEA)
- Clean Energy Rebate Program (MEA)
- Energy Storage Grant Program (MEA)
- EARN Workforce Training (MD-DOL)
- Energy Assistance (Maryland Department of Human Services)



# Assembling Coalition Partners, Sub-Recipients & Project Partners

- **Non-profit vs. profit Participation:**
  - Non-profits may be engaged as **COALITION PARTNERS** for the application depending on certain criteria, and may be identified as **SUB- RECIPIENTS** via MOA
  - **Open Procurement is required, after funding award, to engage any other for-profit entities in grant related activities.**
- **MCEC will work with state agency and select non-profit partners for application submittal**
- **Signed MOA, audited financial statement and/or Letter of Good Standing with SOM required of ALL COALITION PARTNERS MUST be submitted to MCEC by August 31. Will be sent upon request, contact [agillespie@mdcleanenergy.org](mailto:agillespie@mdcleanenergy.org)**
- **MCEC will develop and release an RFP shortly after notice of funding award to procure services of PROJECT PARTNERS, but will consider proposals for the purposes of preparing the application, in advance of developing investment strategies.**
- **Potential PROJECT PARTNERS **SUBMIT INTAKE FORM by NO LATER THAN AUGUST 31 online****  
<https://mdcleanenergy.wufoo.com/forms/solar-for-all-intake-form/>

# Deadlines:

- For Coalition Partners—**MOA** due to MCEC by August 31<sup>st</sup>  
**Letter of Support** due no later than September 15<sup>th</sup>

- For program **Sub-Recipients**—submit documents listed above, plus an **EPA Program Timeline & Workplan** form

<https://www.epa.gov/system/files/documents/2023-06/SFA%20Template%20-%20Attachment%20D%20Program%20Planning%20Timeline%20and%20Workplan.xlsx>

and, **EPA Program Budget Form** by no later than August 31

<https://www.epa.gov/system/files/documents/2023-06/SFA%20Template%20-%20Attachment%20E%20Budget%20Table.xlsx>



# Proposed Work Groups?

**Workforce  
Financing  
Outreach & Education  
Other**

Indicate choice on intake form in comments section or email Amy



# Feedback and Questions



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