

Maryland Solar for All Program

Maryland Clean Energy Center (MCEC)

June 20, 2024

Amy Gillespie, Grants Administration &
Compliance Officer



What is a Green Bank and What Does it Do?

Green Banks use public funding to crowd-in private capital for targeted investment of capital to achieve environmental goals and desired outcomes.

Green Banks can invest in underserved communities and assist consumers without the profit motive characteristic of traditional capital providers.

Green Banks can mitigate risk to entice capital providers who might not otherwise invest, and secure lower interest rates and advantageous terms for consumers to help achieve climate justice.

Green Banks act as a bridge between government, industry, utility, and academia to facilitate partnerships for desirable outcomes.

What is MCEC and What Does it Do?

Quasi-governmental instrumentality of State that serves as a statewide Green Bank

Mission to increase clean energy jobs, drive commercialization of climate related technological innovations, and enable equitable adoption of clean energy products and services to reduce greenhouse gas emissions

Facilitates access to capital and operates financing programs using leveraged or direct investment

Provides specialized procurement and technical support to facilitate project implementation

Supports climate tech commercialization

Offers outreach & education programs and events to stimulate markets and enable climate justice

MCEC is Building the Maryland Advanced Energy Economy!

4| EPA AIMS TO ENSURE A MINIMUM 20% HOUSEHOLD SAVINGS TO HOUSEHOLDS SERVED BY SOLAR FOR ALL

Meaningful Benefits of Residential Distributed Solar



Household savings: delivering a minimum of 20% electricity bill savings to all households served under the program



Equitable access to solar: ensuring the program increases access to solar generation for low-income and disadvantaged communities



Resilience benefits: creating capacity to deliver power to low-income & disadvantaged households during a grid outage



Community ownership: facilitating ownership models that allow for low-income & disadvantaged communities and households to own assets



Workforce development and entrepreneurship: investing in high-quality jobs & businesses in low-income and disadvantaged communities

How to household savings is defined?



- **20% household savings is 20% of the average household electricity bill** of the average household in the utility territory; this benefit does not need to be calculated per each individual household
- **Each applicant will need to design a financial subsidy or product that delivers this financial benefit** or the equivalent to all households served under this program
- **20% minimum household savings should be delivered net any costs** households incur from participating in the program
- **For households without individual utility bills,** household savings should be delivered as 20% the average household electricity bill as a financial or a non-financial benefit with an equivalent financial value that meaningfully improves the lives of households directly; [U.S. Department of Housing and Urban Development](#) has provided an example list of potential equivalent benefits

4| THERE ARE FOUR TECHNOLOGY CATEGORIES ELIGIBLE FOR FINANCIAL AND TECHNICAL ASSISTANCE FROM SOLAR FOR ALL

Competition terminology for eligible zero-emissions technology

Category	Residential rooftop solar	Residential-serving community solar	Associated storage	Enabling upgrades
Definition	<p>Behind-the-meter solar, including rooftop, pole-mounted, and ground-mounted photovoltaic (PV) power-producing facilities</p> <p>Assets which support households in single-family homes, manufactured homes, or multifamily buildings</p>	<p>PV facilities with up to 5 MW nameplate capacity</p> <p>Facilities that deliver at least 50% of the electricity generated by the facility to residential customers in the same utility territory as the facility</p>	<p>Infrastructure to store solar power for the purposes of maximizing residential rooftop solar and residential-serving community solar</p> <p>Storage infrastructure should be deployed in conjunction with a residential solar project to maximize program benefits</p>	<p>Investments in energy & building infrastructure that ensure a building is “solar ready” and to maximize benefits of solar deployment for households (e.g., roof repairs, energy efficiency)</p> <p>Financial assistance should be used in conjunction with financial assistance for a solar project</p> <p>Financial assistance for enabling upgrades should be no more than 20% of financial assistance during the program period</p>

MSFAP Organizational Chart

MCEC Board of Directors

MSFAP Governance Oversight Committee

Planning & Technical Assistance Workgroup
MCEC Staff Support/Center for Climate Strategies

**Finance
Workgroup**

MCEC Staff Support

**Outreach & Education
Workgroup**

MCEC Staff Support
Environmental Finance Center

**Workforce
Workgroup**

MD Dept of Labor
Staff Support

MSFAP Governance Oversight Committee

Organization	Purpose
Maryland Clean Energy Center (MCEC)	Nonprofit Instrumentality of State. As project lead and primary grant recipient, MCEC will manage oversight, administration, compliance and reporting related to grant funded activities and achievement of deliverables.
Montgomery County Green Bank	Nonprofit Funding and Financing Partner
Climate Access Fund	Nonprofit Funding and Financing Partner
MD Energy Administration (MEA)	State Energy Office providing and managing grants and incentives for solar and storage deployment.
MD Department of Environment (MDE)	State Agency responsible for regulating GHG impacts and delivery of climate action plan goals to achieve reduction targets.
Maryland Department of Labor	State Agency responsible for enabling workforce development, management of EARN grant program. Will lead Workforce Workgroup and serve as central administrator for MSFA workforce development associated deliverables.
MD Dept of Housing & Community Development	State Agency responsible for the state's housing and community development.

MSFAP Governance Oversight Committee

Organization	Purpose
Center for Climate Strategies	Nonprofit NGO assisting with planning, data collection, measurement & verification of impacts, outputs and outcomes. Will co-lead planning & tech support workgroup with MCEC.
CHESSA	Trade Assoc./ Represents Solar and Storage Industry
Coalition for Community Solar Access	Trade Assoc./ Represents Community Solar Developers
JATC/IBEW Local 24	Labor Union/ Represents Electricians and other associated trades
University of Maryland Environmental Finance Center	EPA Funded center providing technical and lead outreach & education workgroup
University of Maryland Center for Energy & Environmental Justice & Health (CEEJH)	University of Maryland Academic center funded by EPA. EFC offers technical support for local governments and communities implement projects and strategies to benefit the environment and facilitate resilience. Mid-Atlantic TIC TAC organization representing Maryland.

MSFAP Governance Oversight Committee

Organization	Purpose
CHISPA	Nonprofit Community Development Organization working with Latinx communities in the state, particularly in the suburban DC area of Maryland.
Community Development Network of Maryland	Nonprofit organization supporting membership organization of over 500 Community development organizations working in communities across the state. Will provide outreach & education assistance and access to a broad network of representatives working in DACs.
My Brother's Keeper/Caucus of African American Leaders	Nonprofit organization supporting communities across the state. Outreach and education in DACs.
NAACP	National nonprofit organization focused on empowering and supporting black stakeholder communities and individuals.
Local Government Coalition Partners	City of Baltimore, Frederick County, Howard County, Prince George's County

MSFAP Original Workgroups

Planning & Technical Assistance

Center for Climate Strategies
MCEC
MD Energy Administration (MDE)
MD Department of Environment
(MDE)
CHESSA
Coalition for Community Solar
Access
Maryland Environmental Service
Green & Healthy Homes Initiative
(GHHI)
Maryland Dept. of Veterans Affairs
City of Frederick
Climate Access Fund Corp./ CAF
MCGB
Utilities
Enterprise Community
Development
UMERC

Funding & Finance

MCEC
MCGB
Climate Access Fund Corp./ CAF
MD DEPT. of LABOR
Md. Department of Housing &
Community Development
MEA
SELF
InClime
Climate First Bank
SolAAr Investment Group

Outreach & Education

UM Environmental Finance Center
MCEC
Black Wall Street/ Bowie State Univ.
NAACP
Community Development Network of
Maryland
Civic Works
Frederick County
Solar United Neighbors
Citizen Energy
CHISPA
UM Center for Energy & Environmental
Justice & Health (CEEJH)
Anne Arundel County
Baltimore City
Baltimore County
Charles County
Howard County
Montgomery County
Prince George's County
City of Annapolis
City of Rockville
Resiliency Authority of Anne Arundel
County
CHESSA

Workforce

Maryland Dept .of Labor
Social Finance, Inc.
JATC/IBEW Local 24
Civic Works
Building Change
Power 52
Grid Alternatives Mid- Atlantic
Fry Non- Profit
Groundswell
Apexx Adams
GEMM COMM
Phase 3 Training Corp.
I'm Still Standing
Work Source Montgomery
Howard Community College
Hagerstown Comm College
Wor Wic Comm College
BC Comm College
ICAST

MSFAP Governance Oversight Committee Roles & Responsibilities

Plan for Participatory Governance & Partnerships:

- Members of the MSFAP Coalition have created a governance structure, which is envisioned to facilitate participatory governance, and community engagement in the planning and implementation phases of the grant.
- Governance will be led by an Oversight Committee, which reports through MCEC staff to the MCEC Board of Directors, appointed by the Governor, with fiscal and operational management responsibility.
- MSFAP will also engage workgroups, to include representatives of state and local government, community leaders, industry, labor, utilities, program managers, and capital providers, including:
 - Workforce Development
 - Funding & Financing
 - Outreach & Education
- Workgroups will deliberate and create implementation strategies, processes and parameters.
- The Planning & Technical Assistance workgroup, using input from the others, will be engaged to track outcomes and outputs, manage measurement & verification and provide technical support to achieve grant deliverables.
- Members will attend quarterly meetings (could be bi-weekly for startup and application selection)
- Members will assist with the Program Scope as requested

Phase 1 Planning Year:

May 2024 - May 2025 Administration/Program Development

- Work with EPA on grant agreements and MOUs
- Establish payout processes, sign up for drawdowns with EPA
- Hire program staff
- Research and implement industry best practices with technical assistance partners
- Establish robust Governance/Oversight Committee and Workgroups (with representation from the public, LIDAC leadership, etc.)
- Hold initial stakeholder launch meeting and monthly Workgroup and Oversight Committee meetings
- Initiate public communication/public comment
- Develop a program communications plan
- Develop definitions, policies procedures, regulations, processes, procedures, contract and reporting templates for use of funds, overall grant management & reporting

Phase 1 Planning Year:

May 2024 – May 2025 Administration/Program Development

- Vet, select, develop partnership agreements with CBO/NPO implementers
- Identify shovel ready projects for initial deployment
- Draft and execute sub-awardee agreements as needed
- Solicit financial/funding partnerships and implementation plans
- Develop funding leveraging options/processes with financial partners
- Develop technical assistance partnerships, needs assessment and implementation plans
- Develop site visit/auditing processes and procedures
- Establish parameters and processes to be implemented in relation to consumer protections
- Develop RFPs for all procurement processes and run procurement processes for necessary services and contracts
- Report progress to the EPA quarterly or as needed/requested

1| OVERVIEW OF OBLIGATION

1| Obligation phase

May-July: EPA will fully obligate award funds to ensure it meets the September 30, 2024 statutory deadline with restrictions on drawdown after obligation.

 *We are here*

2| Limited drawdown phase

August-December: Recipients will be allowed to draw down limited funds necessary to finalize its workplan, budget narrative, and budget detail. Once EPA reviews and approves recipient's finalized documents, the drawdown restriction will be lifted.

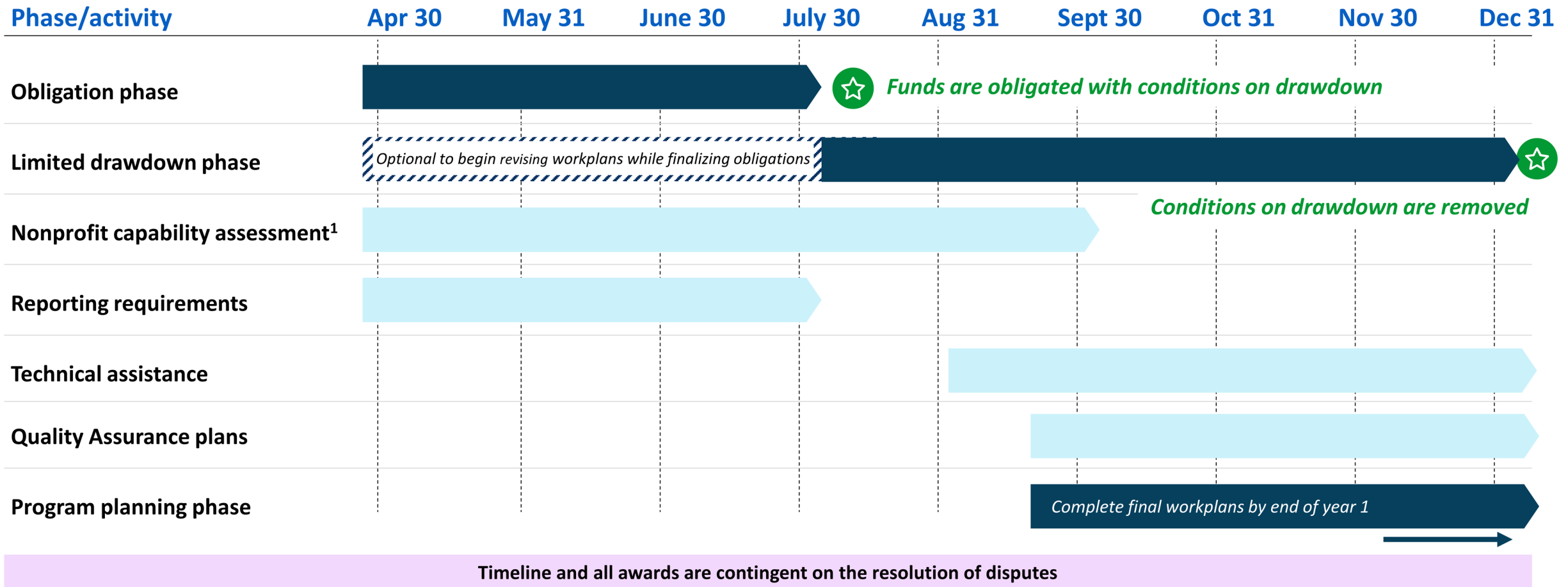
3| Program planning phase

Rolling depending on applicant program plan: During the optional “1-year-planning-period,” recipient may make subsequent revisions to its workplan in response to the planning identified in the recipient's approved workplan. Any revisions to the recipient's workplan will require EPA approval.

Additional activities to be completed in award process

- **Nonprofit capability assessment:** all nonprofits must complete required forms prior to any drawdown of program funds
- **Reporting:** EPA will revise terms and conditions with the final reporting requirements during the limited drawdown phase
- **Technical Assistance:** EPA will finalize the technical assistance program with the U.S. Department of Energy & the National Renewable Energy Lab (NREL)
- **Quality Assurance plans:** Quality Assurance applies to all assistance agreements involving environmental information as defined in 2 C.F.R. § 1500.12 Quality Assurance. Recipients will be required to have Quality Management Plans and Quality Assurance Project Plans

1| TIMELINE: OVERVIEW AND OBLIGATION



1. Nonprofit recipients are required to complete the pre-award administrative capability assessment prior to drawing down any EPA funds per EPA Order 5700.8

3 | WORK PLANS AND BUDGET REVISIONS



All selected applicants will need to develop workplans from your applications and update your scope of work due to partial funding

- Your Project Officer will start working with you on this in July/August, including providing applicant-specific feedback.
- Workplan updates are allowable so long as there are no material changes and the changes would not result in a negative impact on the score, ranking, or selection of the application.



Scaling your workplan and budget

- **EPA designed the Notice of Funding Opportunity to evaluate programs that could be scaled,** and EPA anticipates that most selected applicants will scale their programs to the adjusted funding amount.
- If you would like to explore updating the activities originally proposed in your application, please let your Project Officer know what you would like to update, why you need to make that update, and why you believe the update would not meaningfully change your application score. **EPA will decide on a case-by-case bases if you updated workplan is allowable, and EPA reserves the right to determine if the selected applicant's updated workplan is allowable.**
- For example: removing all activities that served households that do not own their homes would not be allowable because EPA specifically evaluated applications on their plans to serve these types of program beneficiaries.

Grant Funding Split Requirements

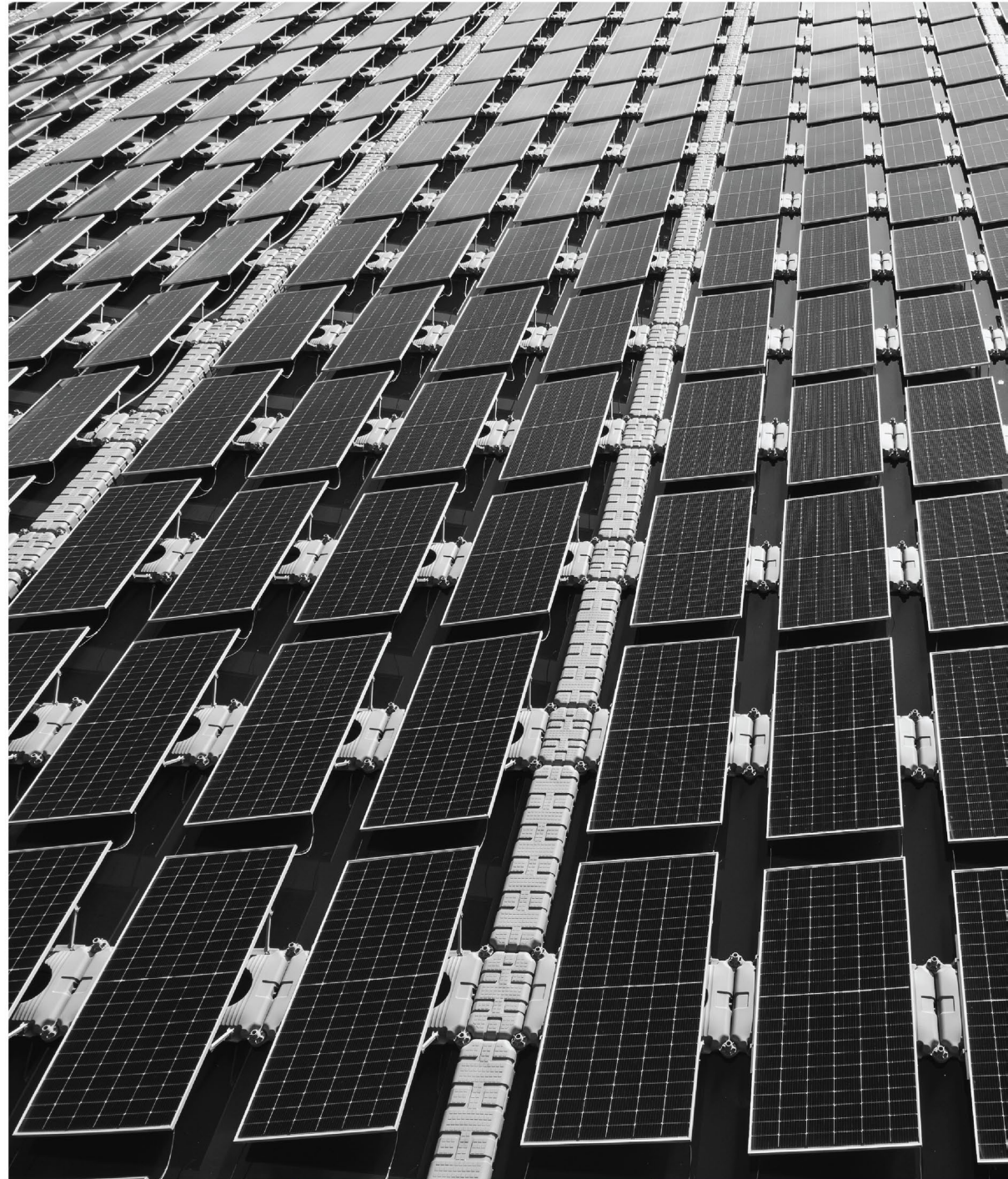
75% of Funding Must be Spent on Funding/Financing of Projects (\$41,883,750)

25% Administration, Technical Assistance, Outreach & Education and Workforce Development (\$20,166,250)

Award Total \$62,050,000 plus \$400,000 in EPA in-kind Technical Assistance

- Program Administration/MCEC (10% Administration)
- Technical Assistance \$2,565,000
- Outreach & Education \$3,700,000
- Workforce Development \$5,980,000

Questions?



Get In Touch

Amy Gillespie
Grants Administration &
Compliance Officer

Phone: 301-314-6091

Email: agillespie@mdcleanenergy.org

