



REQUEST FOR PROPOSAL

For: Residential Solar Financial Provider

PGCC SOLAR FOR ALL PROGRAM

Philadelphia Green Capital Corp.

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Section 1. Overall RFP Goals

Philadelphia Green Capital Corp. (**PGCC**) is a named subrecipient under the Pennsylvania Energy Development Authority (**PEDA**) Solar for All (**SFA**) grant. SFA is a program funded by the Greenhouse Gas Reduction Fund (**GGRF**) of the Inflation Reduction Act (**IRA**) (Public Law No. 117-169) and administered by the U.S. Environmental Protection Agency (**EPA**). The SFA program funds new and existing low-income solar programs, enabling households in low-income and disadvantaged communities (**LIDACs**) to benefit from distributed solar energy. The SFA grant will be in effect through August 31, 2029, which is five years from the commencement of the performance period in the award agreement between the EPA and PEDA.

PGCC will build upon the existing Solarize Philly program of its affiliate, the Philadelphia Energy Authority (**PEA**), by launching Solarize Greater Philadelphia (**SGP**), which will operate in the Pennsylvania counties of Philadelphia, Chester, Bucks, Montgomery, and Delaware (**Southeastern PA**). PGCC will use SFA funds to subsidize a firm or firms selected under this RFP to offer power purchase agreements for eligible individuals and households within SGP at rates intended to substantially reduce their energy burden. This subsidized program under SGP will be known as Solar for All (**PGCC SFA Program**). In this Request for Proposals (the **RFP**), PGCC is soliciting proposals from a firm or firms (each a **Respondent**) qualified to:

- Provide fixed-price solar power purchase agreements (each a **PPA**) meeting the requirements set forth in Section 3.2 (*Solar Agreement Specifications*) to Eligible Customers as defined below in Section 3.1 (*Customer Eligibility*) who are identified by solar installers qualified by PGCC and PEA (each an **Installer**);
- Receive incentives from PGCC for solar and battery storage (the **Solar Incentive Payment**), incentives for solar-Enabling Upgrades and repair work (the **Enabling Upgrade Payment**), and upfront payments for Solar Renewable Energy Credits (each an **SREC**) (the **SREC Purchase Payment**), collectively the **Incentive Payments**.
As further described in Section 4 (PPA Pricing and PGCC Incentive Payments), Enabling Upgrade Payments will be provided as subsidies for the full cost subject to certain limitations while Solar Incentive Payments will be provided in the form of PPA buydowns scaled to ensure that households save 20 percent or more on their annual electricity bill after the solar installation;
- Manage customer approval and underwriting, including an income-verification process, following the guidelines set out in this RFP, and any further guidelines established by PGCC and EPA;
- Work with qualified solar Installers and enabling upgrades subcontractors selected through a separate RFQ process(es) run by PGCC;
- Support PGCC's compliance with its subaward agreement with PEDA, and overall grant compliance with the EPA, including by providing all necessary documents, reports, and data for reporting in a format determined by PGCC.

PGCC has developed this RFP and will administer the resulting PGCC SFA Program in close collaboration with PEDA and PEA. Additional information about the solar market within Southeastern PA is included in Appendix A.

Any agreements with selected Respondent(s) resulting from this solicitation will be contract agreements, not subaward agreements as defined in [2 CFR 200.331](#). All federally funded programs and projects are subject to 2 CFR 200 guidelines. This procurement follows those standards.

Section 2. Background

2.1 Definitions

Unless otherwise expressly defined in this RFP, each of the following capitalized terms has the meaning given to it in this Section 2.1.

AMI means Area Median Income.

Approved Installation Price is defined in Section 5.2(a) of the Financial Provider Service Agreement.

BABA is defined in Section 3.3.3.

Base Solar Price is defined in Section 3.4.2.

Battery Storage means a battery storage system.

CEIC is defined in Section 3.2.2.

CEJST is defined in in Section 3.1.3.1.

Customer means an Eligible Customer who signs a PPA with a Financial Provider.

DBRA means the Davis-Bacon Act, the Copeland “Anti-Kickback” Act, and the Contract Work Hours and Safety Standards Act.

Domestic Content CEIC Adder has the meaning set forth in Section 4.2.3.

Eligible Customers is defined in Section 3.1.

Enabling Upgrade Payment means incentives for solar-Enabling Upgrades and repair work and is equal to the final, approved Enabling Upgrade Price.

Enabling Upgrade Price is defined in Section 3.4.3.

Enabling Upgrades means electrical system upgrades and roof repairs.

Energy Communities is defined in Section 4.2.1.

Energy Community CEIC Adder is defined in Section 4.2.1.

EPA means the U.S. Environmental Protection Agency.

Financial Provider is defined in Section 3.

Financial Provider Services Agreement means the agreement in substantially the same form attached in [Appendix D](#).

FPL means Federal Poverty Level.

GGRF DAC Area means GGRF Disadvantaged Community Area.

GGRF means Greenhouse Gas Reduction Fund.

Incentive Payments is defined in Section 1.

Installation Adders is defined in Section 3.4.2.

Installation Contract is defined in Section 3.3.6.

Installer is defined in Section 1.

IRA means the Inflation Reduction Act (Public Law No. 117-169).

LIDACs means low-income and disadvantaged communities.

LMI means low- and moderate-income.

Low-Income CEIC Adder is defined in Section 4.2.2.

OMB is defined in Section 3.3.3.

PEA is defined in Section 1.

PEDA is defined in Section 1.

PGCC is defined in Section 1.

PGCC SFA Program is defined in Section 1.

PPA is defined in Section 1.

PPA Payment means the annual payment for the electrical output of the Project under the PPA that the Customer will make in 12 equal monthly installments, which may escalate annually based on a fixed percentage as further defined in Section 4.1.

PPA Pricing Model is defined in Section 4.1.

Pre-Incentive Net Installation Cost is defined in Section 4.1.

Pre-Incentive PPA Payment is defined in Section 4.1.

Project is defined in Section 2.5.

Proposal is defined in Section 3.4.1.

Proposed Battery Storage Price is defined in Section 3.4.4.

Proposed Enabling Upgrade Price is defined in Section 3.4.3.

Proposed Installation Price is defined in Section 3.4.1.

Proposed Solar Price is defined in Section 3.4.2.

PV is defined in Section 3.2.4.

Respondent is defined in Section 1.

RFP means this Request for Proposals.

SFA is defined in Section 1.

SFA Program Manual is defined in Section 3.

SGP is defined in Section 1.

Solar Incentive Payment means an amount equal to the Standard Solar Incentive plus the Supplemental Solar Incentive, if any.

Southeastern PA means the Pennsylvania counties of Philadelphia, Chester, Bucks, Montgomery, and Delaware.

SREC means an alternative energy credit produced by a solar generation facility that meets the registration requirements for the Tier I solar photovoltaic share in accordance with the Pennsylvania Alternative Energy Portfolio Standards Act, 73 P.S. §1648.1 *et seq.*, or any superseding standard or program applicable in Pennsylvania.

SREC Purchase Payment is defined in Section 6.3(b) of the Financial Provider Service Agreement.

SSI₁ is defined in Section 6.5(a) of the Financial Provider Service Agreement.

Standard Solar Incentive is defined in Section 4.5.

Supplemental Solar Incentive is defined in Section 6.5(c) of the Financial Provider Service Agreement.

Treasury means the United States Department of Treasury.

2.2 PGCC General Information and SFA Subaward Information

PGCC is a Pennsylvania nonprofit corporation that is qualified as a 501(c)(3) charitable organization to make and facilitate grants and program-related investments for environmental action. PGCC is an affiliate of PEA. As a green bank in Southeastern Pennsylvania, PGCC's mission is to connect projects to capital to drive a robust, equitable, clean energy market in the region, support PEA, and respond to the local challenges of climate change. PGCC uses proven green bank tools to unlock capital for clean energy projects, to scale and amplify PEA's current work, and to bring new financial products to the Southeastern PA region's clean energy economy.

PGCC, in a coalition application with the PEDDA, was awarded \$156,120,000 from SFA to advance equitable solar access for LIDACs in Pennsylvania. PGCC expects to receive a \$70,074,000 subaward from PEDDA and is tasked with deploying these SFA funds in Southeastern PA. PGCC will provide approximately \$43.1 million in Solar Incentive Payments and SREC Purchase Payments (including approximately \$2.3M to support **Battery Storage**) and \$10.8 million in Enabling Upgrades Payments to selected Respondent(s) with a goal to serve approximately 5,600 low and moderate income (**LMI**) households in Southeastern PA. The period of performance of the SFA grant is through August 31, 2029.

2.3 Philadelphia Energy Authority General Information

PEA, an independent municipal authority, implements consumer-facing programs to create good green jobs and reduce energy poverty in Philadelphia. PEA administers Philadelphia's Commercial Property Assessed Clean Energy (C-PACE) Program to assist clean energy commercial development and implements residential clean energy programs, including Solarize Philly to expand access to affordable home solar (see Section 2.5 below), Philadelphia's Whole Home Repairs Program, Built to Last, as well as workforce development programs. It holds long-term energy contracts on behalf of the City of Philadelphia, from utility-scale solar installations to municipal building Guaranteed Energy Savings Act projects. It acts as a technical support resource for the City of Philadelphia, the School District of Philadelphia, and others. Learn more at philaenergy.org.

In 2016, PEA launched the Philadelphia Energy Campaign, a \$1 billion, 10-year investment in energy efficiency and clean energy projects to create 10,000 jobs. PEA and PGCC have helped launch over \$1 billion in projects and created over 8,400 jobs to date.

2.4 PEDDA General Information

PEDDA is an independent public financing authority that was created in 1982 by the Pennsylvania Energy Development Authority and Emergency Powers Act and that was revitalized through an April 8, 2004, Executive Order. PEDDA's mission is to finance clean, advanced energy projects in Pennsylvania. PEDDA is staffed by the PA Department of Environmental Protection's Energy

Programs Office. PEDA is the prime recipient of the SFA grant and the primary contact with the EPA.

2.5 Solarize Philly

PEA launched Solarize Philly in April 2017 with a goal to establish a scalable and replicable model to bring solar to underserved communities in Philadelphia. The program has evolved into a platform for connecting property owners to vetted solar Installers to grow consumer trust and accelerate market growth. PEA has identified and qualified Installers for the program as well as engaged in marketing education and community outreach. In addition, Solarize Philly pairs with well-established workforce development programs to train the next generation of skilled solar workers needed to meet growing market demand. Solarize Philly projects have added 22MW of rooftop solar in Philadelphia to date.

PGCC partners with PEA on the Solarize Philly program by providing financial subsidies for LMI households in the program. PGCC has supported LMI lease projects by pre-purchasing the SRECs from those systems and providing lease buydowns for select households. PGCC also launched the first-of-its-kind Share the Sun program to support the financing for LMI Solarize Philly participants. The SFA grant allows PGCC to use new financial subsidies to dramatically expand the adoption of solar in LIDACs.

In 2025, PGCC and PEA will expand Solarize Philly to SGP by connecting property owners to vetted solar companies in Southeastern PA. SFA will be a program within the expanded SGP geography and will provide Eligible Customers with a subsidized fixed-price PPA for residential solar projects (each a **Project**). PEA will continue to provide operational support to PGCC in administering the PGCC SFA Program by supporting PGCC's Installer vetting RFQ, engaging in market education and community outreach, working with utilities and local governments to streamline solar Project approvals, overseeing workforce development activities, and supporting PGCC on reporting and compliance.

Section 3. PGCC SFA Program Guidelines

The PGCC SFA Program described in this RFP will provide Incentive Payments to the selected Respondents (each, a **Financial Provider**) to provide Eligible Customers with savings under a PPA in accordance the PGCC SFA Program rules set forth in Section 3.3. **As this is a new program, program elements may be changed in consultation with the Financial Provider(s) to streamline implementation.**

The Financial Provider(s) will be required to work exclusively with approved Installers selected through a concurrent RFQ process conducted by PGCC. Financial Provider(s) in this RFP will have the opportunity to review and provide feedback on the Installer qualifications submitted in the RFQ. Any Financial Provider(s) who have existing relationships with Installers in the Southeastern PA region should inform their Installer network to submit responses to the Installer RFQ when posted in order to be able to work with them in the PGCC SFA program.

Respondents to this RFP who also market and install solar systems directly or through affiliates and wish to perform solar installations under SFA will also be required to submit a response to the Installer RFQ. Installer qualifications will not be evaluated under this RFP.

PGCC will develop a detailed **SFA Program Manual**, in consultation with Financial Provider(s), outlining the procedures to be followed by Eligible Customers, Installers, the Financial Provider, PGCC and PEA in carrying out the Program, standards for eligibility, limitations on Incentive Payments, types of equipment eligible for inclusion in Projects, a flow chart depicting the SFA Program Project approval cycle, and other matters useful for the administration of the Program. The SFA Program Manual may be amended from time to time.

3.1 Customer Eligibility

“Eligible Customers” are individuals and households that meet both the Household Eligibility and Income Eligibility requirements as defined below.

3.1.1 Household Eligibility

The home on which the solar system is installed must be located in Southeastern PA and be owned by a member or members of the household.

PGCC retains the right to expand the PGCC SFA Program to renters of single-family homes.

3.1.2 Income Eligibility

PPAs may only be offered to individuals and households with incomes at or below 80% Area Median Income (**AMI**).

AMI income brackets are set by the Department of Housing and Urban Development on an annual basis. The latest data is available [here](#).

Financial Provider(s) will be required to perform income verification as described below.

3.1.2.1 Income Verification Process

The income verification process of the PGCC SFA Program varies depending on whether or not the customer resides in a GGRF Disadvantaged Community Area (**GGRF DAC Area**), as defined below.

3.1.2.1.1 For Customers residing in GGRF DAC Areas

Individuals or households residing in GGRF DAC Areas defined below will be required to provide a self-attestation in a form to be provided by PGCC certifying that they earn at or below 80% AMI for their household size.

3.1.2.1.2 For Customers outside of GGRF DAC Areas

Individuals or households who do not live in GGRF DAC Areas will be considered “categorically eligible” if they are currently approved for assistance from or participating in federal, state, or local income-based or income-verified programs with limits conforming to the GGRF definition of LIDACs, i.e. limited to those earning at or below 80% AMI and/or 200% of

the FPL. PGCC, in coordination with PEDa and EPA, will determine the list of programs deemed to meet the criteria for categorical eligibility in the SFA Program Manual.

Individuals or households who are categorically eligible based on participation in certain programs must provide an award letter dated within the last 12 months as income verification.

Individuals or households who are not categorically eligible or who cannot provide an award letter within the past 12 months must provide proof of income in forms such as paystubs, tax returns, social security documents, or other forms of documentation to be determined by Financial Provider(s) and PGCC. Financial Provider(s) are expected to describe their experience performing income verification in their proposals.

3.1.3 Geographic Low-Income and Disadvantaged Communities

3.1.3.1 GGRF DAC Areas

The EPA has defined certain geographic areas as “low-income and disadvantaged communities” in the SFA Terms and Conditions, i.e.:

- 1) Areas identified through the [Climate and Economic Justice Screening Tool \(CEJST\)](#), the publicly available mapping tool developed by the White House Council on Environmental Quality and available online through the Public Environmental Data Project;¹
- 2) Areas included in the limited supplemental set of census block groups that are at or above the 90th percentile for *any* of [EJ Screen’s Supplemental Indexes](#) when compared to the nation or state;² or
- 3) Areas within Tribal lands as included in EJScreen.

Together, the GGRF DAC Areas.

Though permitted by the SFA Terms and Conditions, for participation in the PGCC SFA Program, residence in a GGRF DAC Area alone is not sufficient to qualify as an Eligible Customer – all individuals or households must be income-qualified per Section 3.1.2 above. This is a PGCC program requirement to ensure subsidies flow to the households with greatest needs. However, residence in a GGRF DAC Area does impact the level of documentation required for income verification, as described above. PGCC retains the right to adjust the income-qualification requirement, in line with all EPA rules, during the implementation of the PGCC SFA Program.

A low-resolution map of GGRF DAC Areas is available in Appendix B.

¹ The original, government-created CEJST platform is no longer active, but the tool has been rebuilt by the Public Environmental Data Partners and remains online in the linked unofficial copy: <https://edgi-govdata-archiving.github.io/j40-cejst-2/en/#3/33.47/-97.5>

² The original, government-created EJScreen platform is no longer active, but the tool has been rebuilt by the Public Environmental Data Partners and remains online in the linked unofficial copy: <https://pedp-ejscreen.azurewebsites.net/>

3.1.3.2 Geographic Eligibility Verification

Financial Providers will provide PGCC with the address, census tract, and/or census block group of the Projects and specify whether the Eligible Customer can qualify with an income attestation because of residence in a GGRF DAC Area, in which case the Financial Provider(s) will also provide the income attestation, or whether the Eligible Customer solely qualifies under the income eligibility above, in which case Financial Provider(s) will comply with the income verification process described herein.

3.1.3.3 Geographic Prioritization

PGCC will determine geographic prioritization requirements, such as a target percentage of overall Incentive Payments to each county and to CEJST tracts, in the SFA Program Manual.

3.2 Solar Agreement Specifications

Financial Providers will offer each Eligible Customer that meets its underwriting criteria and program requirements a PPA that complies with the PGCC SFA Program Rules set forth in Section 3.3 (Program Rules).

3.2.1 Financial Provider Ownership

Financial Providers are expected to own each Project and sell the electrical output of the Project to the Customer under a PPA with a fixed monthly payment and a credit or refund if the solar Project does not meet its minimum production guarantee.

3.2.2 Minimum PPA Requirements

The following minimum requirements are applicable to all PPAs:

1. The PPA must be made available to Eligible Customers with no money down;
2. The PPA must have a fixed monthly payment that does not vary with the electricity output of the System each month;
3. The PPA must provide annual savings for Customers as outlined in 3.3.2;
4. The PPA must allow Customers to benefit from the Clean Electricity Investment Credit (the **CEIC**) received by the Financial Provider as described in Section 4.2;
5. The PPA must include production guarantees for the full contract term;
6. The PPA must include ongoing maintenance support and continue to offer maintenance support even in the case of transfer of the PPA to a purchaser of the Customer's home;
7. The PPA must include solar system insurance for the full term of the PPA (insurance held by the Financial Provider to cover the cost of damage or issues that are not at the fault of the Customer and are not included in the scope of the Installer or equipment warranties);
8. The PPA must include a purchase option for Customers consistent with IRS rules, including a schedule of purchase prices over time;
9. The Financial Provider must use alternative approaches to underwriting instead of, or in addition to, FICO;
10. The PPA must include simple assignability/transferability provisions in the event of a sale of the home by the customer with limited or no cost to Customer;
11. The PPA must not have an annual escalator that exceeds 2% per year; and

12. The PPA must not require collateral beyond the solar photovoltaic system and battery, if applicable.

A list of key items PGCC will require in a Customer PPA is attached as Exhibit B to the Financial Provider Services Agreement (Power Purchase Agreement Required Terms). Respondents are requested to identify any significant concerns they have with the items in this list in their response. The actual form of PPA proposed by each Respondent should be submitted in the Proposal and will be subject to approval by PGCC.

3.2.3 Preferred PPA Features

In the evaluation of proposals, preference will be given to those that

1. Have an annual escalator of no more than 1% per year.
2. Provide production guarantees of at least 90% of estimated production, adjusted annually for panel degradation

3.2.4 Eligible Technology

The PGCC SFA Program is intended to spur the development of residential behind-the-meter grid-tied solar photovoltaic (**PV**) systems smaller than 20 kW_{DC} in capacity. While the majority of systems are expected to be rooftop installations, some households may require other designs such as ground-mounts. The majority of system sizes are projected to be between 4-8kW.

To ensure Eligible Customers with existing electrical and/or structural barriers that would otherwise prevent a solar installation can participate in the program, additional incentives will be offered to Financial Provider(s) or their approved contractors, as the case may be, that provide PV-enabling upgrades (**Enabling Upgrades**) for homeowners, including:

- Electrical panel upgrades necessary to accommodate solar installations;
- Structural repairs such as roof repairs necessary to support solar installations.

PGCC does not anticipate providing additional incentive funding for energy efficiency measures, but welcomes proposals from Financial Provider(s) and/or vetted Installers who perform these services as part of their regular solar installation package. PGCC reserves the right to expand its Enabling Upgrades incentive to cover eligible efficiency work in the future. All eligible Enabling Upgrades will be identified in the SFA Program Manual.

PGCC will also provide incentives for Battery Storage included in the PPAs offered to Eligible Customers. Installers may only provide Battery Storage in conjunction with an SFA-funded solar installation, and only if the Eligible Customer meets the criteria specified in the SFA Program Manual. Battery Storage must be installed with a suitable microgrid controller and switchgear (or similar equipment) to allow the battery to power the residence during a grid outage.

As part of the Technical Proposal, Respondents should propose how they will define and/or oversee standard equipment approval, selection, and purchase with Installers. If Respondents have existing pre-approved equipment specifications they provide to Installers, they should

include these equipment specifications in their proposal, as well as describe their process for allowing Installers to add new brands or models to their approved list as relevant.

PGCC will have final approval of all equipment to be funded by the PGCC SFA Program. At a minimum, all equipment must be UL-certified and solar panels must be sourced from a Tier 1 manufacturer.

3.3 Program Rules

3.3.1 General Rules

All Projects must adhere to the following rules:

- PV arrays must not be installed on any roof that is expected to be replaced within 10 years.
- The PV Project must have a measured total solar resource fraction of 0.75 or greater.³
- All installations must follow the most current adopted edition of applicable building and electrical codes.
- All equipment used must be UL-certified and sourced from Tier 1 manufacturers, as applicable.
- A percentage of Projects will receive an inspection. See below in Section 3.3.5 for additional information about inspections.

3.3.2 Household Savings

The SFA program requires that financial products deliver a minimum of 20% household savings to all Eligible Customers served in the program. During Project approval, the PGCC SFA Program will calculate 20% savings as the difference between the total of pre-solar electric bills over the preceding 12 months and the Eligible Customer's annual PPA payments plus projected remaining annual electric bill post-installation. PGCC will provide subsidies, described in Section 4 below, to buy down the PPA as needed and ensure household savings are met. For example, if an Eligible Customer's pre-solar monthly average electric bill over the preceding 12-month period was \$125/month, PGCC will provide a subsidy sized such that the average monthly PPA payment plus estimated remaining electric bill will be no more than \$100/month.

PGCC may be required to spot-check actual household savings over time by reviewing actual electricity production, usage data, and costs. Financial Provider(s) will be required to provide monthly production data for each system no less frequently than semi-annually. Financial Providers are expected to assist Installers and PGCC in collecting actual electricity usage data from Eligible Customers with Eligible Customer's and/or utility cooperation.

³ Available insolation including shading and Tilt Orientation Factor / Total Insolation on location at the optimum tilt and orientation and with no shading

The methodology proposed in Section 4.5 for calculating household savings may be refined with further guidance from the EPA and input from Financial Provider(s).

3.3.3 Build America, Buy America (BABA)

The Office of Management and Budget (OMB) Memorandum M-24-02 states that “projects consisting solely of the purchase, construction, or improvement of a private home for personal use... would not constitute a public infrastructure project for the purposes of BABA.” As such, **projects under the PGCC SFA Program are not anticipated to be subject to BABA sourcing requirements.**

3.3.4 Prevailing Wage

3.3.4.1 Davis Bacon and Related Acts (DBRA)

The Davis-Bacon Act (42 USC §§3141-3144) sets out labor standards, including prevailing wages and fringe benefits, for federally funded or assisted contracts. DBRA labor standards and reporting requirements apply to projects assisted with grants authorized by the Clean Air Act as provided in Section 314 of the Clean Air Act ([42 USC §7614](#)), including SFA.

DBRA may or may not apply to Projects under the PGCC SFA Program. Per the SFA Terms and Conditions, DBRA requirements do not apply to any form of Financial Assistance which meets any of several criteria including:

- Financial Assistance which serves end-users who are individual homeowners or tenants of single-family homes or multifamily buildings when these individual end-users ultimately select the contractor(s) and execute the contract(s) for the construction work, as opposed to the Recipient, Subrecipient, or a contractor hired by the Recipient or Subrecipient.
- Financial Assistance which serves any end-user when such Financial Assistance is less than \$250,000 for a project and the end-user ultimately selects the contractor(s) and executes the contract(s) for the construction work, as opposed to the Recipient, Subrecipient, or a contractor hired by the Recipient or Subrecipient.

PGCC expects that the PGCC SFA Program is eligible for the exemption for serving end-users who are individual homeowners who select the contractor and execute the contract for the construction work. PGCC will receive confirmation from EPA on the DBRA exemption prior to executing a contract, unless PGCC and Financial Provider(s) agree to proceed based on the SFA Terms & Conditions in the absence of specific EPA confirmation.

3.3.4.2 Pennsylvania Prevailing Wage

Pennsylvania Prevailing Wage requirements apply to projects meeting the following criteria:

- Construction, reconstruction, demolition, alteration and/or repair work other than maintenance work;
- Done under contract;
- Paid for in whole or in part out of the funds of a public body; and

- The project's estimated total cost is over \$25,000 (A project may not be divided into components or separate projects to fall below the \$25,000 threshold.)

PGCC is a subrecipient of PEDA, a "public body." Thus, when Davis Bacon wage requirements do not apply, Pennsylvania prevailing wages may apply for Projects with estimated total costs over \$25,000. PGCC is in conversation with PEDA to determine the applicability of Pennsylvania prevailing wages to the PGCC SFA Program.

3.3.5 PGCC SFA Program Administration and Reporting

The Financial Provider(s) will be required to upload and/or certify, as the case may be, consumer protection disclosures, geographic eligibility verification documents, income verification documents, PPA contracts, Installation Contracts, and all other documents and required information, as relevant, that have been received by or from Eligible Customers to meet program reporting and document retention requirements.

Select data points for the Transaction and Project Level Report for the Greenhouse Gas Reduction Fund are provided in Appendix C. While not all data points are relevant to the PGCC SFA Program, Respondents should familiarize themselves with the types of data they will be required to provide to PGCC and, in their responses, confirm that they are able to comply with this data collection.

PGCC is developing its reporting approach and will include reporting requirements in the SFA Program Manual. At this time, Respondents should be prepared to provide information in various ways, such as through biweekly Excel reports in the form of the Transaction and Project Level Report, through reports, licenses, and/or an integration to an online portal/CRM provided by PGCC, etc. PGCC will not disburse any incentives for a Project until the complete reporting data and documentation are provided.

PGCC will retain a Quality Control Contractor to perform inspections of solar Projects, including inspections of the first five Projects installed by each Installer, random inspections thereafter, and all Projects including Battery Storage. In the proposal, Respondents should share their current methodology for inspecting Installers' work to manage quality assurance, including by providing any self-inspection report templates as applicable.

To the extent feasible while maintaining strong customer protections and EPA compliance, PGCC and PEA will welcome feedback from the selected Respondent(s) on ways to facilitate program operations and limit paperwork.

3.3.6 Marketing and Outreach

PGCC and PEA will provide general marketing support, including promotion and communications to deploy the PGCC SFA Program. Specifically, PGCC in conjunction with Installers will target Eligible Customers to enter into solar installation contracts (each an **Installation Contract**) with Installers that can be assumed by Financial Providers in connection with entering into a PPA with the Eligible Customer. The marketing program will use community-based marketing tactics, under co-branding with PGCC and PEA. PGCC and PEA

will make staff available to support direct outreach and to assist in the creation of collateral that will resonate with Southeastern PA customers. All marketing collateral is subject to PGCC approval. In addition, PGCC will assist Installers and Financial Providers in identifying community events or other opportunities to promote the PGCC SFA Program. PGCC expects that PGCC, PEA, and Installers will be responsible for the majority of outreach, marketing, and lead generation but requests that Respondents describe their approach to marketing in the proposal.

PGCC and PEA staff will be available to answer questions from potential customers about program enrollment, eligibility and other topics related to the PGCC SFA Program and solar technology.

3.4 Installer Proposals and Installation Pricing

3.4.1 Proposals

For each Eligible Customer that an Installer or PGCC identifies as interested in the PGCC SFA Program, the Installer will prepare a **Proposal** which will include:

- Required Customer Disclosures, as described in Exhibit A to the Financial Provider Services Agreement, including the estimated **PPA Payment**;
- The Project scope of work, including system size and estimated production, whether Battery Storage is included, whether Enabling Upgrades are required, and whether there are any other complicating installation factors requiring Installation Adders (described below);
- The **Proposed Installation Price**, which is equal to the sum of the Proposed Solar Price, Proposed Enabling Upgrade Price, and the Proposed Battery Storage Price (described in Sections 3.4.2 – 3.4.4); and
- An Installation Contract in a form approved or supplied by PGCC.

If the Eligible Customer approves the Proposal, the Eligible Customer and the Installer will sign the Installation Contract, and the Installer will submit the Installation Contract to the Financial Provider for review. The Installation Contract is conditioned on final approval of the Financial Provider and PGCC, and on Eligible Customer approval of the final PPA Payment, and work on the installation of a Project shall not commence until such approvals have been given, unless the Eligible Customer and the Installer agree on an alternative method of financing.

3.4.2 Proposed Solar Price

Through the Installer RFQ, PGCC expects to set standard installation prices for Project kW ranges (e.g. standard costs per watt for systems <3 kW, 3kW-6kW, 6kW-10kW, >10kW).

Installers will provide a fixed price for the solar portion of the Project based on the cost per watt for the system's size (the **Base Solar Price**) and Installers may also propose adders (**Installation Adders**) for unusual and difficult site conditions (such as but not limited to steep roofs). The Base Solar Price plus Installation Adders equals the **Proposed Solar Price**.

3.4.3 Enabling Upgrades

Installers may propose Enabling Upgrades in cases in which a Project cannot be safely installed without upgrades to the Eligible Customer's property. Installers must provide documentation that includes (i) why the Enabling Upgrades are necessary for the Project, (ii) a justification of cost reasonableness for the upgrades, and (iii) photos of the repair site(s). Installers must provide a fixed-price proposal for the Enabling Upgrades work to the Financial Provider when requesting approval for Enabling Upgrades (the **Proposed Enabling Upgrade Price**). PGCC will not reimburse costs on a time-and-materials basis. The Proposed Enabling Upgrade Price as approved by PGCC and the Financial Provider, with any modifications, is the **Enabling Upgrade Price**.

The maximum allowable Enabling Upgrades Price per Project will be limited as provided in the SFA Program Manual.

All Enabling Upgrades contractors will be required to be vetted by PGCC either through a separate RFQ or as part of the Installer RFQ. Pursuant to the potential DBRA exemption detailed in Section 3.3.4.1, PGCC expects to require that Enabling Upgrades contractors be subcontractors under solar Installers if the solar Installer is not performing the Enabling Upgrades work.

3.4.4 Battery Storage

Through the Installer RFQ, PGCC expects to set standard installation prices for battery storage kWh ranges (e.g. standard costs per kWh for battery storage systems <5kWh, 5kWh-10kWh, 10kWh-15kWh, >15kWh).

Installers will provide a fixed price (the **Proposed Battery Storage Price**) for the installation of Battery Storage in a Project based on the price per kWh of Battery Storage.

Section 4. PPA Pricing and PGCC Incentive Payments

4.1 The PPA Pricing Model

As a part of its submission, each Respondent must provide a pricing model (the **PPA Pricing Model**) that shows how it will calculate an annual payment (the **PPA Payment**, paid in 12 equal monthly installments and which may escalate annually) for each PPA based on the following:

- The Proposed Installation Price;
- All federal CEIC incentives available to the Project as more fully described below;
- The SREC Purchase Payment and Enabling Upgrade Payment as more fully described below; and
- All elements of the Respondent's pricing to advance the funds to pay the cost of installation of the Project (including Battery Storage, if applicable) and operate and maintain the system over the life of the PPA, and to recoup its investment through fixed monthly payments under the PPA over the term.

The PPA Pricing Model will also calculate the **Pre-Incentive PPA Payment**, which is the annual Customer PPA Payment calculated based on the **Pre-Incentive Net Installation Cost** which is equal to the Proposed Installation Price reduced by (i) any modifications to the Proposed Installation Price suggested by the Financial Provider, (ii) the CEIC Reductions described in Section 4.2, and (iii) the SREC Purchase Payment and the Enabling Upgrade Payment. The Pre-Incentive PPA Payment is the PPA Payment the Eligible Customer would pay in absence of the Solar Incentive Payment, as defined in Section 4.5. Exhibit E to the Financial Provider Services Agreement (the Solar Incentive Payment Calculator) details the calculations of these variables with reference to the sections in the Financial Provider Services Agreement.

The PPA Pricing Model must reflect the amount and type of CEIC in the Project, as further detailed in Section 4.2, and be dynamic to changes in each element of the Proposed Installation Price.

Each Respondent must provide the published interest rate or index that is the basis for its pricing, any adders or adjustments to the published interest rate or index to derive the interest rate for each Project, any fixed fees that respondent will charge, its charges for Project maintenance over the life of the PPA (including the costs to pay for and maintain battery storage under the PPA in conjunction with the solar system, if applicable) as a part of its PPA Pricing Model. PGCC may negotiate with Financial Providers to modify their submitted PPA Pricing Models to assure accurate and comparable pricing.

As further described in Section 4.5, PGCC will calculate the Solar Incentive Payment to reduce the PPA monthly price so that the Customer's overall electric energy burden is reduced by 20 percent (or in some cases as low as zero), and, if the Customer is eligible for battery storage installation, there will be no additional cost to the Customer for storage. PGCC will calculate the Enabling Upgrade Payment to ensure there is no net cost to the Customer for Enabling Upgrades.

Financial Provider(s) will be expected to provide all capital needed to fund the Projects other than what is covered by the Incentive Payments. All Incentive Payments will be paid as a lump-sum to the Financial Provider(s) after permission to operate and the receipt and approval of all required data and documents by PGCC.

4.2 CEIC Reductions

All Projects should be eligible for the standard 30 percent CEIC authorized in 26 U.S.C § 48E(a)(2)(A)(ii)(I). All Financial Provider(s) are expected to apply the present value of the full amount of the standard CEIC to reduce the Proposed Installation Price of Projects and should bid their financing costs and administrative fees understanding that they are the sole source of the Financial Provider(s)' compensation except as described with respect to additional CEIC.

Under the federal IRA, additional amounts of CEIC are also available

- (i) under 26 U.S.C § 48E(a)(3)(A) (the **Energy Community CEIC Adder**) for Projects sited in Energy Communities (defined below),
- (ii) under 26 U.S.C. § 48E(h) (the **Low-Income CEIC Adder**) for Projects that are sited in New Markets Tax Credits Areas (defined below) and,
- (iii) under 26 U.S.C § 48E(a)(3)(B) (the **Domestic Content CEIC Adder**) for Projects that comply with domestic content requirements of the IRA (defined below).

For the avoidance of doubt, if portions of the Proposed Installation Price are not eligible for CEIC, the calculation of CEIC for purposes of this section will exclude those portions. In the event that the CEIC credit amounts are altered by legislation enacted subsequent to execution of the contract, the Parties will negotiate in good faith to revise the contract as necessary to continue the Program while making effective use of remaining SFA funds.

4.2.1 The Energy Community CEIC Adder

The Energy Community CEIC Adder is available for Projects sited in any area designated as an “[energy community](#)” under [26 U.S.C § 45\(b\)\(11\)\(B\)](#) (the **Energy Communities**). Where the adder is available, Financial Provider(s) are required to use the present value of the full amount of the Energy Communities CEIC Adder to reduce the Proposed Installation Price of Projects. Further definitions of Energy Communities and a map of Energy Communities in Southeastern PA are included in Appendix B.

4.2.2 Low-Income CEIC Adder

The Low-income CEIC Adder is subject to an annual MW DC capacity limitation and must be separately applied for to the Treasury, with approval not guaranteed. The capacity limitation is split into two blocks with a portion reserved for residential behind-the-meter facilities such as those installed under the PGCC SFA Program. This residential behind-the-meter allocation is further divided into two blocks, with approximately 50% reserved for facilities in locations meeting Additional Selection Criteria in addition to being located in low-income communities. Definitions of low-income communities and Additional Selection Criteria under the Low-Income CEIC Adder, along with a map of these communities in Southeastern PA, are included in Appendix B.

Where the adder is available, the Financial Provider(s) will be required to apply for it, and the Proposed Installation Price will be reduced by the full amount of the present value of the Low Income CEIC Adder. If the Low-income CEIC Adder is subsequently not granted by Treasury, PGCC will pay to the Financial Provider the amount by which the Proposed Installation Price was initially reduced through an agreed-upon change order process. Bidders should state whether they anticipate incurring additional costs in connection with applications and deferred grant timing for the Low-income CEIC Adder.

4.2.3 The Domestic Content CEIC Adder

The Domestic Content CEIC Adder may entail increased costs for the Project. Respondents are asked to explain how they will account for such increased costs and make a proposal to share the net value of this Adder with PGCC. PGCC anticipates a partial sharing of the net benefit of this

Adder with the Financial Provider(s) to ensure that Respondent has an incentive to apply. The Proposed Installation Price will only be reduced by PGCC's share of the present value of the net benefit.

4.3 The SREC Purchase Payment

PGCC will pre-purchase the SRECs from the Financial Provider(s) for all Projects under the PGCC SFA Program. PGCC proposes to purchase upfront the first up to seven years of SRECs at a to-be-determined price per SREC, which price will be multiplied by the expected annual production of each Project over the first up to seven years to determine the SREC Purchase Payment.

4.4 The Enabling Upgrade Payment

The **Enabling Upgrade Payment** is equal to the final, approved Enabling Upgrade Price.

4.5 The Solar Incentive

PGCC anticipates the Solar Incentive Payment to Financial Provider(s) for interconnected Projects will be calculated based on the amount required to buydown the Pre-Incentive PPA Solar Payment proposed in the PPA Pricing Model to a monthly payment that provides 20% household savings (the **Standard Solar Incentive**) or in select cases, as low as a \$0 monthly payment (the **Supplemental Solar Incentive**). As described in Section 4.2, the standard 30 percent CEIC and additional CEIC based on Project location, in addition to the SREC Purchase Payment and Enabling Upgrade Payment, are expected to be used to reduce the Proposed Installation Price, which will reduce the Pre-Incentive PPA Payment.

PGCC will use the Solar Incentive Payment Calculator attached as Exhibit E to the Financial Provider Services Agreement, which may be refined with Financial Provider(s) and/or further EPA guidance, to calculate the Standard Solar Incentive and Supplemental Solar Incentive, if any. The Solar Incentive Payment is equal to the Standard Solar Incentive plus the Supplemental Solar Incentive, if any, as described below.

4.5.1 Standard Solar Incentive

PGCC will use the Solar Incentive Payment Calculator, the PPA Pricing Model, and the data submitted by the Installer in the Proposal, particularly the Pre-Incentive PPA Payment amount, to calculate the funding amount needed to reduce the Pre-Incentive PPA Payment so that the customer's overall annualized electric energy utility bill is reduced by at least 20 percent, which will constitute the Standard Solar Incentive.

The Standard Solar Incentive for the first Operating Year (**SSI₁**) is calculated as:

$$\text{SSI}_1 = \text{Year One Pre-Incentive PPA Payment} + \text{Year One Estimated Utility Bill} - (0.8 \times \text{Prior Year Full Utility Bill}),$$

but not less than zero.

Where:

Year One Pre-Incentive PPA Payment is the Pre-Incentive PPA Payment for the first Operating Year.

Year One Estimated Utility Bill = (Prior Year Utility Usage – Year One Expected Annual Production) x Year One Utility Standard Offer Rate, plus Year One Utility Fixed Charges.

Year One Expected Annual Production = Expected Annual Production for the first Operating Year.

Year One Utility Standard Offer Rate = The Utility Standard Offer Rate in effect at the beginning of the first Operating Year.

Year One Utility Fixed Charges = the monthly fixed charge in effect at the beginning of the first Operating Year, multiplied by 12.

Prior Year Full Utility Bill = The lower of (i) the amount paid by Customer for its full electricity usage for the prior year (based on data submitted to the Installer during the Proposal process described in Section 3.4.1) (whether the customer purchases electricity from the utility or from an electric generation supplier) and (ii) the amount the customer would have paid for its full electricity usage if it purchased electricity from the utility at its standard offer rate. Both (i) and (ii) are inclusive of all fixed charges.

Prior Year Utility Usage = The amount of the Customer's prior year electricity consumption in kWh.

The Solar Incentive for succeeding years will be calculated by adjusting the SSI₁ for the expected annual escalation of the utility tariff, the annual price escalation of the PPA Payment, if any, and annual degradation of Expected Annual Production. The full Standard Solar Incentive payable to Financial Provider is the Present Value of the stream of annual Standard Solar Incentives over the entire PPA term using a discount rate based on the expected long-term value of the PPA interest rate proposals submitted to PGCC through its Financial Provider RFP process.

PGCC anticipates approximately 78% of households served will receive only the Standard Solar Incentive.

4.5.2 Supplemental Solar Incentive

PGCC also anticipates providing a Supplemental Solar Incentive to lower-income households to bring their PPA payments down to zero as low as dollars per month. As with the Standard Solar Incentive, the Supplemental Solar Incentive will be the Present Value of the Supplemental Solar Incentives required to buy down the Pre-Incentive PPA Payment to as low \$0/month, after the application of the Standard Solar Incentive.

PGCC anticipates approximately 22% of households served will receive the Supplemental Solar Incentive. PGCC will refine the eligibility guidelines for this Supplemental Solar Incentive prior to program launch.

4.6 Change Orders

PGCC will require the Financial Provider(s) to acquire the Projects through fixed-price installation agreements (including any Installer subcontracts) for the solar installation, battery storage, and/or Enabling Upgrades, as the case may be, at the time of requesting initial Project approval to enable PGCC to determine the Incentive Payments. PGCC will establish a change order process with Financial Provider(s) to potentially adjust the Approved Installation Price and Incentive Payments after initial approval and prior to interconnection given unforeseen changes such as interconnection issues or force majeure events.

4.7 Customer Support Reserve

PGCC may establish a reserve fund (the Customer Support Reserve) to support Customers experiencing difficulties making payments under their PPAs. If PGCC establishes a Customer Support Reserve, Financial Provider will provide PGCC with notice of any PPA it intends to terminate for failure to make payments to give PGCC the opportunity to cure the payment default.

Section 5. Scope of Services and Contract Term

5.1 Scope of Services

The Scope of Services includes the following, as further detailed in the Financial Provider Services Agreement:

1. **Inform Program Design:** Work with PGCC to refine program design, including supporting the creation of the SFA Program Manual.
2. **Underwriting and Income Verification:** Underwrite Eligible Customers to ensure the Eligible Customer meets credit and program requirements, including collecting income verification documents to the extent not provided by the Installer.

3. **PPA:** Execute PPAs with Eligible Customers, with oversight from PGCC, in accordance with the agreed-upon PPA Pricing Model and contract.
4. **Installation and Enabling Upgrades Supervision:** Supervise Installers and Enabling Upgrades contractors approved by PGCC to install Projects in Southeastern PA.
5. **O&M:** Operations, maintenance, production guarantee, and warranty servicing of the installed PV systems.
6. **Customer Service:** Communication and support provided to Eligible Customers and Customers.
7. **Regulatory Compliance and Reporting:** Comply with all applicable federal regulations including, but not limited, to prevailing wage requirements as applicable. Provide all required reporting data and documentation in a timely manner.
8. **Production Guarantee & Monitoring:** Share PV energy production data with PGCC on at least a semi-annual basis to facilitate PGCC's purchase and monetization of SRECs and spot-checks of actual household savings over time.
9. **Marketing:** Support PGCC and its approved Installers in marketing the PGCC SFA program.

The Scope of Services may be altered to accommodate necessary changes agreed upon between PGCC and the Financial Provider(s) during the contract negotiations phase of this RFP.

5.2 Contract Term

The resulting contract(s) with selected Respondents will be for an initial term of two years, with up to three one-year extension options. PGCC expects to provide fixed-price contracts such that Financial Provider(s) will be eligible to receive up to a certain amount of Incentive Payments during the initial term in accordance with their proposed pricing model bid in Section 7.1, which shall be fixed for the term of the contract. PGCC does not expect to commit the entire budgeted amount for these incentives for the grant period of performance in the initial contracts; instead, PGCC expects to award additional dollar amounts allocated to Financial Provider(s) who have met performance/deployment goals when choosing to exercise the extension options. PGCC may also increase the dollar amount for Financial Provider(s) during the initial term if the bidders have exhausted the initial round of incentive funding allocated to them, have met performance goals, and are otherwise in good standing under their contract(s).

PGCC may also expand the contract(s) to include additional federal, state, local, or private funding awarded for the PGCC SFA Program within the contract term, inclusive of extension options if exercised.

5.3 Number of Firms to be Selected

PGCC seeks to select at least one (1) and up to three (3) qualified Respondents.

PGCC reserves the right, in its sole discretion, to select additional firms as a result of this RFP based on the strength of the applications received.

Section 6. RFP Deadline and Schedule

6.1 Anticipated Timeline

Unless otherwise stated, all deadlines shall be 5pm ET.

Milestone	Date
RFP launch date	June 26, 2025
Virtual Bidders' Conference - Not Mandatory	July 15, 2025
Questions Due	July 16, 2025
Answers Posted	July 23, 2025
Proposals Due	August 8, 2025
Finalist Interviews (estimated)	Late August 2025
Final Selection Announced (estimated)	September 2025
Final Contracting (estimated)	Q3 2025

6.2 Optional Bidder's Conference

PGCC will host an optional bidder's conference at 2pm ET on the date specified in the timeline table. The meeting will be recorded and will be posted on the RFP website. Meeting details will be posted on the RFP page on PGCC's website.

6.3 Questions

All questions regarding the PGCC SFA Program and this RFP must be submitted using [this form](#) by 5pm on the date specified in the timeline table. Any issues can be emailed to solarforall@phillygreencapital.org.

All responses to questions received before the deadline will be posted on the RFP page on the PGCC website (<https://phillygreencapital.org/2025/06/26/rfp-for-financial-providers/>) by 5pm on the date specified in the timeline table. Answers to questions posed in the Optional Bidders' Conference will also be posted on the website. Respondents are urged to check the website for the responses to the questions. Oral responses by any PGCC employee or agent of PGCC are not binding and shall not in any way be considered as a commitment by PGCC.

6.4 Deadline

Respondents to this RFP must submit their Proposal via [this form](#). Respondents will be asked to upload the narrative proposal and all attachments as separate documents. Responses must be submitted no later than the date specified in the timeline table at 5pm Eastern Time. This is a strict deadline. Responses received after the deadline will not be considered.

6.5 Requirement to State Requested Exceptions to Contract Terms and Conditions

PGCC's Contract for Services Between Contractor and the Philadelphia Green Capital Corp. is attached to this RFP as the Financial Provider Services Agreement. By submitting a Proposal in response to this RFP, the Respondent agrees that, except as provided here, it will enter into a contract with PGCC containing substantially the Contract Terms and Conditions contained in the Financial Provider Services Agreement. Portions of the Contract and exhibits in [brackets] are explicitly subject to negotiation with selected Respondent(s).

If the Respondent wishes to request revisions to the attached Contract, Respondents must provide an annotated copy of the Contract with the requested exceptions ("Requested Exception") as a Proposal attachment. For each Requested Exception, the Respondent must propose alternative language or terms using tracked changes and state the reason for the request in a comment.

Requested Exceptions to PGCC's Contract Terms and Conditions will be approved only when PGCC determines in its sole discretion that a Requested Exception makes business sense, does not pose an unacceptable risk to PGCC, and is in the best interest of PGCC. By submitting its proposal, the Respondent agrees to accept all contract terms and conditions to which it does not expressly seek a Requested Exception in its proposal. Blanket reservation of rights to exceptions to the full contract will not be accepted. PGCC reserves the right, in its sole discretion, to evaluate and reject proposals based in part on whether the Respondent's proposal contains Requested Exceptions to Contract Terms, and the number and type of such requests and alternative terms proposed.

If, after PGCC issues its notice of intent to contract to a Respondent, the Respondent seeks Requested Exception to contract terms that were not stated in its proposal, PGCC may, in its sole discretion, deny the Requested Exceptions without consideration or reject the proposal.

PGCC reserves the right, in its sole discretion, (i) to waive any failure to comply with the terms of this notice if it determines it is in the best interest of PGCC to do so; and (ii) to require or negotiate terms and conditions different from and/or additional to the contract terms and conditions in any final contract resulting from this contract opportunity.

6.6 Public Terms and Conditions

Respondent acknowledges that this contract is federally funded. The Federal Contracting Requirements, listed as Exhibit G to the Financial Provider Services Agreement, are required to be included in any contract(s) awarded as a result of this solicitation that are supported by federal funds, in whole or in part, during the life of the contract(s); provided, however, that if a Respondent is able to demonstrate to PGCC the inapplicability of certain terms and conditions during the negotiation phase, PGCC reserves the right to exclude such provisions.

This procurement and all procurements of subcontracts by the Financial Provider(s) are subject to the six good faith efforts for contracting with disadvantaged business enterprises (DBEs)

specified at 40 CFR 33.301 and incorporated by reference. PGCC encourages DBEs to apply to the RFP. PGCC additionally encourages non-DBE Respondents to subcontract with DBEs and encourages consortiums of DBEs to apply for this RFP if the contract is too large for one firm to handle individually. Financial Provider(s) will be required to submit information on procurement with DBEs required to complete EPA form 5700-52A on their procurements no less than annually.

Respondent acknowledges that PGCC is a subawardee of PEDDA, a state entity. The State Contracting Requirements, listed as Exhibit H to the Financial Provider Services Agreement, are required to be included in any contract(s) awarded as a result of this solicitation.

6.7 The Philadelphia Tax and Regulatory Status and Clearance Statement

It is the policy of the City of Philadelphia and PGCC to ensure that each contractor and subcontractor has all required licenses and permits and is current with respect to the payment of City taxes or other indebtedness owed to the City (including, but not limited to, taxes collected by the City on behalf of the School District of Philadelphia), and is not in violation of other regulatory provisions contained in the Philadelphia Code. To assist PGCC, through the City of Philadelphia Department of Revenue and Department of Licenses and Inspections, in determining this status, each Respondent is required to submit with its proposal the a Tax Clearance Certificate from the City of Philadelphia which can be requested at <https://www.phila.gov/services/payments-assistance-taxes/taxes/get-tax-clearance/>. These documents should be submitted as an attachment to the Proposal.

If the Respondent is not in compliance with the City's tax and regulatory codes, an opportunity will be provided to enter into satisfactory arrangements with the City to achieve compliance. If satisfactory arrangements cannot be made, Respondents will not be eligible for award of the contract contemplated by this RFP.

The pre-approved Respondent will also be required to assist PGCC in obtaining the above information from its proposed subcontractors. If a proposed subcontractor is not in compliance with City Codes and fails to enter into satisfactory arrangements with the City, the non-compliant subcontractor will be ineligible to participate in the contract contemplated by this RFP and the pre-approved Respondent may find it necessary to replace the non-compliant subcontractor with a compliant subcontractor. Respondents are advised to take these PGCC policies into consideration when entering into their contractual relationships with proposed subcontractors. If a Respondent or a proposed subcontractor is not currently in compliance with the City's tax and regulatory codes, please contact the Revenue Department to make arrangements to come into compliance at 215-686-6600 or revenue@phila.gov.

Respondents need not have a City of Philadelphia Business Income and Receipts Tax Account Number (formerly Business Privilege Tax Account Number) and Commercial Activity License Number (formerly Business Privilege License Number) to respond to this RFP, but will be required to obtain both prior to commencing work if pre-approved for award of the contract

contemplated by the RFP.⁴ Applications for a Business Income and Receipts Tax Account Number or a Commercial Activity License⁵ may be made online by visiting the City of Philadelphia Business Services Portal at <https://business.phila.gov/> and selecting eCLIPSE to submit online applications. If you have specific questions, call the Department of Revenue at 215-686-6600 for questions related to City of Philadelphia Business Income and Receipts Tax Account Number or the Department of Licenses and Inspections at 215-686-2490 for questions related to the Commercial Activity License.

Section 7. Proposal Process

7.1 Proposal Format

The Proposal should follow the following format. Proposals must be submitted as a PDF of no more than 40 pages single spaced, not including attachments. Respondents must also complete the Respondent Information in the form linked in Section 6.4; this information has been provided in Attachment 1 for convenience.

The PDF narrative proposal must include:

- Executive Summary
 - Introduce the Respondent and its business model.
 - Illustrate how the Respondent will achieve PGCC's goals and meet program requirements.
- History, Qualification, and Experience
 - Describe your relevant experience with residential solar and storage third-party ownership models, including current geographies served, number of solar assets owned and operated today, and historic delinquency and default rates.
 - Explain the typical percentage of household utility bill savings your products have provided to customers (including LMI customers) without subsidy. Specify your experience with LMI solar and storage.
 - Highlight relevant experience in Southeastern PA.
 - Describe your experience with and approach to income verification.
 - Provide an overview of your team, including roles, responsibilities, and relevant experience. Attach one-page resumes for 3-5 key staff.
 - Describe your relevant experience with reporting and compliance on federal, public, and/or complex programs and sources of funds, including policies and procedures in place to ensure compliance.

⁴ Respondents that have a Business Privilege Tax Number should use that number, as it is automatically their Commercial Activity License Number, and need not apply for a new Commercial Activity License Number. Similarly, Respondents with a Business Privilege Tax Account Number should use that number as their Business Income and Receipts Tax Account Number.

⁵ Commercial Activity Licenses are not typically required for non-profit organizations; however, Business Income and Receipts Tax Account Numbers typically are required.

- Provide 3 years of Audited Financial Statements; if audited statements are not available, provide 3 years of tax returns.
- Provide at least three (3) professional references from business customers, finance institutions, Installers, or program partners with whom you have completed similar projects; at least one reference must be from a solar Installer. Include contact information and a brief description of the work performed.
- Technical Proposal
 - Describe the PPA to be offered and explain how it will meet all required criteria in Section 3.2. Attach a proposed form of PPA.
 - Describe your underwriting criteria and customer intake and approval process
 - Describe your consumer protection policies pursuant to Exhibits A-B to the Financial Provider Service Agreement.
 - Describe your servicing process, including how you bill customers, address delinquencies and defaults, and provide customer service post-interconnection.
 - Describe your approach to marketing in LIDACs.
 - Describe your approach to define and/or oversee standard equipment approval, selection and purchase with Installers and PGCC. If you have existing pre-approved equipment specifications you provide to Installers, include these equipment specifications as attachments, as well as describe the process for allowing Installers to add new brands or models to their approved list as relevant. Describe the warranties you require and your approach to inverter and battery replacement.
 - Identify the firm(s) used for O&M, the Respondent's history working with these firms, the frequency of O&M visits, and the O&M scope of services including any applicable exclusions.
 - Describe your approach to Installer management, including your current methodology for ensuring proper installation and quality assurance (attach any quality assurance documents such as self-inspection report templates as applicable) and your prior experience with any specific Installers, including Installers currently or previously involved in the Solarize Philly program (note that all Installers for SFA will be required to be vetted through the Installer RFQ to participate in the PGCC SFA Program).
 - Explain your approach for managing the process for Enabling Upgrades, including approach to determining cost reasonableness per Section 3.4.3.
 - Describe your access to capital, including your projected annual deployment given sources of funding.
 - Describe your software and reporting systems, including cybersecurity protocols to protect personally identifiable information, and your production monitoring system. Explain your capacity to provide the data points required in the Transaction and Project Level Report (Appendix C) as well as eligibility and contractual documents required by PGCC.
 - Describe your plan to increase organizational and financial capacity to deliver on this contract (such as increasing staff, sourcing additional financing, procuring additional software, etc.).
- Pricing Proposal

- Bid Sheet and Narrative Explanation: Respondents should complete the Pricing Bid Sheet in Attachment 2 and provide a detailed and comprehensive description of the fees, rates, and charges assessed by the Respondent in generating a PPA price within the proposal PDF. Financial Provider(s) may not charge any rates, fees, or expenses that are not disclosed as part of the proposal. All pricing components shall be firm and not subject to change during the period of the contract (inclusive of any contract extensions), except for the interest rate in accordance with #3 below. Respondents must address the following points in the narrative:
 1. Comprehensively describe all fees, rates, and charges assessed by the respondent to provide the PPA.
 2. If the profit rate is not an explicit component in determining the PPA rate, identify the profit rate and identify the components within your pricing model that incorporate it.
 3. Individual PPAs are expected to be priced for their term based on the current interest rate utilized by the selected Respondent(s). If applicable, clearly identify how, and how frequently, the Respondent proposes to adjust the PPA interest rate including which published rate or index will be used to adjust it.
 4. If applicable, identify the annual PPA annual price escalator subject to the limits stated in Section 3.2.2.
 5. Describe the approach to the management of Installation Adders (any additional costs beyond the standard installation price and battery installation costs determined by the Installer RFQ) to ensure cost savings.
 6. Describe the approach to establishing operations and maintenance costs included in the annual PPA price.
 7. Describe the approach for sharing the Domestic Content CEIC Adder.
 8. Describe any costs associated with the application for/deferral of the Low-Income CEIC Adder, if applicable.
 9. Explain any minimum kW size system the Respondent is willing to finance and own and/or any minimum monthly PPA payment (pre- or post-subsidy) the Respondent is able to service.
- PPA Pricing Model: Respondents should provide as an attachment a PPA Pricing Model in Excel form. The pricing model must include all components of the price the Respondent will charge to offer the PPA based on the Pre-Incentive Net Installation Cost and in accordance with the Pricing Bid Sheet prior to the Solar Incentive, including the interest rate, origination and servicing fees, operations and maintenance fees, inverter and battery reserves, and any other fees or transaction costs, and must calculate the expected annual Pre-Incentive PPA Payment (to be paid in equal monthly installments) for the first year of the PPA along with any proposed annual escalator. The model should be editable such that changes made to assumptions automatically flow through to the outputs of the model.

The pricing model must also include as dynamic variables all components of the Pre-Incentive Net Installation Cost, including installation cost per watt, battery installation cost per kWh, any adders, solar and battery system size, and each of CEIC that may be available in accordance with Section 4.2. The proposed sharing of the Domestic Content CEIC and any costs associated with the Low-Income CEIC described in the cost proposal must be incorporated in the model.

Respondents should submit an overview and may include any explanatory commentary on their model. Respondents should also submit model outputs for the following example. Respondents may also submit commentary and suggestions on the example noted below.

PV System Size	5 kW
Solar Installation Cost per Watt	\$3.45/w
Installation Adders	none
Battery Storage Size	10 kWh
Storage installation cost per kWh	\$1,300
SREC Purchase Payment	\$1,480

Required Attachments:

- Attachment 1 – Respondent Information (*provided digitally*)
- Attachment 2 – Pricing Bid Sheet
- Attachment 3 – Byrd Anti-Lobbying Certification
- Attachment 4 – Proposal Certification
- Philadelphia Tax Compliance Certificate
- Resumes of 3-5 key staff
- 3 years of audited financial statements and/or tax returns
- Comments on the required PPA contract terms, if applicable
- Sample customer PPA contract
- If applicable, equipment specifications and quality assurance documents
- PPA Pricing Model in Excel format (.xls or .xlsx)
- Any requested exceptions to the Financial Provider Services Agreement

7.2 Minimum Eligibility Thresholds

Respondents must meet the minimum eligibility thresholds below to be considered for a contract:

- Respondents must not be debarred by any federal, state, or local government agency.
- Respondents must be in good standing with federal, PA, and Philadelphia taxes.

- Respondents must not have a history of bankruptcy, regulatory violations or noncompliance, or fraud.
- Respondents must not be an entity owned by, controlled by, headquartered in, or subject to the direction of a government of a covered nation under 10 USC 4872(d), nor a subsidiary of such an entity. As of the date of the SFA Terms and Conditions, covered nations under 10 USC 4872(d) are the Democratic People’s Republic of North Korea, the People’s Republic of China, the Russian Federation, and the Islamic Republic of Iran.
- Respondents must have at least three years of operating history.

7.3 Proposal Evaluation Criteria and Scoring

Proposals found to be materially non-responsive at any point in the evaluation process may be rejected and not considered further.

Only bidders submitting a proposal in accordance with the criteria set forth above shall be eligible for evaluation. Each submitted proposal meeting the eligibility and administrative requirements will be evaluated by PGCC and ranked from highest to lowest. Upon completion of the initial evaluation, bidders may be invited to participate in an interview phase of the selection process. However, the PGCC project team reserves the right to select and award the contract based on evaluation of the proposals without conducting formal interviews.

PGCC will evaluate and score all complete proposals. Responses from Respondents will be reviewed and evaluated according to the criteria outlined below:

7.3.1 Evaluation Criteria Table

Evaluation Criteria	Possible Points
History, Qualification, and Experience	30
Technical Proposal	35
Pricing Proposal	35
Total Possible Points	100

Designated PGCC and PEA staff or selected advisors will evaluate the written proposals. PGCC staff may at any time during the evaluation process seek clarification from Respondents regarding any information contained within their proposal. Final selection of Respondents will reflect a consensus of the evaluations. Any attempt by a Respondent to contact a member of PGCC staff or selected advisors outside the RFP process, in an attempt to gain knowledge or an advantage, may result in disqualification of bidder.

Section 8. Additional Provisions

8.1 PGCC's Additional Procurement Rights

PGCC reserves the right to modify this selection process, which may be exercised in its sole discretion at any time during the procurement process to:

- Cancel this RFP or the procurement process, with or without the substitution of another pre-qualification or procurement process;
- Waive any informality, defect, non-responsiveness, or deviation in a Proposal, or other submission, that is not material;
- Require one or more Respondents to supplement or clarify the Proposal or to provide additional information after the submission of Proposals including with respect to any exceptions to PGCC's Contract Terms and Conditions;
- Take any action affecting the RFP process that would be in the best interests of the PGCC;
- Conduct investigations and make inquiries concerning any aspect of any Proposal;
- Reject any or all Proposals;
- Reject a Respondent that has been delinquent or unfaithful in the performance of any contract with or obligation to PGCC, is financially or technically incapable, or is otherwise not responsive; and/or
- Make judgments about the contents of any Proposal with respect to the requirements and criteria set forth in this RFP;

8.2 Costs and Indemnification

Any and all costs incurred by the Respondent, or other party in connection with this RFP or other aspect of the procurement process shall be at such party's expense and risk. PGCC and PEA accept no liability and will not be responsible under any circumstance for any cost or expense incurred to respond to this RFP or otherwise participate in the procurement process.

All Respondents agree to hold harmless and indemnify PGCC and PEA, their officers, employees, agents, consultants and representatives, individually and collectively (for purposes of this section, the "Indemnified Party"), from and against, and shall assume all liability for, any and all losses, expenses, demands, claims or damages of any kind whatsoever (including loss of use), including losses, expenses, or damages sustained by the Indemnified Party, arising out of, related to, or in connection with the Respondent's preparation and submission of a response and any actions the respondent takes in connection therewith, including, but not limited to, the actions of the respondent's principals, members, directors, officers, employees, contractors, consultants, representatives and agents, and shall defend any suit or action brought against the Indemnified Party, based on any such alleged injury (including death) or damage (including loss of use), and shall pay all damages, judgments, costs, and expenses, including attorneys' fees in connection with said demands and claims resulting therefrom.

8.3 Availability of Funds

This RFP is issued, and resulting Incentive Payments are expected to be paid, through SFA funds from the EPA. All payments under contracts executed pursuant to this RFP are subject to the availability of federal funds to PGCC.

In addition, PGCC will not encumber, commit, or expend SFA funds under this RFP and subsequent contract(s), inclusive that PGCC will not execute contracts with selected Respondent(s), unless or until Section 1724-H of the Act of April 9, 1929 (P.L. 343, No. 176), known as The Fiscal Code, as amended by Section 20 of Act 54 of 2024 (July 11, 2024)), codified at 72 P.S. § 1724-H (“Fiscal Code Provision”) is deemed to permit PGCC to do so due to the satisfaction of any one or more of the following conditions: a) the encumbrance, commitment, or expenditure of funds from the SFA Grant has been authorized by state law; (b) the Fiscal Code Provision, in whole or in relevant part, has been repealed or amended in a manner that results in authorizing the encumbrance, commitment, or expenditure of funds from the SFA Grant; (c) the Fiscal Code Provision, in whole or in relevant part, has been rendered invalid by a court of competent jurisdiction, the order and opinion of which has become final after the exhaustion of all timely appeals challenging the court’s decision; or (d) the Governor’s Office of General Counsel has advised PEDA and/or PGCC in writing that the Fiscal Code Provision does not, or should not be interpreted to, apply to prohibit PEDA and/or PGCC from encumbering, committing, or expending funds from the SFA Grant.

Furthermore, PGCC will not execute contracts with selected Respondents(s) unless and until PGCC executes the Subaward Agreement with PEDA for SFA funds, whose execution is subject to resolution of the PA Fiscal Code Provision above.

Notwithstanding the above, PGCC reserves the right to seek non-federal sources of funding for a subsidized SGP program under similar program criteria detailed in this RFP and contract with selected Respondent(s) under this RFP without issuing a new RFP for the use of such funds.

Attachment 1. Respondent Information

This attachment is provided in the RFP for Respondents' reference only. All responses to the questions in Attachment 1 must be digitally submitted through [this form](#).

RESPONDENT'S POINT OF CONTACT			
Name:		Title:	
Telephone: - -	Cell Phone: -	Email:	
	-		

RESPONDENT INFORMATION			
Legal Name of Business:		FEIN:	
Year Business Established:		Philadelphia Commercial Activity License #:	
Unique Entity Identifier (UEI) from SAM.gov:			
Legal Structure (check one):			
<input type="checkbox"/> For-Profit Corporation <input type="checkbox"/> Non-Profit Corporation <input type="checkbox"/> Limited Partnership <input type="checkbox"/>			
General Partnership			
<input type="checkbox"/> Limited Liability Company <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Other:			
Headquarters:			
Address - Street:			
City:	County:	State:	Zip:
Philadelphia-area Location (if different than above)			
Address - Street:			
City:	County:	State:	Zip:
Main Telephone: - -	Main Fax: -	Website:	
	-		
Current Employees:			
# of Full-time Employees:	# of Part-time Employees:		

Official designation or certification from the City of Philadelphia or other federal or state agency for disadvantaged business status:

- ☐ DSBE: Disabled Owned Business
- ☐ LBE: Philadelphia Local Business Entity
- ☐ WBE: Women Business Enterprise
- ☐ DBE: Disadvantaged Business Enterprise
- ☐ MBE: Minority Business Enterprise
- ☐ VBE: Veteran Business Enterprise
- ☐ SDVBE: Service-Disabled Veteran Business Enterprise
- ☐ None

Do you confirm that you properly classify your employees as per the Fair Labor Standards Act?

☐ Yes ☐ No

Ownership: List proprietor, partners, directors - 100% of ownership must be shown. Use a separate sheet if necessary.

Name	Position Title	Employer and Business Address	% Owned

Subsidiaries/Affiliates: List subsidiaries and affiliates. Use a separate sheet if necessary.

Business Name	Business Address	FEIN Number

Is the Business currently debarred or suspended by any federal, state, or local government agency?

☐ No ☐ Yes

If yes, explain:

Is the Business or any owner delinquent on any federal, state, or local taxes?

☐ No ☐ Yes

If yes, explain:

Is the Business or any owner currently involved in any pending lawsuits, regulatory proceedings or other legal actions involving the business? ☐ No ☐ Yes

If yes, explain:

Has the Business or any owner been involved in bankruptcy or insolvency proceedings? ☐ No ☐ Yes

If yes, explain:

Does the Business or any owner have any history of regulatory violations, non-compliance, or fraud?

☐ No ☐ Yes

If yes, explain:

Does the Business or any owner have any actual or perceived conflicts of interest in responding to this RFP? EPA Conflict of Interest Policy defines situations listed in [2 CFR 200.318\(c\)\(1\)-\(2\)](#) as conflicts of interest. This includes an employee, officer, agent, or board member who has a financial or other interest in or tangible personal benefit from an entity considered for a contract and provides that they may neither solicit nor accept gratuities, favors, or anything of monetary value from contracts supported by the federal award.

☐ No ☐ Yes

If yes, explain:

Attachment 2. Pricing Bid Sheet

Respondents should complete the below pricing bid sheet and explain all rates, fees, and charges in the narrative and incorporate them into the pricing model in Excel.

Fee, Rate, or Charge	Price per PPA
Index Interest Rate	
Adjustments to Interest Rate	
Origination Fee(s)	
Servicing Fee(s)	
Operations & Maintenance Fee(s)	
Inverter Replacement Reserve	
Battery Replacement Reserve	
Other Fixed Fees/Costs	
Other Variable Fees/Costs	
Annual Escalator	
Profit Rate	

Attachment 3. Byrd Anti-Lobbying Certification

BYRD ANTI-LOBBYING CERTIFICATION

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit [Standard Form-LLL, "Disclosure Form to Report Lobbying,"](#) in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Respondent listed below certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Respondent understands and agrees that the provisions of 31 U.S.C. Ch. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

Solicitation Name: Residential Solar Financing Provider

Respondent Name:

Physical Address (Address, City, State, Zip Code):

Signature of Respondent's Authorized Official:

Name and Title of Respondent's Authorized Official:

Date:

SIGN AND RETURN THIS FORM WITH YOUR SUBMISSION

Attachment 4. Proposal Certification

The undersigned hereby certifies:

1. That he or she has the legal authority to sign this certification on behalf of the Respondent.
2. That the Respondent is duly organized and in good standing under the laws of the jurisdiction in which it is organized.
3. That the Respondent is not debarred or suspended by federal, state, or local government.
4. That all tax returns required to be filed in any jurisdiction have been duly filed, and all taxes due in respect of the Respondent have been duly paid (except as provided for in the Proposal).
5. That the information contained in this Proposal including attachments is complete, true and correct.
6. That the financial statements that accompany this Proposal as an attachment fairly represent the financial condition of the Respondent when written. Since the date of the most recent financial statements, there has been no material adverse change in the Respondent's financial condition.
7. That the Respondent agrees to notify the Philadelphia Energy Authority and PGCC promptly of any material changes to the Respondent and the attachments.
8. That the Respondent hereby authorizes the Philadelphia Energy Authority and PGCC to make all inquiries it deems necessary to verify the accuracy of the Proposal and the attachments. The Respondent authorizes any individual, including the Respondent's attorney and accountant, or any credit reporting agency, or any other entity, to furnish the Philadelphia Energy Authority and PGCC with any information it possesses with respect to the Respondent, the Application and the attached Exhibits.
9. That the price or prices quoted in the Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Respondent or any of its agents, representatives, owners, employees, or parties in interest.
10. The Respondent understands and acknowledges that, until a final selection is made under the RFP, PEA and PGCC may enter into discussions with the Respondent to negotiate the terms of its proposal in an effort to reach the most favorable arrangement for Solar for All's customers. Moreover, PEA and PGCC reserve the right to (i) reject any or all proposals; (ii) waive defects or irregularities in any proposal; (iii) discontinue discussions at any time and for any reason; (iv) correct inaccurate awards; (v) change the timing or sequence of activities related to the programs referenced in the RFP; (vi) modify, suspend or cancel the programs referenced in the RFP; and (vii) condition, modify or otherwise limit the mandate awarded pursuant to the RFP.
11. By submitting this Proposal, the Respondent represents and warrants that, if it is pre-approved under this RFP, it will comply with the terms of the RFP and will perform all of the duties and obligations required.

Solicitation Name: Residential Solar Financial Provider

Respondent/Company:

Signature:

Name:

Title:

Date:

Appendix A: Southeastern PA Solar Market Background

A1. General Information – Solar Capacity and LMI Households

According to the [Solar Energy Industries Association](#), Pennsylvania currently ranks 21st in the nation in solar installations with 2,742 MW of installed solar to date.⁶ This represents 87,927 installations and enough solar energy to power 345,007 homes as of the first quarter of 2025.⁷

According to NREL’s REPLICA dataset, Southeastern PA has 319,064 LMI single-family owner-occupied households, defined as at or below 80% of Area Median Income.⁸ These homes have a total solar capacity of 983 MW and total solar generation potential of 1,196,529 MWh. A breakdown by county is below:

County	# of LMI Single Family Owner-Occupied Households	LMI Solar Capacity (MW)	LMI Solar Annual Generation (MWh)
Bucks County	45,814	241	283,261
Chester County	31,581	182	209,239
Delaware County	43,430	155	196,097
Montgomery County	52,834	252	301,876
Philadelphia County	145,455	154	206,057

Respondents can use the Department of Energy’s LEAD mapping tool to learn more about the distribution and location of single-family owner-occupied LMI households across the state here: <https://www.energy.gov/eere/slsc/maps/lead-tool>.

A2. Utility Rate Structure Summary

Per the U.S. Energy Information Administration, in March 2025, Pennsylvania had the 15th-highest retail electric prices for residential customers in the nation, at 18.43 cents/kWh.⁹

Three regulated electric utilities service Southeastern PA: PECO, PPL, and Met-Ed. PECO is the exclusive regulated electric utility in Philadelphia and Delaware Counties and services large portions of Chester, Bucks, and Montgomery Counties. PPL and Met-Ed serve portions of Chester, Bucks, and Montgomery Counties.

⁶ <https://seia.org/state-solar-policy/pennsylvania-solar/>

⁷ <https://seia.org/state-solar-policy/pennsylvania-solar/>

⁸ <https://data.nrel.gov/submissions/81>

⁹ <https://www.eia.gov/state/rankings/?sid=US#/series/31>

Per the latest data from April 2025¹⁰, the following information will be useful references for RFP Respondents:

Electric Utility Name	Average Monthly Usage - Residential (kWh)	Average Monthly Bill (\$)
Met-Ed	913	168.93
PECO	702	135.29
PPL	933	161.83

The state has adopted retail electric choice, but less than 30 percent of households currently use an alternative electric supplier, and only 9 percent of households purchase a green energy product.¹¹

A3. Summary of State Solar Policies

Net Metering

In Pennsylvania, investor-owned utilities must offer net metering to residential customers that generate electricity with systems up to 50 kW in capacity. Net excess generation is carried forward and credited to the customer's next monthly bill at the full retail kilowatt-hour rate, which includes generation, transmission, and distribution. Customers are compensated for any remaining net excess generation at the end of the year at the "price to compare" rate, which includes the generation and transmission but not distribution charge. The year for this calculation ends May 31.¹²

Customers using alternative Energy Generation Suppliers (EGS) under retail electric choice are not guaranteed net metering.

Alternative Energy Portfolio Standards (AEPS)

Pennsylvania has adopted an Alternative Energy Portfolio Standard Act which requires Pennsylvania Electric Distribution Companies (EDCs) to purchase a minimum of renewable energy (8 percent) including a minimum of solar energy (0.5 percent) for their default service customers (mostly by purchasing alternative energy credits). AEPS percentages reached their maximum target in 2021 and will be retained as constants in perpetuity pending future legislation.

¹⁰ https://www.puc.pa.gov/media/3429/2025_rate_comparison_report.pdf

¹¹ <https://www.puc.pa.gov/pdocs/1849382.pdf> - see graph on page 40

¹² <https://programs.dsireusa.org/system/program/detail/65>

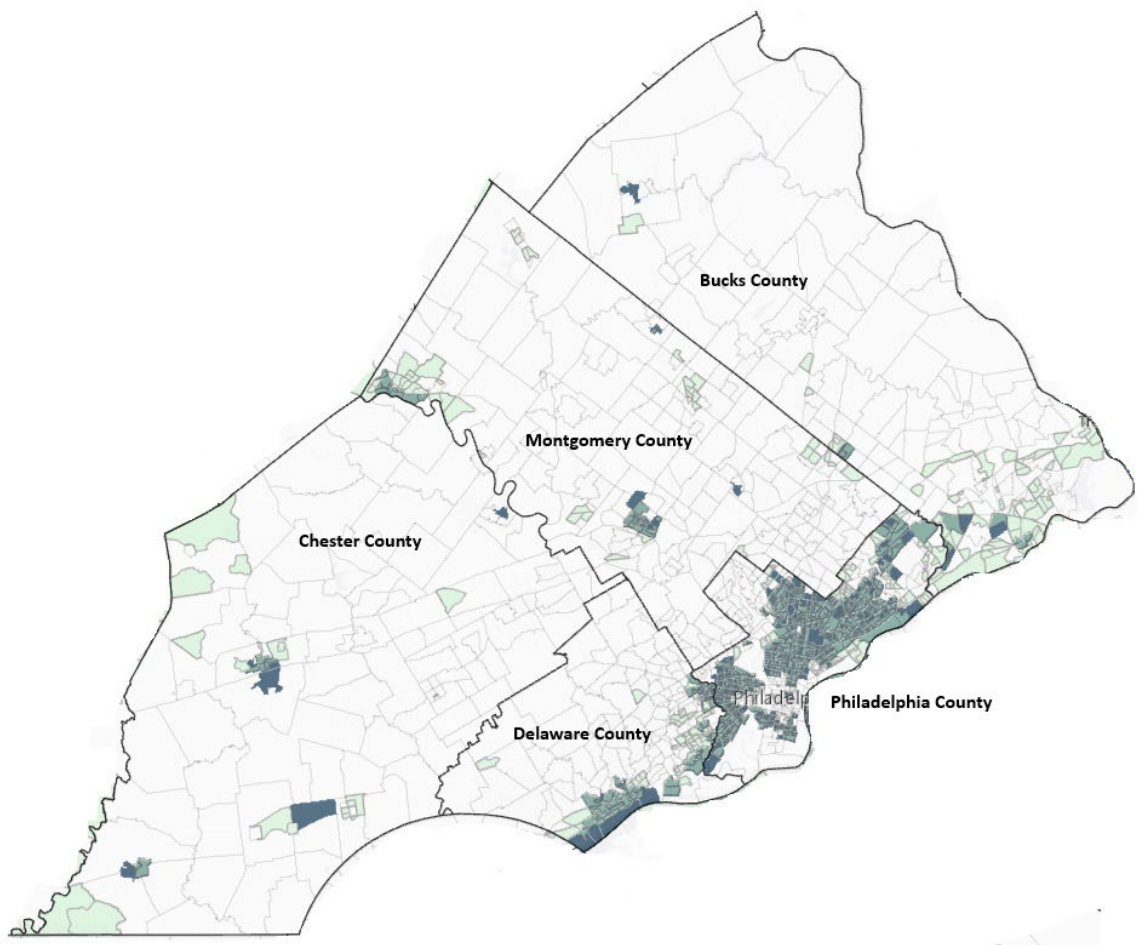
To demonstrate compliance with the AEPS, EDCs must purchase Alternative Energy Credits (AECs) or Solar Renewable Energy Credits (SRECs). One AEC/SREC represents one MWh of electricity generated from a qualified alternative energy source and can be purchased separately from electricity. Section 2804 of PA's Act 40 of 2017 includes a provision that restricts solar eligibility for AEPS compliance to those solar PV systems interconnected to a local distribution system within PA. The change has bolstered SREC values in the state. Even with Act 40 in place, PA's SRECs have a much lower value (around \$30-40 per credit) than neighboring states due to the lower overall AEPS percentage requirement.

Appendix B: Program Maps and Additional CEIC Guidance

B1. GGRF DAC Areas Maps

A map that layers both CEJST and EJScreen identified geographic areas in Southeastern PA is below:

- Light green census block groups are disadvantaged in EJScreen only (as compared to the state)
- Dark blue census tracts are disadvantaged in CEJST only
- Blue-green census block groups are disadvantaged in both EJScreen and CEJST



B2. Energy Communities Definition and Map

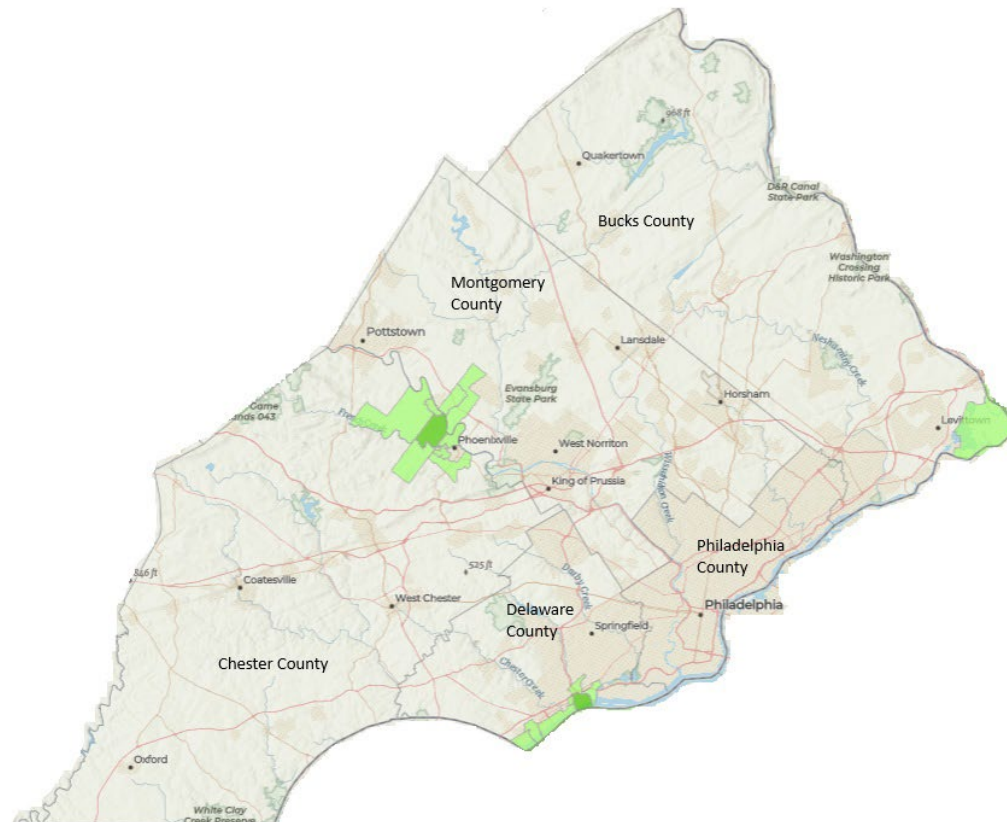
An energy community is defined as:

- 1) A brownfield site as defined [42 U.S.C. § 9601\(39\)](#); or
- 2) A metropolitan statistical area or non-metropolitan statistical area which:

- a) Has (or, at any time during the period beginning after December 31, 2009, had) 0.17 percent or greater direct employment or 25 percent or greater local tax revenues related to the extraction, processing, transport, or storage of coal, oil, or natural gas (as determined by the Secretary of the Treasury or her delegate), and
 - b) Has an unemployment rate at or above the national average unemployment rate for the previous year (as determined by the Secretary of the Treasury or her delegate); or
- 3) A census tract:
 - a) In which:
 - i) After December 31, 1999, a coal mine has closed, or
 - ii) After December 31, 2009, a coal-fired electric generating unit has been retired, or
 - b) A census tract directly adjoining to any census tract described above.

The map below shows Energy Communities in Southeastern PA using definitions 2) and 3) from the [DOE's Energy Community Tax Credits Bonus map](#). As definition 1, brownfields sites, are defined on a parcel basis, not by census tract, they are not included in the below map.

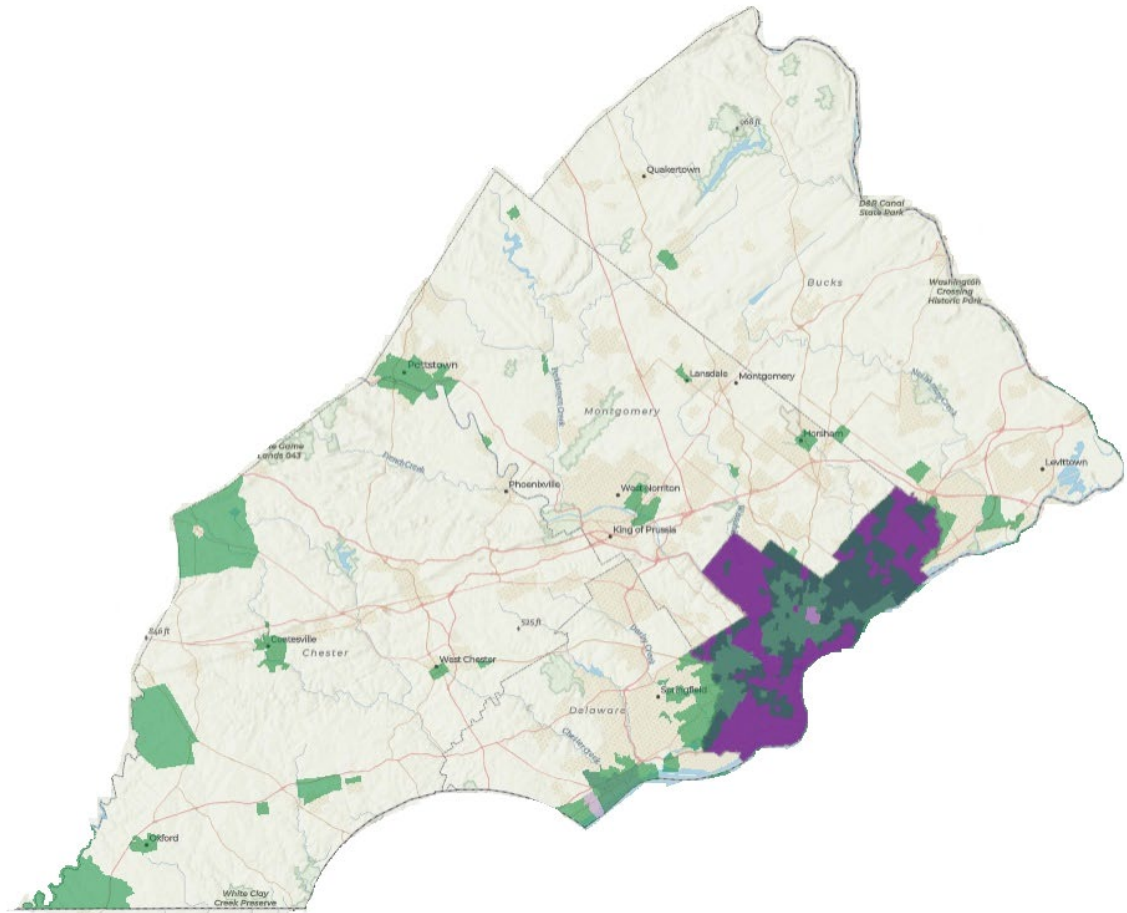
Dark green tracts meet definition 3(a)(ii) and light green tracts meet definition 3(b). The MSA for Southeastern PA does not meet definition 2).



B3. Low-Income Communities Definition for CEIC and Map

The Low-Income CEIC Adder is available to solar Projects sited in low-income communities, defined as New Markets Tax Credit (“NMTC”) Areas. **New Markets Tax Credit Areas may or may not overlap with the GGRF DAC Areas. There are some census tracts within Southeastern PA that qualify under CEJST but not NMTC, or under NMTC but not CEJST.** The Additional Selection Criteria includes Persistent Poverty Counties and certain CEJST-identified tracts that are at or greater than the 90th percentile for energy burden or PM2.5 exposure and at or greater than the 65th percentile for low-income population. For additional information on the Low-Income CEIC Adder, bidders should refer to the [IRS website](#) and [associated regulations](#).

The map below shows Low-Income Adder Communities in Southeastern PA using the [DOE-NREL Clean Electricity Low-Income Communities Bonus Credit Mapping Tool](#). Green census tracts are NMTC Areas which are eligible for the Low-Income Adder. Light purple census tracts are the select CEJST-identified tracts that qualify for the reservation for Additional Selection Criteria. Dark purple areas are Persistent Poverty Counties which also qualify for the reservation for Additional Selection Criteria. In Southeastern PA, Philadelphia County is a Persistent Poverty County, so Projects located in an NMTC Area in Philadelphia County should qualify for the reservation for Additional Selection Criteria.



Appendix C: Transaction and Project-Level Report

As part of the Solar for All Terms and Conditions, EPA requires PEDA, the prime recipient, to report transaction and project-level data on a semi-annual cadence. PGCC, in turn, must collect this data for all projects it funds to report up to PEDA and EPA.

The OMB-approved reporting instruments can be found here: https://www.reginfo.gov/public/do/PRAViewIC?ref_nbr=202408-2090-001&icID=270003. Respondents should familiarize themselves with Appendix C – Data Dictionary and Appendix D – Transaction and Project Level Report. Note that this report is used for all three programs under the Greenhouse Gas Reduction Fund and not all data elements are relevant to Solar for All. In addition, EPA has indicated they plan to adjust these documents over the next few months to streamline and clarify reporting requirements for awardees, but as this process is not complete, Respondents should be prepared to provide all data elements requested in the OMB-approved forms.

An indicative but not exhaustive list of sample data elements is below. Conditional logic triggering the applicability of these data elements to each transaction/project can be found in the data dictionary.

Sample EPA Data Element Title	Data Element Definition	Picklist Values
Project Type (DE076)	Choose one of the pre-defined picklist values to define the project's target sector for greenhouse gas reductions. These are the same sector designations that the Terms and Conditions for the Greenhouse Gas Reduction Fund called "priority project categories" or "areas."	CLEANENERGY; BUILDINGS; TRANSPORTATION; INDUSTRY; AGRICULTURE; OTHER
Project Type Detail (DE077)	Choose the type of project.	GENERATION; STORAGE; MICROGRID; TRANSMISSION; WEATHERIZATION; ELECTRIFICATION; ZERO-EMISSIONS NEW CONSTRUCTION; ZERO-EMISSIONS RETROFITS; ENERGY EFFICIENCY; METHANE RECOVERY; FUEL SWITCHING; VEHICLECHARGING-REFUELING; OTHER

Project Equipment Useful Life (DE087)	Enter the useful life of the equipment (in months) that was installed through the use of the financial assistance product (in DE014). If there are multiple pieces of equipment on a site, then enter the shortest lifespan of the system in question.	
Project Site City (DE088)	Enter the municipality or the city for the physical address of the property or location that is receiving technical or financial assistance.	
Project Site State or Territory (DE089)	Enter the two-character abbreviation used by the USPS to identify the US state or territory for the project's location.	
Project Site ZIP Code (DE090)	Enter the five-digit USPS ZIP Code for the project receiving technical or financial assistance.	
Project Site Census Tract Code (DE091)	Enter the unique 11 digit numeric Census Tract Code that represents the location of the project. https://www.census.gov/programs-surveys/geography/guidance/geo-identifiers.html	
Project Site Census Tract and Block Group Year (DE092)	Enter the year of census tract and block group for the project site.	
Does Project Qualify as LIDAC? (DE096)	Choose one of the pre-defined picklist values that identifies how the project targets a low-income or disadvantaged community (or LIDAC). CEJST is the only qualification applicable for the Justice40 or "J40" initiative.	CEJST; EJSCREENSI; LIHOUSE; AFFHOUSE; TRIBAL; N/A
Is the asset owner not-for-profit? (DE101)	Select YES if the asset owner is a not for profit entity as defined in 2 CFR § 200.1	YES; NO
Is the asset owner a community? (DE102)	Select YES if the asset is owned by a public or private nonprofit organization that supports and/or represents a community and/or certain populations within a community through engagement, education, and other related.	YES; NO
Community Benefits Delivered (DE108)	CEEE Clean Energy, Electrification, and/or Energy Efficiency; TRANSP Clean Transportation; ZERO-E Zero Emissions Housing; HOUSING New Affordable and Sustainable Housing; CCMIT Climate Change mitigation-GHG emissions reductions/avoided; CCRES Climate Change resilience- resilience hub construction; households receiving climate change resilience benefits, etc.;	CEEE; TRANSP; ZERO-E; HOUSING; CCMIT; CCRES; REMED; WORKDEV; FINMARKDEV; REMED; NEWJOBS; PROJECT DEPLOYED LIDAC; MEANINGFULCOMENGAGE

	REMED Remediation and Reduction of Legacy Pollution; WORKDEV Training and Workforce Development; FINMARKDEV Financial Market Development; NEWJOBS New jobs created and filled; PROJECT deployed in LIDAC(s); MEANINGFULCOMENGAGE Meaningful community engagement with community input influencing decisions	
Number of Households Served by Project (DE109)	Report the number of households receiving resiliency benefits from the project.	
Estimated Annual Household Savings Provided by Project (DE110)	Report the dollar value of the cost savings provided by the project on an annual basis.	
Description of Household Savings (DE111)	Clarify what is included in "costs savings" (e.g., utility bill savings; loan origination costs borne by financial assistance provider or other) and beneficiary who is receiving the savings.	UTILITYBILLSAVINGS; CAPITALCOSTREDUCTION; ORIGINATIONCOSTSAVINGS
Full-Time Equivalent Jobs Created [Construction] (DE114)	Report the number full-time equivalent (FTE) construction jobs (using a standard 40-hour work week) projected (at date originated) to be created in the project due to this financial assistance transaction.	
Source of Jobs Estimates (DE115)	NEWFINANCING Estimates based on actual or projected payroll data.; WAGEDATA Estimates based on state or local wage data and projected wage and salary expenditures attributable to project financing.; ECONOMICIMPACT Estimates based on economic impact modeling systems such as IMPLAN, RIMSII, or REMI.; RULEOFTHUMB Estimates based on developers "rules of thumb" about jobs created by type of business and square-footage built.; OTHER None of the above. Add the description in the following field.;	
Average Estimated Annual Household	This field is a computed value and the output of the household savings calculator. Do not enter data into this field. <i>[Note from PGCC: the EPA</i>	

Energy Savings (DE130)	<i>household savings calculator is not finalized and we may need to submit data in this field in the first reporting cycle]</i>	
Clean Energy Type (DE151)	Clean energy is energy from renewable natural resources that are replenished on a human timescale. Choose the picklist value that describes the clean energy source for the clean energy project in question.	SOLAR; WIND; HYDROPOWER
Nameplate Capacity (DE152)	The nameplate capacity, sometimes also known as the "rated capacity" or "installed capacity," is the maximum output measured in kWac of an installed and grid-connected distributed electrical generation plant. The nameplate capacity can be contrasted with the capacity factor or the actual generation of the plant over a given time due to real-world conditions and factors such as downtime for maintenance or prevailing weather conditions, like cloudiness for solar photovoltaics or windiness for electric turbines.	
Capacity Factor (DE153)	A ratio of the expected generation of electricity as compared to the maximum possible generation expressed as a percentage. The capacity factor can be contrasted with the nameplate capacity or the theoretical maximum capacity measured in kWac.	
Storage Technology Type (DE54)	Clean energy storage is the storing of energy as electricity or heat and using it at a later time when clean energy is not being actively generated or to supplement needs when demand for electricity exceeds supply. Choose the storage technology type that describes the storage in the project.	BATTERIES; FLYWHEEL; COMPRESSED AIR; PUMPED HYDRO; HYDROGEN; THERMAL ENERGY STORAGE; MECHANICAL ENERGY STORAGE
Storage Power Capacity [in kW] (DE155)	The maximum output of the energy storage device in kilowatts (or kW).	
Storage Energy Capacity [in kWh] (DE157)	Enter the maximum volumetric energy output of the storage device measured in kilowatt-hours. One kilowatt-hour (kWh) is equal to 1,000 watt-hours (or Wh).	
Is the power source only renewable? (DE161)	Projects that are directly connected to and draw all their power from renewable energy sources can answer this question as "Yes." Projects that store energy from the grid, in part or whole, should answer this question as "No."	YES; NO
Principal Amount (DE241)	Report the amount (dollar value) of the original loan principal provided in this transaction. <i>[Note from PGCC: as this is a required field, PGCC will ask EPA if this should be the lifetime cost of the PPA or the subsidy amount provided]</i>	

Is Project Subject to BABA Requirements? (DE242)	Select Yes if the project Is Subject to BABA Requirements as required in Pub. L. No. 117-58, §§ 70901	YES; NO
Is Project Subject to DBRA Requirements? (DE243)	Select Yes if the project is subject to Davis-Bacon and Related Acts (DBRA) reporting. https://www.epa.gov/grants/davis-bacon-and-related-acts-dbra	YES; NO
DBRA Construction Category (DE250)	<p>Select the type of construction represented in the wage determination. Building Construction includes the construction, alteration, or repair of sheltered enclosures with walk-in access for the purpose of housing persons, machinery, equipment, or supplies and the associated installation of utilities and equipment, as well as incidental grading and paving.</p> <p>Residential Construction includes the construction, alteration, or repair of single family houses, townhouses, and apartment buildings of no more than four stories in height and all incidental work, such as site work, parking areas, utilities, streets, and sidewalks.</p> <p>https://www.dol.gov/agencies/whd/government-contracts/construction/faq/conformance</p>	BUILDING CONSTRUCTION; RESIDENTIAL CONSTRUCTION
Asset owner is (DE251)	Select the ownership arrangement of asset. Refer to n 2 CFR § 200.1 and https://www.nrel.gov/docs/fy23osti/86210.pdf	UTILITY-OWNED; THIRD-PARTY-OWNED; COMMUNITY-OWNED; HOUSEHOLD-OWNED
Transaction Date (DE252)	Enter the date the financial transaction occurred.	
Transaction Identifier – Counterparty (DE253)	Optionally report the transaction ID that your organization's counterparty uses as its transaction ID.	
Project Site Address Line 1 (DE254)	Enter the project site address in the following fields. This field, Address Line 1, captures the primary data for an address and should include the street number	

	(building or house number), street name, and the cardinal direction (N, S, E, or W) for the street.	
Project Site Address Line 2 (DE255)	Enter the project address in the following fields. This field, Address Line 2, captures the secondary data for an address usually within the building, such as the apartment or suite number or any special delivery instructions.	
Solar PV Project Type Usage (DE256)	Choose the end beneficiary of the solar photovoltaic system.	SINGLEFAMILY; MULTIFAMILY; COMMUNITY SOLAR;
Enabling Upgrades (DE258)	Enabling upgrades refer to infrastructure that are required to facilitate the installation of distributed generation or storage per the Solar for All terms and conditions.	PANELUPGRADES; ROOFUPGRADES; GRIDUPGRADES; OTHER; N/A
Is household electrified for the first time? (DE259)	Is the household being electrified for the first time?	YES; NO
Investment Tax Credit (ITC) Amount (DE260)	Enter the dollar value of the expected Investment Tax Credit (ITC) into this field. See the DOE's website for more information on this tax credit for homeowners: https://www.energy.gov/eere/solar/homeowners-guide-federal-tax-credit-solar-photovoltaics	
Principal Subsidy Amount at Time of Origination (DE261)	This field records the upfront subsidy that reduces the upfront or starting principal balance and forms one type of subsidy on a financial product that is not a full subsidy or cash grant to the end beneficiary.	
Does Project Site Qualify as LIDAC in CEJST? (DE263)	EPA will count the project towards the Justice40 or "J40" initiative reporting only if the project site qualifies in CEJST. Additionally, if this field is marked "NO," then please select a picklist value from Does Project Qualify as LIDAC (DE096). CEJST's website can be found at: https://screeningtool.geoplatform.gov/	YES; NO
Date of Project Completion (Actual) (DE264)	This is the date the project is placed in service or connected to the grid.	
Project Interconnection Date (DE265)	This field records the interconnection date or the date that the distributed generation or storage system was connected to the utility grid.	

Investment Tax Credit (ITC) Direct Pay Amount (DE266)	Enter the expected amount of "elective pay" often times called "direct pay" as a result of qualifying for the tax credit. Please note that this field should be used only if the organization or legal entity is tax exempt. Under the Inflation Reduction Act, tax-exempt and governmental entities will be able to receive a payment equal to the full value of tax credits for building IRS-qualifying clean energy projects. See this website for more detail: https://www.irs.gov/credits-deductions/elective-pay-and-transferability	
Project Site County (DE267)	Enter the name of the county where the project site is located.	
Subsidy Type (DE268)	Choose which type of subsidy applies in the case of the financial assistance reported in this record (or row). If the subsidy is offered to the end recipient or beneficiary prior to the installation of the project, select "UPFRONT". If the subsidy is offered to the end recipient or beneficiary after the installation of the project, select "REBATE".	UPFRONT;REBATE;SUBSCRIPTION SUBSIDY
Project Resiliency Measures (DE269)	Choose the resiliency measures implemented at the project site to ensure continuity of operations in case of emergency or disaster.	STORAGEABOVEFLOODZONE;
Solar Lease Monthly Amount (DE270)	Enter the total monthly amount for the solar lease contract with the end recipient (the household which has the solar PV array).	
Solar Lease Term (DE277)	Enter the duration in months for the solar lease.	
Solar Lease - Fixed or Variable Monthly Lease Amount (DE278)	Choose whether the solar lease contract described in "Solar Lease Monthly Amount" field is a fixed amount which does not vary over term of the lease contract or whether the amount is variable over the term of the contract.	FIXED MONTHLY LEASE AMOUNT; VARIABLE MONTHLY LEASE AMOUNT
Project Placed in Service Date (DE286)	Enter the date the project is placed in service for the purposes of tax credit compliance with the US Treasury's Internal Revenue Service.	Not applicable
Total Photovoltaic System Cost (DE296)	Enter the total cost for the photovoltaic system, including all soft costs, like labor, licensing or permitting fees, and all hard costs for materials.	

Photovoltaic Panels Cost (Materials) (DE297)	Enter the total cost of the photovoltaic panels (or modules) for the project, including any shipping and taxes paid to deliver them to the worksite. Do not include any installation or labor costs.	
Inverter Cost (Materials) (DE298)	Enter the cost for the inverter that is required to convert the current from the photovoltaic panels (direct current) to alternating current ("AC") in order to connect the generation source to the electrical grid.	
Remainder of System Cost (DE299)	Enter the remainder of the systems cost excluding the Photovoltaic Module Cost (DE297), the Inverter Cost (DE298), the Interconnection Cost () and Permitting Fees () into this field. Summing those four fields and this field must equal the Total Photovoltaic System Cost (DE296).	
Interconnection Cost (DE300)	Enter the interconnection costs for the photovoltaic or clean energy generation project.	
Permitting Fees Cost (DE301)	Enter the permitting fees for the clean energy generation project.	
Solar Panel Type (DE302)	Choose the solar panel type from the picklist values.	
Contract Identifier for Financial Assistance (DE310)	Enter the unique identifier for the financial assistance contract that the recipient (typically, the borrower) will use to identify its repayments to the prime recipient or the subrecipient.	
Enabling Upgrades Cost (DE311)	Enter the total cost for the enabling upgrades for the project.	
Project Site Census Block Group (DE314)	Enter the census block group for the project site. Block groups (BGs) are statistical divisions of census tracts, are generally defined to contain between 600 and 3,000 people, and are used to present data and control block numbering. A block group consists of clusters of blocks within the same census tract that have the same first digit of their four-digit census block number. For example, blocks 3001, 3002, 3003, . . . , 3999 in census tract 1210.02 belong to BG 3 in that census tract.	
Is the battery storage dispatchable as a electrical grid resource? (DE335)	Choose yes or no. Dispatchable batteries are sources of electricity that can respond to grid demands and release energy at times of peak grid demand to improve grid stability and reduce the risk of brownouts or blackouts or simply	YES; NO

	reduce the need for peak energy generation and thus reduce marginal carbon emissions rates.	
Does the project have battery storage? (DE338)		YES;NO
End Beneficiary 12-month Historical Utility Costs (DE364)	The utility cost is the all-in end beneficiary bill including fixed and variable charges of all types.	
End Beneficiary 12-month Historical Utility Energy Consumption (DE365)	This is the total energy (kWh) consumption that the end beneficiary is billed for	
End Beneficiary Net Cost of Solar (DE366)	The total (all-in) cost that the end beneficiary will pay for having solar (on a monthly or annual basis) n.b. If the end beneficiary costs and benefits are fixed for project, net them in this row, and then do not enter any values in the two rows below.	
End Beneficiary Allocated Solar Generation (DE367)	Data source could include contractor models/estimates or PVWatts (qualified industry standard solar model)	
End Beneficiary Solar Generation Compensation Rate (DE368)	Solar compensation rate can be set at at the known net metering compensation rate if known, however the default assumption will be that the solar is true compensated under a true net metering rate where the costs are offset 1-1 for all costs	
Utility Provider Name (DE639)	Enter the name of the utility provider for the end beneficiary, which can be done manually or using a prepopulated drop down based on the state selection.	TBD
Baseline Utility Rate (DE370)	The all in (fixed and variable charges) utility rate for the end beneficiary will either be pulled based on the state and utility selection or will be entered manually by the user if using an external source or data is not available in EIA	

Baseline Energy Consumption (DE371)	The baseline energy consumption for the end beneficiary will either be pulled based on the state and locality selected or will be entered manually by the user.	
Customer Net Cost of Solar (DE372)	The total (all-in) cost that the end beneficiary will pay for having solar (on a monthly or annual basis) n.b. If the end beneficiary costs and benefits are fixed for project, net them in this row, and then do not enter any values in the two rows below.	
Customers Allocated Generation (DE373)	Data source could include contractor models/estimates or PVWatts (qualified industry standard solar model)	
Solar Generation Compensation Rate (DE374)	Solar compensation rate can be set at at the known net metering compensation rate if known, however the default assumption will be that the solar is true compensated under a true net metering rate where the costs are offset 1-1 for all costs	
Utility bill escalation rate (DE375)	The rate at which utility energy costs are expected to rise year over year using either EIA Annual Energy outlook/Historical data, or a user set input that is defensible	
Solar degradation rate per year (DE376)	The rate at which the solar production of the system that services the end beneficiary will degrade year over year reducing the generation received by the end beneficiary	
End Beneficiary Year 1 Expected Allocated Solar Generation (DE377)	The amount of energy (kWh) generated from solar in year 1 of operation. This will be used to estimate future year energy if the user does not manually enter a yearly generation profile.	
Upfront End Beneficiary Solar Cost (DE378)	This would include loan principle, down payment, financial transaction costs, closing costs, etc. We assume that tax benefits are built into total project beneficiary costs, therefore tax incentives should be removed from beneficiary's upfront and annual costs	
Annual Solar Incentive(s) Received by End	Incentives provided to the beneficiary on a regular schedule that is expected to be offered for multiple years up to the life of the project such as Renewable Energy Certificates (RECs) or program payments to the customer	

Beneficiary (DE379)		
End Beneficiary Solar Generation Absolute Compensation (DE380)	Solar compensation rate can be set at at the known net metering compensation rate if known, however the default assumption will be that the solar is true compensated under a true net metering rate where the costs are offset 1-1 for all costs	
Household Savings Calculation Methodology (DE381)	Choose the picklist value that corresponds to the calculation method for the household utility bill savings.	Average Year Savings Model (amortized) - Representative Average Year Savings Model (amortized) - Empirical Single Year Savings Model - Representative Single Year Savings Model - Empirical
Region as defined by Avoided Emissions Generation Tool (AVERT) (DE382)	Select the AVERT region from picklist. For more information on AVERT regions, see here: https://www.epa.gov/avert/avert-tutorial-getting-started-identify-your-avert-regions	CALIFORNIA REGION; CENTRAL; FLORIDA; MID-ATLANTIC; MIDWEST; CAROLINAS; NEW ENGLAND; NEW YORK; NORTHWEST; ROCKY MOUNTAINS; SOUTHEAST; SOUTHWEST; TENNESSEE; TEXAS; AK; HI; PR

Appendix D: Financial Provider Services Agreement

Available at https://phillygreencapital.org/wp-content/uploads/2025/06/appendix-d_sfa-financial-provider-service-agreement-1-1.pdf