



# Solar for All Application Partner's Meeting 8.3.2023





# Agenda

- I. Welcome**
- II. Maryland Application Strategy, Path to Application & Beyond Timelines**
- III. EPA Letters of Support Classifications/LOS Templates**
- IV. MOA Document/Explanation**
- V. Key Narrative Components & Meaningful Benefits for Evaluation of Submittals**
- VI. EPA and MCEC Scoring Systems**
- VII. Workplan & Timeline Forms**
- VIII. Budget Forms & Guidance**
- IX. Resource Page on MCEC Website**
- X. Work Group Sign Up**
- XI. Adjourn**



# Welcome Back

8/3/2023



# Maryland Application Strategy

- **Target Audiences: Low income, private and publicly owned housing or community residential serving solar**
- **Projects serving or assisting to deliver single family residential roof top, multi-family residential solar or residential serving community solar; with or without associated storage; and some efficiency, weatherization or remediation for readiness**
- **Solar industry workforce development initiatives; which may be combined with installation**
- **Consumer and/or community outreach and education efforts to target audiences**
- **Focus on creating and implementing sustainable statewide solutions that may be implemented at the local level**

# Review of Eligible Categories

SECTION I.D: Competition Terminology



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

### Competition terminology for eligible zero-emissions technology

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

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# Path to Application & Beyond Timelines

- Coalition Partners & Sub-Recipients to submit **LOS, MOA** and as appropriate **Budget Template and Work Plan Timeline & Template**.
- **Intake Forms** submitted and sorted for consideration by workgroups by 8/26
- Work groups meet and develop recommended Work Plans for implementation to be reviewed by overall partners group by 9/7
- MCEC will compile and combine workplans to align with key strategies and draft the appropriate documents for application submittal.
- Coalition Partners review **Draft Application** on or around 9/15 final edits by 9/20.
- **Application Submittal 9/26**



# Path to Application & Beyond Timelines

- EPA Notification of Award **July 2024**
- MOUS Signed **July through September 2024**
- Funds Distributed to Primary and Sub-recipients **(in phases based on deliverables)**
- RPF for Project Partners Released **August 2024 as long as EPA MOU is in place**
- Responses Due **October 2024 (EPA recommends 60 days open)**
- Proposals Reviewed and Evaluated for Possible Investment **November/December 2024**
- Deployment **(Length of Planning Phase?? January-June 2025)**

# EPA Letter of Support Classifications

SECTION IV.B: Application Materials



## 8| THE APPLICATION HAS MANDATORY ATTACHMENTS AND OPTIONAL ATTACHMENTS

### Solar for All application attachments

#### Mandatory attachments

- **Attachment A:** Summary Program Cover Page
- **Attachment B:** Copy of the submitted Notice of Intent, which was submitted by the listed deadline and according to the instructions in Section I.F: Required Notice of Intent
- **Attachment C:** Eligibility evidence documents supporting that the applicant is an eligible applicant as described in Section III.A: Eligible Applicants. Note: applicants applying as eligible nonprofit recipients, municipalities under the definition of a council of government (COG), or Intertribal Consortia are required to provide evidence documents as described in Section III.A
- **Attachment D:** Program Planning Timeline and Workplan described in Section 1.7 of the Program Narrative; an optional Excel template is included for applicants to download on [epa.gov/GGRF](http://epa.gov/GGRF)
- **Attachment E:** Budget Table described in Section 2.1 Budget Narrative of the Program Narrative; guidance on how to build the Budget Table is included in Appendix B.A: Guidance for Detailed Budget Table; an optional Excel template is included for applicants to download on [epa.gov/GGRF](http://epa.gov/GGRF)
- **Attachment F:** Programmatic Capability and Environmental Results Past Performance described in Section 3 of the Program Narrative
- **Attachment G (for coalition applications only):** Memorandum of Agreement (MOA) as evidence of coalitions and partnerships—both partners who will receive Solar for All grant funds and partners who will provide in-kind services—that will support the applicants to achieve the GGRF program objectives
- **Attachment H (for applications with proposed subgrants only):** Organizational table, which includes all entities by name (if known) or by description/type (e.g., community-based organization, utility) and explains in two to three sentences or bullets what activities each entity will perform for the program

Additional detail on available templates on following page

#### Optional other attachments

- **Attachment I:** Letters of support from potential partnerships with community-based organizations, unions, industry associations, workforce development programs, worker centers, and other partners who are interested in helping the program execute the Section 1.2 Meaningful Benefits Plan
- **Attachment J:** Letters of support from public utility commissions, utilities, governor's offices, lead sponsors on legislative text, or other evidence of support for the proposed scope of work in the Section 1.3 Distributed Solar Power Market Strategy of the Program Narrative
- **Attachment K:** Letters of support from potential partnerships with community-based organizations, nonprofits, unions, industry associations, worker centers, workforce development programs, and other partners who are interested in helping the program execute the Section 1.5 Project-Deployment Technical Assistance Plan
- **Attachment L:** Letters of support from potential partnerships with community-based organizations, public housing authorities, utilities, rural electric utilities, affordable housing developers, unions, industry associations, workforce development programs, and other partners who are interested in helping the program execute the Section 1.6 Equitable Access and Meaningful Involvement Plan

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# Letters of Support

- **Letter of Support Attachment I—Template—Meaningful Benefits Plan** (CBOs, unions, industry associations, workforce development programs, worker centers)
- **Letter of Support Attachment J—Template—Distributed Solar Power Marketing Strategy Plan** (Coalition partners: public utility commissions, utilities, governor’s offices, state agency lead sponsors, local governments, legislative support)
- **Letter of Support Attachment K—Template—Project Deployment Technical Assistance Plan** (CBOs, non-profits, unions, industry associations, worker’s centers, workforce development organizations, contractors and project developers)
- **Letter of Support Attachment L—Template—Equitable Access and Meaningful Involvement Plan** (CBOs, public housing authorities, utilities, rural utilities, unions, affordable housing developers)
- Please make sure you are using the right template- Coalition Partners should use only Attachment Template J; Sub-recipients may use Attachment Templates J, K or L; and potential Project Partners should use the template with the classification description that most closely aligns to the type of business entity or organization
- Letters are each worded differently, so when transferred to your letterhead, please identify the associated letter for the template you used in the file name you upload: e.g. **LOS Template J- MDCOUNTY P**

# Memorandum of Agreement

- MOAs to be submitted by Coalition Partners and potential eligible Sub-recipients ONLY
- Form available online by the end of the day



# Key Narrative Components

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

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






# Meaningful Benefits

SECTION I.D: Competition Terminology & APPENDIX C: Household Savings Guidance

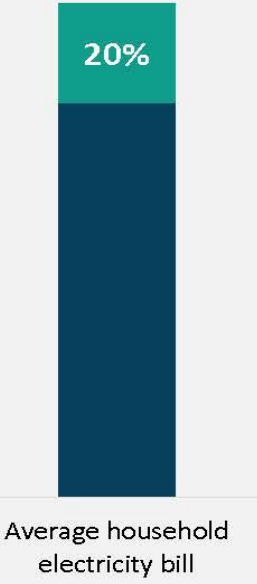


## 4| EPA AIMS TO ENSURE A MINIMUM 20% HOUSEHOLD SAVINGS TO HOUSEHOLDS SERVED BY SOLAR FOR ALL

### Meaningful Benefits of Residential Distributed Solar

-  **Household savings:** delivering a minimum of 20% electricity bill savings to all households served under the program
-  **Equitable access to solar:** ensuring the program increases access to solar generation for low-income and disadvantaged communities
-  **Resilience benefits:** creating capacity to deliver power to low-income & disadvantaged households during a grid outage
-  **Community ownership:** facilitating ownership models that allow for low-income & disadvantaged communities and households to own assets
-  **Workforce development and entrepreneurship:** investing in high-quality jobs & businesses in low-income and disadvantaged communities

### How to household savings is defined?



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

# EPA Scoring Systems

SECTION V.A: Evaluation Criteria



## 9| APPLICATIONS WILL BE EVALUATED OUT OF 245 POINTS

Applications will be evaluated on the following components of the Program Narrative

Applicants should explicitly address the criteria in each of these sections as part of their application package submittal in the Program Narrative

### Solar For All Program Narrative Structure

| Section  | Components   | Points |
|--|--|--------|
| 1 Program Strategy Narrative   | 1 Impact Assessment  | 20     |
|  | 2 Meaningful Benefits Plan   | 30     |
|  | 3 Distributed Solar Market Strategy                                    | 30     |
|  | 4 Financial Assistance Strategy  | 30     |
|  | 5 Project-Deployment Technical Assistance Strategy                     | 20     |
|  | 6 Equitable Access & Meaningful Involvement Plan                       | 30     |
|  | 7 Program Planning Timeline and Workplan Narrative                     | 15     |
| 2 Program Administration Narrative                                   | 1 Budget Narrative   | 15     |
|  | 2 Fiscal Stewardship   | 20     |
|  | 3 Reporting Plan   | 15     |
| 3 Programmatic Capabilities & Environmental Results Past Performance | 1 Programmatic Capabilities and Environmental Results Past Performance | 20     |

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# MCEC Scoring Systems

| Evaluative Criteria |  |                     |                     |                                  |   |   |   |  |       |          |          |         |
|---------------------|--|---------------------|---------------------|----------------------------------|---|---|---|--|-------|----------|----------|---------|
| Program Objectives  |  |                     | Eligible Tech       |                                  |   |   | Grant Funded Activities                           |  |       |          |          |         |
| 50                  | 50   | 50                  | 30                  | 30                               | 30  | 30  | 20  | 20   | 20    |          |          |         |
| GHG Reduction       | Serve LI & DAC (Identified by CJEST, EJ Screen, GDLIH, PPAH) | Mobilize Capital    | Resi Rooftop        | Resi Serv. Comm Solar            | Assoc. Storage                                  | Enabling Upgrades   | Financial Assist                                  | Project Deployment & Tech Assist (includes workforce dev, O&E; Util Coord., etc) | Admin |          |          |         |
| Meaningful Benefits |  |                     |                     |                                  |   |   |   |  | New   | Existing | Outcomes | Outputs |
| see NOFO pg 21&22   |  |                     |                     |                                  |   |   |   |  |       |          |          |         |
| 30                  | 30   | 30                  | 30                  | 30                               | 30  | 40  | 50  |  |       | 600      |          |         |
| Household Savings   | Equitable Savings  | Resilience Benefits | Community Ownership | Workforce Dev & Entrepreneurship | Catalyzes Public & Private Sector Participation | Program Income (fees, interest, P&I pmts., dividends, asset sales, other) | Other Considerations (MBE, Scaleable Model, etc.) |  |       |          |          |         |



# Workplan & Timeline Guidance

- Budget Form Template from GGRF/Solar for All Website: <https://www.epa.gov/greenhouse-gas-reduction-fund/solar-all#resources>
- There are 5 tabs to be completed on the worksheet



# Budget Forms & Guidance

SECTION IV.B: Application Materials & APPENDIX B. Program Budget



8| APPLICANTS MUST SUBMIT A DETAILED BUDGET TABLE THAT PROVIDES FURTHER INFORMATION ON FIGURES IN THE SF-424A

The Budget Table is part of Section 2.1 Budget Narrative of the Program Narrative

Guidance on how to build the Budget Table is included in Appendix B.A: Guidance for Detailed Budget Table

An optional Excel template is included for applicants to download on [epa.gov/GGRF](http://epa.gov/GGRF)

Optional excel template for applicants to download

| BUDGET BY YEAR   |  |           |      |      |      |               | TOTAL        | TOTAL BUDGET BY ACTIVITY |  |
|--|--|-----------|------|------|------|---------------|--------------|--------------------------|--|
| TYPE   | CATEGORY   | 2015      | 2016 | 2017 | 2018 | 2019          |              | FINANCIAL ASSISTANCE     |  |
| Direct Costs   | Personnel  |           |      |      |      |               |              |                          |  |
|  | Program Manager @ \$70,000/yr  | \$70,000  |      |      |      |               | \$70,000     |                          |  |
|  | JFFE Outreach Coordinator @ \$75,000/yr                                | \$75,000  |      |      |      |               | \$75,000     |                          |  |
|  | <b>TOTAL PERSONNEL</b>   | \$145,000 |      |      |      |               | \$145,000    |                          |  |
|  | Fringe Benefits  |           |      |      |      |               |              |                          |  |
|  | Program Manager @ 20% of salary  | \$14,000  |      |      |      |               | \$14,000     |                          |  |
|  | Outreach Coordinator @ 20% of salary                                   | \$15,000  |      |      |      |               | \$15,000     |                          |  |
|  | <b>TOTAL FRINGE BENEFITS</b>   | \$29,000  |      |      |      |               | \$29,000     |                          |  |
|  | Travel   |           |      |      |      |               |              |                          |  |
|  | Travel for 2 staff to attend DOE technical activities workshops        |           |      |      |      |               |              |                          |  |
|  | Outreach @ \$100 round trip  | \$1,000   |      |      |      |               | \$1,000      |                          |  |
|  | Outreach @ \$100 round trip  | \$1,000   |      |      |      |               | \$1,000      |                          |  |
|  | Travel @ staff @ \$100/yr  | \$1,000   |      |      |      |               | \$1,000      |                          |  |
|  | Outreach @ \$100/yr  | \$1,000   |      |      |      |               | \$1,000      |                          |  |
|  | Outreach @ \$100/yr  | \$1,000   |      |      |      |               | \$1,000      |                          |  |
|  | <b>TOTAL TRAVEL</b>  | \$5,000   |      |      |      |               | \$5,000      |                          |  |
|  | Equipment  |           |      |      |      |               |              |                          |  |
|  | Data device  | \$5,000   |      |      |      |               | \$5,000      |                          |  |
|  | <b>TOTAL EQUIPMENT</b>   | \$5,000   |      |      |      |               | \$5,000      |                          |  |
|  | Supplies   |           |      |      |      |               |              |                          |  |
|  | Order and submit supplies to support outreach meetings, training, etc. | \$10,000  |      |      |      |               | \$10,000     |                          |  |
|  | <b>TOTAL SUPPLIES</b>  | \$10,000  |      |      |      |               | \$10,000     |                          |  |
|  | Contractual  |           |      |      |      |               |              |                          |  |
| Program planning technical assistance - National lab visits and services | \$150,000  |           |      |      |      | \$150,000     |              |                          |  |
| Technical support for community meetings                                 | \$10,000   |           |      |      |      | \$10,000      |              |                          |  |
| Energy system modeling services  | \$20,000   |           |      |      |      | \$20,000      |              |                          |  |
| <b>TOTAL CONTRACTUAL</b>   | \$180,000  |           |      |      |      | \$180,000     |              |                          |  |
| OTHER  |  |           |      |      |      |               |              |                          |  |
| Subgrant to Maryland A   | \$1,000,000  |           |      |      |      | \$1,000,000   | \$1,000,000  |                          |  |
| Subgrant to Maryland B   | \$1,000,000  |           |      |      |      | \$1,000,000   | \$1,000,000  |                          |  |
| Subgrant to Program Administration                                       | \$10,000,000   |           |      |      |      | \$10,000,000  | \$10,000,000 |                          |  |
| Subgrant for workforce development training                              | \$1,000,000  |           |      |      |      | \$1,000,000   | \$1,000,000  |                          |  |
| Printing and publication services  | \$500  |           |      |      |      | \$500         |              |                          |  |
| <b>TOTAL OTHER</b>   | \$13,000,500   |           |      |      |      | \$13,000,500  | \$13,000,500 |                          |  |
| <b>TOTAL DIRECT</b>  | \$276,869,416  |           |      |      |      | \$276,869,416 |              |                          |  |
| Indirect Costs   |  |           |      |      |      |               |              |                          |  |
| Indirect Costs   |  |           |      |      |      |               |              |                          |  |
| Indirect costs are financial assistance direct costs                     |  |           |      |      |      |               |              |                          |  |
| Indirect costs are other direct costs                                    |  |           |      |      |      |               |              |                          |  |
| <b>TOTAL INDIRECT</b>  | \$0  |           |      |      |      | \$0           |              |                          |  |
| <b>FUNDING by activity</b>   |  |           |      |      |      |               |              | \$13,000,000             |  |

Applicants must itemize costs related to personnel, fringe benefits, travel, equipment, installation or labor supplies, contractual costs, other direct costs (i.e., subawards, participant support costs), indirect costs, and total costs. Note that a subaward made to a coalition member is the cost reflected in the budget, rather than the costs that the subawardee charges to the subaward.

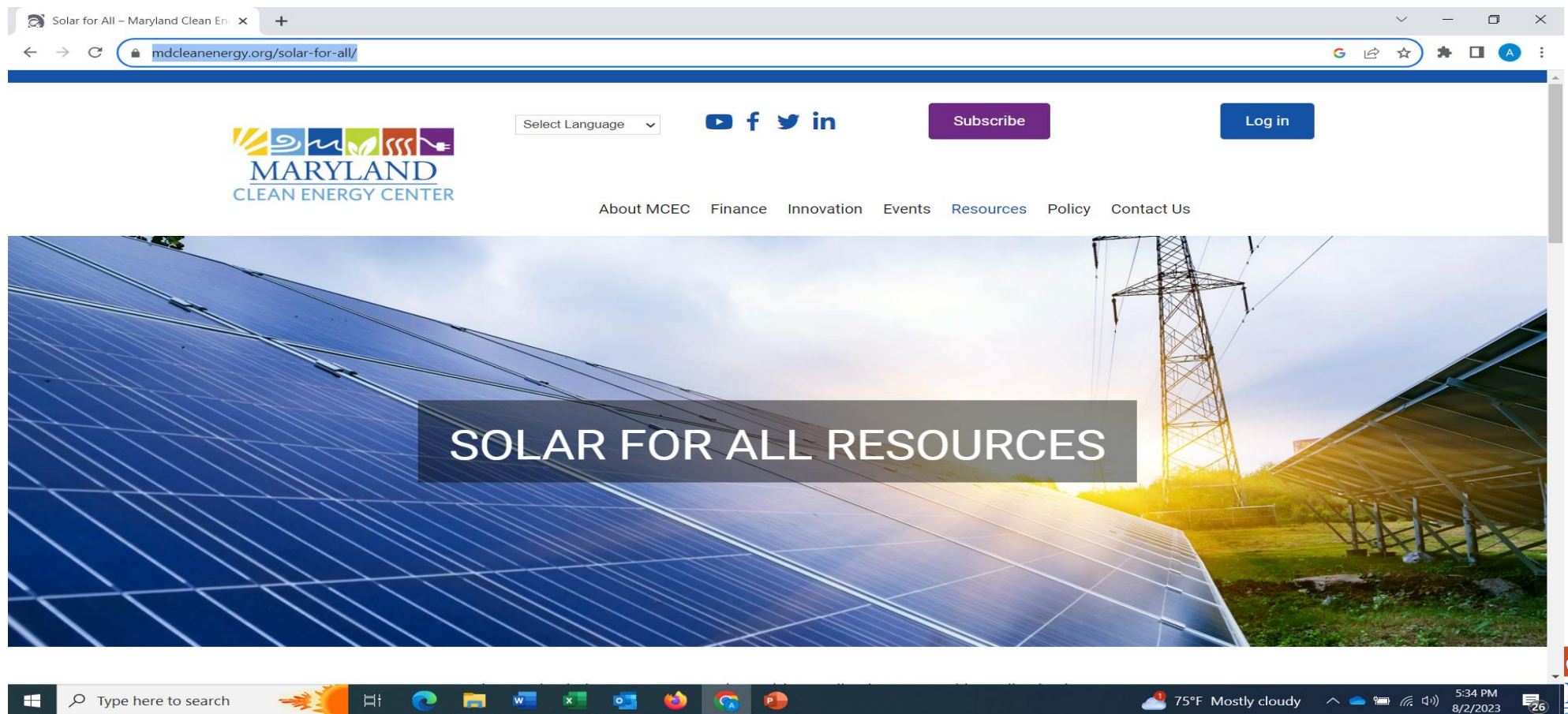
Applicants should separate out costs (both direct costs and indirect costs charged to the direct costs) for financial assistance to demonstrate in the Budget Table how the program budget achieves the target minimum funding amounts for financial assistance

# Budget Guidance

- EPA Budget Detail Guidance: <https://www.epa.gov/grants/rain-2019-g02>
- EPA Indirect Cost Guidance: <https://www.epa.gov/grants/rain-2018-g02-r>
- Budget Form Template from GGRF/Solar for All Website: <https://www.epa.gov/greenhouse-gas-reduction-fund/solar-all#resources>

# Resource Page MCEC Website

- Link: <https://www.mdcleanenergy.org/solar-for-all/>





# Work Group Signup

Approx. 107 participants on weekly Solar for All Meeting List

Work groups will recommend strategies

## Pick a workgroup!

- **Workforce Development**
  - Leah Miller
- **Financing & Investment Strategies**
  - Lynn Heller
- **Outreach & Education**
  - Leah Miller

Focus on drafting language for Key Narrative Components, Identifying Financing and Investment Strategies, Timelines and Budgets



# Feedback and Questions



**Amy Gillespie**  
**Grant Administrator & Compliance Officer**  
Phone: 301-314-6091  
Email: [agillespie@mdcleanenergy.org](mailto:agillespie@mdcleanenergy.org)