



Illinois Solar for All

Intro to ILSFA for Small and Emerging Businesses

Chicago Urban League, 1/23/2024

Agenda

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About Illinois Solar for All (ILSFA)

- Illinois Solar for All (ILSFA) is one of two flagship state solar programs, dating back to 2019
- ILSFA provides incentives to bring solar to income-eligible households
- ILSFA projects are driven by Approved Vendors (solar companies)



ILSFA Project Types

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Small Residential Solar: (SFH)

Household must be income eligible (80% or less of AMI)

Costs / fees won't exceed 50% of value of electricity produced;

NO upfront cost to participants

Two- to Four-Unit Properties

At least 2 households must be income eligible



Large Residential Solar: (5+ units)

At least 50% of households must be income-eligible

Costs / fees won't exceed 50% of value of electricity produced

Upfront costs ARE allowed



Non-Profit and Public Facilities

Facilities serving and located in income-eligible or EJ communities

Costs / fees won't exceed 50% of value of electricity produced

Upfront costs ARE allowed



Community Solar

Income-eligible residents can subscribe

Costs / fees won't exceed 50% of value of electricity produced

NO upfront cost to participants UNLESS energy sovereignty (ownership model)



ILSFA Benefits

- Statewide solar program
- Opens market to income-eligible and non-profit and public facility participants
- 15-year REC contract
- Aligns with mission-driven companies
- Support and resources for the duration of your participation, including assistance in identifying qualified job trainees



How the Program Works



Pre-qualified solar vendors

The program evaluates and **approves vendors** to meet program requirements and help protect consumers. Technical requirements and installation inspections help ensure quality workmanship.



Equitable participation

Income-eligible homeowners and renters, as well as non-profits and public facilities serving income-eligible or environmental justice communities, may be eligible for participation. **Click here for more on income eligibility** in Illinois.



Participant savings

With Illinois Solar for All, income-eligible participants will see no upfront costs, and ongoing costs and fees will not exceed 50% of the value of the energy generated from the solar project.

What the Approved Vendor Does

- Approved Vendors develop project pipelines
 - Find sites and customers
 - Assess site suitability
 - Complete ILSFA project applications
 - Resolve issues and move projects forward
 - Provide ongoing maintenance of their projects



Role of Approved Vendors

- [Approved Vendors](#) are a critical component of the Illinois Solar for All program. They are responsible for all aspects of ILSFA projects.

Illinois Shines Program Registration

All applicants, with the exception of the Approved Vendor Designee, must first qualify as Approved Vendors under the **Illinois Shines Program vendor's registration process** before applying to be an Illinois Solar for All Approved Vendor.

Community Engagement

Approved Vendors must present a community engagement plan during the registration process. Additional community engagement steps will be required during project development, particularly for community solar projects.

Job Training

Approved Vendors must demonstrate that a minimum number of hours performed during the installation process are completed by qualified job trainees. The registration process requires candidates to submit a plan for achieving these requirements over the first three years of the program. For more information on Illinois Solar for All job training requirements, visit the **job training page** or download the Illinois Solar for All **Approved Vendor Manual**.

Savings Requirements

Illinois Solar for All requires that all eligible solar projects are offered to participants with no upfront costs and any ongoing costs and fees do not exceed 50% of the value of energy generated by the system in the first year, regardless of whether the system is owned, leased, or financed through a Power Purchase Agreement (PPA).

Consumer Protections

Illinois Solar for All protects consumers by ensuring projects have no upfront costs and that any ongoing costs and fees do not exceed 50% of the value of energy generated by the system. Other protections include standard disclosures, no prepayment penalties, and the right for participants to cancel the contract with vendors. Additionally, comprehensive marketing guidelines are established for all Approved Vendors.

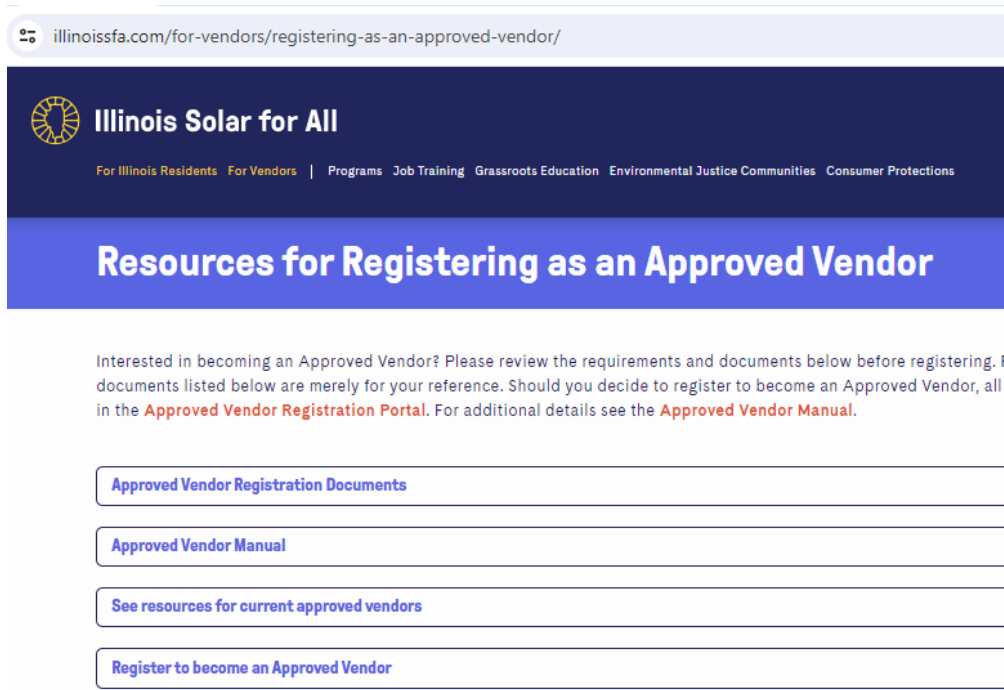


Approved Vendors Classifications

- Approved Vendor
- Aggregator Approved Vendor & Approved Vendor Designee
- Single Project Approved Vendor
- Subcontractors



Approved Vendor Requirements and Registration



The screenshot shows a web browser address bar with the URL illinoisfa.com/for-vendors/registering-as-an-approved-vendor/. The page header features the Illinois Solar for All logo and navigation links: [For Illinois Residents](#), [For Vendors](#), [Programs](#), [Job Training](#), [Grassroots Education](#), [Environmental Justice Communities](#), and [Consumer Protections](#). A prominent blue banner reads "Resources for Registering as an Approved Vendor". Below this, a paragraph states: "Interested in becoming an Approved Vendor? Please review the requirements and documents below before registering. The documents listed below are merely for your reference. Should you decide to register to become an Approved Vendor, all registration is done in the [Approved Vendor Registration Portal](#). For additional details see the [Approved Vendor Manual](#)." A list of four links is provided: [Approved Vendor Registration Documents](#), [Approved Vendor Manual](#), [See resources for current approved vendors](#), and [Register to become an Approved Vendor](#).

1. Download and read the Approved Vendor manual
2. Register with the Illinois Shines Program (if applicable)
3. Prepare and submit your responses and request documents
4. Sign attestations (e-signature)
5. Program Administrator evaluation with revisions as needed
6. Program Administrator will attempt to return an approval determination within 14 business days



Program Requirements

- All work under ILSFA is expected to meet industry technical and ethical standards, and meet all relevant codes and regulations (municipal, state and federal)
- Issues and disputes are to be resolved promptly, constructively and toward participant satisfaction
- The Approved Vendor must submit accurate documentation to the Program Administrator and meet prevailing wage and trainee work requirements.
- Maintain collateral requirements and provide ongoing information and reporting, and coordinate information from installers/developers and system owners.
- Maintain ongoing REC reporting requirements

Note: Grassroots Educators cannot refer customers to specific AVs and there cannot be any financial or legal relationships between Approved Vendors and Grassroots Educators.



ILSFA and Renewable Energy Credits (RECs)



07.28.2023

Approved Vendor Manual

VERSION 6.1

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Illinois Solar for All Program and RECs (AV Manual Pg 80)

- ILSFA provides payments in exchange for 15 years of Renewable Energy Credits (RECs) generated by the solar systems. ILSFA enables the sale of RECs produced by qualified systems to Illinois utilities or the Illinois Power Agency (IPA). Payments vary based on the project type, system size, and where it is located.
- **What Are RECs & Why Are They Valuable?** (AV Manual Pg. 80-82) RECs are created when renewable energy generation systems (solar panels) generate electricity. RECs represent the environmental attributes of that electricity.



ILSFA Renewable Energy Credits Residential - 2023 - 2024

Illinois Solar for All 2023-2024 REC Prices

2023-2024 Prices	Change from 2022-2023 Prices (\$)		Change from 2022-2023 Prices (%)		2022-2023 Prices			
	Group A	Group B	Group A	Group B	Group A	Group B		
Residential Solar (Small) (1-4 Unit)								
	Group A	Group B	Group A	Group B	Group A	Group B	Group A	Group B
0 - 10 kW	\$179.30	\$179.37	(\$1.37)	\$4.14	-0.76%	2.36%	\$180.67	\$175.23
10 - 25 kW	\$148.92	\$152.23	\$6.76	\$10.48	4.75%	7.39%	\$142.16	\$141.75
25 - 100 kW	\$123.60	\$125.48	\$16.50	\$16.97	15.41%	15.64%	\$107.10	\$108.51

Residential Solar Pilot		
	Group A	Group B
0 - 10 kW	\$ 175.63	\$166.98
10 - 25 kW	\$ 146.17	\$142.60
25 - 100 kW	\$ 121.78	\$118.83

Residential Solar (Large) (5+ Unit Multifamily)								
	Group A	Group B	Group A	Group B	Group A	Group B	Group A	Group B
0 - 10 kW	\$108.06	\$120.17	\$1.19	\$4.67	1.12%	4.04%	\$106.87	\$115.50
10 - 25 kW	\$90.77	\$104.23	\$2.46	\$7.18	2.79%	7.40%	\$88.31	\$97.05
25 - 100 kW	\$78.62	\$88.96	\$5.36	\$9.60	7.31%	12.10%	\$73.26	\$79.36
100 - 200 kW	\$80.07	\$85.97	\$6.03	\$9.57	8.14%	12.52%	\$74.04	\$76.40
200 - 500 kW	\$73.55	\$78.98	\$5.60	\$8.16	8.24%	11.52%	\$67.95	\$70.82
500 - 2000 kW	\$70.53	\$72.75	\$4.13	\$7.24	6.22%	11.06%	\$66.40	\$65.51
2000- 5000 kW	\$58.68	\$58.17	\$2.14	\$6.86	3.79%	13.38%	\$56.54	\$51.31

ILSFA Renewable Energy Credits Non-Residential 2023 - 2024

(ILSFA) Community Solar

	Group A	Group B		Group A	Group B		Group A	Group B	Group A	Group B
0 - 25 kW	\$99.14	\$112.08		\$4.64	\$7.27		4.91%	6.93%	\$94.50	\$104.81
25 - 100 kW	\$104.89	\$124.67		\$6.14	\$15.54		6.21%	14.24%	\$98.75	\$109.13
100 - 200 kW	\$107.95	\$126.79		\$6.86	\$16.03		6.78%	14.47%	\$101.09	\$110.76
200 - 500 kW	\$102.49	\$115.12		\$6.39	\$8.80		6.65%	8.28%	\$96.10	\$106.32
500 - 2000 kW	\$92.14	\$101.15		\$4.65	\$4.72		5.32%	4.89%	\$87.49	\$96.43
2000- 5000 kW	\$74.60	\$78.93		(\$3.41)	(\$4.87)		-4.38%	-5.81%	\$78.01	\$83.80

Non-Profit and Public Facilities

	Group A	Group B		Group A	Group B		Group A	Group B	Group A	Group B
0 - 25 kW	\$100.48	\$119.64		(\$0.28)	\$5.04		-0.28%	4.40%	\$100.76	\$114.60
25 - 100 kW	\$105.53	\$119.04		\$1.32	\$4.99		1.27%	4.37%	\$104.21	\$114.05
100 - 200 kW	\$106.91	\$114.21		\$2.09	\$4.39		1.99%	4.00%	\$104.82	\$109.82
200 - 500 kW	\$99.72	\$106.20		\$1.57	\$2.17		1.60%	2.09%	\$98.15	\$104.03
500 - 2000 kW	\$96.26	\$98.80		(\$0.13)	\$1.09		-0.13%	1.12%	\$96.39	\$97.71
2000- 5000 kW	\$81.31	\$80.16		(\$3.91)	(\$0.03)		-4.59%	-0.03%	\$85.22	\$80.19



Calculating REC Quantities

- The Renewable Energy Credit (REC) generation a project will produce over the 15-year REC contract term can be calculated by the following equation:
REC Quantity = System (inverter) size in MW AC x approved capacity factor x 365 days/year x 24 hours/day x 15 years {Equation 1}

- An equivalent equation can be used for system sizes rated in kW AC. (The ILSFA AV Portal uses kW AC)

$$\text{REC Quantity} = 15 * (\text{Total AC System Size[kW]}) * 8760 * (\text{CF})/1000 \text{ \{Equation 1.1\}}$$

- Where:

- o 15 is the number of years of the REC contract
- o AC System Size, in kW, is the sum of all rated inverter maximum AC outputs
- o CF is the chosen Capacity Factor (PVWatts or Alternate)
- o 8760 is the number of hours in a year
- o 1000 is the conversion from kWh to REC (1 REC = 1000 kWh)

- Note: Please see the [Calculating REC Quantities and Capacity Factors](#) sheet for details



Example

6kW AC system, produces 8000 kWh first year

1. Obtain system's first year production from solar design software (Aurora, Helioscope, PVSyst, etc.)
2. Calculate Alternate Capacity Factor (ACF) $((0.9657) * (8000\text{kWh})) / ((6 \text{ kW}) * (8760)) = 0.146986$
3. Plug-in ACF into Equation 1.1
REC Quantity = $15 * (\text{Total AC System Size}[\text{kW}]) * 8760 * (\text{CF}) / 1000$
 $((\text{Alternate Capacity Factor}) * (\# \text{ Years}) * (\text{System Size}) * (8760)) * / 1000$
4. $(0.146986 * 15 * 6 * 8760) / 1000 = 115.8838$ (Round down to 115)
5. 115 RECS x applicable REC price = \$20,627.55 projected REC incentive payment

Note: Please see the [Calculating REC Quantities and Capacity Factors](#) sheet for details

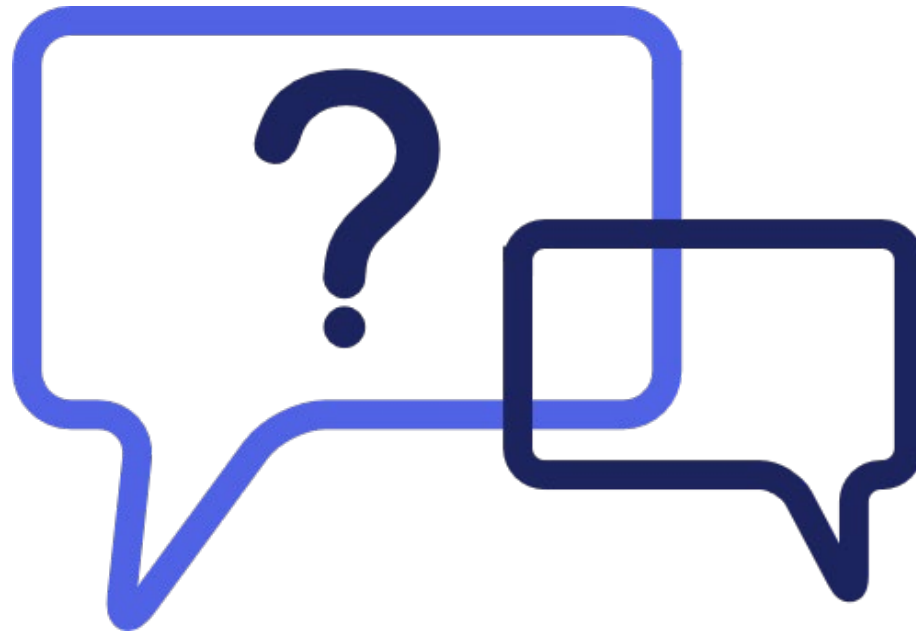


ILSFA Small and Emerging Business Initiative

- The Small & Emerging Business initiative supports Approved Vendors and prospective Approved Vendors through 1:1 meetings, workshops, webinars, partnerships and information and resources.



Questions?



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Please complete the exit survey

