



Request for Proposals: Deploying Solar for All in North Carolina's Affordable Housing Communities

BACKGROUND: On April 4, 2024, EnergizeNC, North Carolina's Solar for All coalition, was selected by the EPA for \$156 million in funding through the Greenhouse Gas Reduction Fund grant program. The coalition is led by the North Carolina Department of Environmental Quality's State Energy Office, in collaboration with the North Carolina Clean Energy Technology Center, the North Carolina Clean Energy Fund, and Advanced Energy. After a one-year program planning and design period, the EnergizeNC coalition will launch a statewide program to transform solar growth in the state, enabling the rapid deployment of distributed solar and associated storage with meaningful benefits to low-income and disadvantaged communities across the state.

Beginning in January 2025, the EnergizeNC team expects to take a full year to develop the program which will include extensive community engagement to ensure that the program meets the needs of the communities it will serve. NCCEF will play a key role in the first-year design of the EnergizeNC program as well as in the four-year deployment of grants, subsidies, and low-interest financing options for homeowners and affordable housing developers.

This scope of work outlines predevelopment program design work to support the deployment of Solar for All funds on multi-family housing in North Carolina. The scope focuses on program design requirements and needs for affordable housing, especially in Charlotte and Raleigh.

SCOPE OF WORK:

1. **Describe the market from publicly available information:** Characterize the landscape of affordable housing providers for Raleigh and Charlotte (and elsewhere in NC, as time allows). Analysis should prioritize:
 - a. Public housing authorities
 - b. Nonprofit owners of affordable housing
 - c. Low-income Housing Tax Credit Housing (LIHTC) affordable housing owners
2. **Conduct a survey** (guided interview style) to gather key information from affordable multifamily housing owners and developers including information such as:
 - a. The capital cycle for these assets;
 - b. Funding sources they use (such as bonds, debt, tax credit equity, etc.)



- c. Existing experience implementing solar and energy efficiency in new construction and retrofits
 - d. Understanding organizational buy-in in past efforts for solar
 - e. Explore how SFA program design can be responsive to providers' needs.
3. **Design financing product options:** Based on the market survey, build out a strawman for grant and loan program design options for solar development on existing and new multi-family housing owned by different categories of owners (government, LIHTC developers, nonprofit developers, etc.) Options should include ownership (utilizing predevelopment, permanent, and bridge financing for Direct Pay tax credits) and leasing pathways. The consultant should take into account the current stacks used by the owners/developers and, where possible, include sample pro formas. The design of products should consider relevant regulatory and market barriers, including design choices that might have unintended consequences of limiting tenants' eligibility for government program benefits.
4. **Conduct impact analysis:** Analyze the impact of SFA design approaches in Raleigh and Charlotte. The analysis should include macro findings (number of households served) as well as micro findings (impacts on savings for individual households). The analysis should also outline scenarios for reaching a minimum of 20% savings (or non-financial equivalent) for each household. For non-financial savings, the impact analysis should outline options for meaningfully conveying savings to renters.

TIMELINE: Mid-January – mid-April 2025

HOW TO APPLY: Interested firms should send qualifications and a brief proposal to Allie Garrett (allieg@nccleanenergyfund.org) no later than 5pm EST on Friday, January 3, 2025.