Vicki O’Day – Development Director RREAL

Vicki’s early career spanned twenty years in the financial services industry where she helped people invest for their futures then later focused on development of new products and services. She’s an active advocate for advancing the clean energy economy and transforming money consciousness.

At RREAL, Vicki manages the CS4CA program and works with community development leaders in creating strategies and social impact finance mechanisms to build resilient futures that mitigate energy poverty and combat climate change.
2019 ASES Conference

Community Solar for Community Action

Combating Climate Change and Changing the Face of Energy Assistance in the US
MISSION

RREAL is a Minnesota-based 501c3 nonprofit with a mission is to make solar energy accessible to everyone and empower rural and low-income communities across the globe with a clean, reliable source of energy.
Energy bills or food?
First Community Solar Integration into LIHEAP

RREAL developed
RREAL funded
RREAL served as EPC
200 kW Ground Mount
Partnership with First Nation

Solar Energy is a Fiscally Responsible Solution to Energy Poverty!
Case Study: Community Solar for Community Action
Leech Lake Band Energy Assistance Program

- Community solar garden is 217.6 kW (DC)
- 100% low-income subscribers
- All subscribers LIHEAP qualified
- System owned site owners and 100% of the energy revenue is given via a trust agreement to the Leech Lake Energy Assistance Program
- Funding from state dollars and foundations
- Subscription benefits are annually transferable
- $25,000 annual solar energy production value delivered to low-income families through LL EAP
- Investment of $600,000 serves 78 families annually with a $300 benefit for 25+ years
- Read the Leech Lake Case Study [here](www.rreal.org/cs4ca)
WHY is this IMPORTANT?

PROTECT LIHEAP IN 2020

Wisconsin By the Numbers

- Gross LIHEAP allocation to Wisconsin in 2017: $103,064,918
- Wisconsin LIHEAP funding down 26.23% from FY10 to FY17
- # of households eligible for LIHEAP in Wisconsin: 494,455
- # of low-income households that received LIHEAP in Wisconsin in 2017: 208,629
- 71.58% of LIHEAP recipients in Wisconsin have at least one vulnerable member: elderly over 60 32.87%, disabled 38.88%, child under 6 18.86%

Federal home heating/cooling assistance saves Wisconsin lives. NEUAC urges Congress to protect LIHEAP funding for FY20.

Minnesota By the Numbers

- Gross LIHEAP allocation to Minnesota in 2017: $114,498,307
- Minnesota LIHEAP funding down 26.23% from FY10 to FY17
- # of households eligible for LIHEAP in Minnesota: 393,788
- # of low-income households that received LIHEAP in Minnesota in 2017: 126,149
- 76.62% of LIHEAP recipients in Minnesota have at least one vulnerable member: elderly over 60 32.99%, disabled 41.13%, child under 6 21.45%

Federal home heating/cooling assistance saves Minnesota lives. NEUAC urges Congress to protect LIHEAP funding for FY20.

www.neuac.org
HOW does it WORK?

Community Solar is a shared solar photovoltaic (PV) system that provides electricity to participating subscribers.

Imagine a permanent and renewable solution that frees people from the grip of energy poverty, bringing vulnerable families financial security and peace of mind. Community Solar for Community Action (CS4CA) uses the Community Solar innovation to reimagine our energy assistance program as a clean and lasting solution that empowers Americans, builds community wealth, and preserves our health.

1. **Empower Every American**

Imagine a permanent and renewable solution that frees people from the grip of energy poverty, bringing vulnerable families financial security and peace of mind. Community Solar for Community Action (CS4CA) uses the Community Solar innovation to reimagine our energy assistance program as a clean and lasting solution that empowers Americans, builds community wealth, and preserves our health.

Community Solar is a shared solar photovoltaic (PV) system that provides electricity to participating subscribers.

2. **Equitable Energy**

Solar PV panels are installed in sunny locations to harvest renewable electricity.

Community Action Partnerships connect people to Community Solar, ensuring a healthy and safe supply of clean power.

People in need are credited with the electricity generated.
RREAL’s capacity to work with diverse stakeholders is unmatched and a testament to our collaborative spirit and technical acumen.

In partnership with Southeastern Vermont Community Action, RREAL developed and acted as technical advisor and financier for a ground-breaking CS4CA project where virtual net metering credits are serving as bill assistance for low-income Vermonters. We work across the nation and world!

RREAL’s efforts foster success and esprit de corps.
Community Solar for Community Action: A Nationally Scalable Model

- White Earth Nation (2019)
- Leech Lake Band of Ojibwe (2017-2018)
- Tri-County Community Action Agency (2019)
- Kansas City Community Action Agency (2020)
- American Indian Housing Organization (2017)
- Southeastern Vermont Community Action Agency (2018)
- Franklin County, Ohio (2020)
- Mississippi Delta LMI CSG (2020)

= Upcoming Projects
= Past Projects
Key Benefits of Delivering Community Solar Assistance through CAPS

1) Low-income customer acquisition
2) Income Verification
3) LIHEAP Eligible
4) Public-private partnership
5) Utility relationships already exist
6) Mission and service alignment
7) National delivery infrastructure
8) Scalable, replicable, sustainable
9) Locally owned and operated
10) You Name One
11) Another?
WHAT about FUNDING?
SIPPPRA

The Social Impact Partnership to Pay for Results Act (SIPPPRA) was signed into law on February 9, 2018 and is intended to improve the effectiveness of certain social services. The federal government will pay for a project only if predetermined project outcomes have been met and validated by an independent evaluator, a system called a “pay for results partnership.” Congress appropriated $100 million for the SIPPPRA program to implement “Social Impact Partnership Demonstration Projects” and feasibility studies to prepare for those projects. The SIPPPRA program is largely administered by the Department of the Treasury (Treasury).
Pay for Success

How it works?

1. Invest
2. Structure, coordinate and manage risk
3. Deliver services
4. Achieve outcomes
5. Measure & validate
6. Pay for Success
7. Repay principal and return

IMPROVING SOCIAL OUTCOMES

Investors
Intermediary
Back-End Payor
Independent Evaluator or Validator
Social Service Providers
Target Population
Opportunity Zone Tax Program

Taxpayers get federal tax benefits

For making timely investments in

Qualified Opportunity Zone Funds

Which invest its funds in

Qualified Opportunity Zone Property or Business

Information Courtesy of Novogradac and Company LLP
THANK YOU!

Thank you for your consideration and interest.

RREAL invites Community Action Partners across the United States to join us in delivering this innovative Solar Assistance model in your community.

For additional information, please contact me, Vicki O’Day * vicki@rreal.org * 952-239-6198

Rural Renewable Energy Alliance
P.O. Box 89, Pine River, MN 56474

www.rreal.org/cs4ca