



## G.E.T. Solar Program Summary

The *G.E.T. Solar* initiative is a streamlined process that instills organizations and communities with confidence in the process of going solar by using trusted tools and resources that connect organizations to qualified professionals making the process straightforward and simple.

Commercial and tax-exempt organizations participating in the program receive technical assistance that includes:



- 1) Initial assessment of their solar potential
- 2) Bidding out their project through an RFP process to qualified solar developers
- 3) A menu of financing options that includes the cost of a full purchase of the solar system as well as low-interest loan programs and financing mechanisms, such as Power Purchase Agreements or C-PACE loans
- 4) The Solar Center's partnership throughout the entire decision-making process until the system is operational

## Program Goals

The goal of *G.E.T. Solar* is to provide organizations and businesses with unbiased information about their solar potential so they can make an informed decision about their energy options. To do this, *G.E.T. Solar* secures solar development proposals that may include both outright cash purchase price and no-cash down scenarios and then we help the organization understand the options available so they can make the decision to go or not to go solar.

For large facilities such as medical centers, municipalities, schools, etc., solar installations can often provide long-term stability in electricity prices at a reduced cost and save the institutions thousands of dollars for the life of the solar system. Our process helps organizations to understand the breadth of the potential savings and to usher them through the decision process as fast as possible.

## Cost to Participate in G.E.T. Solar

The cost to participate G.E.T. Solar is only \$75 for the application fee for businesses and \$50 for tax-exempt organizations. The fee is waived for businesses and organizations who are participating as part of the G.E.T. Solar Communities program.

If the organization goes solar, the solar developer who wins the bid through the RFP process will pay the PA Solar Center an acquisition fee of \$0.015 per watt as stipulated in the RFP.

## **G.E.T. Solar Process**

1. **Interested organizations submit a completed application and supporting documentation.**  
Along with the application, each organization should provide:
  - a. a recent copy of all associated electricity bills
  - b. digital copies of most recent roof maintenance records (if possible)
  - c. structural drawings or engineering reports for rooftops (if possible)
  - d. digital photographs of electrical infrastructure including on-site breaker boxes, transformers, generators, etc.
- 2) **G.E.T. Solar team will create a draft Request for Proposals document on behalf of applying organization. (2 weeks)**  
The organization may provide amendments or revisions as needed (amendments outlining prevailing wage and other public entity requirements, for example).
- 3) **G.E. T. Solar team submits RFP to a wide pool of qualified regional solar developers as a public, competitive bidding process. (6-8 weeks)**  
Developers are considered qualified if they have at least one NABCEP certified employee or contractor and have portfolio of comparable projects. The team has extensive knowledge and experience with a large number of reputable solar developers who work in different parts of the state. *G.E.T. Solar* team curates and hosts site walkthrough and Q&A with solar developers.
- 4) **Solar Developers submit completed proposals, including designs, financing options (PPAs), company narrative and predicted savings/cash flows. G.E.T. Solar provides support to host site in understanding and analyzing submissions. (1 week)**  
Along with the complete packet of proposals, *G.E.T. Solar* provides “apples to apples” analytical tools and walk through the submissions with representatives of the organization as an unbiased advisor.

## Financing Options

**Outright Purchase and Federal Direct Pay “Grants”** – The U.S. Congress passed the Inflation Reduction Act of 2022 that provides for a direct pay option for tax-exempt entities in lieu of the tax credits available to for-profit entities. Therefore, tax-exempt entities that are purchasing solar are eligible to receive a cash payment equivalent to 30% of the cost of the solar system to be returned to them from the IRS. There are additional bonus payments of 10% each if the project contains domestic materials, if it's constructed with prevailing wage, and for projects located in energy transition or low-income communities. It may be beneficial for the tax-exempt entity to pay for the system outright, accept the cash payments from the IRS and then finance the remainder of the cost of the system. This option will likely present that highest savings for tax-exempt entities.

For-profit entities are eligible for these same benefits through tax credits as well as a 100% depreciation in Year 1 through the Modified Accelerated Cost Recovery System depreciation. These tax benefits can amount to recouping 50% - 70% of the cost of the system in Year 1.

**Power Purchase Agreement (PPA)** is an agreement between the nonprofit organization and a third-party investor that pays for and owns the system and maintains ownership of the asset for an agreed-upon amount of time. The investor monetizes the tax benefits from the installation and provides discounted electricity (at a fixed rate) over the term of the agreement to the host site, usually 25-30 years. Early buy-out options for the nonprofit are often included in these deals and can produce more savings. Operations and maintenance are the responsibility of the investing entity as long as they own the system.