



GREEN **DC** BANK

Supercharging DC's Clean Economy

Meeting of the Board
September 24, 2020

Overview

1. Financial Summary
2. Updates
3. Pipeline

1.

Financial Summary

DC Green Bank budget vs actuals

(000's)	FY20 Board Approved Budget	FY20 – Actuals – NOTE numbers are preliminary pending audit	FY 21 DC budget
Local Funding	\$29,000	\$29,000	\$22,000
Revenue	\$276	\$110	\$529
Operating Expenses (includes Personnel)	\$1,968	\$1,000	\$2,914
Personnel	\$456	\$361	\$1,597
Capital Committed	Not specified	To date – \$1.7M	Not specified – cumulative target \$40-45M



2.

Updates

Updates since the last Board Meeting

- Additional Flywheel Project closed – Abrams Hall at Walter Reed
- Community and Stakeholder Engagement
- Communications: Solar For All Video, Ribbon Cutting, and Leadership Announcements

Flywheel - Solar For All – Abrams Hall

- Total loan size – ~\$760k (of \$1.5M total capital)
- Total solar size – 473 kw
- Total GHG savings – 400 tons of CO₂/year
- Total electricity savings – \$1.5M
- Percentage of project that benefits low and middle income residents – 100%



Solar installation at Abrams Hall

3.

DCGB Products and Pipeline

Pilot Project Pipeline • Product Development • PACE Project Pipeline

Existing Pipeline of Selected Pilot Projects

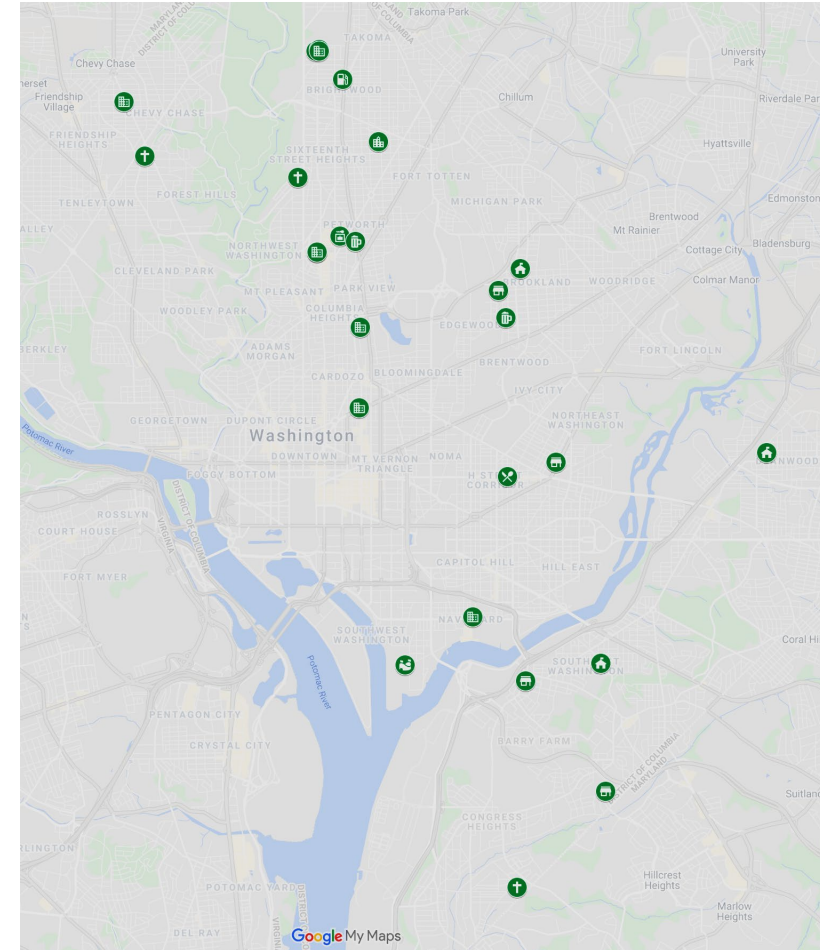
Project	Total capital / Green Bank portion	Project type	Sector	Technology	Lender Partner	Inclusive Prosperity Component
Existing Green Bank Participation Loan #2	\$500k / \$250k	Nonprofit solar	Faith-based nonprofits	Solar	Existing Green Bank	Nonprofit entity, community service
PACE Project Loan Guarantee	\$10M / \$500k	Energy efficiency upgrades	Multi-family residential	High efficiency boilers, hot water heaters, building automation	CDFI	Naturally affordable housing, percentage yet to be determined
PACE Project Loan Loss Reserve	\$500k / \$100k	Energy efficiency upgrades / solar	Faith-based nonprofit	HVAC, solar, envelope, lighting	TBD	Nonprofit entity, community service
Public solar	>\$3M / TBD	Solar	Government	Solar	TBD	Community solar / governmental services
Construction loan - stormwater abatement	\$600k / TBD	Stormwater abatement	Nonprofit	Various	TBD	Nonprofit entity, community service
LMI residential solar fund	\$5M / \$2M	Solar	Residential	Solar	Existing Green Bank	100% LMI customer
LMI residential solar	TBD	Solar	Multi-family residential	Solar	CDFI	100% LMI households

Selected Pipeline of Products Being Considered for Development

Type	Target Sector	Financing category	Lender Partner	DCGB potential commitment / project size	Target launch
Open RFP	Multi-sector	Open – focused on bringing in additional capital and innovation	Encouraged but not required	Flexible	LAUNCHED
MoCo Green Bank Product	Commercial energy efficiency and solar	Guarantee or Loan Loss Reserve	Yes, CDFI and commercial	TBD / \$10-250k	Fall 2020
MoCo Green Bank Product	Small commercial	Guarantee and participation	Yes, CDFI	TBD / \$10-\$150k	Fall 2020
Existing Green Bank Product	Commercial, multifamily, affordable housing	Predevelopment Loan	TBD	TBD	Winter 2020
Existing Green Bank Product	Residential nonrecourse loan, LMI homeowners	Energy efficiency, solar, necessary repairs	TBD	TBD	Winter 2020-21

PACE Update

Stage	Amount	Deals
1. Qualified Lead	\$ 7,820,000	10
2. Marketing	\$ 8,850,000	9
3. Preliminary Evaluation	\$ 10,209,950	10
4. Project Development	\$ 3,425,000	4
5. Underwriting	\$ 14,000,000	6
6. Closing	\$ 9,110,178	7
7. Closed	\$ -	
Total	\$ 53,415,128	46



Existing DC PACE funded projects



Let's get to work!

Contact: info@dgreenbank.org