



GREEN **DC** BANK

Supercharging DC's Clean Economy

Meeting of the Board
October 22, 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 – \$1.8M	Not specified – cumulative target \$40-45M



2.

Organizational Updates

DC Green Bank Leadership

-  Eli Hopson, CEO
-  Jean Houpert, Financial Controller
-  Jay Lurie, Chief Investment Officer
-  Sandy Paik, General Counsel
-  Donald Walker, Director of Operations



DCGB Team: Grow with Us!

Current Career Opportunities:

- Equal Access Advocate
- External Affairs & Communications Partner
- Sustainability Guru
- Senior Investment Manager
- Investment Associate

Stay tuned for additional opportunities!



DC Green Bank News

- Portfolio Launch on DC Green Bank Channel
- Construction Commencement: Flywheel Walter Reed Solar Project
- Banking RFP Deadline: Friday, October 23
- Focus & Feedback Discussion Series



Focus & Feedback: Upcoming Topics

Electrification and
DC Green Bank

Engaging Diverse Voices
around Clean Energy
and the Green Economy

Economic Recovery and
Supporting Local
Businesses

Role of DCGB in
Workforce Development
and Growing the Clean
Energy Economy

Regional Alignment
around Clean Energy
priorities

Focus & Feedback with DC Green Bank

Session 1: “Electrification and DC Green’s Bank’s Role In It”

FEATURED SPEAKERS: Kate Johnson and Kathleen Berube, DC DOEE

DATE: Thursday, November 5, 2020

TIME: 10:00 AM – 11:15 AM

Register to participate at dcgreenbank.org.

3.

DCGB Products and Pipeline

Pilot Project Pipeline • Product Development • PACE Project Pipeline

Product Launch: CLEER (Commercial Loan for Energy Efficiency & Renewables)

Key Terms	Eligible Borrowers	Eligible Projects	Use of Proceeds
<ul style="list-style-type: none">• Between \$10,000 and \$250,000• 2-12 year terms• No prepayment penalties	<ul style="list-style-type: none">• Existing Commercial/Multifamily Buildings• Commercial/Industrial Tenants• Condos, Coops, HOAs• Nonprofits	<ul style="list-style-type: none">• Energy Efficiency Improvements including retrofits and renovations• Renewable Energy Improvements• Work performed by an Authorized Contractor	<ul style="list-style-type: none">• Projected 15% or greater energy savings from current status and prescriptive measures• 70% or greater for Energy Efficiency & Renewables costs• 30% of costs financed may be for related building upgrades

Existing Pipeline of Selected Pilot Projects

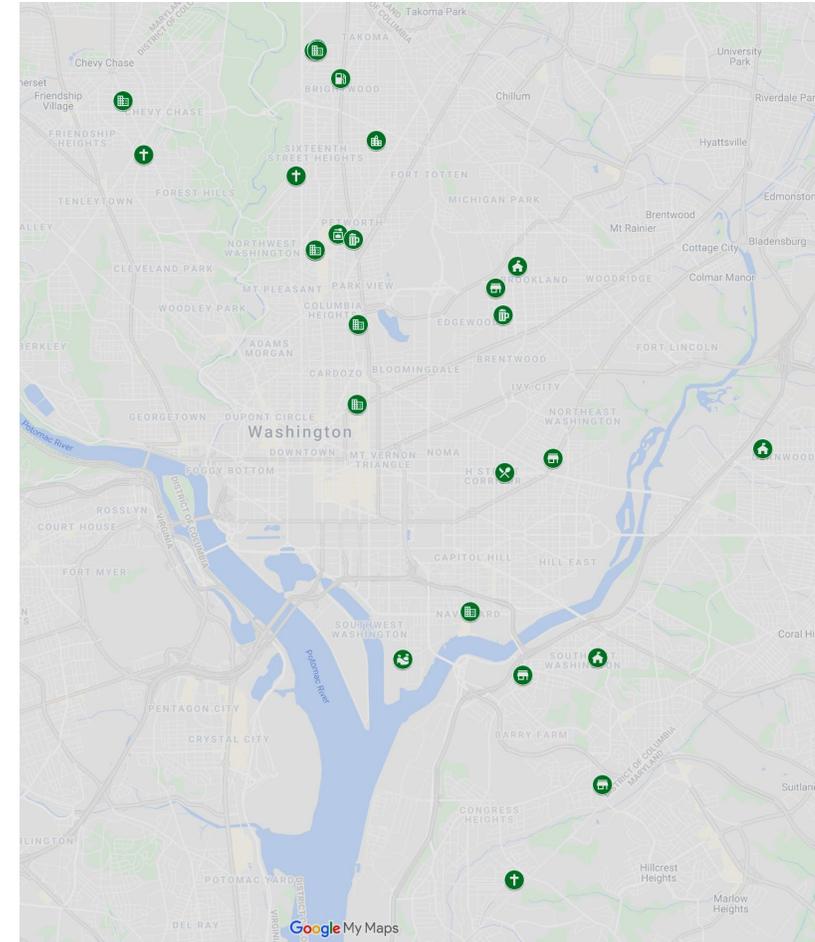
Project	Total capital / Green Bank portion	Project type	Sector	Technology	Lender Partner	Inclusive Prosperity Component
Existing Green Bank Participation Loan #2	\$500k / \$250k	Nonprofit solar	Faith-based nonprofits	Solar	Existing Green Bank	Nonprofit entity, community service
Bus Fleet Electrification	TBD / TBD	Vehicle and charging infrastructure	Transportation	Electric Vehicle	TBD	Increased transit access at reduced cost, air quality benefits
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	LAUNCHED
MoCo Green Bank Product	Small commercial	Guarantee and participation	Yes, CDFI	TBD / \$10-\$150k	Winter 2020
Existing Green Bank Product	Commercial, multifamily, affordable housing	Predevelopment Loan	TBD	TBD	Winter 21
Existing Green Bank Product	Residential nonrecourse loan, LMI homeowners	Energy efficiency, solar, necessary repairs	TBD	TBD	Winter 21

PACE Pipeline 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
Total	\$53,415,128	46



Existing DC PACE funded projects



Let's get to work!

Contact: info@dgreenbank.org