



GREEN **DC** BANK

Supercharging DC's Clean Economy

**Board of Directors
Regular Meeting**
November 19, 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 Preliminary budget
Local Funding	\$29,000	\$26,000	\$22,000
Revenue	\$276	\$78	\$529
Operating Expenses (includes Personnel)	\$1,968	\$591	\$2,914
Personnel	\$456	\$154	\$1,597
Capital Committed	Not specified	To date – \$1.5M	Not specified – cumulative target \$40-45M



2.

Organizational Updates

DCGB Team: Grow with Us!

Current Career Opportunities:

- Senior Investment Manager
- Investment Associate

Stay tuned for additional opportunities!



DC Green Bank News

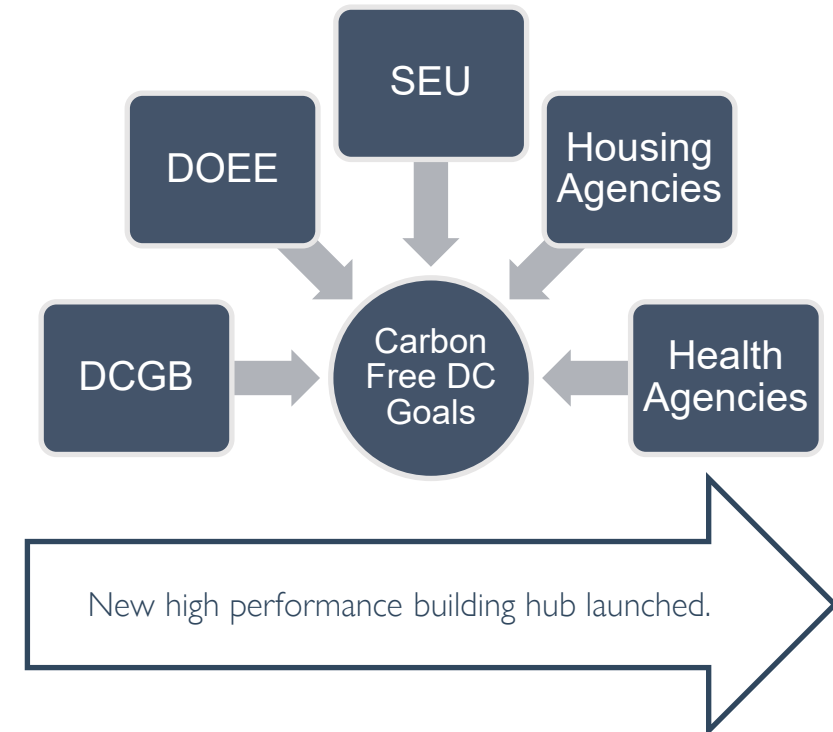
- First Annual Public Hearing: December 9 at 5pm
- Flywheel Portfolio Loan: 2 Projects Achieved Interconnection Milestone
- Focus & Feedback Discussion Series Updates
- SB & Company, LLC for Annual Audit

Focus & Feedback with DC Green Bank

Key Takeaways: “Electrification & DC Green Bank’s Role in it”

DC Electrification Strategy in Development Phase:

- Do electrification right.
- Building electrification not created equal.
- Grid is not fossil-fuel free, can’t shift to zero on our own.
- Continuing focus on cost burdens and quality of life burdens on low-income residents.



Focus & Feedback: Upcoming Topics

Economic Recovery
and Supporting Local
Businesses

Engaging Diverse
Voices around Clean
Energy
and the Green
Economy

Green Bank
Performance Metrics -
Overview

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 2: "Economic Recovery and Supporting Local Businesses"



DATE: Tuesday, December 15, 2020

TIME: 10:00 AM – 11:15 AM

JOIN US: Register at dcgreenbank.org

3.

DCGB Products and Pipeline

Project Pipeline • Product Development • PACE Project Pipeline

Selected Project Pipeline

Project	Total capital / Green Bank portion	Partner	Technology	Lender Partner	Inclusive Prosperity Component
LMI Residential Loan Fund	\$3M / \$1.5M	LMI residential	Solar	Existing Green Bank	LMI recipients
Aggregated Community Solar	\$150-200M / TBD	Commercial / Nonprofit	Solar	Institutional investors	Workforce development, potential low cost solar for LMI customers
Bus Fleet Electrification	\$40M p.a. / TBD	Government / PPP	Electric Vehicle + charging infrastructure	Institutional investors	Increased transit access at reduced cost, air quality benefits
Electric Street Sweepers	\$2.5-5M / \$1M	Government	Electric Vehicle + charging infrastructure	TBD	Air quality priority in LMI areas
Rooftop Solar + Storage	\$600k / \$60k	Affordable Housing	Battery storage (+ solar)	Existing Green Bank	LMI reduced energy cost
Canopy Solar + Stormwater	\$1.1M / TBD	Nonprofit	Solar + stormwater abatement	Commercial Banks, CDFIs	Greening area, workforce development
Solar ancillary infrastructure	\$1.5M / \$500k	Nonprofit	Solar	Institutional investors	LMI area for development
PACE Project Loan Loss Reserve	\$500k / \$100k	Faith-based nonprofit	HVAC, solar, envelope, lighting	TBD	Nonprofit entity, community service
Public solar	>\$3M / TBD	Government	Solar	TBD	Community solar / governmental services

DC Green Bank has identified more than **\$25 million** project financing opportunities, which would lead to more than **\$400 million** of overall investment.

DC Green Bank Role in Transport Electrification

Aligning stakeholders and evaluating potential projects to accelerate electrification of fleets and vehicles.

Potential Leads

Project	Projected Capital: Total / DCGB	Stakeholders	DC Green Bank role
Fleet electrification and charging infrastructure	~\$40m p.a. / TBD	DOEE, DDOT, Pepco, WMATA / DC Circulator	Structuring and mobilization of outside capital; financing; participation in regional task force
Street sweepers	\$2.5-5m p.a. / \$1m	DOEE, DPW, Pepco	Pilot structure; structure and finance alongside outside capital
School buses, other medium-heavy duty vehicles	TBD	OSSE, DOEE, DPW, DGS, Pepco	Structure and finance alongside outside capital

Potential financing structures

Model	Description	DC Case Parties involved
Operational Leasing	Operator rents the vehicle and battery from manufacturer	Operator (WMATA); Manufacturer
All-inclusive Leasing	Lessor provides vehicle, battery, maintenance, staff, etc.	Operator; Manufacturer (plus potentially outside operator)
Lease-purchase Agreements	Operator rents vehicle and battery with the option to buy at the end of contract	Operator; Manufacturer; Debt Financiers
On-bill financing	Operator finances the “delta” of upfront costs and repays over time on utility bill	Operator; Manufacturer; Pepco; Debt Financiers

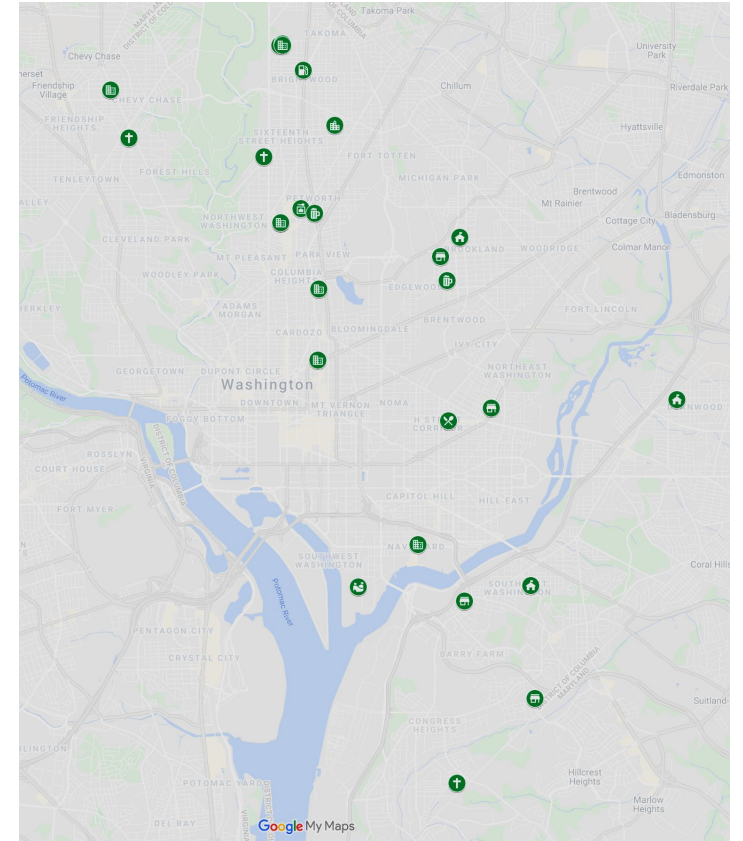
Source: “Financing the Transition: Unlocking Capital to Electrify Truck and Bus Fleets”, a collaboration of Environmental Defense Fund, M.J. Bradley & Associates, and Vivid Economics (November 2020).

Selected Products Being Considered For Development

Product Type	Target Sector	Financing Category	Lender Partner	Target Commitment Size/Range	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 2021
Existing Green Bank Product	Commercial, multifamily, affordable housing	Predevelopment Loan	TBD	TBD	Winter 2021
Existing Green Bank Product	Residential nonrecourse loan, LMI homeowners	Energy efficiency, solar, necessary repairs	TBD	TBD	Winter 2021
New DCGB Product	Multi-sector, small local clean economy participants	Gap financing for project development and construction (e.g. project mezzanine, HoldCo facility)	TBD (IPC, other CDFIs, commercial banks)	TBD	Winter 2021

PACE Update: Active Deals

Stage	Projected Volume	Deals
1. Qualified Lead	\$4M	3
2. Marketing	\$1.6M	6
3. Preliminary Evaluation	\$9.2M	8
4. Project Development	\$2M	1
5. Underwriting	\$10.7M	5
6. Closing or Amendment	\$9M	7
Total Active Deals	\$41.4M	27



Existing DC PACE funded projects



Let's get to work!

Contact: info@dgreenbank.org