Agenda

Performance Targets
I. Overview of Comments
II. Phasing

Reporting and Updates
I. Financial Update
II. Operations Update

Stakeholder Engagement
I. Community Impact Pilot
II. Stakeholder Outreach and Connections

Projects & Products
I. Flywheel Update
II. Project Origination Update
III. Milestones for Select Project Leads
Performance Targets
Update on Proposed Performance Targets

Public Comment Period Closed March 8

• Fossil fuels
• Transparency
• Increase number of numeric goals
• Geographic, demographic, credit, default rate, interest rate
  information about our pipeline and portfolio
• Project type information
• Targeted outreach and collection of outreach data
• More accessible language for targets
Phasing for Performance Targets

- DCGB staff recommend the Board adopt the Performance Targets as currently written
- For transparency and to create a baseline to evaluate progress year-over-year requires a phased approach
- All targets will be pursued over the course of three phases
- In the first phase, DC Green Bank has identified priority metrics for each target area to develop baseline measurements, benchmarks, and goals
Reporting and Updates
Summary of Q1 Financials

Statement of Financial Summary
- Total Assets: $25,264,037
- Total Liabilities and Net Assets: $25,264,037
- Total Net Position: $24,264,037

Statement of Activities - Consolidated
- Total Operating Revenue: $27,744
- Change in Net Assets: ($511,991)
- Net Assets Beginning: $25,487,082
- Net Assets Ending: $24,975,090

Cash Balance
- Total Cash and Cash Equivalents: $23,516,417
Operations Update

New DCGB Staff – Growing Team

Gabriela Kluzinski  
Investment Associate

Matthew Hickman  
Investment Associate
Operations Update

Additional Updates

New Website
- Our new site, www.dcgreenbank.com, was successfully launched on March 1.

RFP & RFQ Updates
- Human Resources (Closed March 5)
- Marketing, Communications, & Public Relations (Closed March 8)
- Professional Slate RFQ
- Legal services, is currently live

DEI Training
- DCGB team participated in a day-long workshop on February 19.
Stakeholder Engagement
Update on Community Impact Pilot

Supporting Pillars of the Community

- **Interested parties**: Houses of worship
- **Current focus**: HVAC, window remediation, insulation, solar panels and solar tent installations, lighting and thermostat technologies, and piping replacement.
- **Timeline**: Ongoing

<table>
<thead>
<tr>
<th>Community-serving organizations engaged</th>
<th>Actively prepared to move forward</th>
<th>External partners engaged</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>9</td>
<td>3</td>
</tr>
</tbody>
</table>
Stakeholder Outreach and Connections

Engagement With Our Audiences

DCGB staff have been busy in late February and early March. Our focus remains on getting our messages out to contractors, vendors, private capital providers, government partners, public interest groups, and the general public.

- February and March DOEE/DCRA Events
- Council Oversight
- DOEE Monthly BEPS Update Event
- Navigator Launch Event
- C40 Event on Sub-national Green Banks
- Abrams Hall Site Visit
- Sierra Club Monthly Meetings
- Currents Podcast, Next City, E&E
- Council Outreach
- Upcoming Focus and Feedback Session on Engaging Diverse Voices and Community Impact Pilot
- Sustainable Program Cooperation
- Pepco engagement
- Large increase in social traffic
Project & Product Development and Updates
Solar energy access and reduced energy costs for low-and moderate-income households, including formerly homeless military veterans.

- Total loan size: ~$760k (of $1.5M total capital)
- Total solar size: 473 kw
- Total GHG savings: 400 tons CO2/year
- Total lifetime electricity savings: $1.5M
- 100% benefits to low income residents
Project Origination Update

DC Green Bank is in the Market

By engaging with small and large developers, financing partners, nonprofits, and other partner organizations, the DC Green Bank team has made significant progress in deal origination.

22 Active leads across our priority sectors
1+ Billion dollars of potential overall financing identified
67 Million dollars of potential DC Green Bank financing for identified opportunities
Near-Term Milestones for Select Project Leads

<table>
<thead>
<tr>
<th>No.</th>
<th>Program</th>
<th>Project Sponsor</th>
<th>Total Project Cost ($)</th>
<th>DCGB Amount ($)</th>
<th>Impact</th>
<th>BOD 12-Feb</th>
<th>Current Status</th>
<th>Next Milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Community Impact Initiative</td>
<td>Faith-based institution</td>
<td>TBD</td>
<td>TBD</td>
<td>Green building improvements in select houses of worship</td>
<td>MoU drafts shared with two service providers</td>
<td>MoU drafts in negotiations with three service providers</td>
<td>Service provider slate Term sheets signed with community-service organizations</td>
</tr>
<tr>
<td>2</td>
<td>Solar Construction + Term Loan Option</td>
<td>Solar For All Developer 1</td>
<td>2,250,000</td>
<td>1,250,000</td>
<td>1 MW, Ward 7, Low-income resident free renewable energy</td>
<td>Indicative Terms</td>
<td>Participation discussions ongoing</td>
<td>Sponsor / Financing Partner Go Ahead on Indicative Terms</td>
</tr>
<tr>
<td>3</td>
<td>Solar Construction + Term Loan Option</td>
<td>Solar For All Developer 2</td>
<td>3,000,000</td>
<td>1,800,000</td>
<td>1 MW, Ward 7, Low-income resident free renewable energy</td>
<td>Indicative Terms</td>
<td>Preparing joint proposal with financing partner</td>
<td>Term Sheet to be signed</td>
</tr>
<tr>
<td>4</td>
<td>Green Infrastructure</td>
<td>Stormwater Developer</td>
<td>450,000</td>
<td>450,000</td>
<td>Green infrastructure projects in the MS4 to provide cleaner air and waterways in low-income areas</td>
<td>Indicative Terms</td>
<td>Term Sheet in negotiations</td>
<td>Term Sheet to be signed</td>
</tr>
<tr>
<td>5</td>
<td>Green Building - Affordable Housing</td>
<td>Nonprofit program administrator</td>
<td>3,000,000</td>
<td>3,000,000</td>
<td>Energy savings for multifamily naturally occurring affordable housing</td>
<td>Indicative Terms</td>
<td>Initial facility funding proposal to be modified for partnership on individual projects</td>
<td>Consideration of individual projects</td>
</tr>
<tr>
<td>6</td>
<td>Solar Development Facility</td>
<td>Solar Developer</td>
<td>3,000,000</td>
<td>1,500,000</td>
<td>Gap financing for development of 8MW new solar capacity in DC</td>
<td>Structuring</td>
<td>Term Sheet in negotiations with Sponsor and financial partner</td>
<td>Term Sheet signed</td>
</tr>
</tbody>
</table>

In addition to the advanced leads referenced in the table, DC Green Bank is in early discussions with several solar and affordable housing developers on clean energy and green building projects benefiting low-income residents in the District.
<table>
<thead>
<tr>
<th>No.</th>
<th>Product</th>
<th>Borrower Types</th>
<th>Funding Partner(s)</th>
<th>Structure</th>
<th>Current Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CLEER</td>
<td>Building Owners and Commercial Tenants</td>
<td>Sandy Spring Bank</td>
<td>Loan loss reserve credit enhancement for origination of financing of energy savings and renewable projects between $10,000-$250,000</td>
<td>In operations, seeking potential additional financing partners</td>
</tr>
<tr>
<td>2</td>
<td>Navigator</td>
<td>Multifamily and Non-Profit Commercial</td>
<td>Inclusive Prosperity Capital</td>
<td>Unsecured line of credit loans for pre-development costs (e.g., green building assessments, energy audits, design and engineering) for renewable energy and high-performance building projects</td>
<td>Product launched</td>
</tr>
<tr>
<td>3</td>
<td>Solar Construction + Term Loan</td>
<td>Community Solar Developers</td>
<td>Various</td>
<td>Direct loan financing for construction and operations stage of projects to provide low-cost or free renewable energy to low-income residents of DC</td>
<td>Standard indicative terms drafted and presented to multiple sponsors</td>
</tr>
<tr>
<td>4</td>
<td>Green Affordable Multifamily Housing</td>
<td>Affordable Multifamily</td>
<td>Various</td>
<td>Upfront financing for clean energy, green infrastructure, and preservation energy efficiency retrofits</td>
<td>In discussions with potential borrowers</td>
</tr>
<tr>
<td>5</td>
<td>Green Building Performance</td>
<td>Commercial Building Owners</td>
<td>Various</td>
<td>Availability of capital for building owners to address DC’s newly implemented Building Energy Performance Standards (BEPS)</td>
<td>In discussions with potential borrowers and financing partners</td>
</tr>
</tbody>
</table>
Thank You.

INFO@DCGREENBANK.ORG