



Annual Public Hearing

6.17.2021



Agenda

I. Welcome Remarks

- Eli Hopson, CEO

II. Public Comments

III. Performance Targets Overview

- Annie Ratanasim, Sustainability Director

IV. Financial Performance

- Jean Nelson-Houpert, Financial Controller

V. Deal Closing and Project Pipeline

- Jay Lurie, Chief Investment Officer

VI. Roundtable Discussion

- Capital Impact Partners

VII. Q&A

VIII. Closing Remarks

- Eli Hopson, CEO

Opening Remarks



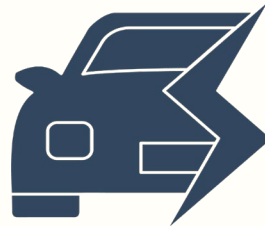
Vision, Mission, and Values

Vision: A Thriving Clean Economy for All DC

Mission: Providing Access to Capital, Growing the Clean Economy to Develop a More Equitable, Resilient, and Sustainable DC



Inclusive Prosperity



Clean Economy



Sustainability

DC Green Bank Focus Areas



Public Comments



Performance Targets

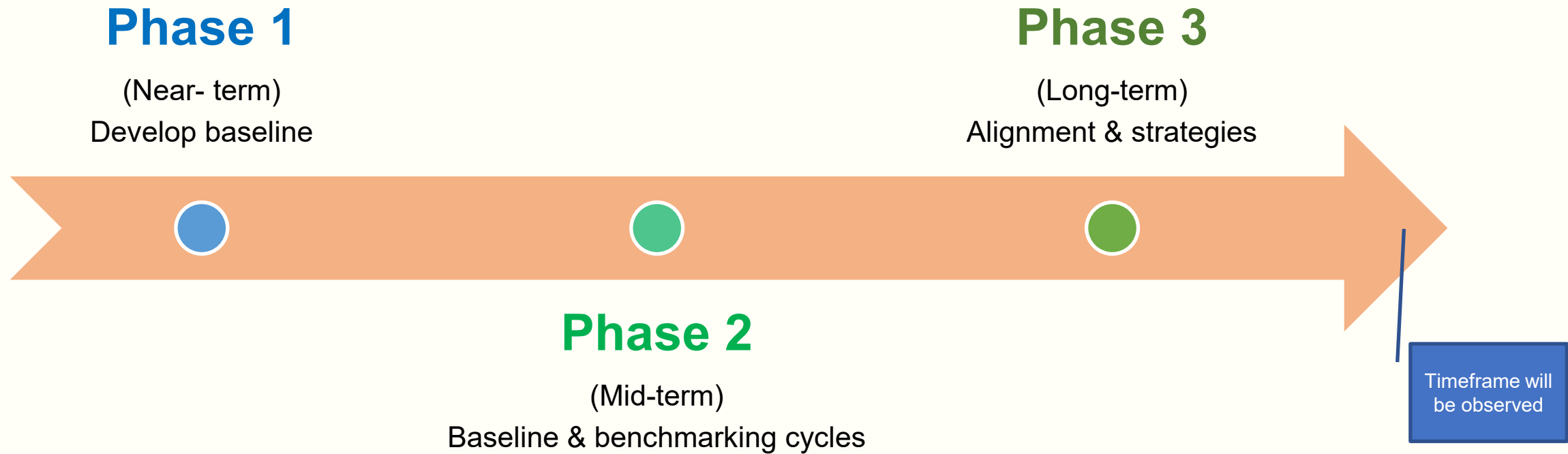


Performance Targets Overview

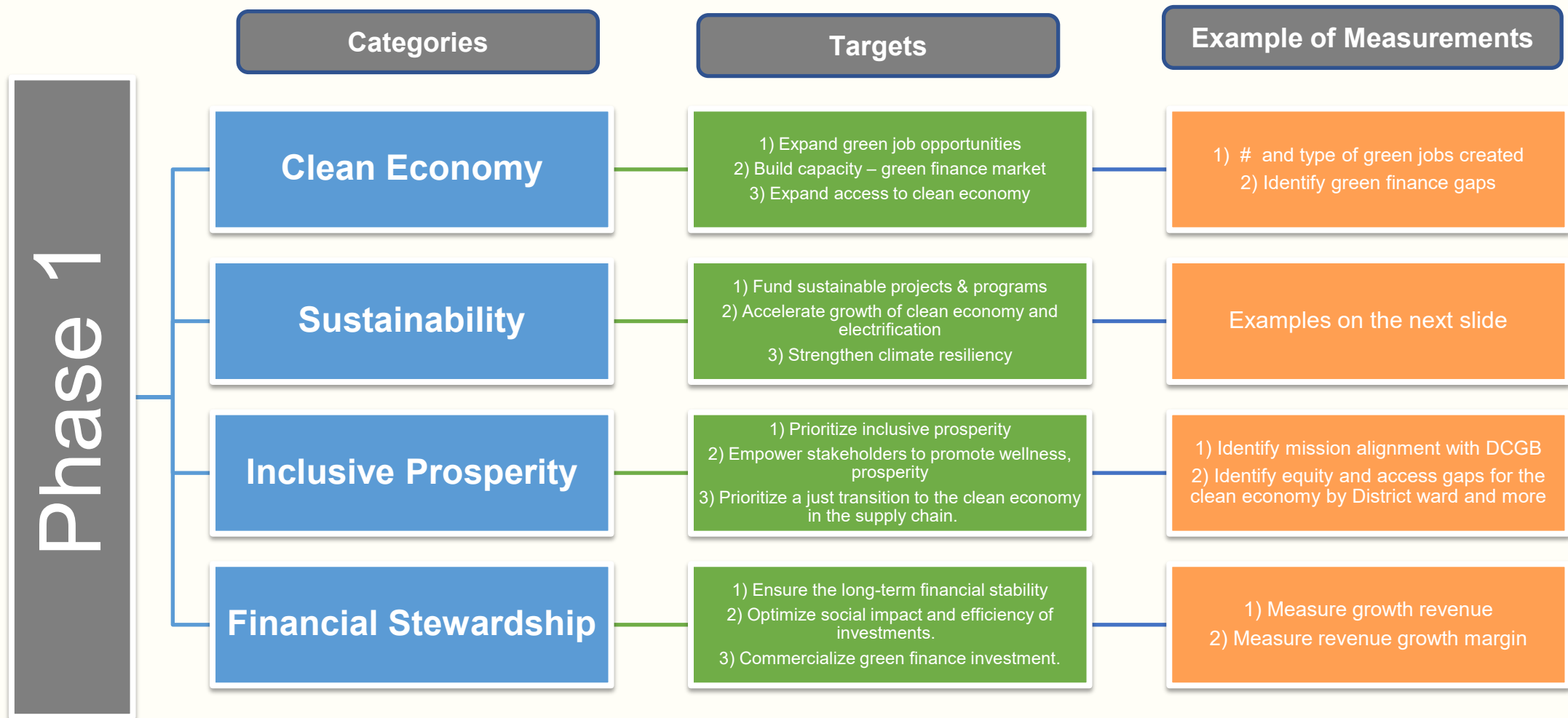


The full performance targets can be found on the DCGB website <https://dcgreenbank.com/performance-targets/>

Phasing Structure & Implementation Timeline

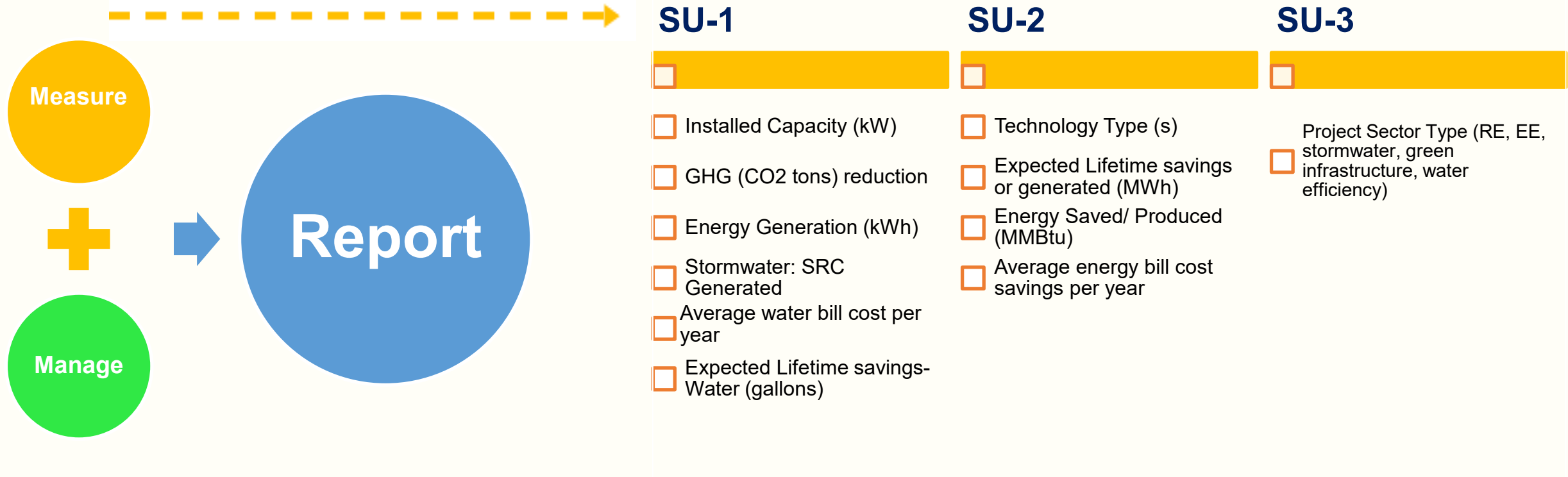


Phase 1- Overview



The phase 1 portion can be found noted within the full performance targets on the DCGB website <https://dcgreenbank.com/performance-targets/>

Phase 1- Sustainability Example, Pt.1



Phase 1- Sustainability Example, Pt.2

What does that mean? What does that look like?



Installed Capacity (kW)

1,000kW= 1MW

1MW can power an average of 190 homes.



GHG (CO2 tons) reduction

1000 kWh of electricity= Reduces 0.781 CO2 tons

1,781 miles driven by a car
(~Drive from DC- Salt Lake City, Utah)



Expected Lifetime savings- Water (gallons)

1 gallon water saved

EPA= Each American uses an average of 82 gallons of water a day at home.

<https://www.seia.org/initiatives/whats-megawatt>
<https://electricityplans.com/kwh-kilowatt-hour-can-power/>
<https://www.epa.gov/watersense/statistics-and-facts>
<https://www.swimmingworldmagazine.com/news/rio-olympic-pool-finds-new-home-in-salvador-brazil/>

Takeaways



The entire phase 1-2 is for benchmarking.



Proceed to phase 3 when possible.



Complete the first cycle of performance targets metric standardization- Work in progress.



DCGB Annual report will provide performance metrics information that are available.



Plan to post and update our available progress on the DCGB website quarterly.

Financial Performance



Statement of Activities

Statement of Activities	Year ended 9/30/2020	1st Quarter 12/31/20	2nd Quarter 3/31/21
Total Revenue	77,882	27,284	37,143
Total Expenditures	(590,800)	(539,735)	(695,417)
Operating Loss	(512,918)	(512,451)	(658,274)
Primary Government Transfers			
Local funding (SETF) - Sustainable Energy Trust Fund	12,000,000	12,000,000	12,000,000
Local funding (REDF) - Renewable Energy Development Fund	<u>14,000,000</u>	<u>14,000,000</u>	<u>14,000,000</u>
Total Transfer from the District of Columbia	<u>26,000,000</u>	<u>26,000,000</u>	<u>26,000,000</u>

Financial Summaries

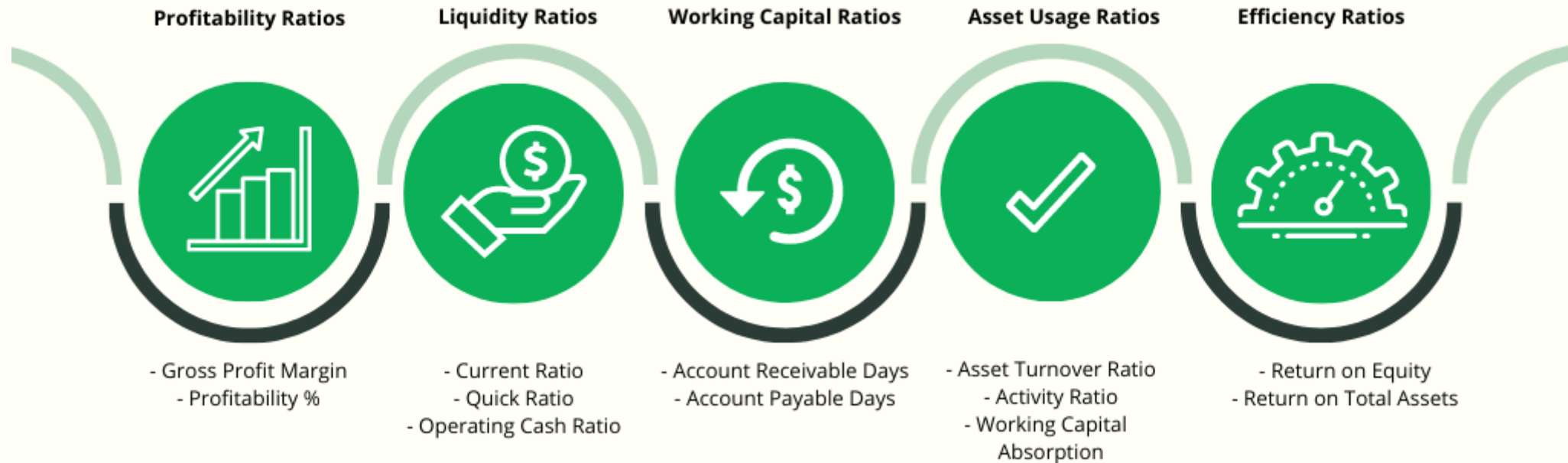
Statement of Financial Summary	Year-Ending 9/30/20	1st Quarter 12/31/21	2nd Quarter 3/31/21
Assets			
Cash & Cash Equivalents	17,413,130	23,516,417	22,728,050
Loans Receivable	1,462,460	1,723,923	1,723,923
Due from District of Columbia	7,000,000	-	-
Prepays	8,469	23,696	30,689
Total Assets	<u>25,884,059</u>	<u>25,264,037</u>	<u>24,482,662</u>
Total Liabilities	(396,977)	(288,947)	(165,844)
Net Position			
Unrestricted Net Position	12,022,300	12,000,000	11,999,462
Restricted Net Position	13,464,782	12,975,090	12,317,355
Total Liabilities and Net Assets	<u>25,884,059</u>	<u>25,264,037</u>	<u>24,482,662</u>

Key Performance Indicators & Ratios

How DCGB Will Measure Our Financials

- Key Ratios/Metrics
 - Profitability Ratios
 - Liquidity Ratios
 - Working Capital Ratios
 - Asset Usage Ratios
 - Efficiency Ratios
- Direct Financing Leverage
 - Amount of private capital invested per dollar of DC Green Bank funding
- Indirect Financing Leverage
 - Amount of private capital invested per dollar of DC Green Bank funding, which applies to projects that DC Green Bank funds through on-lending, credit enhancements, fund management, etc.

Financial Ratio Analysis



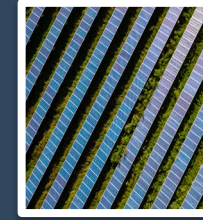
Solar For All 2020

In 2020, DCGB financed 8 projects developed by Flywheel Development, a DC-based Sustainable Development Company

- \$1.8 million DCGB construction loan out of total project costs of \$5.1 million (2020)
- \$300,000 loan payment guaranty (2021)
- Low-cost electricity to 464 LMI households for the next 20 years



1,623 kW



1,400+ tCO₂e p.a.



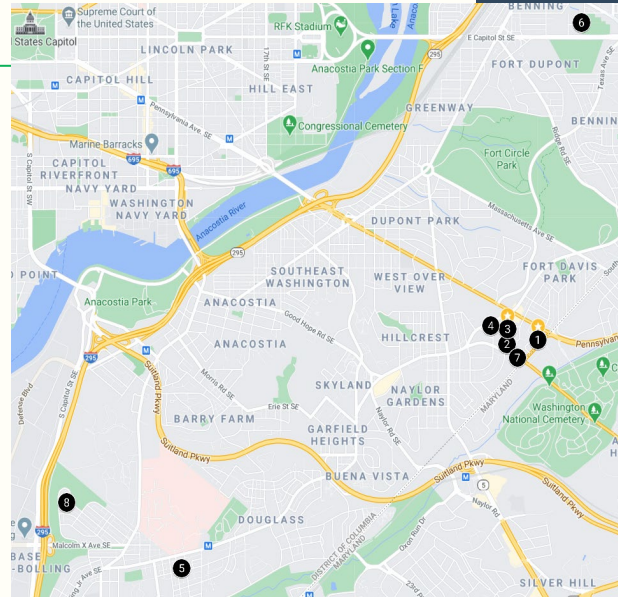
28 full-time jobs



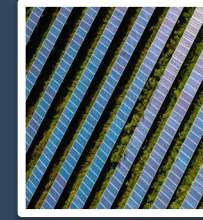
Solar For All 2021

In May 2021, DCGB executed a repeat transaction with Flywheel Development

- \$1.7 million DCGB construction loan out of total project costs of \$3.6 million
- Potential DCGB involvement at permanent stage
- Low-cost electricity to ~300 LMI households for the next 15 years



1,018 kW



984 tCO₂e p.a.



19 full-time jobs



Project Origination Update

UP CLOSE: Near-term Leads

The DCGB team targets near-term commitments on **\$3.3 million** of approved transactions, which include:

- | | | |
|--------------------------|---|--|
| Construction |  | <ul style="list-style-type: none">• Revolving loan for stormwater green infrastructure projects in the MS4 |
| Pre-development |  | <ul style="list-style-type: none">• Pre-development loans to support green building and sustainable design upgrades for mixed use and affordable housing sites |
| Construction + Permanent |  | <ul style="list-style-type: none">• Portfolio financing of solar projects to be installed atop local religious institutions |
| Permanent |  | <ul style="list-style-type: none">• Permanent loan takeout for Solar for All projects with a community bank |

Project Origination Update

BIG PICTURE: DCGB is in the market

The pipeline is robust through engagement with developers, financing partners, nonprofits, and other local organizations



27

Active leads

855

\$M of potential overall
projects to be financed

98

\$M of potential DCGB
financing for identified
opportunities

Roundtable Discussion





CAPITAL IMPACT
PARTNERS

Capital Impact Partners

DC Metro Area Initiatives

June 17, 2021

Kayla Baker, DC Initiatives Manager
kbaker@capitalimpact.org

Your Lender and Partner



Our Vision and Mission

Vision. Our vision is a nation of communities of opportunity built on a foundation of equity, inclusiveness, and cooperation.

Mission. Through capital and commitment, Capital Impact Partners helps people build communities of opportunity that break barriers to success.

On Equity. Capital Impact Partners envisions a world where everyone prospers. We embody equity as a workplace by embedding such in our structure, culture, policy & products. In partnership with community, we endeavor to shatter the barriers created by systemic oppression in the pursuit of equitable access to resources that promote generational wealth development.



DMV Initiatives

Mission: Build opportunity rich, mixed-income neighborhoods that preserve and improve affordable housing and increase residents’ access to services and amenities.

We are committed to economic empowerment and equitable wealth creation.

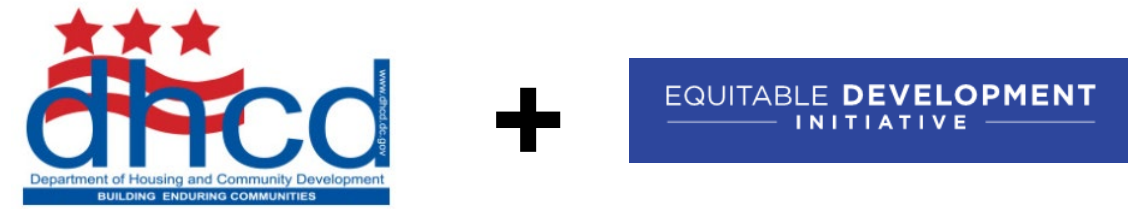
Small Business



Capital Impact
Partners +
CDC Small Business
Finance Alliance

Entrepreneurs
of Color Fund

Housing



Affordable Housing
Preservation Fund

Equitable
Development Initiative



Equitable Development Initiative

Equitable Development Initiative

What. The Equitable Development Initiative (EDI) supports local minority developers through training and technical assistance in the DMV region

Why. EDI helps ensure that real estate developers truly reflect their city's diversity and that minority real estate developers are able to participate in growth and revitalization efforts

Key Impact Areas Targeted



Placed-Based
Revitalization



Affordable
Housing



Cooperative
Development

Program Goals

1. Improve long-term wealth-building for developers of color
2. Increased knowledge and connections within local/regional real estate development industry
3. Neighborhood stabilization through improvements to the built environment

Program Initiatives

EDI Program Structure



Learning Series

- Formal mixed-use real estate development training
- Workshops with development experts and city leaders
- Challenges + opportunities for minority developers in metro regions



Capstone

- Participants complete a Capstone project - a viable real estate development
- Participants form teams and are assigned development and architectural advisors
- Teams make their pitches at the conclusion of the program to a live jury



Technical Assistance

- One-on-one support from developer / finance mentors
- Expert, project-specific guidance to further participants' real estate development efforts



Financing

- CIP works with participants to connect with project financing
- Leverage knowledge + tools to strengthen financing applications

EDI Program Results

EDI DMV Program



51

total program
participants &
alumni



77

panelists &
speakers



41

training sessions



8

mentors providing
1-on-1 technical
assistance



\$1.77m

loaned to DMV
EDI alumni

Additionally:

- Free membership to the Housing Association of Nonprofit Developers (HAND)
- Free enrollment in the Urban Land Institute's Introduction to Pro Forma Excel Modeling online course (Cohort 2)

Program Initiatives

The background image shows a person in a red hoodie and black pants walking from left to right, carrying a backpack. They are walking past a wall covered in graffiti. The graffiti includes the words "IT DONTG XIST", "EXIST MINDED", "HELP", "PHE", "DONT", "EXIST", and "POINT". The text "Medici Road Overview" is overlaid in the center of the image.

Medici Road Overview

DC Green Bank Annual Public Hearing

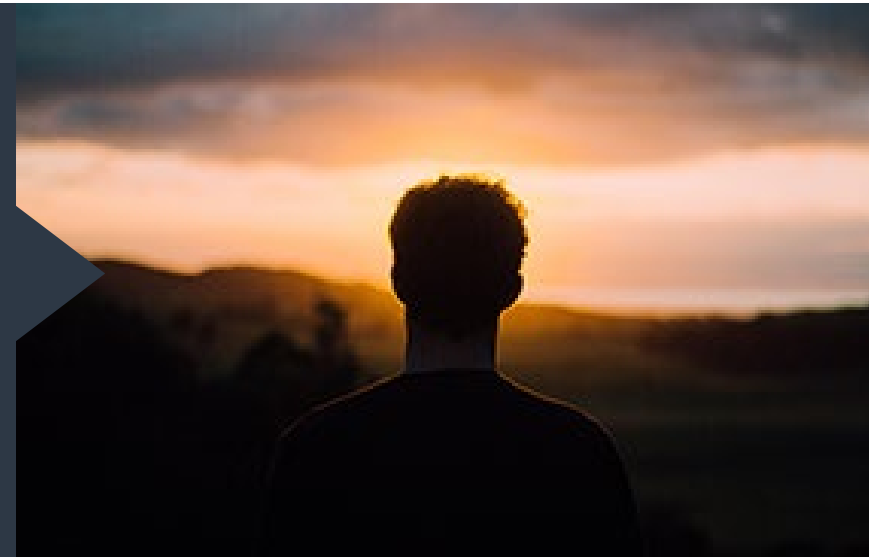
Presented by: Thomas Houston, III
June 17, 2021

Who We Are



Medici Road

Reducing generational poverty one road at a time



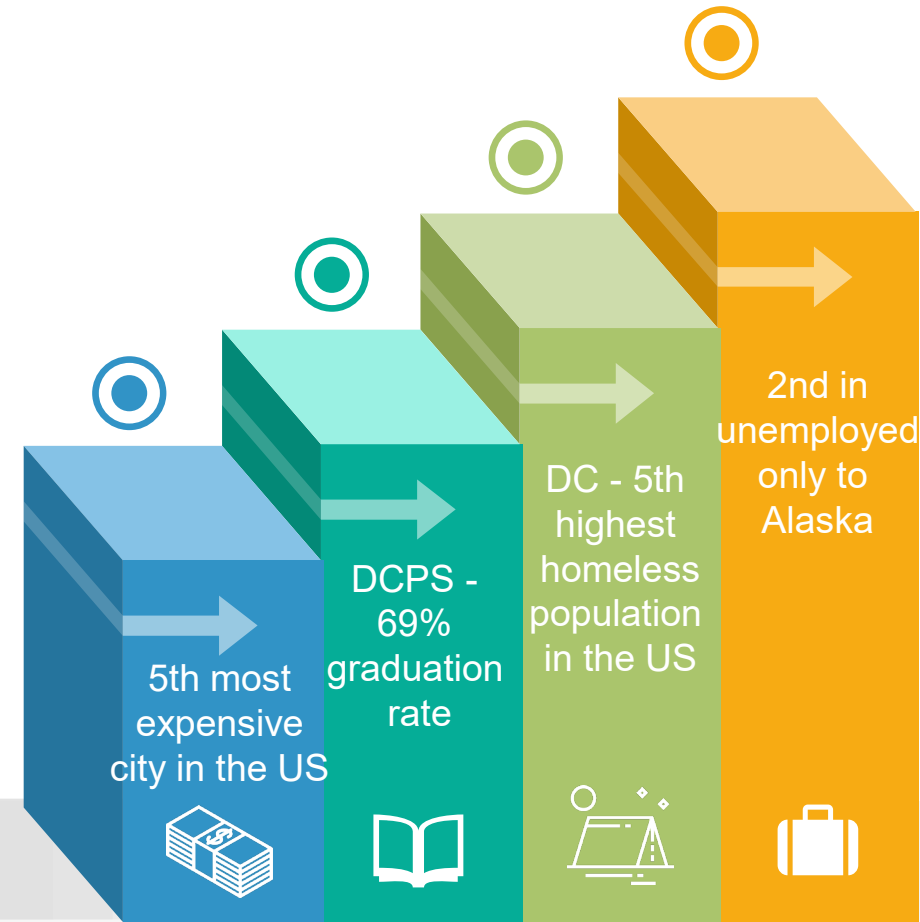
Medici Road operates as a Washington, D.C. **Community Development Corporation**. Our role is to use a racial equity lens in creating opportunities, policies, products, and programs that help people transition out of poverty and climb the economic ladder.

Why It Matters

The Poverty Cycle is real in DC



Many places in the DC metro are contributing to the continuation of the poverty cycle.



What We Do



Evaluation

Analyzing successes to curtail waste and bolster productivity



Research

Discovering insights that uncover "what's next" opportunities



Program Design

Turning data into programs that people can use

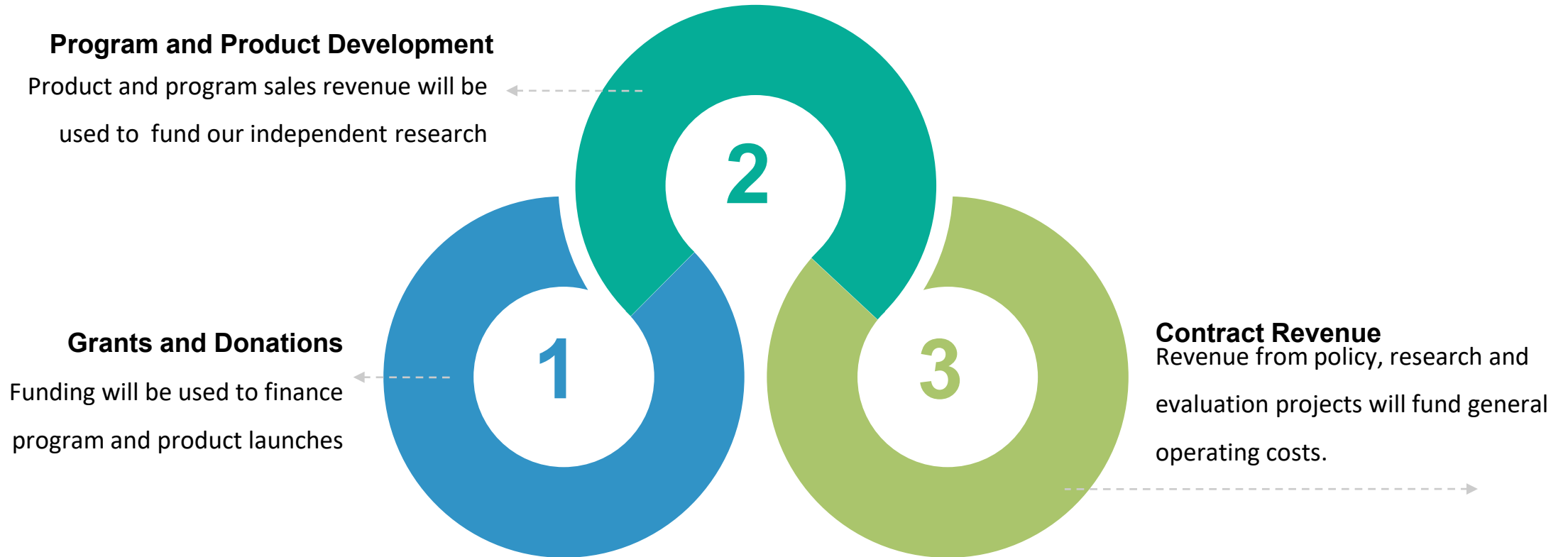


Concept Development

Bringing ideas to life



Our Business Model



Public Q&A





Thank You.

INFO@DCGREENBANK.COM