Annual Public Hearing
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

Solar Power
- PRE-DEVELOPMENT, CONSTRUCTION, OPERATIONS & MAINTENANCE
- COMMUNITY SOLAR
- SOLAR RENEWABLE ENERGY CERTIFICATES

Stormwater Resilience
- GREEN INFRASTRUCTURE DEVELOPMENT
- STORMWATER RETENTION CREDITS

Green Buildings
- AFFORDABLE HOUSING
- HIGH PERFORMANCE BUILDINGS
- SUSTAINABLE & RESILIENT DESIGN, DEVELOPMENT & CONSTRUCTION

Clean Transport
- ELECTRIFICATION TRANSITION
- EV & FLEET
- INFRASTRUCTURE & ACCESS
Public Comments
Performance Targets
The full performance targets can be found on the DCGB website [https://dcgreenbank.com/performance-targets/](https://dcgreenbank.com/performance-targets/).
Phasing Structure & Implementation Timeline

Phase 1
(Near-term)
Develop baseline

Phase 2
(Mid-term)
Baseline & benchmarking cycles

Phase 3
(Long-term)
Alignment & strategies

Timeframe will be observed
Phase 1 - Overview

**Categories**

**Clean Economy**
- 1) Expand green job opportunities
- 2) Build capacity – green finance market
- 3) Expand access to clean economy

**Sustainability**
- 1) Fund sustainable projects & programs
- 2) Accelerate growth of clean economy and electrification
- 3) Strengthen climate resiliency

**Inclusive Prosperity**
- 1) Prioritize inclusive prosperity
- 2) Empower stakeholders to promote wellness, prosperity
- 3) Prioritize a just transition to the clean economy in the supply chain

**Financial Stewardship**
- 1) Ensure the long-term financial stability
- 2) Optimize social impact and efficiency of investments.
- 3) Commercialize green finance investment.

**Targets**

**Clean Economy**
- 1) # and type of green jobs created
- 2) Identify green finance gaps

**Sustainability**
- Examples on the next slide

**Inclusive Prosperity**
- 1) Identify mission alignment with DCGB
- 2) Identify equity and access gaps for the clean economy by District ward and more

**Financial Stewardship**
- 1) Measure growth revenue
- 2) Measure revenue growth margin

The phase 1 portion can be found noted within the full performance targets on the DCGB website [https://dcgreenbank.com/performance-targets/](https://dcgreenbank.com/performance-targets/)

Annual Public Hearing

DC Green Bank

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Phase 1 - Sustainability Example, Pt. 1

SU-1
- Installed Capacity (kW)
- GHG (CO2 tons) reduction
- Energy Generation (kWh)
- Stormwater: SRC Generated
- Average water bill cost per year
- Expected Lifetime savings - Water (gallons)

SU-2
- Technology Type (s)
- Expected Lifetime savings or generated (MWh)
- Energy Saved/ Produced (MMBtu)
- Average energy bill cost savings per year

SU-3
- Project Sector Type (RE, EE, stormwater, green infrastructure, water efficiency)
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

6.17.2021
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

<table>
<thead>
<tr>
<th></th>
<th>Year ended 9/30/2020</th>
<th>1st Quarter 12/31/20</th>
<th>2nd Quarter 3/31/21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Revenue</strong></td>
<td>77,882</td>
<td>27,284</td>
<td>37,143</td>
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<tr>
<td><strong>Total Expenditures</strong></td>
<td>(590,800)</td>
<td>(539,735)</td>
<td>(695,417)</td>
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<tr>
<td><strong>Operating Loss</strong></td>
<td>(512,918)</td>
<td>(512,451)</td>
<td>(658,274)</td>
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<tr>
<td><strong>Primary Government Transfers</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Local funding (SETF) - Sustainable Energy Trust Fund</td>
<td>12,000,000</td>
<td>12,000,000</td>
<td>12,000,000</td>
</tr>
<tr>
<td>Local funding (REDF) - Renewable Energy Development Fund</td>
<td>14,000,000</td>
<td>14,000,000</td>
<td>14,000,000</td>
</tr>
<tr>
<td><strong>Total Transfer from the District of Columbia</strong></td>
<td>26,000,000</td>
<td>26,000,000</td>
<td>26,000,000</td>
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<tr>
<td>Statement of Financial Summary</td>
<td>Year-Ending 9/30/20</td>
<td>1st Quarter 12/31/21</td>
<td>2nd Quarter 3/31/21</td>
</tr>
<tr>
<td>--------------------------------------------</td>
<td>---------------------</td>
<td>---------------------</td>
<td>---------------------</td>
</tr>
<tr>
<td>Assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>17,413,130</td>
<td>23,516,417</td>
<td>22,728,050</td>
</tr>
<tr>
<td>Loans Receivable</td>
<td>1,462,460</td>
<td>1,723,923</td>
<td>1,723,923</td>
</tr>
<tr>
<td>Due from District of Columbia</td>
<td>7,000,000</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Prepaids</td>
<td>8,469</td>
<td>23,696</td>
<td>30,689</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>25,884,059</strong></td>
<td><strong>25,264,037</strong></td>
<td><strong>24,482,662</strong></td>
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<tr>
<td>Total Liabilities</td>
<td>(396,977)</td>
<td>(288,947)</td>
<td>(165,844)</td>
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<tr>
<td>Net Position</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted Net Position</td>
<td>12,022,300</td>
<td>12,000,000</td>
<td>11,999,462</td>
</tr>
<tr>
<td>Restricted Net Position</td>
<td>13,464,782</td>
<td>12,975,090</td>
<td>12,317,355</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>25,884,059</strong></td>
<td><strong>25,264,037</strong></td>
<td><strong>24,482,662</strong></td>
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</table>
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

Profitability Ratios
- Gross Profit Margin
- Profitability %

Liquidity Ratios
- Current Ratio
- Quick Ratio
- Operating Cash Ratio

Working Capital Ratios
- Account Receivable Days
- Account Payable Days

Asset Usage Ratios
- Asset Turnover Ratio
- Activity Ratio
- Working Capital Absorption

Efficiency Ratios
- Return on Equity
- Return on Total Assets
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

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

- Revolving loan for stormwater green infrastructure projects in the MS4
- Pre-development loans to support green building and sustainable design upgrades for mixed use and affordable housing sites
- Portfolio financing of solar projects to be installed atop local religious institutions
- 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

DC Metro Area Initiatives

June 17, 2021

Kayla Baker, DC Initiatives Manager
kbaker@capitalimpact.org
Your Lender and Partner

CAPITAL IMPACT
A Mission-Driven Community Development Financial Institution

Working Since 1982 on Social and Racial Justice Issues Nationwide

= $2.5+ BILLION
Invested in Communities to Deliver Social Impact

CIP Overview
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.
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.

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**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

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**Key Impact Areas Targeted**

- Placed-Based Revitalization
- Affordable Housing
- Cooperative Development

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**Program Initiatives**
**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 Structure**

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<thead>
<tr>
<th>Learning Series</th>
<th>Capstone</th>
<th>Technical Assistance</th>
<th>Financing</th>
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<td></td>
</tr>
</tbody>
</table>
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)
Medici Road Overview

DC Green Bank Annual Public Hearing

Presented by: Thomas Houston, III
June 17, 2021
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.
Many places in the DC metro are contributing to the continuation of the poverty cycle.

Why It Matters

The Poverty Cycle is real in DC

- DCPS - 69% graduation rate
- DC - 5th highest homeless population in the US
- 2nd in unemployed only to Alaska
- 5th most expensive city in the US
- DCPS - 69% graduation rate
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

Program and Product Development
Product and program sales revenue will be used to fund our independent research.

Grants and Donations
Funding will be used to finance program and product launches.

Contract Revenue
Revenue from policy, research and evaluation projects will fund general operating costs.
Public Q&A
Thank You.

INFO@DCGREENBANK.COM