



Board of Directors

REGULAR MEETING OF THE BOARD / 8.4.2021



Agenda

Reporting and Updates

- I. Operations Update

Stakeholder Engagement

- I. Stakeholder Outreach and Connections

Project Updates

- I. Deal Closing: Stormwater and Green Infrastructure
- II. Project Origination Update

Reporting and Updates



Operations Update

Additional Updates

4 Summer Interns

- HR, Communications, and Sustainability interns onboarded and started on June 1. Over 250 applications received.
- Legal intern's 10-week project ended on July 23.

RFP & RFQ Updates

- DCGB has selected a primary outsourced HR vendor, and will not proceed Paychex, due to better fit. Transition will occur in August/September.
- DCGB will keep DC Health Link, with the new HR vendor as primary admin.
- DCGB has selected a financial advisor to support the development of the capital strategy. Contract negotiations are underway.
- DCGB has selected an asset management platform firm, and notification and contract negotiation are underway.

DEI Training

- DCGB team participated in a half-day workshop on June 29.
- Internal DEI committee has been created.

Stakeholder Engagement



Stakeholder Outreach and Connections

Engagement With Our Audiences

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

- REUDC Campaign
- Deal Closing Press Release, with DCist and Afro News Articles
- Meetings with Sierra Club
- DC Capital Connector
- Womble Bond Dickinson Roundtable on Green Banks
- #MOYATalks Series
- HAND Annual Meeting and Housing Expo
- Focus and Feedback Session Postponed
- Fairfax Villages Site Visit and Community Meeting
- Arlington County C2E2 Energy Committee
- WDCEP Lunch and Learn
- MWCOG Regional Green Banks Roundtable
- Upcoming: City-wide Climate, Energy, and Environment Stakeholder Roundtable

Project Updates



Stormwater and Green Infrastructure



Deal Closing: Revolving Loan Facility

We are pleased to announce that the stormwater green infrastructure deal with Green Compass has closed:

- Total facility size: \$650,000 revolving loan facility, 18-month duration
- Number of projects in development: 5
- Project impacts:
 - \$ saved on water bills and site maintenance costs
 - Shade trees and native species planted
 - Stormwater captured and managed per rain event
 - Improved water quality due to decrease in runoff to area waterways
- Wards impacted: Projects will focus on Wards 5, 7, and 8

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.

24

Active leads across our
priority sectors

815+

Million dollars of
potential overall
financing identified

70

Million dollars of
potential DC Green Bank
financing for identified
opportunities

Project Origination Update

Near-Term Project Leads

The DCGB team is advancing on several upcoming transactions that have either recently been approved or are up for Board approval and are likely to close within the coming months. We mentioned the following in the May 2021 Board meeting:

- Revolving loan facility for installation of multiple stormwater green infrastructure projects, led by a local woman-owned developer **UPDATE: Deal closed and first project underway.**
- Permanent loan takeout facility for Solar for All projects as a participation with a community bank, led by a local woman-owned developer
- Pre-development loan facilities to support green building and sustainable design upgrades for new construction of mixed use and affordable housing sites led by minority-owned developers
- Financing of a portfolio of solar projects to be installed atop local religious institutions

Project Origination Update

Near-Term Project Leads (Cont'd)

Since the May 2021 Board Meeting, we have advanced on several new opportunities that are up for approval at this meeting or subsequent committee meetings, for a total of over \$22 million in deployments when closed:

- 2MW solar portfolio construction financing in partnership with local university and minority-owned developer
- 7MW residential solar permanent facility with large DC-based developer, supporting new solar in 1,000+ DC homes
- 947kW zero-cent PPA projects benefiting local non-profits and hospitals
- 1MW carport and residential solar projects concentrated in Ward 7
- Credit enhancement with bank partner to finance small business and property clean energy improvements
- Credit enhancement for energy services company to finance green improvements for building owners to meet BEPS compliance
- Loan pool with community development finance institution (CDFI) to provide joint financing for community-serving organizations and small businesses seeking green building improvements



Thank You.

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