



Board of Directors

REGULAR MEETING OF THE BOARD / 2.12.2021



Agenda

News and Updates

- I. Organizational Highlights
- II. Hiring Updates
- III. Current and Pending RFPs & RFQs

Stakeholder Engagement

- I. Community Impact Initiative
- II. Stakeholder Outreach and Connections

Projects & Products

- I. Flywheel Update
- II. Project Origination Update
- III. Milestones for Select Project Leads
- IV. DC PACE Transition Update**
- V. DC PACE Activity Pipeline

News and Updates



Organizational Highlights

FINANCE, ACCOUNTING & OPERATIONS

- Sage Intacct (core accounting system) Live
- Transitioned bank accounts to Amalgamated Bank and M&T Bank
- Employee policies & handbook finalized and issued
- Solidified onboarding and new employee training program
- Created and implemented college internship program
- Marketing, communications, and brand enhancements



Hiring Updates

Investment Associates & Interns

433

Investment Associate
Applicants

175

Intern Applicants

- Hired two Investment Associates
- Hired and onboarded a Communications & Research and a Human Resources & Operations intern

Current and Pending RFPs & RFQs

OPPORTUNITIES TO WORK WITH DC GREEN BANK

Human Resources RFP

- Proposals due: February 12
- Comprehensive outsourced HR Support Services
- Target services commencement: March 1

Pending RFPs & RFQs

- Marketing, Communications, & Public Relations (Opens February 15 and closes March 5)
- Loan Servicing & Asset Management Services
- Cash Investment Portfolio Management
- Professional Slate (Operations, Legal, Investment, Technical Support)

Stakeholder Engagement



Community Impact Initiative

Supporting Pillars of the Community

- What: Engagement platform for community-based organizations to make green improvements to their buildings.
- Who: Engaging with faith-based institutions, nonprofits, private capital providers, and contractors.
- Timeline: Ongoing

13

Community-serving
organizations engaged

3

Partner organizations
identified to support
implementation

6,7,8

Wards with initial sites
for potential DC Green
Bank financing

Stakeholder Outreach and Connections

Engagement With Our Audiences

DCGB staff has accelerated stakeholder engagement activities in recent months, and February and March will take it to a new level. Our focus remains on getting our messages out to contractors, vendors, private capital providers, government partners, public interest groups, and the general public.

- *Currents* Podcast
- ABA Panel: DC Region Green Banks
- *Next City* Interview
- P3 Government Conference
- DOEE Events
- Community Impact Initiative Launch
- CLEER Event
- City Council Outreach
- Interest Group Engagement
- Social Media
- Focus and Feedback Session
- Performance Targets – public comment closes March 8

Project & Product Development and Updates



Flywheel Update

\$1.78M SOLAR CONSTRUCTION LOAN PORTFOLIO

333

333 HOUSEHOLDS BENEFIT

Solar energy access and reduced energy costs for low- and moderate-income households including formerly homeless military veterans.

13

13 ROOFTOP REPLACEMENTS

Active leaks stopped and roof insulation upgrades for energy efficiency.

8

8 SOLAR FOR ALL PROJECTS SAVED

Access to construction financing provided to 8 Solar For All projects where COVID-19 disrupted original source of capital.

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.

20

Active leads across our
priority sectors

890

Million dollars of
potential overall
financing identified

46

Million dollars of
potential DC Green Bank
financing for identified
opportunities

Near-Term Milestones for Select Project Leads

No.	Program	Project Sponsor	Total Project Cost (\$)	DCGB Amount (\$)	Impact	Current Status	Next Milestone
1	Community Impact Initiative	Faith-based institution	50,000	50,000	Green building improvement in Ward 6 (heating)	MoU drafts shared with two service providers	MoUs signed with two service providers for program plan; term sheet signed with one community-service organization
2	Solar Construction + Term Loan Option	Solar For All Developer 1	2,250,000	1,250,000	1 MW, Ward 7, Low-income resident free renewable energy	Indicative Terms shared with Sponsor	Borrower Application / Term Sheet
3	Solar Construction + Term Loan Option	Solar For All Developer 2	3,000,000	1,800,000	1 MW, Ward 7, Low-income resident free renewable energy	Indicative Terms shared with Sponsor	Borrower Application / Term Sheet signed
4	Green Infrastructure	Stormwater Developer	450,000	300,000	Green infrastructure projects in Wards 5, 7, 8 to provide cleaner air and waterways in low-income areas	Indicative Terms shared with Sponsor	Borrower Application / Term Sheet
5	Green Building - Affordable Housing	Nonprofit program administrator	3,000,000	3,000,000	Energy savings for multifamily naturally occurring affordable housing	Indicative Terms shared with Sponsor	Borrower Application / Term Sheet
6	Solar Development Facility	Solar Developer	3,000,000	1,500,000	Gap financing for development of 8MW new solar capacity in DC	Structuring	Indicative Terms shared with Sponsor

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 benefitting low-income residents in the District.

Product Development Update

No.	Product	Borrower Types	Funding Partner(s)	Structure	Current Status
1	CLEER	Building Owners and Commercial Tenants	Sandy Spring Bank	Loan loss reserve credit enhancement for origination of financing of energy savings and renewable projects between \$10,000-\$250,000	In operations, seeking potential additional financing partners
2	Navigator	Multifamily and Non-Profit Commercial	Inclusive Prosperity Capital	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	Recommending product adoption
3	Solar Construction + Term Loan	Community Solar Developers	Various	Direct loan financing for construction and operations stage of projects to provide low-cost or free renewable energy to low-income residents of DC	Standard indicative terms drafted
4	Green Affordable Multifamily Housing	Affordable Multifamily	Various	Upfront financing for clean energy, green infrastructure, and preservation energy efficiency retrofits	In discussions with potential borrowers
5	Green Building Performance	Commercial Building Owners	Various	Availability of capital for building owners to address DC's newly implemented Building Energy Performance Standards (BEPS)	In discussions with potential borrowers and financing partners



DC PACE Transition

UPDATE

Ongoing planning and coordination meetings among key representatives from Department of Energy & Environment, DC Green Bank and Urban Ingenuity

DC PACE Active Pipeline Summary

STAGE	NO. OF PROJECTS	PROJECT VOLUME
CLOSING	7	\$20.1M
UNDERWRITING	6	\$12.7M
PROJECT DEVELOPMENT	2	\$2.8M
PRELIMINARY EVALUATION	6	\$4.8M
MARKETING	7	\$9.1M
QUALIFIED LEAD	4	\$18.0M
TOTAL	32	\$67.4M



Thank You.

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