



Board of Directors

REGULAR MEETING OF THE BOARD

8.17.2022

DC
GREEN BANK

Agenda

- I. Financial Update and FY23 Budget
 - a. FY23 Budget Review and Vote
 - b. FY22Q3 Financial Update
- II. Reporting and Updates
 - a. Operations Update
- III. Stakeholder Engagement
 - a. Stakeholder Outreach and Connections
- IV. Project Updates
 - a. Deal Updates and Closings:
 - a. Rainplan
 - b. Medici Road
 - b. DC PACE Update
 - c. Project Origination Update



FINANCIAL UPDATE



REGULAR MEETING OF THE BOARD

01

FY23 Budget Overview

Item	Proposed Total
Program Revenue:	\$2,809,310
Operating Revenue:	43,800
Total Revenue:	<u>\$2,853,110</u>
Total Personnel:	\$5,052,671
Total Program Expense:	525,000
Total Admin & General Expenses:	158,017
Operating Expenses:	5,735,688
Total Expenses:	<u>\$11,471,377</u>



Financial Update

Summary of Q3 Financials

- Total Assets: \$ 55,103,632
- Total Liabilities: (\$ 1,340,430)
- Total Net Position: \$53,763,203.00

Total Operating Revenue: \$92,026

- Beginning Net Position: \$39,624,747
- Change in Net Assets: \$14,918,571
- Transfer from the District of Columbia:
 - SETF Funds: \$10,794,104
 - BEPS Funds: \$ 5,000,000
- Loss Before Transfer: (\$876,533)
- Net Position Ending: \$53,763,203

REPORTING AND UPDATES



REGULAR MEETING OF THE BOARD

02

Operations Update

- Hired and onboarded 4 new employees
 - Chief Investment Officer – Karin Berardo
 - General Counsel – Isida Tushe
 - Senior Investment Associates – Derrick Holloway & Shiva Patel
- Hired and onboarded 3 new interns
 - Community Impact – Alexa Williamson
 - HR & Operations – Jalen Mears
 - Marketing & Comms – Elli Ruggiero
- Move to WeWork Midtown Center
- Completed 3rd Quarter Performance Evaluations
- 3 employees completed DEI facilitator training
- Soft launch of Clean Energy Advantage



Legislative Updates

Adjustments to the DC Green Finance Authority Establishment Act – Effective October 1, 2022:

- Board quorum
 - Adjusts quorum requirement from 5 voting members to 4
- Board chair selection
 - Board chair is selected by a vote of the Board rather than by the Mayor
- Fossil fuels
 - No projects or programs that contain on-site fossil fuels can be funded by DCGB



STAKEHOLDER ENGAGEMENT



REGULAR MEETING OF THE BOARD

03



Stakeholder Outreach and Connections

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

- HAND Annual Conference
- Media:
 - Press release on LEDC joint venture
 - Press release on Solar for All ribbon cutting
 - Articles in Washington Business Journal, DC Line, RTO Insider, NextCity, Energy News, CBC, Weather Network
- Ribbon Cutting in Ward 4 – Rock Creek Ford Solar Project
- Net-Zero Retrofit Event with DCRA and DCSEU
- Ward 7 Virtual Community Meeting and Listening Session
- AEG Event on Grid Modernization
- Upcoming Events:
 - Open Streets Ward 5
 - H Street Festival
 - Solar project groundbreaking
- Ward 8 Virtual Community Meeting and Listening Session
- Open Streets – Ward 7

PROJECT UPDATES



REGULAR MEETING OF THE BOARD

04

Rainplan

We are pleased to announce that we closed on two facilities with Rainplan, LLC: a \$1,800,000 commercial facility and a \$200,000 residential revolver. This partnership benefits DC residents by providing cleaner air and waterways and reducing greenhouse gas emissions.

- **Total Project Size:** \$2,500,000
- **Projected Project Impacts:**
 - Increase private property participation in regulated stormwater drainage & urban greening programs.
 - Rainplan's software system creates a green infrastructure marketplace connecting owners with government environmental incentives.
 - Stormwater retentions reduce urban heat island effect, associated physical and mental health benefits, and local green job creation.
- **Wards Impacted:** Varies



Medici Road

We are pleased to announce that we closed on a \$850,000 predevelopment loan with Medici Road for a mixed-use property in the Deanwood neighborhood.

- **Total Project Size:** \$943,329 (predevelopment)
- **Projected Project Impacts:**
 - Development of 27 new affordable housing condos along with 4,000 sq feet of commercial space featuring a grocery store, a restaurant, a co-working space, and headquarters for Medici Road.
 - Creation of 150+ jobs.
 - Create a highly sustainable design-build based on Enterprise Green Communities Certification requirements.
 - Plans to install rooftop solar panels as well as stormwater recycling system in customer parking areas.
- **Wards Impacted:** Ward 7



DC PACE Update

We are proud of the impact we have seen since the administration of the DC PACE program shifted from DOEE to DCGB on October 1, 2021. Through July 31, 2022, we have:

- Closed 7 projects to date totaling \$18.6 million.
- Two projects approved but waiting to close totaling \$12.6 million.
- Once all of these projects have closed, DCGB will have generated \$265,600 in net origination fee income.
- Closed 42 projects since program inception totaling \$75 million (\$250 million PACE Program ceiling).
- Types of projects financed: multi-family residential (Ward 8), community healthcare center (Ward 8), residential apartments (Wards 1 and 8), cooperative association (Ward 1), and office building (Ward 2).
- Added 2 Capital Providers: Ygrene Energy Fund and Twain Financial Partners; Three additional applications are under consideration.



Examples of DC PACE Impact

- **Total PACE Project Size:** \$12,700,000
 - **Project Overview:** Construction of a five-story, 140,000 sq. ft. mixed-use building; 93 fully furnished residences and university leased commercial space. Meets DC Green Code standards plus water consumption savings.
 - **Ward(s) Impacted:** Ward 1
 - **Private Capital Partner(s):** Greenworks Lending, LLC
-
- **Total PACE Project Size:** \$380,260
 - **Project Overview:** Three-story multi-family property that is completely renovating the existing envelope, lighting, and HVAC systems into an energy-efficient 8-unit apt building.
 - **Ward(s) Impacted:** Ward 8
 - **Private Capital Partner(s):** Forbright Bank
- **Total PACE Project Size:** \$2,200,000
 - **Project Overview:** Rehabilitation of a three-story 20,000 sq. ft. nonprofit-owned office building to install energy-efficient HVAC, lighting, LED, electrical, plumbing and solar PV system.
 - **Ward(s) Impacted:** Ward 1
 - **Private Capital Partner(s):** MainStreet Bank



Project Origination Update

DC Green Bank is in the Market

32

Active Leads Across Our Priority
Sectors

264

Million Dollars of Potential Overall
Financing Identified

34

Million Dollars of Potential DCGB
Financing for Identified
Opportunities

Near-Term Project Leads

Transaction Description	Stage
Bridge loan to support 3,500+ kW of commercial solar projects that largely support LMI populations	Pending Board Review
Construction + term loan participation to support 2.3 MW of rooftop and carport solar	Closing
Construction loan to support green buildings, sustainable design upgrades, and solar installation led by a local, small, minority, and woman-owned business	Closing
Residential construction loan participation to support affordable housing units at a mixed-use sit	Closing

Project Origination Update

The DCGB team is advancing several upcoming transactions that have either recently been approved or are up for Board approval and are likely to close within the coming months.



Thank You.

INFO@DCGREENBANK.COM