



Board of Directors

REGULAR MEETING OF THE BOARD

10.24.2022

DC
GREEN BANK

Agenda

I. Preliminary Fiscal Year 2022 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. CFE Participation

b. DC PACE Update

c. Project Origination Update



PRELIMINARY FINANCIAL UPDATE



REGULAR MEETING OF THE BOARD

01

Preliminary Financial Update

Summary of Q4 Financials

- Total Assets: \$ 54,217,989
- Total Liabilities: \$ (1,254,404)
- **Total Net Assets: \$ 52,963,585**

Statement of Activities – Consolidated

- Total Operating Revenue: \$ 524,914
- Beginning Net Position: \$ 40,690,641
- Change in Net Assets: \$ 12,272,945
- Loss Before Transfer: \$ (3,521,159)
- **Net Position Ending: \$ 52,963,585**

REPORTING AND UPDATES



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Operations Update

- Hired new employees
 - Mike Chase – Director of Technology & Special Projects
 - Michelle Botlik – Financial Controller
 - HR Manager (starting 10/26)
 - Marketing & Comms Coord. (starting 10/26)
- Actively recruiting for several new positions:
 - Director of Investments
 - PACE Program Coordinator
 - Underwriter
- 4 new interns hired
 - Investments (2), Community Outreach, Accounting
- Beginning FY22 Performance Evaluation cycle
- Continued recruitment for Clean Futures Lab
 - 10+ organizations interested



STAKEHOLDER ENGAGEMENT



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03



Stakeholder Outreach and Connections

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

- Open Streets – Ward 5
- CEA Contractor Training
- DCBIA Event on DC PACE
- Celebration of the Inflation Reduction Act
- H Street Festival
- Green Bank Network Event at Climate Week
- National Green Bank Summit
- BOSS/ACORE Investment Summit
- Audubon Naturalist Society Virtual Meeting
- Energy Efficiency Day
- Media:
 - Press release on Rainplan deal closing
 - Press release on leadership transition
 - Articles in Washington Business Journal, Commercial Observer, S&P Global, Canary Media, BisNow, NRDC
- Upcoming Events:
 - DCGB Annual Public Hearing
 - Solar Project Groundbreaking

PROJECT UPDATES



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04

CFE Participation

We are pleased to announce that together with a community development financial institution, we closed on a \$499,000 participating interest in a \$2 million acquisition, design, and construction loan. Once built, this project will benefit DC residents by creating spacious housing for residents earning less than 50% area median income.

- **Total Project Size:** \$2.3 million
- **Projected Project Impacts:**
 - Pursuit to achieve Passive House certification – the building would be free from fossil fuels and will be fully electrified; estimated to save up to 90% in energy use on the property
 - Plans to install rooftop solar forecasted to generate 24MWh in annual energy generation (equivalent to reducing 17 tons of CO2 annually)
 - Creation of ~40 construction jobs.
- **Ward 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 September 30, 2022, we have:

- Closed 8 projects to date totaling \$19.8 million.
- One additional project totaling \$11.5 million was approved but waiting to close in October.
- Once all of these projects have closed, DCGB will have generated \$265,600 in net origination fee income.
- Closed 43 projects since program inception totaling \$76 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 3 Capital Providers: Ygrene Energy Fund, IKAV Capital and Twain Financial Partners; Two 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
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- **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

36

Active Leads Across Our Priority
Sectors

374

Million Dollars of Potential Overall
Financing Identified

47

Million Dollars of Potential DCGB
Financing for Identified
Opportunities

Near-Term Project Leads

Transaction Description	Stage
Participation loan to support LEED Silver rating of green building construction.	Pending Board Review
Construction loan to support 80+ kW of rooftop solar on a house of worship.	Pending Executive Committee Review
Construction loan to support installation of green building efficiency measures resulting in ~\$20K of annual energy savings.	Pending Executive Committee Review
Construction loan to support 120+ kW of rooftop and carport solar	Pending Executive Committee Review
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
Construction + term loan participation to support ~2+ MW of rooftop and carport solar	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.

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