



Board of Directors

REGULAR MEETING OF THE BOARD

2.22.2023

Agenda

- I. Q1 FY2023 Financial Update
- II. Project Updates
 - a. DC PACE Performance
 - b. Pipeline Update
- III. Reporting and Updates
 - a. Human Resources and Operations Update
- IV. Stakeholder Engagement
 - a. Stakeholder Outreach and Connections



Q1 FY2023 FINANCIAL UPDATE



REGULAR MEETING OF THE BOARD

01

Q1 FY23 Financial Update

Summary of Q1 Financials

- Total Assets: \$ 57,919,295
- Total Liabilities: \$ (1,324,372)
- **Total Net Assets: \$ 56,594,923**

Statement of Activities – Consolidated

- Total Operating Revenue: \$ 403,887
- Beginning Net Position: \$ 57,066,817
- Change in Net Assets: \$ (471,894)
- Loss Before Transfer: \$ (471,894)
- **Net Position Ending: \$ 56,594,923**

PROJECT UPDATES



REGULAR MEETING OF THE BOARD

02

DC PACE Update

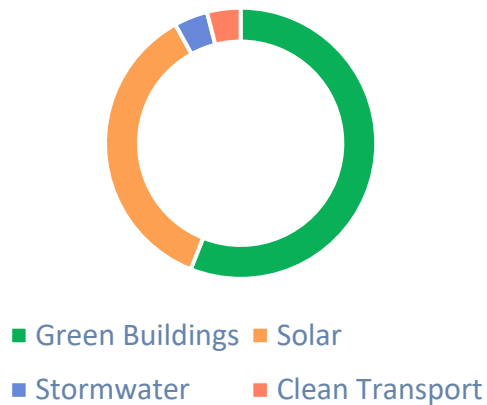
Since the beginning of FY 23, The PACE Program has:

- Closed 1 project (Sixty Brand Hotel) in Ward 2 totaling \$11.7 million. This project generated fee income of \$116K and future annual income (program admin. fee) of \$23K.
- 6 projects are currently in the pipeline totaling \$9.3 million.
- 5 projects are expected to close this quarter totaling \$6.8 million, producing fee income of \$63K and future annual income of \$14K.
- Added 1 capital provider (Capital Bank) bringing the total number of capital providers to 19.
- Starting review process of the program guidelines.



Pipeline Update

Investment Sectors



DC Green Bank is in the Market

25

Active Leads Across Our Priority Sectors

150

Million Dollars of Potential Overall Financing Identified

36

Million Dollars of Potential DCGB Financing for Identified Opportunities

REPORTING AND UPDATES



REGULAR MEETING OF THE BOARD

03

Human Resources and Operations Update

- Hired new employees
 - Director of Underwriting – Mary Edwards
 - Director of Financing Programs– Marc Ericson
- Completed annual performance evaluations; Second quarter goal reviews upcoming in March 2023
- Making final selections for lending systems
- Starting Workforce Development support efforts
- Starting review for next IT RFP



STAKEHOLDER ENGAGEMENT



REGULAR MEETING OF THE BOARD



Stakeholder Outreach and Connections

DCGB staff have been active in January and February, engaging with communities across the city. Below is a very brief overview of events and engagement:

- Performance Oversight Hearing
- Groundbreaking Event for The Faircliff All-Electric Affordable Housing Property
- [Promotional Video for The Faircliff Groundbreaking Event](#)
- Extensive Social Media Engagement on Deal Closings, Events, and New Staff
- Increasing Black Business Participation in Clean Energy: An Economic Imperative and Opportunity Virtual Event – Prosperity Now
- Press Releases for The Faircliff Groundbreaking and Enterprise Solar Deal Closing
- Media Appearances:
 - ConnectCRE
 - DCist
 - WTOP
- pv magazine
- Greater Greater Washington
- Energy and Environment Leader
- Impact Alpha
- Multi-Housing News
- Washington Business Journal
- Commercial Observer
- Coming Soon:
 - DMOI Green Jobs Summit
 - Volt & Howard Ribbon Cutting
 - DMPED March Madness
 - DOE Office of Economic Impact and Diversity's Annual MBE Industry Day



Thank You

INFO@DCGREENBANK.COM