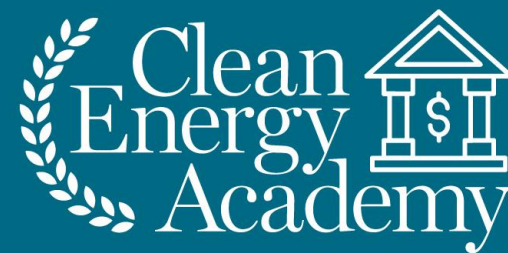


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"Your Name, Org Name, Pronouns"

# Green Finance and Opportunities from GGRF

Clean Energy Academy Workshop #3

October 1, 2024



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# What to expect for today's workshop

## Agenda

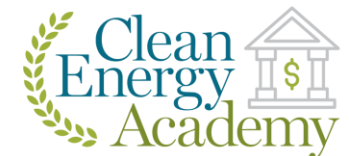
- Check in Activity
- Presentation #1: Overview of the Greenhouse Gas Reduction Fund
- Presentation #2: Green Finance from a Lender's Perspective

### *Break*

- Breakout Room Scavenger Hunt
- Announcements and Reminders

## Today's Objectives

- **Showcase** how the Greenhouse Gas Reduction Fund (GGRF) can help YOU leverage low-cost capital for clean energy projects
- **Share** the lender's perspective on what GGRF financial products are available and case studies for successful application of green financing
- **Help** participants understand their regional or project-specific GGRF borrowing options
- **Support** the Clean Energy Academy program team with communications assets

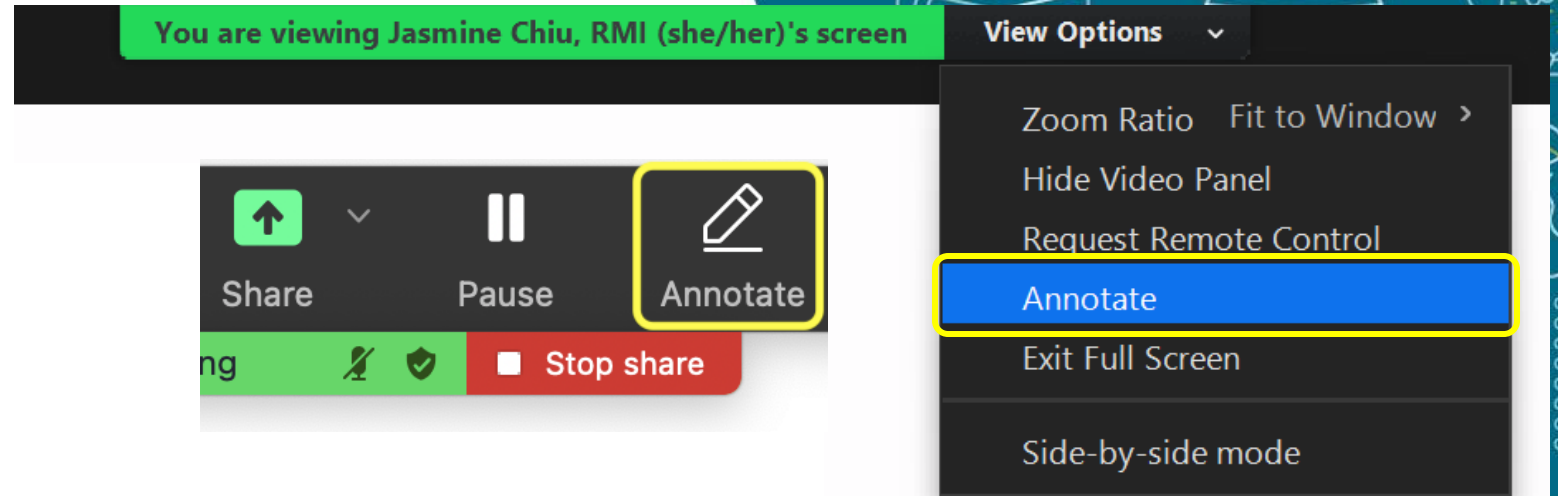


# Check in activity

Get your stamps ready!

1) Click "Annotate" in your tool bar.

2) Find the arrow your side bar next to select your stamp.

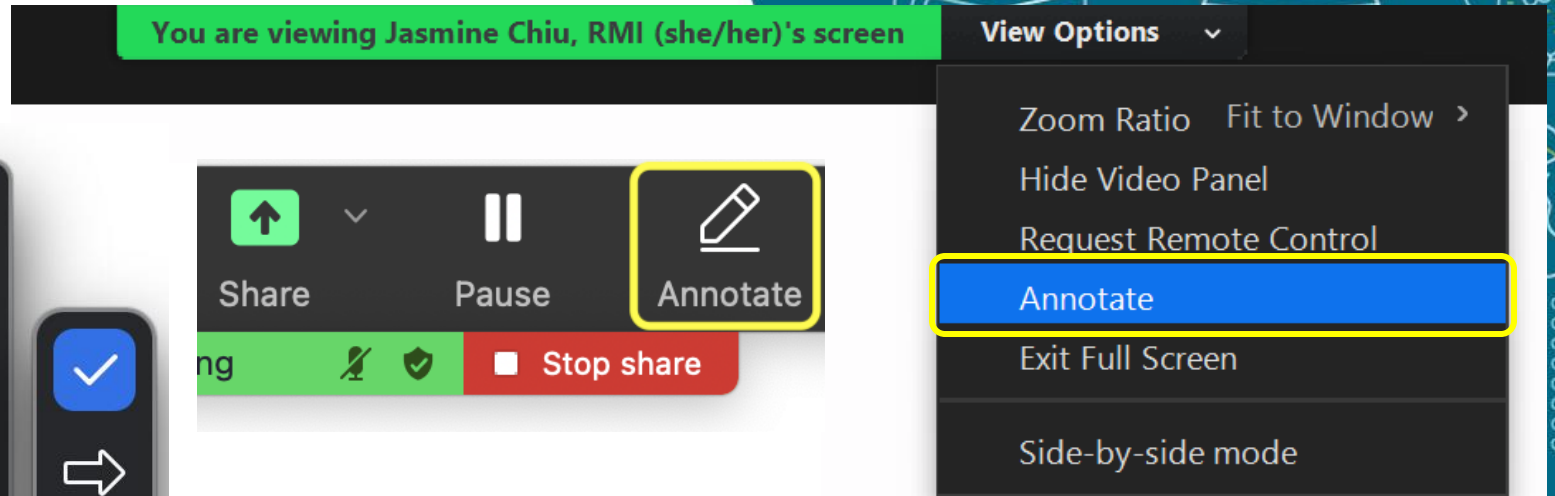
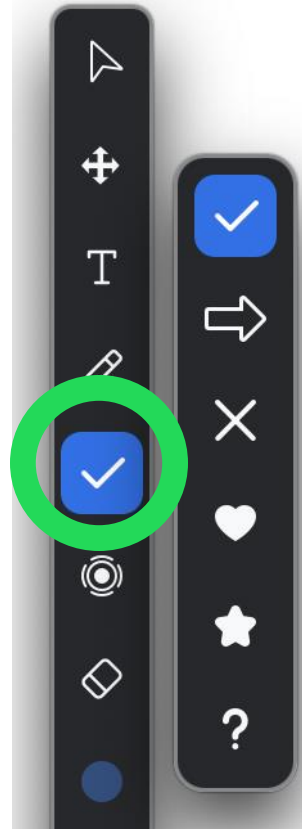


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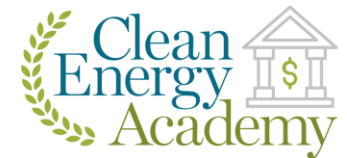
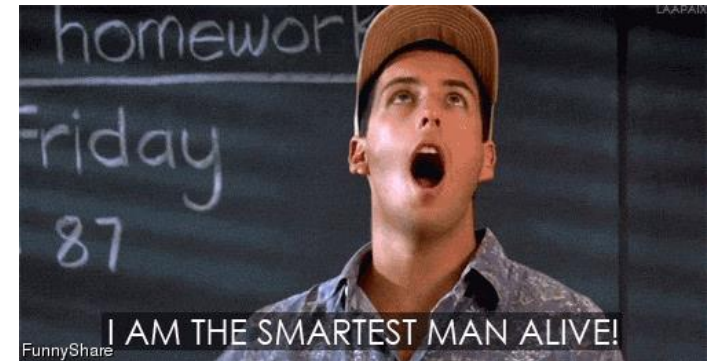
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# Breakfast is better than dinner.



# How much do you know about the Greenhouse Gas Reduction Fund?



# Rate your organization's interest in leveraging green finance for projects.





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**VIRTUAL**

# **GREENHOUSE GAS REDUCTION FUND 101**

## **PROGRAM OVERVIEW**

---

An overview of EPA's Greenhouse Gas Reduction Fund, a \$27 billion investment to mobilize financing for climate and clean energy projects



**Nick Bobst**

*Senior Associate  
RMI (Rocky Mountain  
Institute)*



**Asia Salazar**

*Associate  
RMI (Rocky Mountain  
Institute)*



# Greenhouse Gas Reduction Fund (GGRF)

**\$27B investment to mobilize new actors to fill critical market gaps and crowd in private capital - delivering a just climate transition with three main objectives:**

## Program Objectives:

Reduce greenhouse gas emissions & other air pollutants

Deliver benefits to American communities, particularly low-income and disadvantaged communities

Mobilize financing for additional project deployment

## While delivering economic outcomes through clean energy:



**Providing the necessary, low-cost, accessible financing for implementation of clean energy technologies.**



**Accelerating bankability in underserved markets and technologies.**



**Creating good green jobs.**

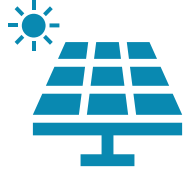


**Focusing on benefiting low-income and disadvantaged communities.**



**Building wealth and energy independence through innovative financing solutions.**

# Priority Projects



## Distributed Energy Generation and Storage

Power generation, and/or storage technologies, and carbon-free enabling infrastructure

### Examples:

- Residential rooftop solar
- Community wind and solar
- Fuel cells
- Distributed generation and storage assets that support microgrids



## Net-Zero Buildings

Retrofits for existing buildings that contribute towards them becoming net-zero or construction of new net-zero buildings in LIDACs (residential, commercial, industrial, etc.)

### Examples:

- Affordable family housing decarbonization
- Decarbonization retrofits as adaptive reuse of existing buildings
- New construction of net-zero residential building



## Zero Emission Transportation

Zero-emission transportation modes and their enabling infrastructure, especially in communities overburdened by diesel pollution and particulate matter concentration

### Examples:

- Charger deployment
- Micromobility modes of transportation
- Zero-emission Medium and heavy – duty vehicles

# Qualified Projects Definition

1

Would **reduce or avoid GHG emissions** consistent with US climate goals

2

Would **reduce or avoid emissions of other air pollutants**

3

**May not otherwise have been financed**

4

Would **mobilize private capital**

5

Is a **commercial technology**

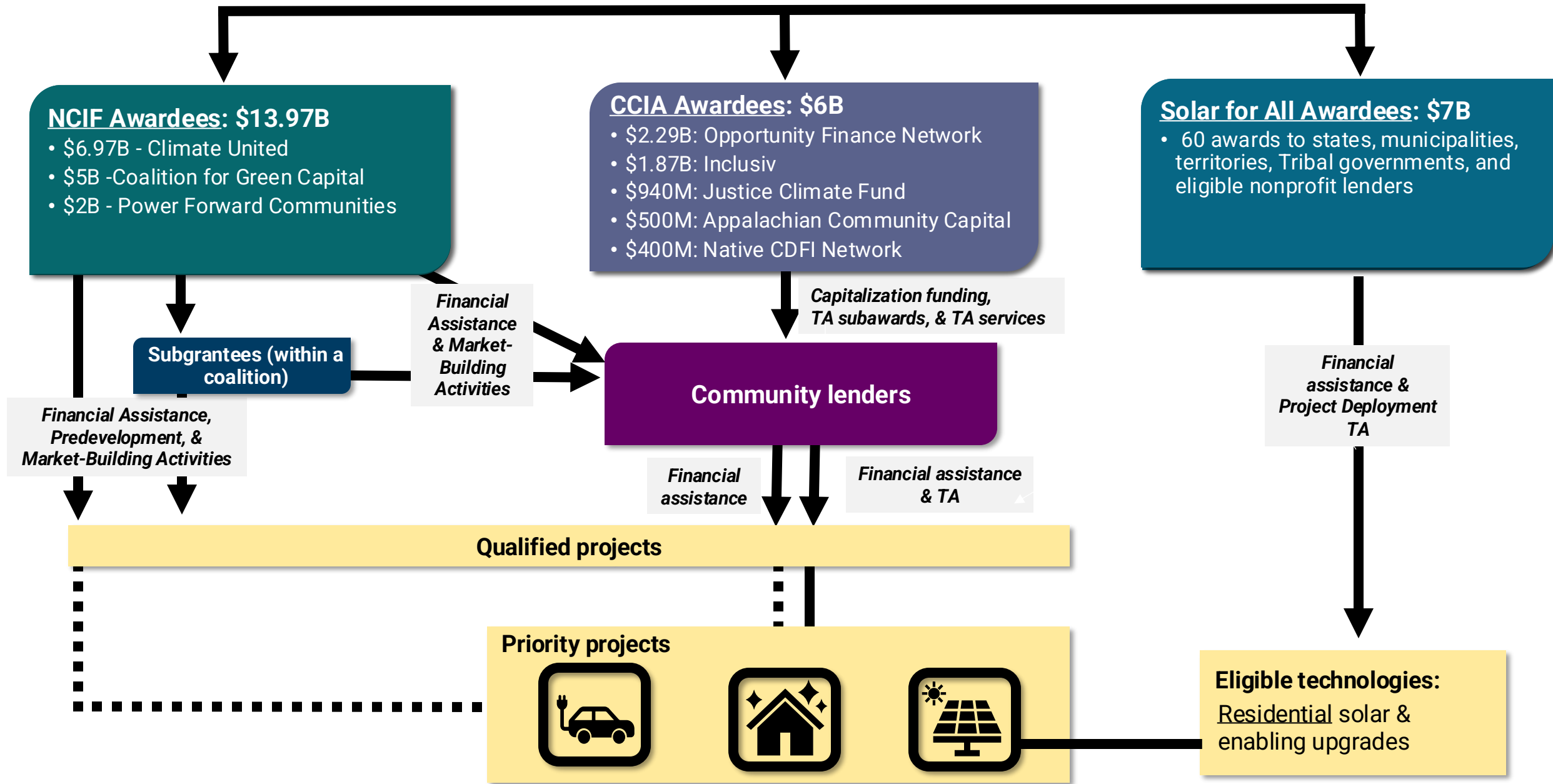
6

Would **deliver additional benefits** in one or more qualified categories

# GGRF's \$27b Allocated through 3 Programs



	National Clean Investment Fund (NCIF)	Clean Communities Investment Accelerator (CCIA)	Solar for All
<b>Funding Amount:</b>	\$14B	\$6B	\$7B
<b>Awardees:</b>	3 national nonprofit financing organizations	5 hub nonprofits	60* local, state, and tribal governments, and eligible nonprofits
<b>Awardee Activities:</b>	Provide financing for individual households, businesses, community lenders, governments, and other organizations deploying a qualified projects.	Provide community lender capitalization and technical assistance for financing qualified projects in low-income and disadvantaged communities.	Create and maintain, or expand on existing, solar-financing programs for their constituents.
<b>LIDAC Allocation</b>	At least 40%	100%	100%
<b>Fund Uses:</b>	<ul style="list-style-type: none"> <li>• Financial assistance</li> <li>• Market-building activities</li> <li>• Pre-development</li> <li>• Program administration</li> </ul>	<ul style="list-style-type: none"> <li>• Capitalization</li> <li>• Technical assistance sub-awards and services</li> <li>• Program administration</li> </ul>	<ul style="list-style-type: none"> <li>• Financial assistance</li> <li>• Project deployment technical assistance</li> <li>• Program administration</li> </ul>

# GGRF Capital Flows



# Accelerating bankability in overlooked markets

GGRF will help address historical barriers to financing clean energy projects, especially in low-income communities

-  **Insufficient Deals Sizes**
-  **Low-to-no Credit Scores**
-  **High Transaction Costs**
-  **Lack of Transparency/Data**
-  **New Markets & Products**

## GGRF enabled tools & solutions:

<b>Loan Aggregation</b>	<b>Loan Guarantees</b>	<b>Advanced Credit Metrics</b>
<b>Pooled Origination Facilities</b>	<b>Counterparty Risk Mitigants</b>	<b>Standardized Underwriting Criteria</b>
<b>Innovative Financial Products</b>	<b>Centralized TA Platforms</b>	<b>Data Aggregation Frameworks</b>
<b>Credit Enhancements</b>	<b>Patient Capital</b>	<b>Clear Reporting Guidelines</b>

# An Avenue for Deployment: Community Lenders



## Community Development Financial Institutions (CDFIs)

- “CDFI” is a term given to specialized private financial institutions who may be mission driven, serve low-income, disadvantaged, and redlined communities, and **may be certified by Treasury’s CDFI fund.**



## Minority Depository Institutions (MDIs)

- Minority Depository Institutions are financial institutions **who are majority owned or majority controlled by Black, Asian, Hispanic, Hawaiian, or Native Americans,**
- Financial Institutions that receive MDI status become eligible for special programs from the federal government.

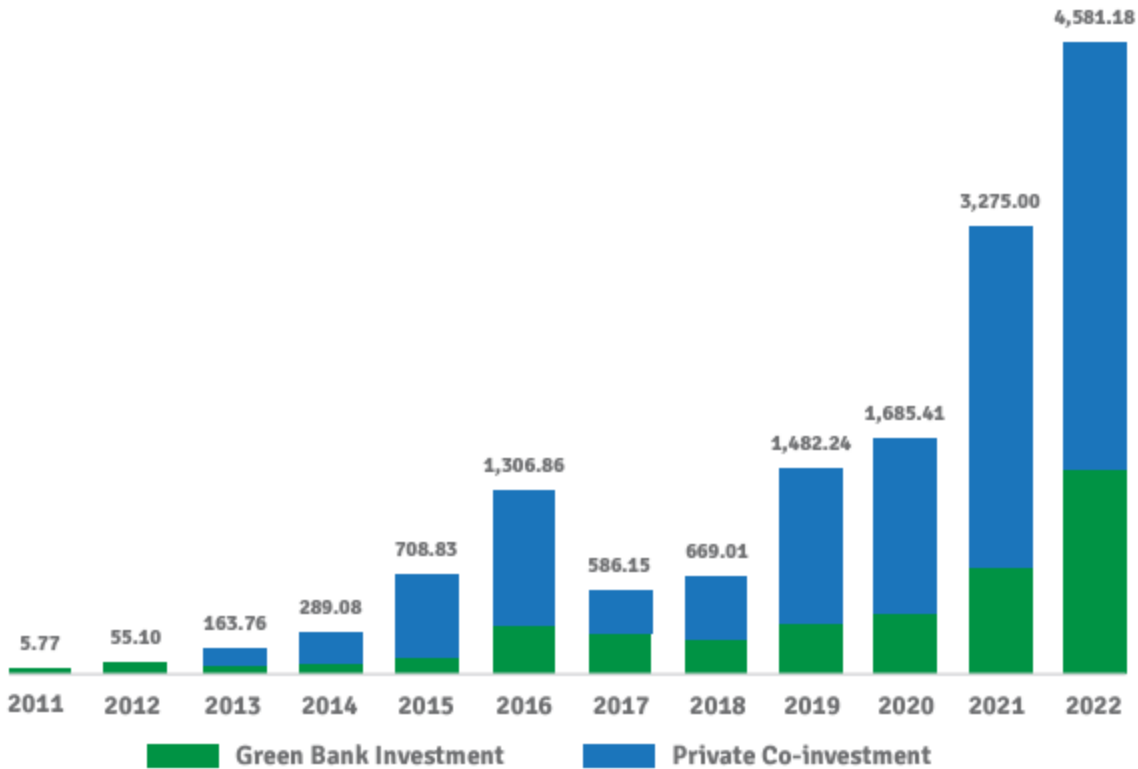


## Green Banks

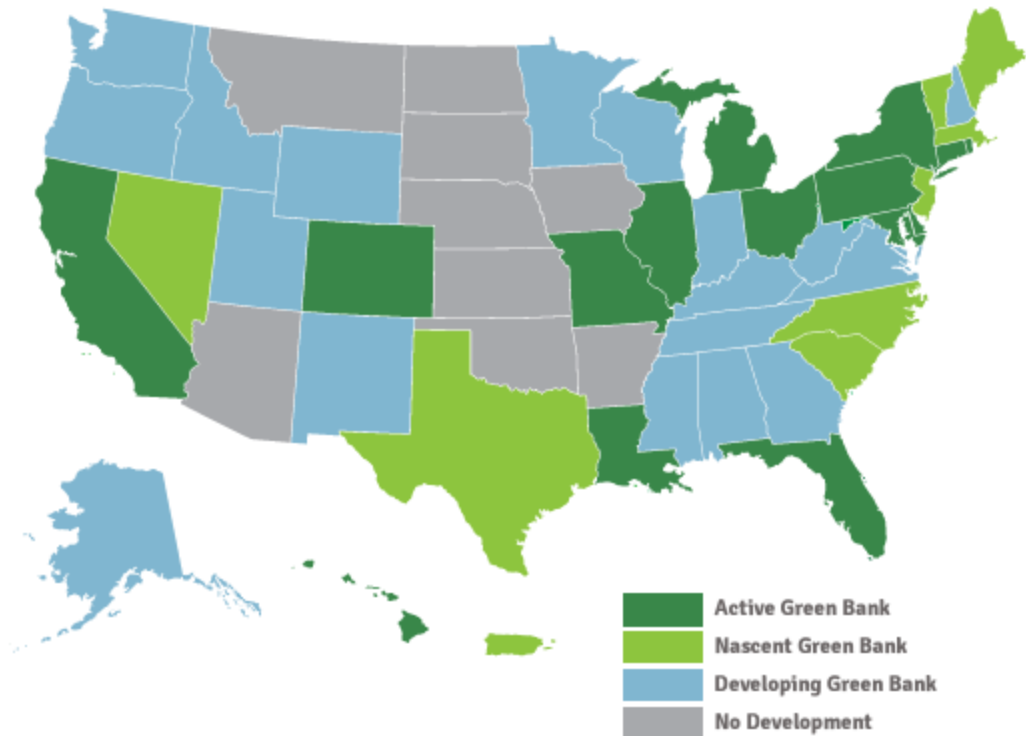
- A green bank is a mission-driven public, quasi-public, or nonprofit organization that uses public and private capital to **finance clean energy projects.**

# To date, green banks play a big role mobilizing private dollars for climate

American Green Bank Investment by Year  
(\$, in millions)



Existing and Emerging Green Banks Across the U.S.

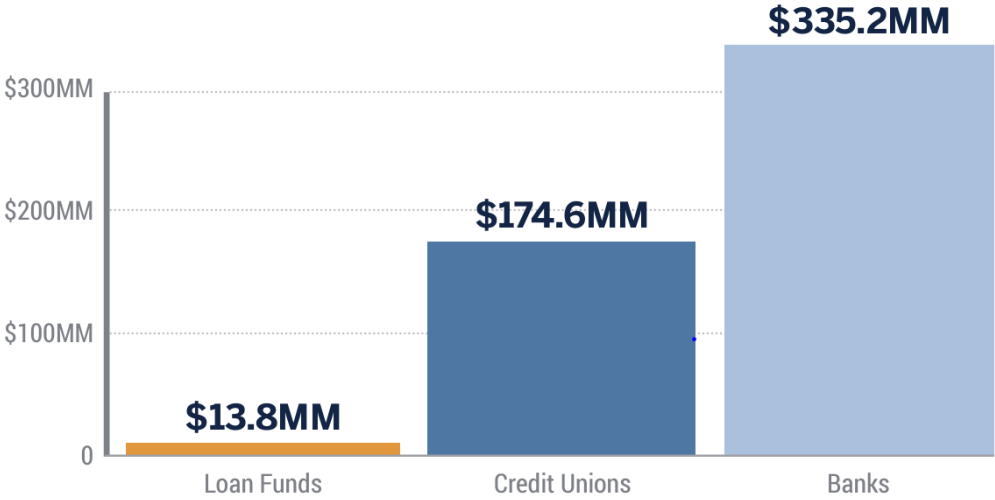




# Community Development Financial Institutions (CDFIs) also leverage private dollars 8:1, unlocking finance for underserved communities

Spread of certified CDFIs across the US

CDFI Median Assets by Institution Type, 2020  
(\$, in millions)



Source: Sizing the CDFI Market: Understanding Industry Growth, Federal Reserve Bank of New York



Map: RMI • Source: CDFI Fund • Created with Datawrapper

# Program Status

8 organizations were selected for NCIF and CCIA Awards:

## National Clean Investment Fund Awardees (\$14B)

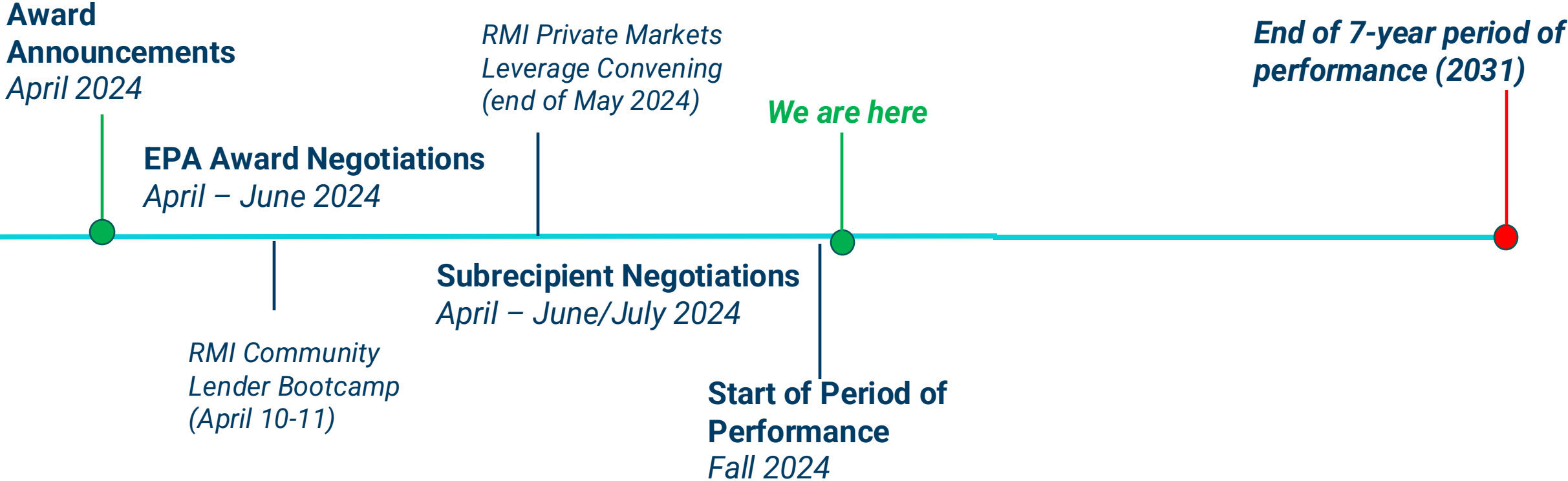
- Climate United (\$6.97B)
- Coalition for Green Capital (\$5B)
- Power Forward Communities (\$2B)

## Clean Communities Investment Accelerator Awardees (\$6B)

- Opportunity Finance Network (\$2.29B)
- Inclusiv (1.87B)
- Justice Climate Fund (\$940M)
- Appalachian Community Capital (\$500M)
- Native CDFI Network (\$400M)

# Program Status

The GGRF program is weeks away from funding disbursement and the beginning of the period of performance:



# Some aspects of GGRF are still in limbo

1

**Uncertainty: Lack of Clear Qualified Project Standards**

2

**Barrier: Lack of Standardized Loan Products and Reporting**

3

**Barrier: Need for Robust & Rapid Capacity Building for Community Lenders**

4

**Uncertainty: How to Best Manage and Create TA Provider Coordination Mechanisms**

5

**Barrier: Demand Aggregation & Project Sourcing**

6

**Uncertainty: How to Weave Economic and Community Development Stakeholders to Maximize Benefits**

# But RMI and the greater GGRF Landscape are actively thinking through potential solutions:

1

**Uncertainty: Lack of Clear Qualified Project Standards**

**Solution:** EPA guidance and/or coordination & cooperation amongst awardees on project standards

2

**Barrier: Lack of Standardized Loan Products and Reporting**

**Solution:** Coordination, cooperation, and standardization amongst awardees on underwriting standards, loan product offerings, and reporting requirements

3

**Barrier: Need for Robust & Rapid Capacity Building for Community Lenders**

**Solution:** Train-the-trainer TA approaches, more trainings reaching more lenders, and/or centralized back-offices of climate experts accessible to an array of lenders

4

**Uncertainty: How to Best Manage and Create TA Provider Coordination Mechanisms**

**Solution:** Third-party TA “Hub” comprised of several key TA-providing organizations

5

**Barrier: Demand Aggregation & Project Sourcing**

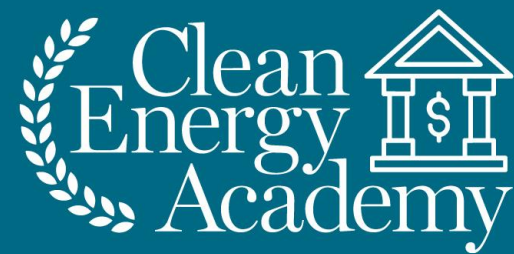
**Solution:** Coordination with community organizations to increase awareness, build relationships, and educate local communities on opportunities

6

**Uncertainty: How to Weave Economic and Community Development Stakeholders to Maximize Benefits**

**Solution:** Community Financing Roadmaps to identify and layer the workforce, supplier, and vendor needs in a place

# Q&A



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# ACCELERATING CLEAN ENERGY FOR ALL

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Hear from NYCEEC, a leading organization in the green lending industry, about how it is closing market gaps in clean energy finance and supporting GGRF deployment

**VIRTUAL**



**Andrew Haser**

*Senior Associate*

***New York City Energy Efficiency  
Corporation (NYCEEC)***



# Accelerating Clean Energy for All

October 2024







**NYCEEC's mission** is to deliver financing solutions and advance markets for energy efficiency and clean energy in communities.

**NYCEEC's vision** is energy efficiency and clean energy financing for communities to achieve scale and be accessible to all.



# NYCEEC: Background

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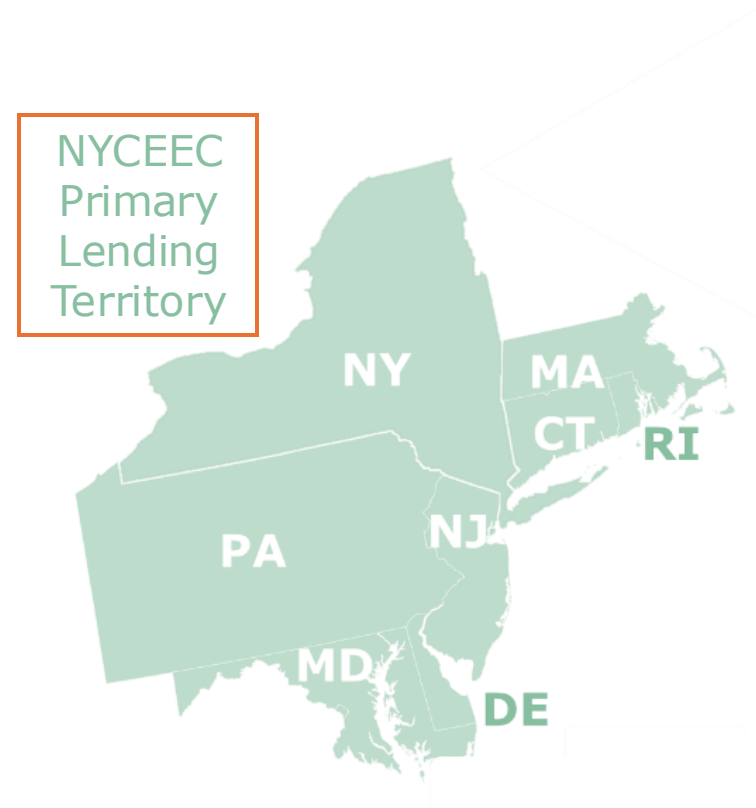
- First local green bank in US
- 501(c)(3) mission-driven lender, created in 2010 by NYC Mayor's Office of Sustainability
- Lending to support energy efficiency, renewable energy, battery storage, and high-performance building projects
- NYC C-PACE Program Administrator

**NYCEEC focuses 100% on energy efficiency and clean energy projects in communities.**



# NYCEEC: Leader in Green Lending (as of October 2024)

- Leader in green loans: mobilized **>\$521 million** capital for energy efficiency and clean energy projects
- Greened **>16,900** affordable housing units
- Reduced **>1.3 million MT of CO<sub>2</sub>e**
- In the last 3 years, **over 90%** of loan volume supported projects in LMI communities
- Serve **multiple real estate sectors**: affordable & market rate multifamily, commercial, industrial, institutional
- In close partnership with other organizations, NYCEEC is willing to explore the financing of impactful projects outside its primary lending territory



\*Including Washington D.C.

# Products: Incentive Bridging

---

Incentive bridging allows borrowers to fill gaps in cashflows or cover upfront capital expenditures for projects with meaningful direct incentives or tax credits.

<b>Borrower</b>	Incentive Recipient
<b>Structure</b>	Borrower assignment to lender of rights to third-party (e.g., utility, government) incentive payment. Borrower guarantee also required in most cases to address risk of failure to receive incentive
<b>Minimum Loan Size</b>	\$400,000
<b>% Loan Financing Available</b>	Depends on timing and certainty of incentive payment. For a fixed incentive payable within one year with a low risk of non-performance, loan typically up to 80% of incentive amount
<b>Features</b>	Revolving structures available
<b>Eligible Building Types</b>	<ul style="list-style-type: none"><li>• Multifamily</li><li>• Commercial and Industrial</li><li>• Institutional</li></ul>

---



**AFFORDABLE  
MULTIFAMILY**  
27 Buildings  
2,786 Units

**ENERGY  
EFFICIENCY**

**\$3.8MM**  
Total Project Cost

**\$990M**  
Incentive Bridge Loan

**BES - NYCHA Manhattan, NYC**

# Products: Direct Loans

---

Loans made directly to credit worthy entities to finance eligible project measures.

<b>Borrower</b>	Building owner
<b>Structure</b>	First priority lien on project equipment
<b>Minimum Loan Size</b>	\$200,000
<b>% Loan Financing Available</b>	Up to 90% of project costs
<b>Features</b>	Construction financing and/or permanent financing
<b>Eligible Building Types</b>	<ul style="list-style-type: none"><li>• Multifamily</li><li>• Commercial and Industrial</li><li>• Institutional</li></ul>
<b>Eligible Energy Efficiency and Clean Energy Technologies</b>	<ul style="list-style-type: none"><li>• Electrification</li><li>• Solar photovoltaic</li><li>• Energy storage</li><li>• Demand response</li><li>• Domestic hot water</li><li>• Building enclosure</li></ul>

---



**Electrification  
Retrofit**

VRF HVAC System

**\$1.7MM**

Est. Total  
Project Costs

**\$1.19MM**

Direct Loan

**3,300 MT CO<sub>2</sub>e**

Projected Lifetime GHG  
Savings

**American Academy of Dramatic Arts New York, NY**

# Products: PPA & ESA Loans

---

Loans made to a special purpose entities (asset owners) backed by contractual payments from a third party offtaker for energy generation or energy efficiency savings.

<b>Borrower</b>	SPE owned by developer
<b>Structure</b>	First priority lien on project equipment
<b>Minimum Loan Size</b>	\$400,000
<b>% Loan Financing Available</b>	Up to 80% of project costs
<b>Features</b>	Construction financing and/or permanent financing
<b>Eligible Building Types</b>	<ul style="list-style-type: none"><li>• Multifamily</li><li>• Commercial and Industrial</li><li>• Institutional</li></ul>
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---





**Community Solar  
for 100% LMI  
Subscribers**

**326 kW DC**  
3 sites

**7,085 MT CO<sub>2</sub>e**  
Projected Lifetime GHG  
Savings

**\$450M**  
PPA Loan

**Sunlight General Capital Washington, DC**



Thank You! Please contact us below

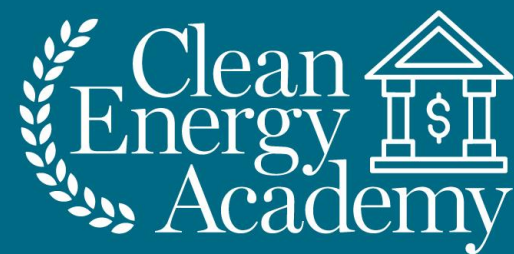
**[GREENLOANS@NYCEEC.COM](mailto:GREENLOANS@NYCEEC.COM)**

[www.nyceec.com](http://www.nyceec.com)

646.797.4630



# Q&A



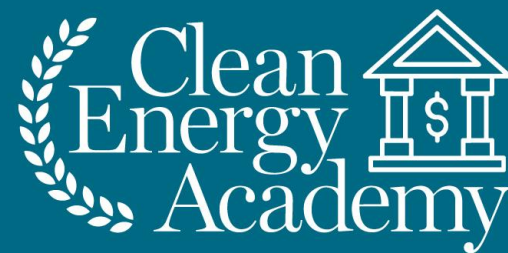
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# 5-Minute Break

Return at 3:10pm ET



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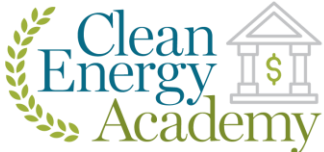




# Part 1: Scavenger Hunt – Learn about your regional lenders

1	1: START HERE			2: CLICK HERE			3: ANSWER QUESTIONS	
2	Organization	Region	Lender	Type of Lender	Website Link	Scope	Question 1: Explore the lender's webpage. Do they list any case studies? If yes, summarize their typical deal type and size here	Question 1 Notes
3	Cincinnati Metropolitan Housing Authority	Ohio	Ohio Growth Opps	CDFI	<a href="https://www.growthopps.org">https://www.growthopps.org</a>	State-wide		
4	Cincinnati Metropolitan Housing Authority	Ohio	Ohio Air Quality Development Authority	State Agency	<a href="https://ohioairquality.ohio.gov">https://ohioairquality.ohio.gov</a>	State-wide		
5	Cincinnati Metropolitan Housing Authority	Ohio	Ohio Columbus Region Green Fund	Private / Non-profit	<a href="https://www.growthopps.org">https://www.growthopps.org</a>	Local		
6	Cincinnati Metropolitan Housing Authority	Ohio	Cleveland Foundation	Private / Non-profit	<a href="https://www.clevelandfoundation.org">https://www.clevelandfoundation.org</a>	Local		
7	Loyola University of Chicago	Illinois	Illinois Finance Authority	State Green Bank (Ac)	<a href="https://www.il-fa.com/prog">https://www.il-fa.com/prog</a>	State-wide		
8	Loyola University of Chicago	Illinois	Illinois Clean Energy Jobs and Justice Fund	Private / Non-profit	<a href="https://cleanenergyjobsjustice.org">https://cleanenergyjobsjustice.org</a>	State-wide		
9	Loyola University of Chicago	National	Elemental Impact	Private / Non-profit	<a href="https://elementalimpact.com">https://elementalimpact.com</a>	National		
10	OhioHealth	Ohio	Ohio Growth Opps	CDFI	<a href="https://www.growthopps.org">https://www.growthopps.org</a>	State-wide		
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This scavenger hunt will take **10 minutes**.

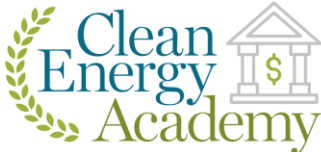


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+ ☰ Northeast-Midatlantic ▼ Southeast ▼ **Midwest** ▼ West ▼ National ▼

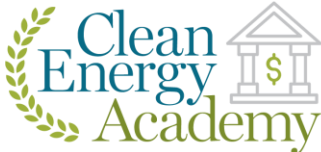
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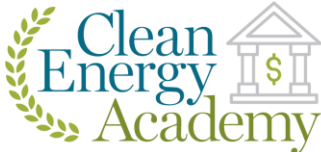


# Part 1: Scavenger Hunt – Learn about your regional lenders

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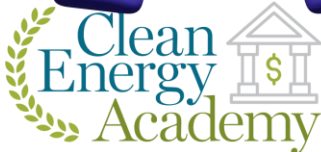
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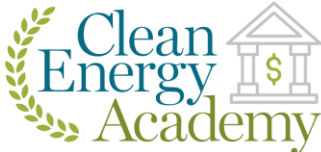
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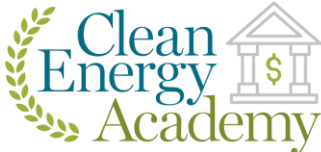
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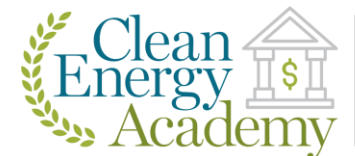


# Part 2: Reflection - Share how & if green financing can help

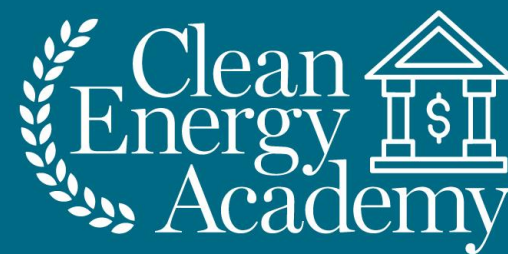
In your breakout rooms, you will discuss the following for the **last 10 minutes**:

1. Share anything new that you learned during the scavenger hunt. Did you identify any opportunities in doing this research?
2. What projects do you have on the shelf that could benefit from GGFR financing?
3. What barriers do you have to access this financing?

**Recommendation:** Facilitators to take notes to preserve these conversations and key insights.



# Large group reflection



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ALL IN**





# Homework Assignment: Share your story!

Tell us about the milestones you've achieved and the impact your clean energy projects are making.

**In our next workshop, be prepared to present 1-2 minutes:**

- Your introduction, including your role and organization.
- What clean energy projects have you made progress on over the course of the Clean Energy Academy?
- What are 1-2 key takeaways from your time in the Academy?

**Reminder:** For those selected to participate in video projects, please reach out to Madison if you have any questions!



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# Group Workshop Timeline

June 2024

Workshop #1 – Academy kick-off and tax credit/direct pay deep dive

Aug 2024

Workshop #2 – Peer-to-peer learning about clean energy projects

Oct 1, 2024

Workshop #3 – Greenhouse Gas Reduction Fund financing solutions

Late Oct 2024

Workshop #4 - Wrap up and sharing lessons learned



# One-on-one Meeting Schedule

April/May  
2024

Needs assessment meeting

July 2024

Mandatory one-on-one meeting

Aug 2024

Optional office hours

Sept 2024

Optional office hours

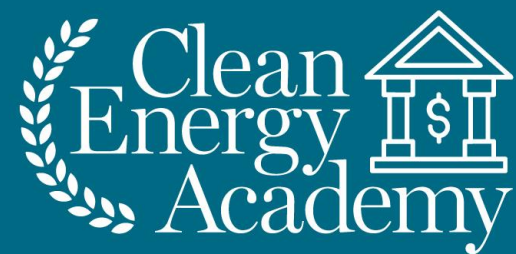
By Oct 31,  
2024

[Highly encouraged] Final one-on-one meeting





# Next steps



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# Next steps

## Ours

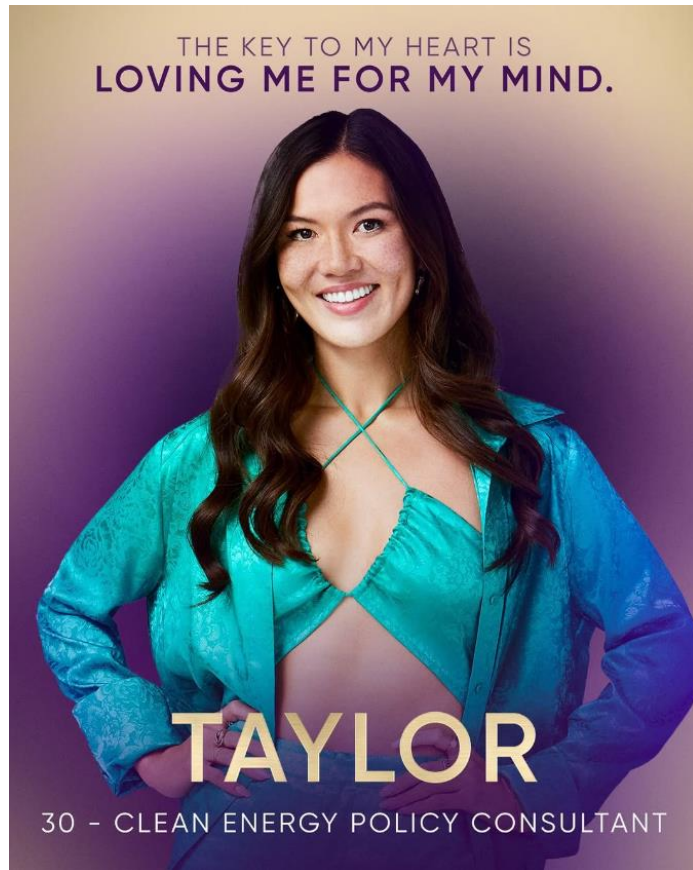
- Share 1-1 Scheduling Calendly link
- Send October group workshop poll

## Yours

- **[If you have a Nov 15 filing deadline]** Work on the filing of your direct pay-eligible project or file for a 6-month extension.
- Fill out October group workshop poll
- Prepare to share your story at the next workshop
- Extra credit....



# Extra Credit: Watch “Love is Blind”



## STAFF



Taylor Krause  
Manager  
US Program

Our co-worker is  
going to be on  
Netflix’s #1 show!



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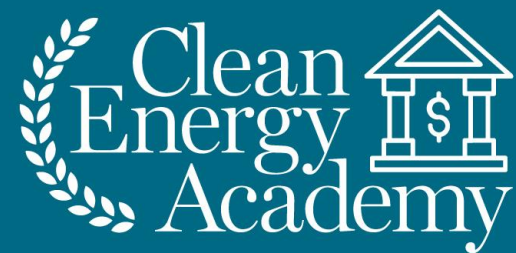


# Thank you!

Questions? Email your program managers:

Jasmine Chiu – [jchiu@rmi.org](mailto:jchiu@rmi.org)

Miguel Moravec – [mmoravec@rmi.org](mailto:mmoravec@rmi.org)



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