



Orange County BCC

Solar and Energy Loan Fund Work Session

August 21, 2018



Presentation Outline

- Purpose
- Background
- Overview of SELF
- Local Government Partnerships
- Summary



Presentation Outline

- Purpose
- Background
- Overview of SELF
- Local Government Partnerships
- Summary



Purpose

- **July 2018 – District 5 budget request**
 - **Budget work session discussion on grant funding for local SELF agent**
 - \$300,000 for 3 years
 - Fund a local SELF agent
 - Assist in loans for energy efficiency, water conservation, roof and other structural repairs, disability retrofits, etc.
 - Training and contractor vetting
 - Low to moderate income residents
 - **Mayor requested work session prior to final county budget approval**



Presentation Outline

- Purpose
- **Background**
- Overview of SELF
- Local Government Partnerships
- Summary



Background

■ Current County Programs

—Weatherization Program

- 3-year \$680k HUD grant
- Low income home repairs
- Weather stripping, structural repairs, insulation, HVAC, water heaters, solar reflective coating, etc.
- Goal of 93 homes benefitted
- Waiting list





Background

▪ Current County Programs

—Housing Rehabilitation

- SHIP/HOME/CDBG grants
- \$1.5M annual
- Variety of home repairs related to health & safety, septic to sewer, HVAC

—Disability Program

- SHIP grant – services by Center for Independent Living
- \$300k annual
- Ramps, railing, minor home modification, etc.



Background

■ Current County Programs

—Solar Co-op Success

- Assisted 4 co-ops (2016-2018)
- 204 installed systems
- Over 2 MW of capacity added
- \$4.15M economic investment



LEAGUE OF
WOMEN VOTERS
ORANGE COUNTY





Presentation Outline

- Purpose
- Background
- **Overview of SELF**
- Local Government Partnerships
- Summary



SOLAR AND ENERGY LOAN FUND

Non-Profit Community Development Financial Institution (CDFI)



Presentation for Orange County Board of County Commissioners
August 21, 2018



BACKGROUND

- ❑ St. Lucie County was 1 of 22 local governments in America to receive funds from the U.S. Department of Energy in 2009 to create an innovative local clean energy financing program (i.e., green CDFI);
- ❑ SELF is an independent, non-profit 501(c)(3) Florida corporation established in 2010, which is overseen by a seven (7) member Board of Directors and a staff of ten (10);
- ❑ SELF's loan program became operational in the Spring of 2011;
- ❑ SELF started as a pilot program in St. Lucie County, with the intent of scaling the CDFI program and has now expanded lending activities to 65 jurisdictions in Florida;
- ❑ SELF has raised over \$10 million in loan capital and grants since inception and developed four (4) local clean energy and resiliency financing programs (PACE-alternatives).

MISSION

Rebuild and empower underserved communities by providing access to affordable and innovative financing for sustainable property improvements, including: energy efficiency; renewable energy; wind-hazard mitigation; water quality and water conservation projects, and more.



WHAT IS A CDFI?

- ❑ Community development financial institutions (CDFIs) are private financial institutions dedicated to delivering responsible, affordable lending to help low-income, low-wealth, and other disadvantaged people and communities join the economic mainstream
- ❑ CDFIs must direct at least 60% of their financial product activities to one or more eligible low-income target markets, targeted populations, and investment areas. SELF typically exceeds 70%.
- ❑ SELF has consistently exceeded minimum CDFI lending thresholds and is dedicated to servicing market niches that are often underserved by traditional financial institutions
- ❑ SELF was originally certified as a CDFI in 2012, and then re-certified in 2016 and granted statewide approval

PRIMARY LENDING PROGRAMS

1

CDFI

Community Development Financial Institution (CDFI). Unsecured Residential Loans ([Statewide](#))

2

KIVA

Worldwide Crowdfunding For Veterans & Women Unsecured Residential Loans ([Statewide](#))

3

MSH

My Strong Home enables applicants to use Insurance Savings toward roof repairs. Unsecured Residential Loans ([Statewide](#))

4

HALO

Home Adaptation Loans for homeowners with disabilities. Unsecured Residential Loans ([Statewide](#)). Partnership with FAAST.

TYPES OF IMPROVEMENTS

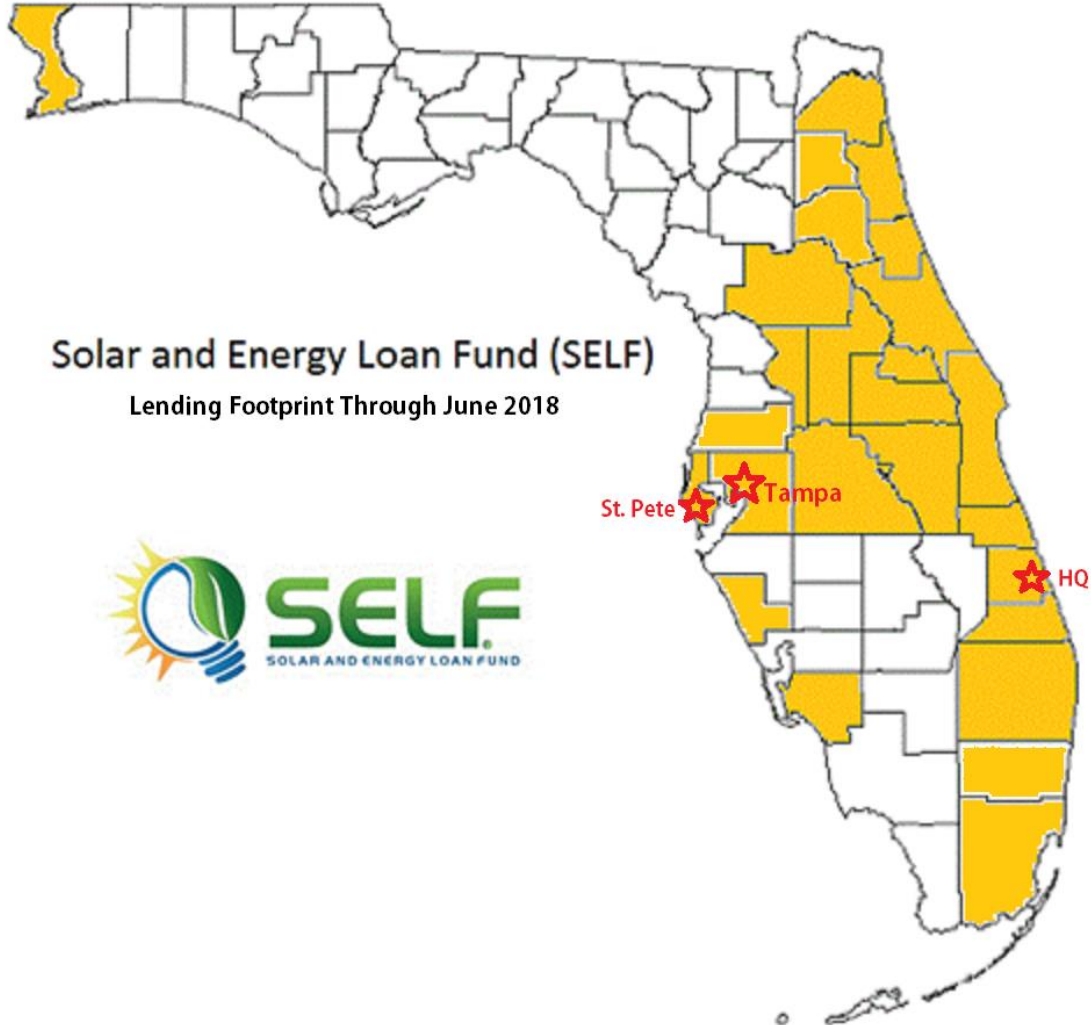
1. Energy Efficiency (e.g. weatherization, insulation, high-efficiency HVAC, LED lights)
2. Renewable Energy (e.g., solar water heaters, solar PV panels, solar attic fans, solar A/C systems)
3. Wind-Hazard Mitigation (e.g., roofs, impact windows, doors, hurricane shutters)
4. Water Conservation (e.g., cisterns, rain barrels, and high-efficiency irrigation systems)
5. Water Quality (e.g., septic tank conversion to central sewer and lateral line replacements)
6. Disability Remodeling Products and Aging In Place (e.g., wheelchair ramps, walk-in showers, etc.)



CDFI RESULTS:

- Completed 1,074 energy assessments and closed 850 loans totaling more than \$7.4 million
- Approximately 70% of loans have been in Low- and Moderate-Income (LMI) census tracts, 50% for seniors, 40% for women, and 20% for veterans. Default rates are approximately 1%;
- Clients have reduced average household energy consumption by 23% (i.e., carbon footprint). Several clients have achieved net-zero;
- Homeowners are making much-needed home improvements that enhance comfort, health and quality of life, increase home equity, reduce operating costs, and safeguard against storms and hurricanes;
- Creating local jobs for hardest hit sector in FL (i.e., construction industry). 252 approved contractors. #1 contractor has completed more than \$1 million of projects financed by SELF.

LENDING FOOTPRINT:



LOAN SUPPORT SERVICES

1. **BUILDING SCIENCE AND ENERGY EXPERTISE**
2. **FINANCIAL INCLUSION**
3. **ACCESS to FAVORABLE FINANCING**
4. **PROJECT MANAGEMENT**

Innovative Financing Sources:

Traditional Funding Sources

- Banks (CRA Investments)
- Local Government Investments/Grants
- Private Investors

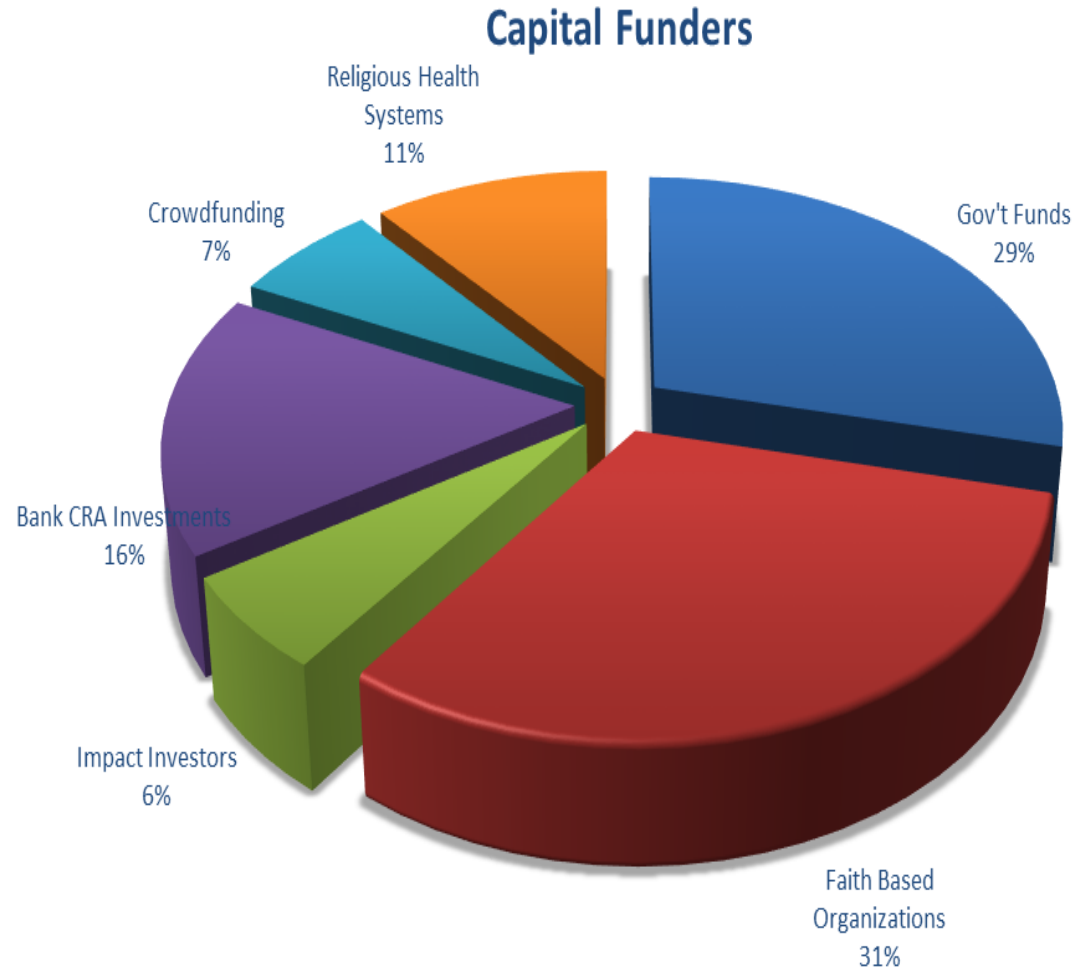
Non-Traditional Funding Sources

- Socially Responsible Investors (SRIs)
- Global Crowdfunding (KIVA.org)
- National Health Systems (E.g., Dignity Health)
- Partnership Financing
- Interest Rate Buy Downs (FAAST)
- Participation Loans (MSH)

Capital Sources:

SELF has raised:

- **\$10+ million in loan capital and grants.**
 - ✓ \$7 million in loan capital
 - ✓ \$3+ million in grants.



SPECIAL PROGRAMS



Worldwide crowdfunding platform

Peer-to-peer lending

Total Raised = \$534,375

Total # of Clients = 92

Average Project Size = \$5,808

SELF is one of only a dozen approved field partners in North America. This innovative crowdfunding program promotes clean energy, green jobs, and helps to alleviate poverty.

Target Groups:

- 1) Veterans
- 2) Women





AWARDS AND RECOGNITION:

- National Achievement Award for local energy programs from the National Association of Counties (NACo) - 2012
- "Green Business of the Year" award from the South Florida Chapter of the U.S. Green Building Council - 2013
- Identified by the Opportunity Finance Network as "1 of 5 trailblazing CDFIs in America" – 2015
- "Exceptional Non-Profit in Innovation" award from 211/TC - 2015
- Highlighted in the White House report on "Innovative Financing for Clean Energy Technologies" – December 2015
- Identified by U.S. DOE staff as a "shining legacy of the Better Buildings Neighborhood Program" and featured in their national newsletter of the Better Buildings Network – 2017
- "Non-Profit of the Year" finalist from 211/Treasure Coast - 2017

CONTACT INFORMATION

Doug Coward, Executive Director

Email: Dougc@solarenergyloanfund.org

Duanne Andrade, Chief Financial Officer

Email: DuanneA@solarenergyloanfund.org

Tel. #(772) 468-1818

Facebook/[solarenergyloanfund](https://www.facebook.com/solarenergyloanfund)

www.SolarEnergyLoanFund.org





Presentation Outline

- Purpose
- Background
- Overview of SELF
- **Local Government Partnerships**
- Summary



Local Government Partnerships

▪ Partner Agreements

—St. Lucie County (2011)

- EECBG Grant
- \$25,000/yr 3-year agreement

—City of Orlando (2015-16)

- \$100,000 – 1 year funding

—City of St. Petersburg (2017)

- \$100,000/yr 3-year agreement

—Hillsborough County (2018)

- \$100,000/yr 3-year agreement



Local Government Partnerships

▪ Partner Agreements

- Full-time representative of local satellite office
- Strategic Action Plan & Target Market Assessment
- Conduct outreach and events
 - Credit rebuilding education seminars
- Organize contractor network
- Client project management
- Quarterly and Annual Reports
- Average \$1M in lending over 3 years



Presentation Outline

- Purpose
- Background
- Overview of SELF
- Local Government Partnerships
- **Summary**



Summary

- **Energy efficiency and rehabilitation grant programs in CEDS and Family Services are well established and serving those of greatest need**
- **Solar co-op partnership has been a success**
- **SELF has developed several partner agreements in the Central Florida area**



Orange County BCC

Solar and Energy Loan Fund Work Session

August 21, 2018