



Climate Justice and the Greenhouse Gas Reduction Fund



Moderator:

Cindee LaCourse-Blum

Executive Director

Community Land Trust of Palm Beach
County and the Treasure Coast

CLTofPBC.org

CLaCourse-Blum@CLTofPBC.org

Climate Justice and the Greenhouse Gas Reduction Fund

Presented by



This presentation includes information based on our current knowledge of program parameters. However, because the GGRF and related programs are new, information and details are subject to change.

MEET OUR PANELISTS



Camilo Mejia, Director of Policy and Advocacy, Catalyst Miami

CatalystMiami.org

CamiloM@CatalystMiami.org



Doug Coward, Founder and Director of National Expansion & Partnerships, Solar and Energy Loan Fund (SELF)

SolarEnergyLoanFund.org

DougC@SolarEnergyLoanFund.org



Sam Chesser, VP South Florida, Self-Help Credit Union & CDFI

Self-Help.org

Sam.Chesser@Self-Help.org

OUR SESSION AGENDA

- ✓ Welcome and Introductions
Cindee LaCourse-Blum
- ✓ Climate, Energy and Environmental Equity
Camilo Mejia
- ✓ SELF (Solar and Energy Loan Fund)
Doug Coward
- ✓ Self-Help Credit Union and CDFI
Sam Chesser
- ✓ Q&A, Wrap-up

CATALYST
MIAMI

Catalyst Miami

Climate, Energy & Environmental Equity

Camilo Mejia
Policy & Advocacy Director
camilom@catalystmiami.org

CATALYST
MIAMI

Mission & Vision

Our mission is to build power with frontline communities throughout Miami-Dade County to collectively advance justice and achieve shared prosperity.

Catalyst Miami's vision is a just society where everyone can lead healthy, prosperous, self-determined lives.

CATALYST
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Main Areas of Work

- Prosperity Services, we support individuals, small businesses, and even our very youngest generations access essential resources such as health care, nutrition, and financial stability.
- Community Economic Development Work, we help Miami-Dade residents own assets, such as real estate and the businesses where they work. We are promoting a more inclusive economy that expands opportunity to all who call this place home.
- Policy & Engagement Initiatives, include grassroots leadership training, policy & advocacy, and community organizing. We mobilize communities to drive change in our neighborhoods, local governments, and beyond.

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Extreme Heat Action Plan (City of Miami)

- **Shade:** help people stay cool in shaded environments.
- **Water:** help people stay cool and hydrated by increasing access to water resources.
- **Design:** help people stay cool in their homes and at work.

Extreme Heat Action Plan (Miami Dade County)

- **Inform, prepare and protect people:** bolstering outreach and education efforts, improving extreme heat warning systems and emergency protocols, protecting outdoor workers, and building the capacity of healthcare practitioners to identify and respond to heat vulnerability and illness in their patients.
- **Cool our homes and emergency facilities:** Improve access to efficient and reliable cooling in homes and to a place to cool off in the event of a power outage.
- **Cool our neighborhoods:** expand the tree canopy and vegetation, improving access to water features and shade structures, and cooling our surfaces

CATALYST
MIAMI

Climate Resilience Tech Hub (through sub-committee meetings)

- Equity and community engagement (Outreach and Ed)
- Workforce development
- Small business and community support
- Governance (Community councils/Steering Cmte)

Zero Waste Master Plan (Miami Dade County)

- Community/Input Advisory Process - Community and Stakeholder Engagement (Design)
- Marketing and Outreach (Education and awareness)
- Implementation - community participation (composting, recycling, reducing waste)
- Other

CATALYST
MIAMI



THANK YOU!

CATALYST
MIAMI



Solar and Energy Loan Fund

CLIMATE EQUITY LOANS THAT TRANSFORM LIVES



Pamela Turner Family

America's First Local Nonprofit Green Bank (2010) and First Green Bank - Community Development Financial Institution (CDFI) (2012)





Co-Creators and Co-Leaders

Duanne Andrade
Executive Director



Duanne has over 15 years of international experience in strategic management, micro-finance, sustainability, and clean energy projects.

She has helped SELF increase the investor pool from 1 to 25 current investors and developed proprietary underwriting methods that resulted in 98% repayment rate.


Andrade provides strategic financial and operational direction to SELF. She has a Bachelor's degree from NYU and an MBA from the Harvard Institute of International Development, in cooperation with the Bolivian Catholic University.

Doug Coward
Founder, Director of National
Expansion and Partnerships



Doug has three (3) decades of professional experience as a senior environmental planner, clean energy policy expert, small business owner, and elected official, including 12 years as a St. Lucie County Commissioner (1998-2010). He attended Florida State University earning a Master's Degree in Urban and Regional Planning.

Coward has worked as a Senior Environmental Planner, Clean Energy Executive, and Environmental Specialist in the private and non-profit sectors. His background has been critical to help build robust partnerships for expansion and to lay out the strategic direction of SELF.



Rebuild and empower underserved communities by providing access to affordable financing for sustainable property improvements, including energy efficiency; renewable energy (i.e., solar); storm resilience; water/sewer; health and safety; disabilities, and more.

SELF's MISSION



Secret Sauce

UNDERWRITING METHODOLOGY

FILLING CAVERNOUS FINANCIAL GAPS



Lending Tree Survey (2022) – *No financial inclusion*

“...42% of Americans were denied a Financial Product — like a Credit Card or Personal Loan — in the past year because of their Credit Score.”



Fed Survey (2022) – *Little or no savings*

“...37% of Americans lack enough money to cover a \$400 emergency expense.”



Duanne

SELF REPLICATED AND EXPANDED GLOBAL MICROLENDING MODELS TO FILL THIS “GREEN” FINANCIAL GAP IN AMERICA, BY BUILDING SELF’S PROPRIETARY UNDERWRITING PROCESS (AND FINTECH PLATFORM) BASED ON THE APPLICANT(S)’ ABILITY TO PAY, NOT CREDIT SCORES.

LOAN PROGRAMS:

Flagship



HOMEOWNERS: Green Home Loans

Unsecured loans for upgrades to single-family homes and residential units.



LANDLORDS: SEER Loans

Unsecured Energy Efficiency and Resiliency Rehab Loans for Affordable Rental & workforce housing



DEVELOPERS: SAGE loans

Predevelopment and Gap Funding for Green Affordable Housing New Construction and Rehabs



SELF IS COMMITTED TO CREATING
SAFE, HEALTHY, AND
ENVIRONMENTALLY-FRIENDLY
AFFORDABLE HOUSING TO
ENSURE LONG TERM
SUSTAINABILITY THROUGH ACCESS
TO FAIR AND EQUITABLE CAPITAL

Additional lending programs have been developed for people with disabilities and for green infrastructure projects

GREEN HOME LOANS: **HOW IS SELF DIFFERENT FROM** **TRADITIONAL LENDERS/RPACE?**

1. **Underwriting Methodology based on ABILITY TO REPAY**, rather than credit scores or equity.
2. **Focus on LMI communities:** *SELF fills financing gaps with innovative lending programs for low credit-score, but credit-worthy individuals and families.*
3. **Project Coordination** to ensure quality work and compliance with codes:
 - A. **Pre-vetted contractor network** to protect homeowners from unscrupulous contractors;
 - B. **Check Pricing** to prevent price gouging by unscrupulous contractors;
 - C. **Liaison** between the homeowner and the contractor; and,
 - D. **Product Review** – SELF will only finance proven technologies.
4. **Credit Rebuilding**. SELF reports to Credit Bureau and work with Credit Rebuilders Alliance and others.
5. **Flexible Payment** plans available, particularly with storm victims and during the global pandemic.
6. **No risk of loss of home** in case of default. No liens or tax liability on the home.

SUSTAINABLE BUILDING PRACTICES

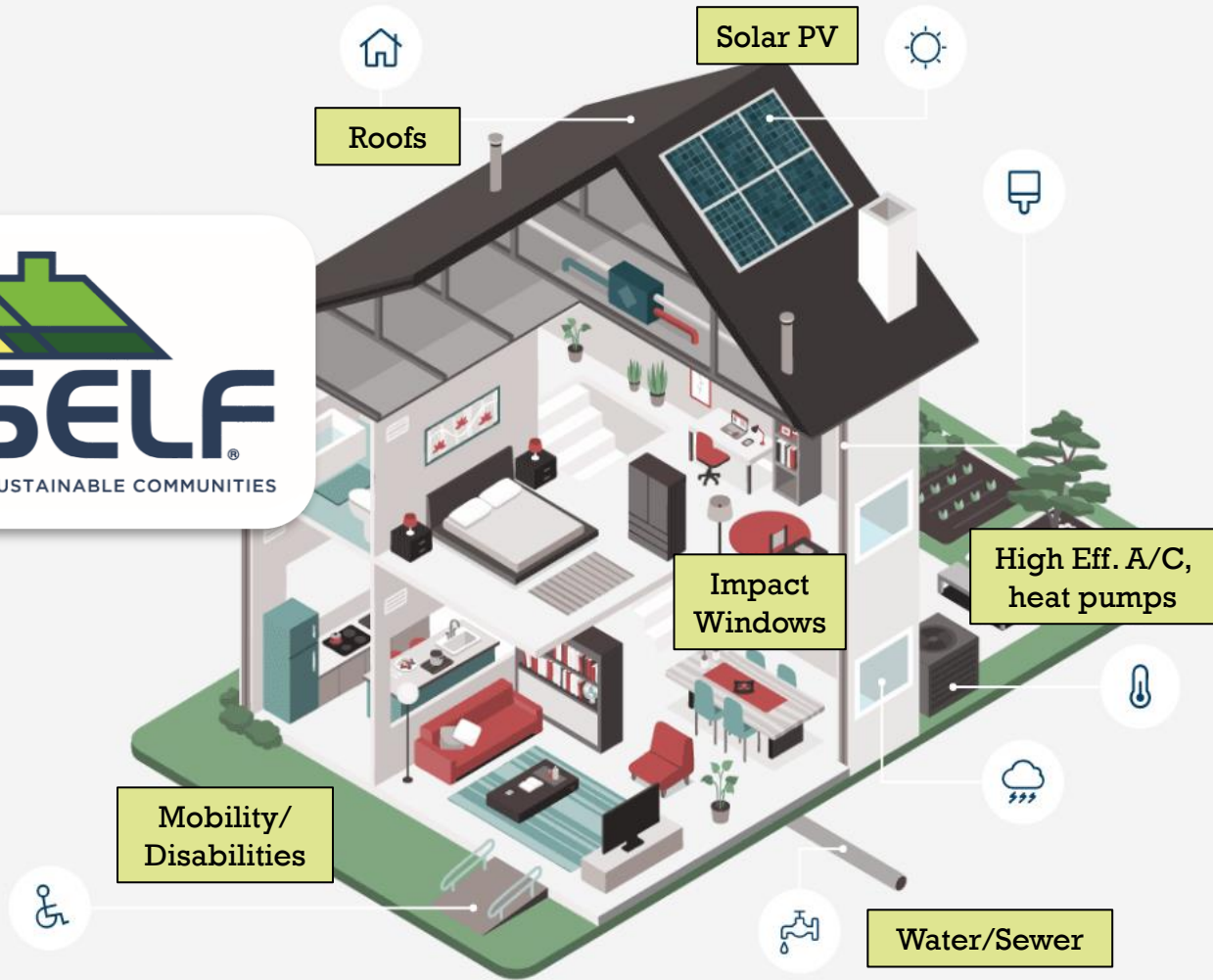
- ✓ Energy Conservation and Efficiency
- ✓ Climate Resilience
- ✓ Clean Energy/Solar PV/Batteries
- ✓ Clean Water/Sewer
- ✓ Health/Safety/Disabilities



SELF MAKE MORE MONEY,
GET MORE LEADS

- NO DEALER FEES
- GUARANTEED PAYMENT
- FAST PAYMENT

FREE
CONTRACTOR
FINANCING





Green Home Loans

General Parameters:

- Unsecured, fixed rate installment loans for **Home Improvement Projects**
- No minimum credit score required - **UW based on Ability to Pay**
- No income limits (minimum or maximum) – **focus on LMI homeowners**
- No equity requirement for unsecured loans – **Home is not at risk.**

Terms:

1. 3 to 15-year TERMS, typically 5-7 years
2. INTEREST RATES between 5.0-9.99%, typically 8%
3. LOAN AMOUNTS range from \$3K-\$30k, typically \$10,000

Primary Cohorts:

Seniors on fixed incomes and **female heads of household**



Florida Headlines

Headline 1:

Extreme Heat Is Deadlier Than Hurricanes, Floods and Tornadoes Combined

SELF is focused on the **Human Impact**, especially vulnerable populations, such as seniors on fixed incomes, veterans, disabled people, children, and low and moderate income (LMI) communities.

Headline 2:

'Insane' Heat Has Been Scorching Miami. It's Not Even June.

Headline 3:

Do We Need A **Category 6** For Hurricanes?
Our Experts Weigh In.

Saffir-Simpson Hurricane Wind Scale

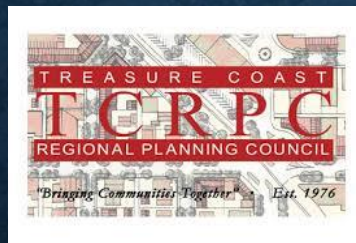
	Winds	Damage
Category 1	74-95 mph	Some
Category 2	96 - 110 mph	Extensive
Category 3	111 - 129 mph	Devastating
Category 4	130 - 156 mph	Catastrophic
Category 5	157+ mph	Catastrophic

CAPITAL PROVIDERS

- Faith-Based Organizations
- Bank CRA Investments/EQ2/LOC
- Impact Investors
- Foundations (PRI)
- Global Crowdfunding (KIVA)
- Government (CDFI/DOE/GGRF)

CREATING SUSTAINABLE COMMUNITIES

KEY (Local Government) PARTNERSHIPS



**SELF is an
"Implementation Tool"**

SAGE Loans

Financing Options for DEVELOPERS

Loan Program includes below market-rate, flexible loans for small to mid-size affordable and workforce housing developments (including mixed use developments), with an emphasis on EE, RES, and RE.

LOANS FOR:

- Green Pre-Development
- Gap funding
- Equity type investment options
- Credit enhancement options

LOAN AMOUNT

\$25,000 - \$2,000,000



Example:

Kinetic Lifestyle Homes, a women and minority owned nonprofit developer was awarded two lots, and SELF provided construction financing (\$610,000). As a new, nonprofit developer, out of pocket expenses for the project were a challenge and SELF was able to provide 100% financing package.

OVERALL RESULTS

\$50+ million raised;
leveraging \$90 million in
Total Projects; plus,
another **\$200+ million**
via GGRF (Spring 2024).

\$40 million of projects
(3,700 projects, assisted
10,000+ people)

74% of SELF clients have
been low- and moderate-
income (LMI), as per HUD
and CDFI Guidelines

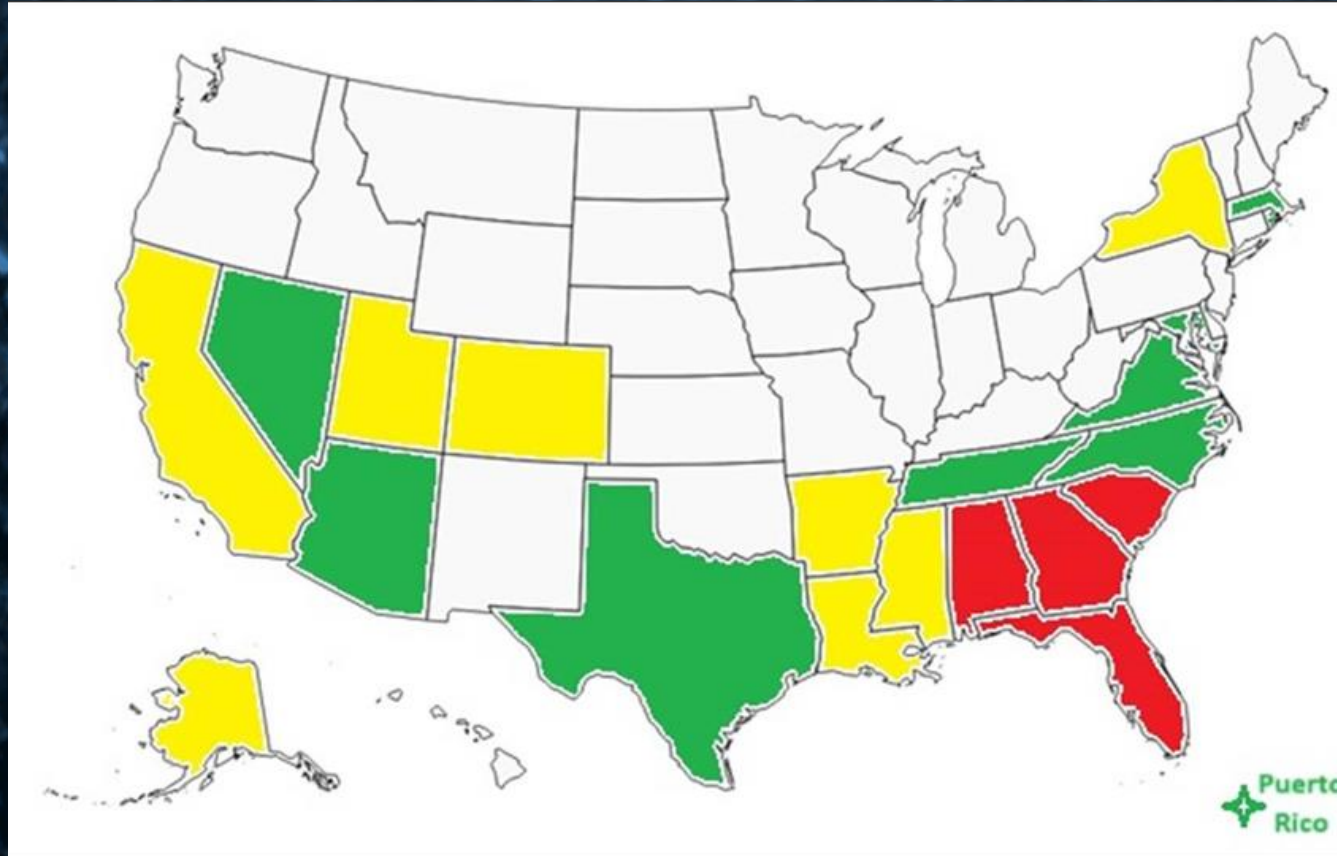
Average historical default
rate = **approx. 2+%**

Expanded throughout FL, GA,
AL, and SC, plus new “Climate
Equity Plug and Play” partners
in multiple states.
Total = 11 States

SELF has 1,000+
companies in our
Contractor Network
(Green Jobs)

SELF is a national leader in Climate Equity with an impressive 74% LMI penetration rate -
which is more than 3x the national average for green banks (i.e., estimated 20+%)

NATIONAL EXPANSION



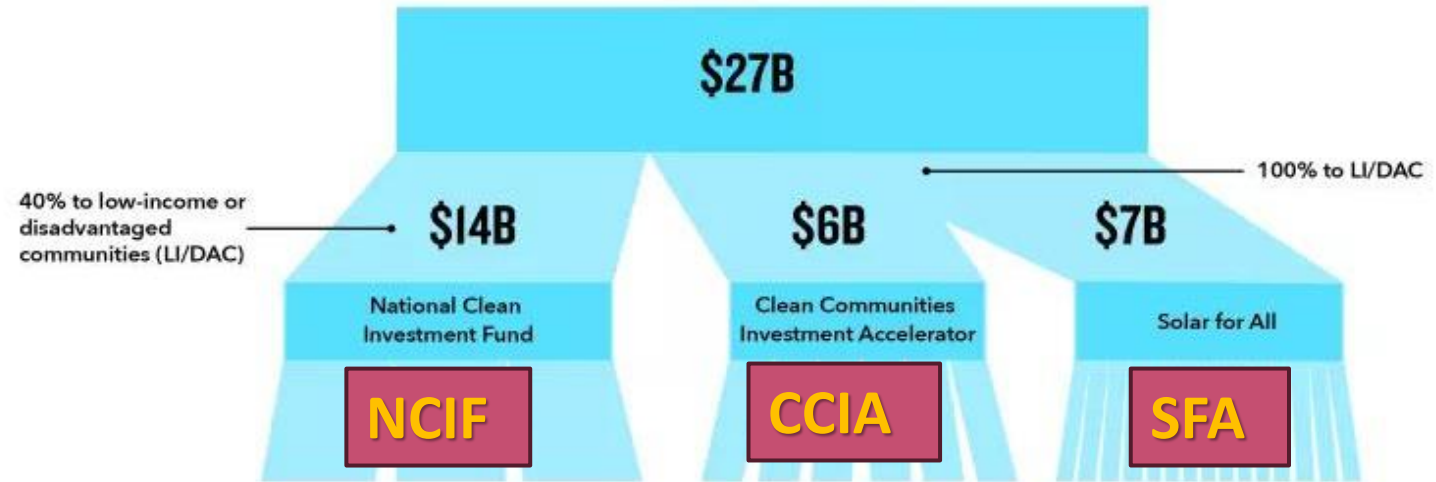
Note: SELF is a Florida-based nonprofit organization with **core** lending programs available in the **S.E. United States**. Additional **CDFI & Green Bank Partners**



**U.S. Senator Chris Van Hollen and
SELF CEO Duanne Andrade**
#USCAPITOL

GREENHOUSE GAS REDUCTION FUND (GGRF)

A critical tool for filling gaps in access to green capital, with almost 70% of funds dedicated to projects in low-income and disadvantaged communities that lack access to financing.



PROJECT EXAMPLES



Community-Owned
Solar



Small Business Loan -
Transportation



Existing Building
Decarbonization



Single-Family
Home Loan

THREE (3) GGRF PROGRAMS

NCIF

National Clean Investment Fund

- \$14 billion total
- SELF award: > \$40 million
- Deeply affordable **debt for project financing**
- Eligible projects: clean energy, clean transportation, green building

CCIA

Clean Communities Investment Accelerator

- \$6 billion total
- SELF award: > \$10 million
- **Grants, not debt** for capacity-building and project-based grants

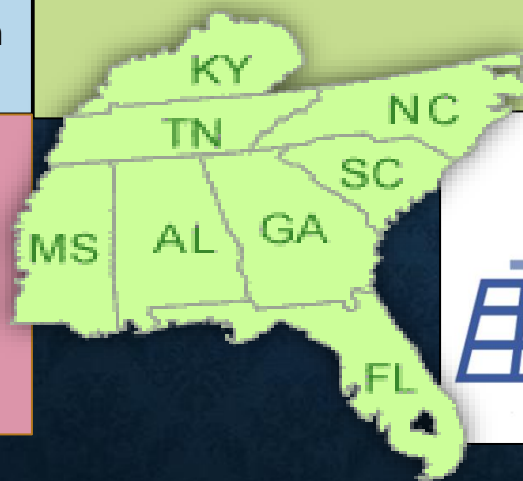
SFA

Solar for All (Florida)

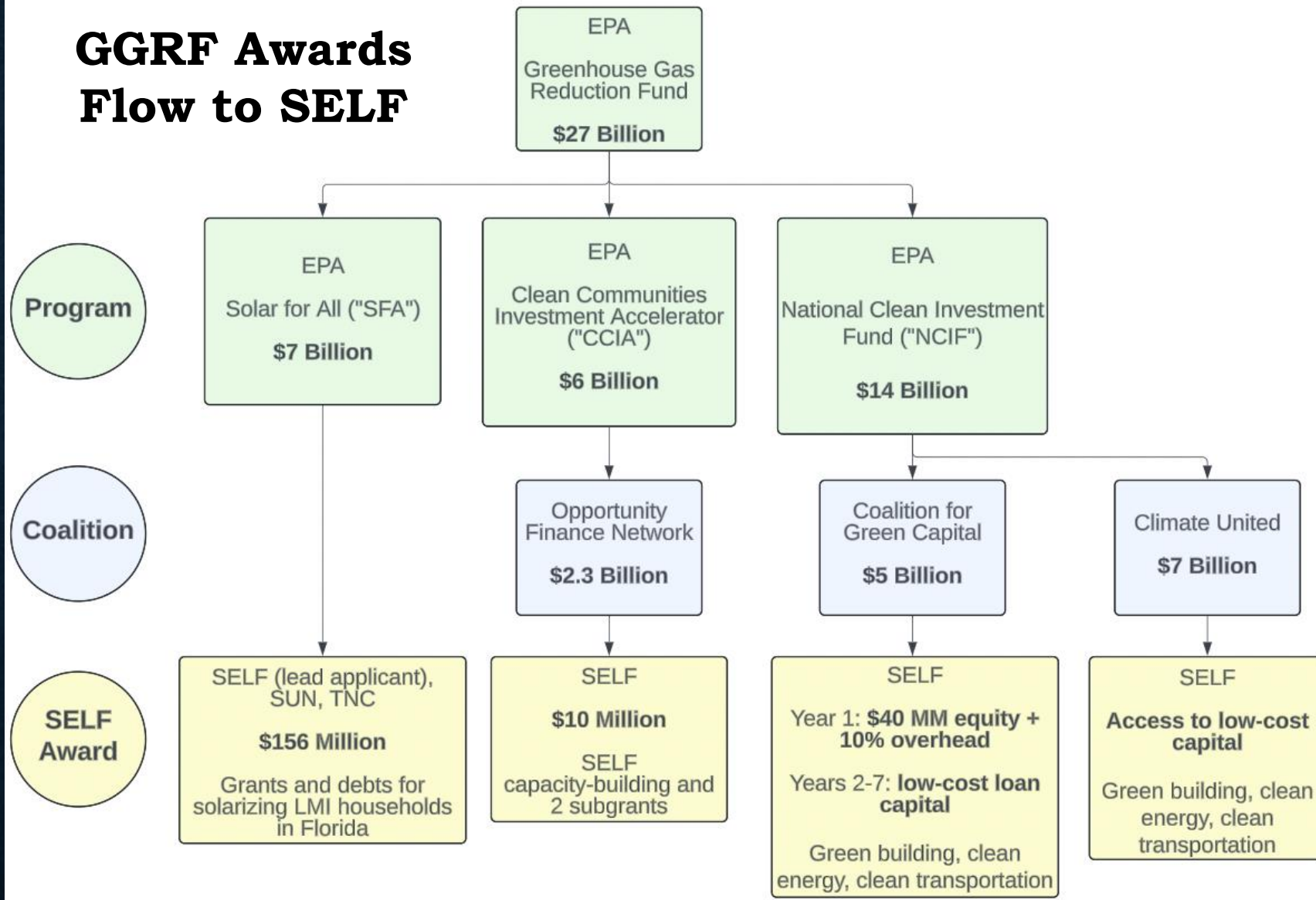
- \$7 billion total. Florida declined to apply
- SELF was lead applicant with Solar United Neighbors and The Nature Conservancy
- Coalition award: \$156 Million
- **Grants and debt** for solarizing LMI households

About EPA Region 4 (Southeast U.S.)

Serving Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee and 6 Tribes



GGRF Awards Flow to SELF





CONTACT INFORMATION

Website:

SolarEnergyLoanFund.Org

Email:

DougC@solarenergyloanfund.org

HQ – Tel. #

(772) 468-1818





This presentation includes information based on our current knowledge of program parameters. However, because the GGRF and NCIF are still relatively new, information and details are subject to change. We do not endorse any specific lender, and we suggest everyone consider options when obtaining finance.

OUR FAMILY OF NONPROFIT ORGANIZATIONS



Self-Help's Mission Since 1980:

Creating and protecting ownership and economic opportunity for all -- especially people of color, women, children, immigrants, rural residents, and low-wealth families and communities.



- **CDFI**
- **MDI**
- **LICU**



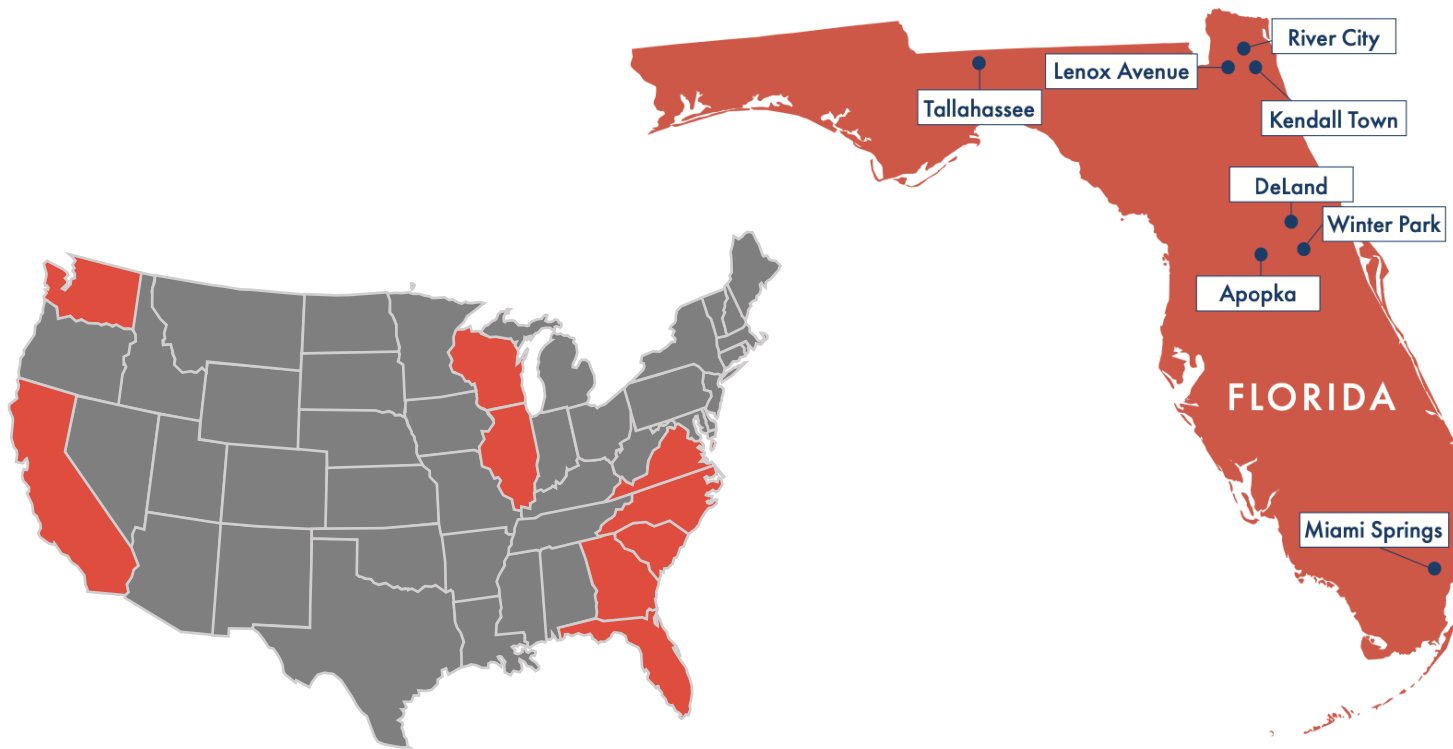
Community Development Financial Institutions . . .

- Are lenders with a mission to provide fair, inclusive financing to low wealth families, communities of color, rural and Native communities, women, and others.
- Have strong community roots.
- Ensure investments (and tangible benefits) reach historically disinvested communities.
- Democratize access to capital for: home ownership, affordable housing, small businesses, clean energy, nonprofits, and more.

SELF-HELP LOCATIONS & IMPACT



80 Locations Nationwide in 9 States: Florida, North Carolina, South Carolina, Georgia, Virginia, Illinois, Wisconsin, California, Washington



Impact since 1980:

- \$11.4 billion lent to 225,000 borrowers.
- \$6 billion to minority borrowers.
- 82% of loans to low-income borrowers

SELF-HELP PROGRAMS AT-A-GLANCE, FLORIDA



- | | | | |
|--|--|--|---|
| <ul style="list-style-type: none">✓ Fair and inclusive financial services and loan capital for individuals, small businesses, and nonprofits✓ Credit building resources + financial counseling✓ Services for new Americans | <ul style="list-style-type: none">✓ Home ownership, including our First-Generation Home Buyer mortgage loan✓ Racial wealth gap initiatives✓ National indirect home mortgage lending with other lenders | <ul style="list-style-type: none">✓ CRE lending in key areas of community impact, e.g., multi-family affordable and market-rate housing, health centers, etc.✓ Revolving loan funds for affordable housing or small businesses✓ Real estate development✓ Center for Responsible Lending (CRL) - Research and policy solutions to promote financial fairness, economic opportunity, and to end predatory lending | <ul style="list-style-type: none">✓ Opportunities for Values-Aligned Investing✓ SHCU currently provides clean energy loan programs.✓ Electric Vehicle (EV), Home energy saver, Residential solar✓ Plus coming soon: GGRF & Climate United (secondary market) |
|--|--|--|---|

80 Locations Nationwide

OVERVIEW OF THE IRA & THE GGRF

Inflation Reduction Act (IRA) - [CleanEnergy.gov](https://www.CleanEnergy.gov)

Environmental Protection Agency (EPA) - [EPA.gov](https://www.EPA.gov) (and other agencies)

EPA Greenhouse Gas Reduction Fund (GGRF) - \$27 Billion

National Clean Investment Fund (NCIF)	Clean Communities Investment Accelerator (CCIA)	Solar for All
\$14 Billion – 3 Awardees	\$6 Billion – 5 Awardees	\$7 Billion – 60 Awardees
<ul style="list-style-type: none"> • \$7 Billion -- Climate United (Calvert Impact, Self-Help, and Community Preservation Corporation) • \$5 Billion -- Coalition for Green Capital • \$2 Billion --Power Forward Communities (includes LISC) 	<ul style="list-style-type: none"> • \$2.29 Billion -- Opportunity Finance Network • \$1.87 Billion -- Inclusiv • \$940 Million -- Justice Climate Fund • \$500 Million -- Appalachian Community Capital • \$400 Million -- Native CDFI Network 	<ul style="list-style-type: none"> • 17 Nonprofits (including Solar and Energy Loan Fund) + • 43 State and Tribal Entities
<i>Catalyze clean energy financing at scale</i>	<i>Hubs to provide funding and TA for community lenders</i>	<i>Distributed solar investment</i>

CLIMATE UNITED FOCUS AREAS



3 Green Things	6 Market Segments	3 Approaches
<ul style="list-style-type: none">1. Electric Vehicles2. Distributed Energy Generation (Solar)3. Green Homes and Buildings	<ul style="list-style-type: none">1. Consumer / Single Family2. Multifamily3. Community Facilities4. Small Business5. Schools and MSIs6. Stand Alone Generation	<ul style="list-style-type: none">1. Standardized Products2. Direct Investments into Community Lenders3. Direct Investments into Qualified Projects

CLIMATE UNITED PRODUCT APPROACHES

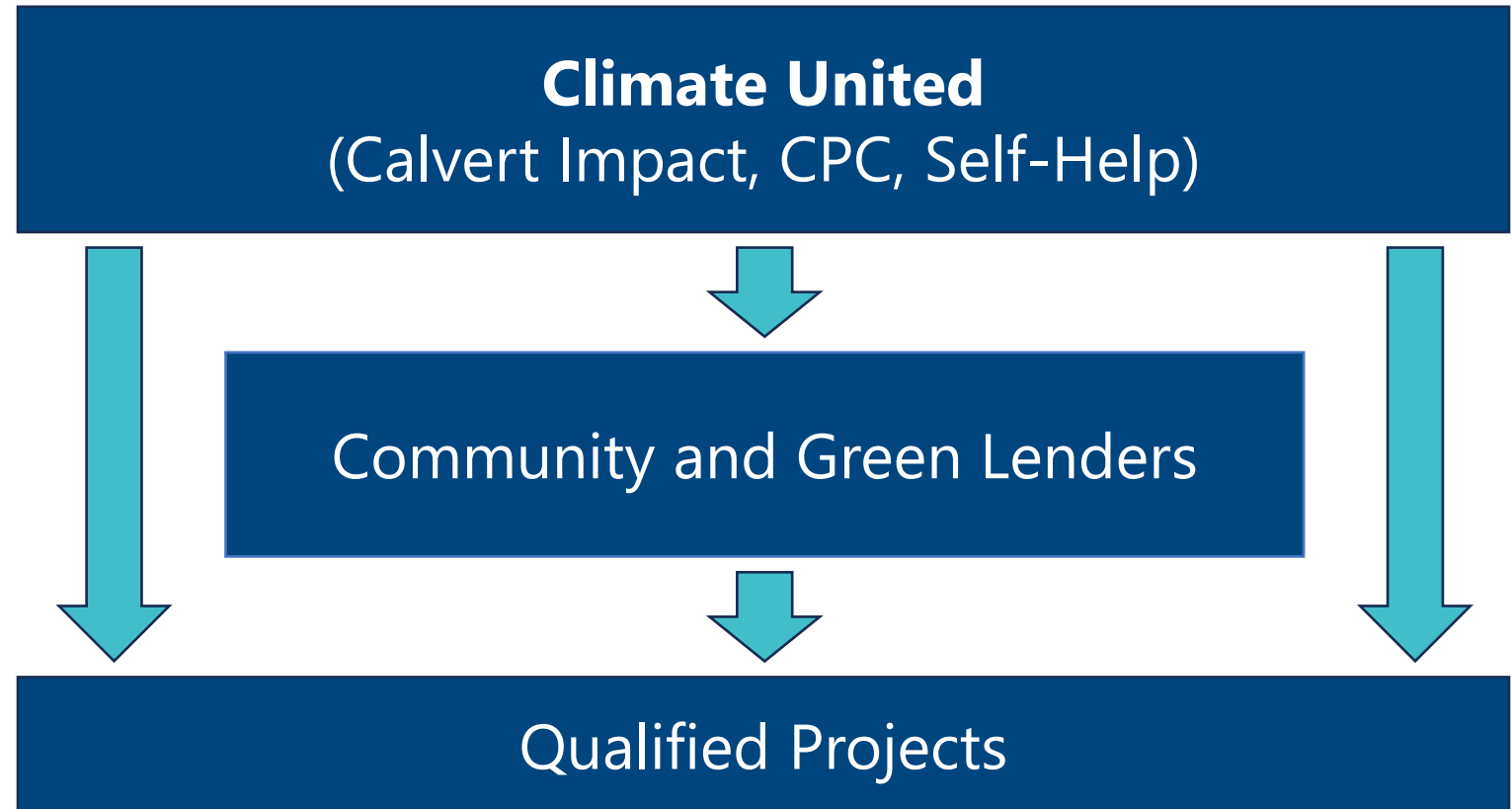


Approaches:

- Standardized Products
- Direct Investments into Community Lenders
- Direct Investments into Qualified Projects

★ Deployed to empower these communities:

- 60% LIDAC
- 20% Rural
- 10% Tribal



WHERE TO GO FOR CAPITAL SOLUTIONS



ARE YOU A LENDER?

Yes, but I am new to this type of climate finance



We recommend exploring opportunities through CCIA selectees to pursue TA, training, and capitalization grants to develop products/programs before seeking NCIF financing.

Yes, and I am interested in originating & selling loans



SINGLE FAMILY / CONSUMER



Self-Help Climate Capital



MULTIFAMILY HOUSING



CPC Climate Capital



COMMERCIAL OR OTHER



Climate United/Calvert Impact

Yes, and I am interested in balance sheet liquidity



CREDIT UNIONS



Self-Help Climate Capital



CDFIS & GREEN BANKS

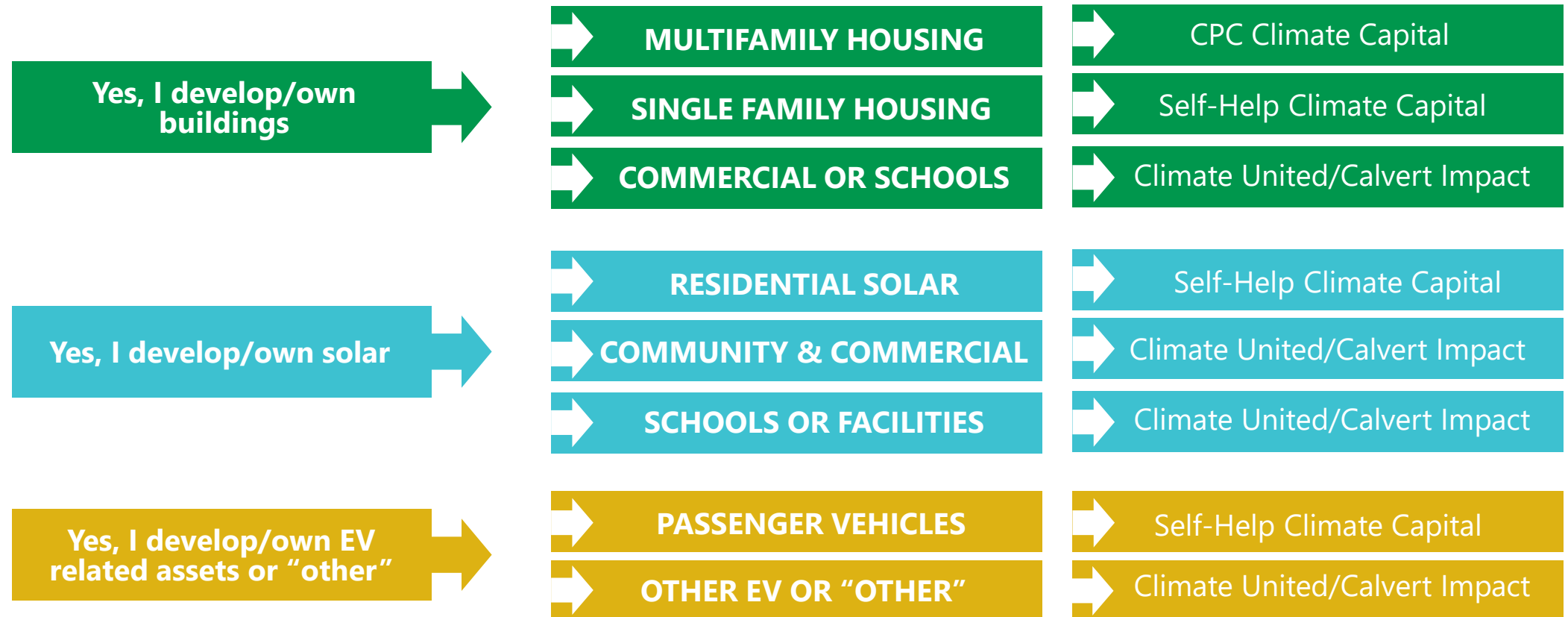


Climate United/Calvert Impact

WHERE TO GO FOR CAPITAL SOLUTIONS



ARE YOU A QUALIFIED PROJECT SPONSOR?



Self-Help's Initial Focus (Fall 2024 & Beyond)

Self-Help will offer standardized ***indirect consumer*** clean energy loan products in partnership with other lenders →

- RFP Process
- Advocacy
- Resources for Lenders
- Community Engagement
- Benefits for LIDAC borrowers

✓ Electric Vehicles

✓ Residential Solar – Owned/Leased

✓ Green Home Mortgages – Primarily New Construction

Next Phase: Still developing strategies on single-family rehab/retrofits, commercial lending in our geographic footprint, and community solar

Access to **responsible and inclusive** financing will enable families and communities to participate in an equitable clean energy transition.

- Lower energy utility bills and reduced transportation, fuel, and maintenance costs.
- Health benefits and cleaner air in homes and buildings.
- Protection against weather -- extreme heat and winter cold.
- Clean energy home ownership with the potential for greater equity / resale value / and generational wealth.
- Workforce development / green jobs / positive economic impact.*
- Tax incentives for individuals, organizations, and nonprofits.
- Peace of mind knowing that we are working together . . .
 - To create a more sustainable future, and
 - To mitigate climate change, pollution, sea level rise, and extreme weather.

Self-Help's **Center for Responsible Lending** issued a report, *The Shady Side of Solar System Financing*, which offers warnings against predatory solar financing.



Key Findings:

- Some elements of solar financing products and sales can be **predatory**. Solar financing agreements can potentially **worsen** a borrower's financial situation.
- The price of a solar system can often be much **higher** if a consumer finances a system. This allows sellers to hide the true financing costs in the inflated price of the solar system.
- Solar debt can **elevate the risk** that a consumer will lose their home to bankruptcy or foreclosure.

If left **unchecked**, these harmful practices will:

- Undermine homeowners' long-term investments in clean energy
- Put families at risk of spending money on systems that fail to perform
- Increase rather than decrease utility bills, and
- Put them at risk of losing their home.



The Good News:

- Federal, State, and Local agencies are listening and have started taking action. We need more transparency and consumer protection.
- The best protection is educating yourself and others about responsible use of credit and lending, clean energy systems, and tax incentives.

When financing a clean energy project, consider these tips:

- Paying cash vs. financing
- Purchasing vs. leasing
- Consider available grants and tax incentives, i.e., IRS.gov, etc.
- Be aware of:
 - The APR, Annual Percentage Rate, and the total cost of borrowing.
 - Excessive or abusive fees (e.g., application fees, prepayment penalties, credit insurance premiums.)
 - Repayment terms (e.g., number of expected payments, balloon payments, etc.)
- Proceed with caution on PACE (Property Assessed Clean Energy) and UCC financing.
- Shop around for your loan; consider alternatives. Remember that you're not required to go with the installer's financing.
- Educate yourself.

Florida Lending:

- Self-Help Credit Union, *Self-Help.org*
- Solar and Energy Loan Fund (SELF), *SolarEnergyLoanFund.org*
- JetStream Federal Credit Union, *JetStreamFCU.org*
- Climate First Bank, *ClimateFirstBank.com*
- Talk to your local credit union | CU's are not-for-profit and typically offer simple-interest personal, auto, and home equity loans | They can help you understand credit, rates, and fees.
- National Options: Community 1st Credit Union, Clean Energy Credit Union, clean energy home mortgage loans
- Commercial / Nonprofit Loans – Reach out to me.

Other:

- Solar United Neighbors, offers help in understanding solar systems, free phone consultation, *SolarUnitedNeighbors.org*
- Consumer Financial Protection Bureau, online education resources, search for "clean energy" or "solar," or file a complaint, *CFPB.gov*
- Florida Office of Financial Regulation, to submit a complaint, *FLOFR.gov*.
- CRL, *ResponsibleLending.org*

THANK YOU



Sam.Chesser@Self-Help.org



Self-Help.org



WeAreClimateUnited.org

Complete the Intake Form, join the newsletter, read FAQs, attend webinars



ResponsibleLending.org

THANK YOU



Camilo Mejia, Director of Policy and Advocacy, Catalyst Miami

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DougC@SolarEnergyLoanFund.org



Sam Chesser, VP South Florida, Self-Help Credit Union & CDFI

Self-Help.org

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