



*Solar and Energy Loan Fund*

# "CLIMATE" LOANS THAT TRANSFORM LIVES



Non-Profit Community Development Financial  
Institution (CDFI)



# Background

## First and only Non-Profit “Green” Bank in Florida

Started with a \$3 million grant from the U.S. Department of Energy under the Obama American Recovery Act (2009).

Certified by U.S. Treasury as a Community Development Finance Institution (CDFI), in 2012.

### SELF’s Innovation

- Underwriting loans based on “ability to repay”- NOT credit score , income or assets

### Results

- \$25 Million in Loan and Grants for CDFI raised to date;
- \$18 Million deployed for unsecured home improvement loans **2,050** home-improvement projects in FL, AL, SC.
- **74%** of SELF clients are low-moderate income (LMI).
- Average Default rate BELOW 2%
- **600+** Contractors for SELF network (Green Jobs)
- Received \$5 Million JPMorgan Chase Pro Neighborhood Grant leveraging \$65 Million in investments for 300 affordable housing
- Up to \$50 Million Capital commitment for Commercial and Residential PACE (St. Lucie County only)



# MISSION

TO 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 DISABILITY AND AGING IN  
PLACE HOME ADAPTATIONS, AND MORE.





## LENDING PROGRAMS (Unsecured Loans)

*\*Personal Loans based on "Ability to Repay. No Income or credit score requirements.*

- |   |           |   |
|---|-----------|---|
| 1 | CDFI      | No minimum Credit Score or Income; Unsecured , 5% – 10.99 % ; 3- 10 yr. term.   |
| 2 | KIVA      | Unsecured, Worldwide Crowdfunded Loans <b>focused on Veterans &amp; Women with zero (0)- 500 credit scores</b> 5%- 5yr term loans.                              |
| 3 | SAFE HOME | Resilience loans (i.e. roofs, impact windows, door, hurricane shutters) for increased safety, equity and reduced insurance costs. 8%-9.75%, up to 7 year terms. |
| 4 | HALO      | Home adaptation loans for elderly or residents with disabilities. Unsecured 5.5% -7% 7 yr. term   |
| 5 | WQL       | Water Conservation and Water Quality Loans i.e., Septic-to-Sewer conversions. 5%-9.5% up to 10 yr. term.  |

# More than just Loans SELF provides:

- Financial Inclusion: SELF loans can help build or rebuild, credit
- Project Management: SELF loans ensure quality work and compliance with code.
- Jobs : Contractor Network. SELF loans protect homeowners from unscrupulous contractors, and scammers through a pre-vetted contractor network





# Multifamily, Non-profit and Community Energy Improvement Loans

- **Housing and Community Impact Fund (HCIF) – CLEAR LOANS** (Clean Energy and Resilience loans) -
- New Loan Program to provide a line of low-cost, flexible unsecured, or “lightly secured” financing options for : Affordable Housing, Multifamily, Non-Profit and Community Development projects.



# **“Gib-Sun Plaza” FIRST ROOFTOP SOLAR ON A PUBLIC HOUSING BUILDING IN FLORIDA**

## **Scope:**

- Solar System and Battery Storage for emergency response to Climate Impacts
- 65 units of low-income rental housing
- 132 elderly residents, mostly Hispanics

**Leon Lowenstein \$200K Grant**

**Leveraged \$600K**

**Total \$800K**



# CAROL: Widow; Recovering from Back Surgery

## High Efficiency A/C Loan

### Impacts: Energy Savings; Health; Dignity







**Pamela Turner: U.S. Veteran; Single Mother of 4.  
Roof Loan (Resilience)  
Impacts: Health, Safety, Quality of Life**

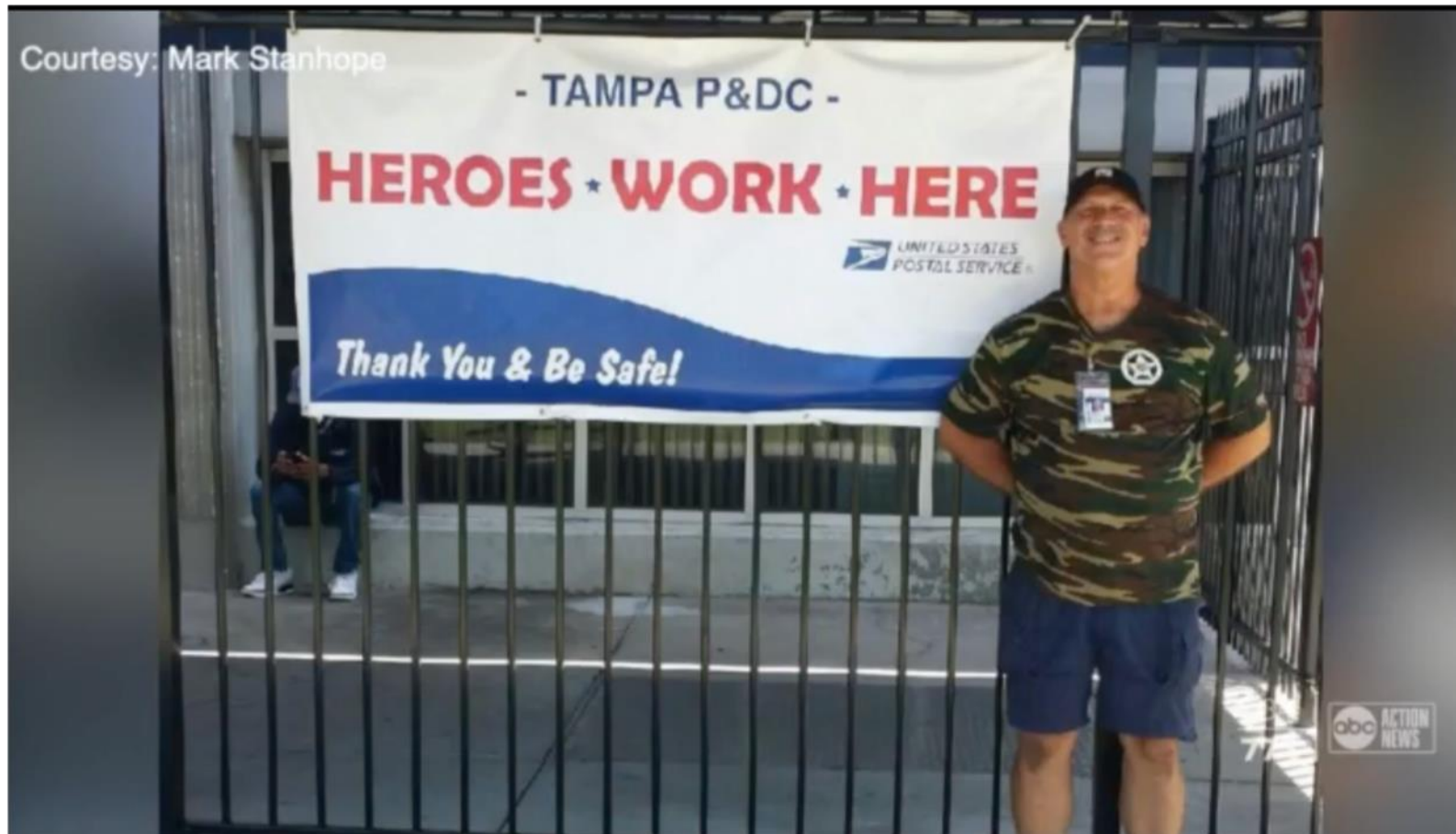




# Mark Stanhope- U.S. Post Master SOLAR LOAN

*"Its almost like you have to be rich to have solar but SELF makes it so everyone can have solar"*

Impacts: Reduced Carbon Footprint; Long term savings





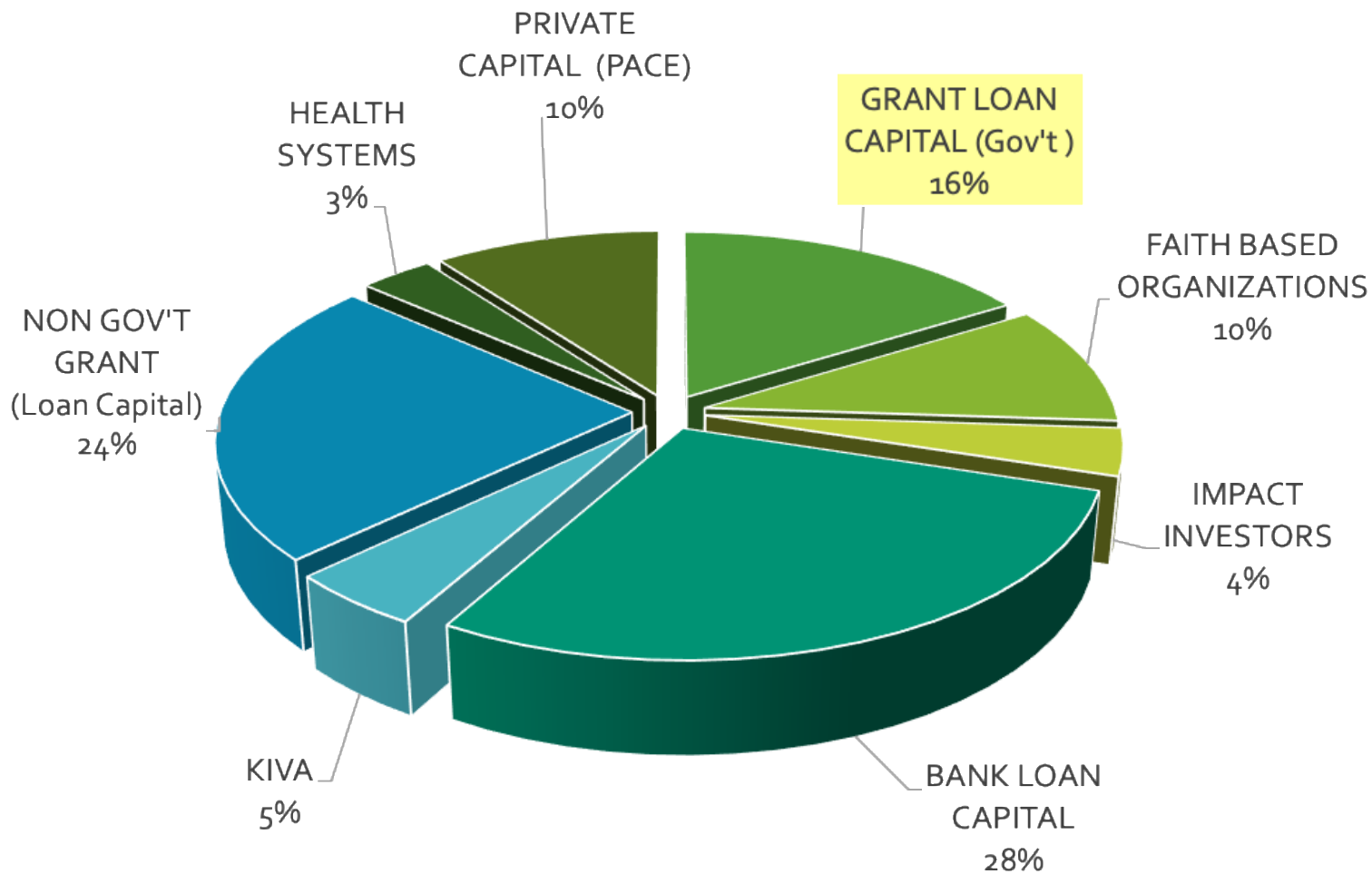
# CAPITAL PROVIDERS

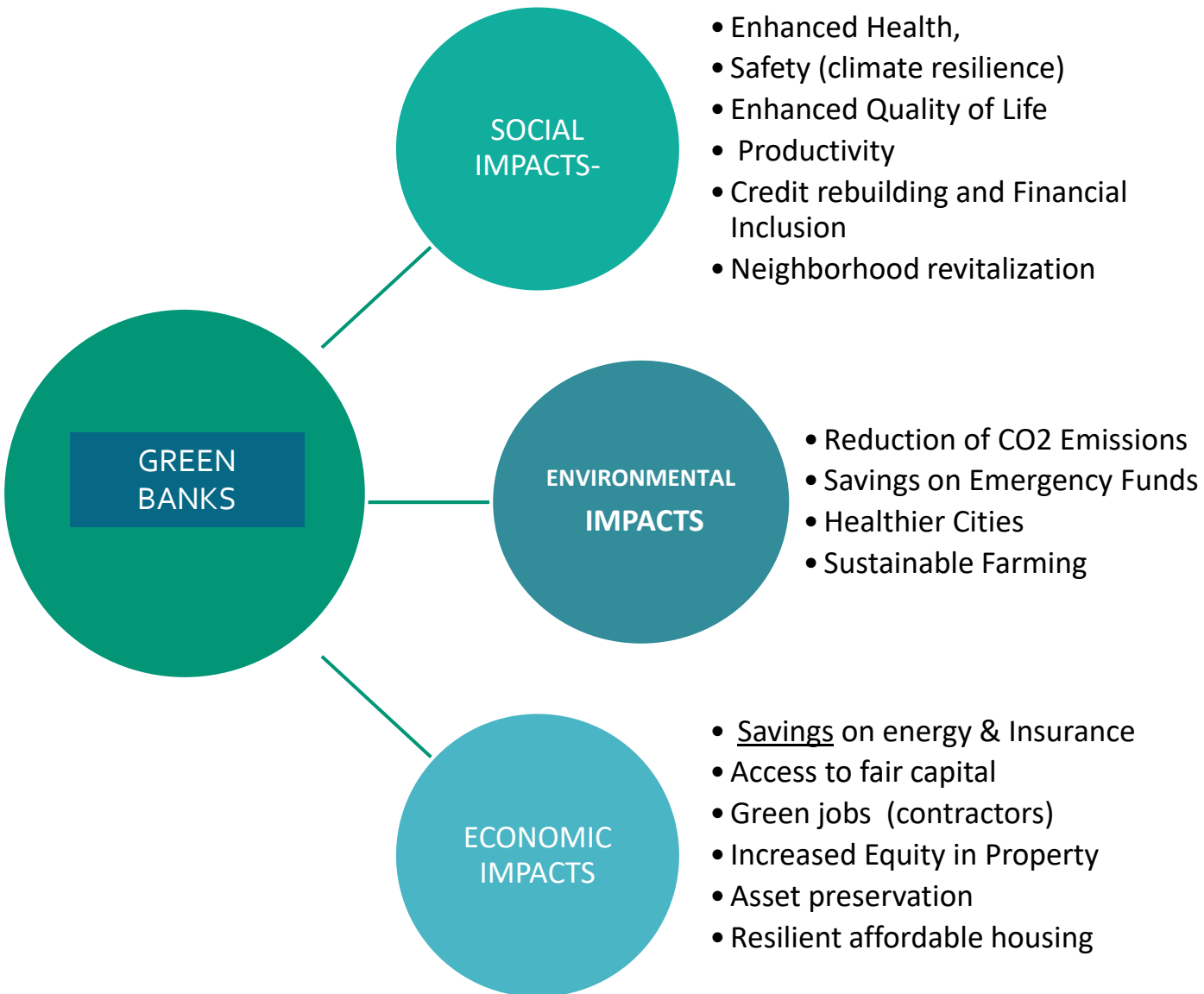
SELF's Investors

[www.SolarEnergyLoanFund.org](http://www.SolarEnergyLoanFund.org)



Cumulative Loan and Grant Capital	(\$\$)
Total Loan Capital	\$19,549,203
TOTAL GRANTS (OPERATING)	\$4,996,115.39
<b>TOTAL GRANTS AND LOAN CAPITAL</b>	<b>\$24,545,318.01</b>







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