“CLIMATE” LOANS THAT TRANSFORM LIVES

Solar and Energy Loan Fund

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 **focused on Veterans & Women with zero (0)- 500 credit scores**
   - 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
• 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.
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

“Gib-Sun Plaza”
FIRST ROOFTOP SOLAR ON A PUBLIC HOUSING BUILDING IN FLORIDA
CAROL: Widow; Recovering from Back Surgery
High Efficiency A/C Loan
Impacts: Energy Savings; Health; Dignity
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
Cumulative Loan and Grant Capital

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Total Loan Capital</td>
<td>$19,549,203</td>
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<tr>
<td>TOTAL GRANTS (OPERATING)</td>
<td>$4,996,115.39</td>
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<tr>
<td>TOTAL GRANTS AND LOAN CAPITAL</td>
<td>$24,545,318.01</td>
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- **Health Systems**: 10%
- **Grant Loan Capital (Gov't)**: 16%
- **Non Gov't Grant (Loan Capital)**: 24%
- **Kiva**: 5%
- **Private Capital (PACE)**: 3%
- **Faith Based Organizations**: 10%
- **Impact Investors**: 4%
- **Bank Loan Capital**: 28%
SOCIAL IMPACTS:
- Enhanced Health,
- Safety (climate resilience)
- Enhanced Quality of Life
- Productivity
- Credit rebuilding and Financial Inclusion
- Neighborhood revitalization

ENVIRONMENTAL IMPACTS:
- Reduction of CO2 Emissions
- Savings on Emergency Funds
- Healthier Cities
- Sustainable Farming

ECONOMIC IMPACTS:
- Savings on energy & Insurance
- Access to fair capital
- Green jobs (contractors)
- Increased Equity in Property
- Asset preservation
- Resilient affordable housing
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