



SOLAR AND ENERGY LOAN FUND

Non-Profit Community Development Financial Institution (CDFI)



November 5, 2018

Tampa Bay Regional Resiliency Coalition



BACKGROUND

- ❑ St. Lucie County was 1 of 22 local governments in America to receive funds (“seed grant”) from the U.S. Department of Energy in 2009 to create innovative local clean energy financing program;
- ❑ 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 nine (9);
- ❑ SELF is certified (statewide) by the U.S. Treasury Department as a Community Development Financial Institution (CDFI), which means our lending activities are focused on Low and Moderate Income (LMI) homeowners in Florida.
- ❑ SELF’s loan program became operational in the Spring of 2011, as a pilot program in St. Lucie County, and has since expanded its lending activities to 87 jurisdictions in Florida;
- ❑ SELF has raised over **\$10 million** in loan capital and grants, developed five (5) unique lending programs to promote clean energy, resilience, and other sustainable building practices; and deployed over \$7 million to more than 900 homeowners, with over 70% LMI and a 1% default rate (last 3 years).

MISSION

Rebuild and empower underserved communities by providing access to affordable and innovative financing for sustainable home 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.



SUPPORT SERVICES

- ❑ **FINANCIAL INCLUSION / ACCESS to FAVORABLE FINANCING**
- ❑ **BUILDING SCIENCE AND ENERGY EXPERTISE**
- ❑ **PROJECT MANAGEMENT**
 - **Prescreen Contractors**
 - **Review pricing to prevent price gouging**
 - **Pay contractors directly after project is approved by local building departments and homeowner is satisfied with the results.**



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 and Aging In Place (e.g., wheelchair ramps, walk-in showers, etc.)



PRIMARY LENDING PROGRAMS

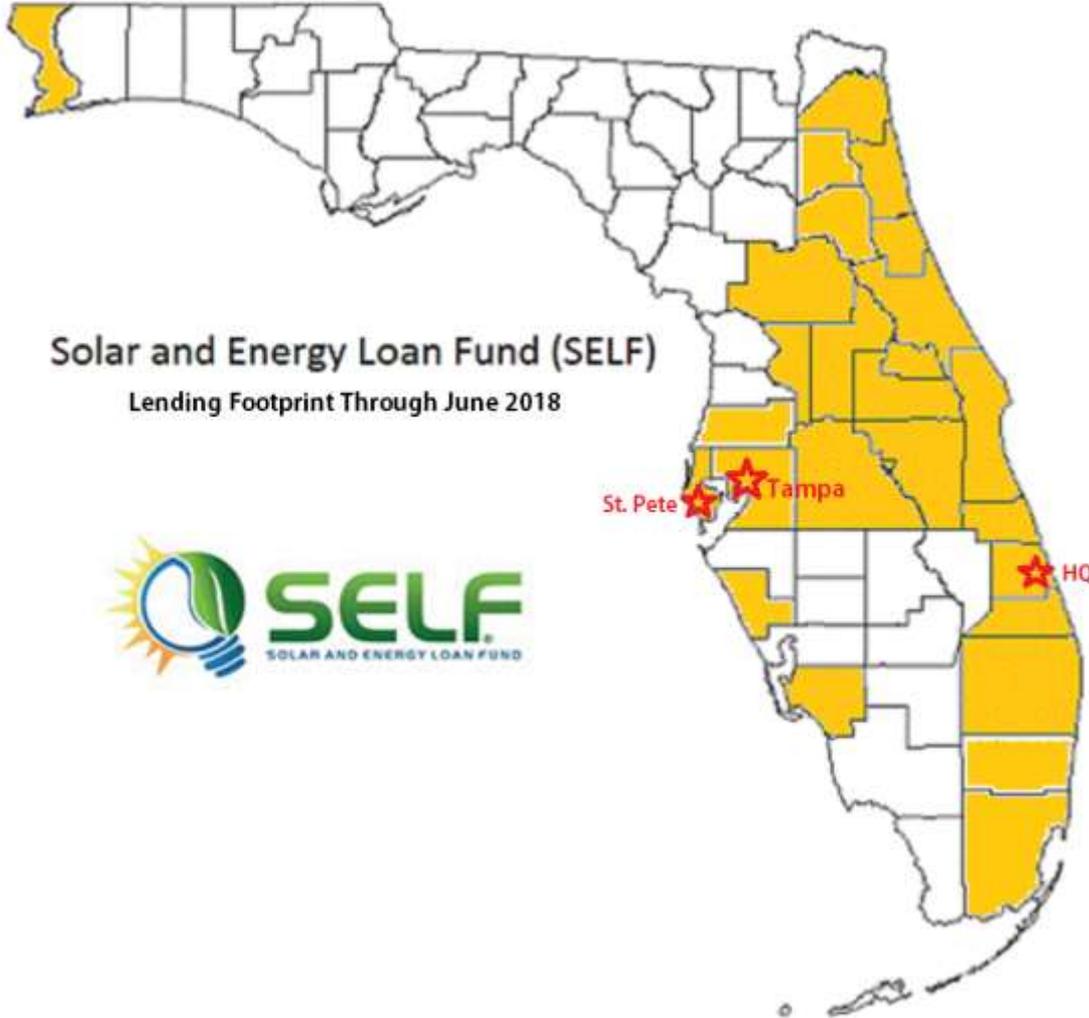
- 1 CDFI** Community Development Financial Institution (CDFI). Unsecured Residential Loans;
- 2 KIVA** Worldwide Crowdfunding For Veterans & Women Unsecured Residential Loans;
- 3 MSH** My Strong Home (MSH, B-Corp) enables applicants to use Insurance Savings toward roof repairs. Unsecured Residential Loans;
- 4 HALO** Home Adaptation Loans for homeowners with disabilities. Unsecured Residential Loans. Partnership with FFAST, FHC, and National Disability CDFI Coalition; and,
- 5 WL** Water Conservation and Water Quality Loans for septic-to-sewer conversions and lateral line replacement. Unsecured Residential Loans.



Triple Bottom Line RESULTS:

- ❑ Completed more than 1,000 energy assessments and 900 loans totaling more than \$7.4 million, with an average default rate of 1% (3 years), and an average loan size of about \$9,000;
- ❑ More than 70% of SELF's unsecured personal loans have been in Low- and Moderate-Income (LMI) census tracts, 50% for seniors, 40% for women, and 20% for veterans.
- ❑ Clients have reduced average household energy consumption by 24% (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). 275 approved contractors. #1 contractor has completed more than \$1.1 million of projects financed by SELF.

LENDING FOOTPRINT:





Innovative Financing Sources:

Traditional Funding Sources

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

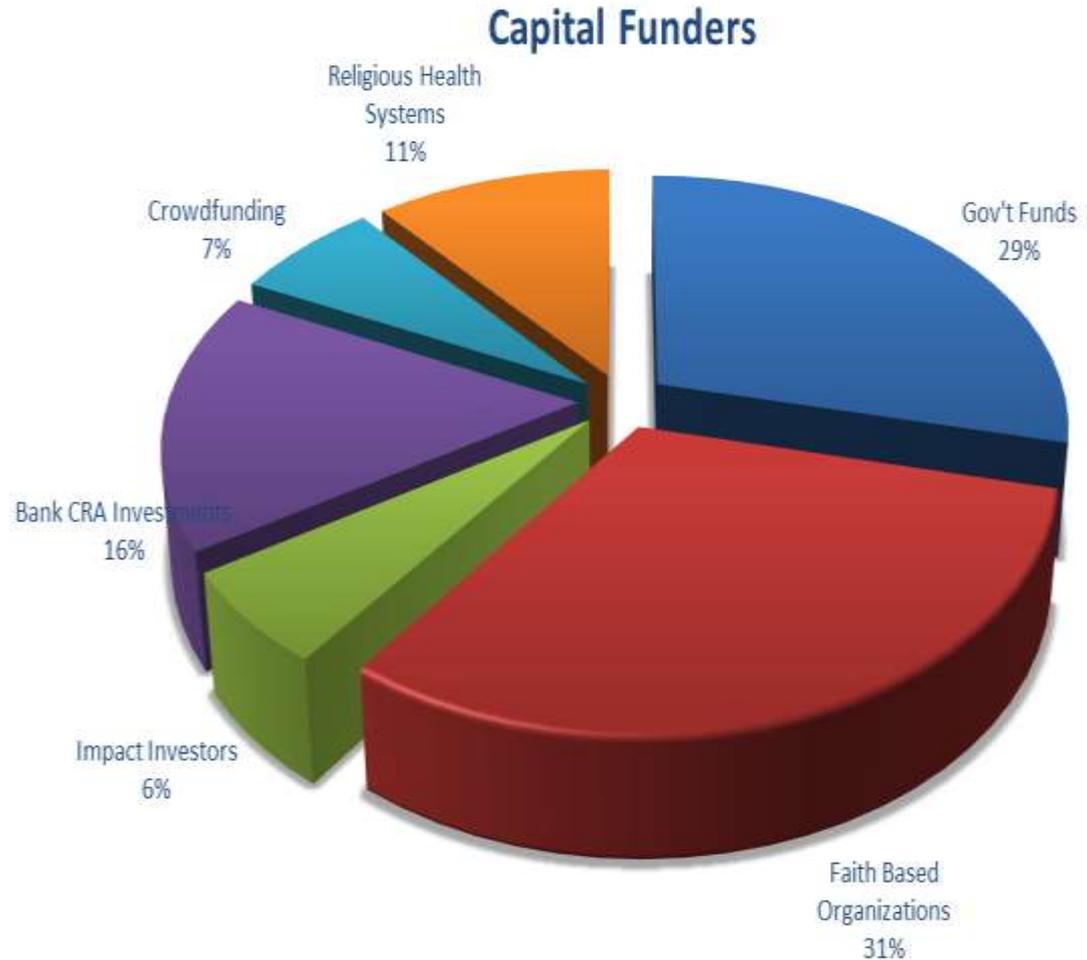
Non-Traditional Funding Sources

- 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 = \$544,800
Total # of Clients = 95
Average Project Size = \$5,736

SELF is one of 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

KEY LOCAL PARTNERS

City of St. Petersburg
Hillsborough County

CONTACT INFORMATION

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