




Net Zero Accelerator for Communities

Information Session | October 2024



Coalition for Green Capital has a mission to use public-private investments to accelerate the transition from carbon to clean cheaply, quickly, and inclusively.

Our vision is to build a clean power platform by, for, and with communities.

\$5 Billion EPA Award

to create a national clean power platform in communities across the United States

CGC is capitalized through the US EPA to provide nearly \$3 billion in Investment directly from CGC, nearly \$2 billion through Network partners, and up to \$90 Million in Grants to not-for-profit entities empowering communities to transition quickly, cheaply, and inclusively toward a sustainable future.

Through our investments, CGC will:

- Focus on deals that are \$50 million and above
- Pursue co-investment on deals over \$10 million
- Refer deals under \$10 million to network partners
- Invest a total of more than \$40 billion within 7 years

The CGC Green Bank Network will bring significant financial and technical resources to support this effort

Network Strategy

vision

Use **public-private investments** to **accelerate the transition** from carbon to clean cheaply, quickly and inclusively

goals

- Nationwide green bank with the ability to **finance the clean energy transition** with speed and scale
- Financial inclusion and **economic opportunities for LIDACs** in the clean energy transition

strategic priorities

- Expand geographically **across all 50 states** and EPA regions
- Increase **lending capacity** and ensure self sufficiency
- Integrate **environmental justice and community impact** considerations



Net Zero Accelerator for Communities

We invite you to be part of this transformative opportunity for communities toward a cleaner, healthier future through **CGC's Net Zero Accelerator**. Together, we can make a significant impact in helping the United States reach a net zero emissions economy by 2050 and pave the way for a sustainable tomorrow!

1.
Lead Applicant
Qualifications

2.
RFP
Information

3.
CGC
Toolkit



1. Lead Applicant Qualifications

We're Looking to Partner With Qualifying Communities

to Accelerate their Transition into the Clean Power Platform

Applicants should be cities, counties, tribes, and not-for-profit organizations representing communities with the following characteristics:

- Population Size: 50,000-600,000 (a majority of Americans live in communities of this size)
- Existing Net Zero and/or Clean Energy Targets and Associated Plans
- At least one low-income and disadvantaged community census tract according to the White House CEJST.

Each community is unique, but a team must come together that can develop a 'whole community' approach that can help accelerate the deployment of capital to build the clean power platform and achieve GHG reductions, energy savings, jobs, and improved health.

- The city, county, and tribe must be the lead applicant and have the ability to pull together a coalition with entities such as community organizations, labor, businesses, utilities, and project developers.
- Lead applicants are encouraged to partner with state and local lenders – including green banks, Community Development Financial Institutions (CDFIs), Community Development Credit Unions (CDCUs), and other community investors.
- Preference for application submissions that include an American Green Bank Consortium member.

Applicants should be able to lead the following necessary activities:

- Build the roadmap to achieve the clean energy and net zero goal
- Create the enabling policy environment to accelerate the transition and reduce costs
- Originate a pipeline of projects in distributed power generation and storage, net zero emissions transportation, and net zero emissions buildings that need debt financing
- Work with CGC to unlock investments and execute a grant up to \$2 million over 2 years.
 - Grants must go to not-for-profit entities and benefit LIDACs
 - A minimum of 50% of the projects proposed must be located in LIDACs

Timeline

Date

Milestone

November 2024

Community Stakeholder Convenings

December 13, 2024

Release of RFP

January 13, 2025

Deadline to Submit Questions

January 20, 2025

Posting of Answers to Questions

March 3, 2025

Proposals Due to CGC

Earth Day, April 20, 2025

Announce Shortlist of Initial Selectees

September 2, 2025

Anticipated Announcement of Selected Communities

The CGC Impact team will be engaging virtually and in-person with interested applicants

If you are a prospective lead applicant, please email impact@coalitionforgreencapital.com to be invited to set up a 1:1 meeting.

Our Chief Impact Officer, Jessica Buendia, went to the at the Urban Sustainability Directors Network Annual Meeting on October 21-23 and met with many of you!

We will be hosting regional, virtual convenings in November.



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Sign up to receive green bank and clean energy finance updates.

EMAIL ADDRESS

FIRST NAME

LAST NAME

COMPANY NAME

SUBMIT



2. RFP Information

RFP Format



The Net Zero Accelerator Request for Proposal (RFP) process will have 5 components.

1. Project Narrative
2. Team and Expertise
3. Work Plan
4. Pipeline
5. Grant Purpose

Criteria

CGC Anticipates **Selecting Up to 10 Communities** for this Inaugural Cohort Using the following metrics



FAST

Accelerate Clean Energy Transition Plans and Deployment



CHEAP

Significantly Reduce GHG Emissions and Air Pollution Per Dollar Invested



INCLUSIVE

Maximize Benefits to Communities through Energy Savings, Jobs, and Health Per Invested Dollar



FAST

Accelerate Clean Energy
Transition Plans and
Deployment

Existing Net Zero and clean energy transition plans that can be implemented

Proposals for **policy interventions** that can support **project origination** and accelerate implementation timelines

Incentives **for increasing customer demand** and accelerating uptake of clean energy products and services

Engagement of other institutions in your coalition and their proposed contributions to this effort, including banks, CBOs, nonprofits, private investors



CHEAP

Significantly Reduce GHG
Emissions and Air
Pollution Per Dollar
Invested

Understanding of the **total capital required** to reach the net zero and/or clean energy target and how this could be financed

Ideas for **reducing the cost** of clean energy products, technologies, and services, including key soft costs such as permitting and customer acquisition

Clear methodology for tracking clean energy generation, GHG emissions reduction, air pollution reduction, and how these benefits will be **maximized per invested dollar**



INCLUSIVE

Maximize Benefits to
Communities through
Energy Savings, Jobs, and
Health Per Invested
Dollar

Energy cost savings for residents, particularly in LIDAC communities.
Everyone deserves clean, cheap power.

Projections for jobs created, particularly in LIDAC communities

Estimated **improvements in health outcomes** and the value of those
improvements, particularly for LIDAC communities

Robust **stakeholder engagement process** and the role of each
coalition partner in delivering the benefits outlined above

Communities should include proposed projects, incentives and programs to drive adoption of clean power in their proposals

Distributed Energy Generation and Storage

- Community solar projects and subscriptions
- Rooftop solar on all government buildings
- Large scale battery storage

Net Zero Buildings

- Incentives for zero emission heat pumps
- Tax rebates for home efficiency retrofits
- Contractor licensing and certification

Zero Emissions Transport

- Municipal fleet replacement
- Public EV charging infrastructure
- Rebates for residential multifamily chargers

Technical and Financial Support

- Municipal green bond issuances
- Capacity for on-bill financing (e.g., PACE programs)
- Public private partnerships
- Mechanisms for IRA direct pay incentives
- Access to state revolving loan funds
- Comprehensive set of local financial partners
- Financial plans for existing initiatives (e.g., CPRG proposals)

Support

CGC will bring the tools and resources needed to support ambitious proposals from your communities



National and regional projects

Co-investment, capital introductions, and financial support

Technical Assistance

Grant funding for market building and predevelopment

Interaction, promotion, and representation



3. CGC Toolkit

CGC and its Network can deploy an array of financial tools to support communities with ambitious Net Zero plans

CATEGORY	INSTRUMENT TYPE	USE CASES
LOANS	<ul style="list-style-type: none"> • Junior/Senior Loans 	<ul style="list-style-type: none"> • Provide debt for qualifying projects
CREDIT ENHANCEMENTS	<ul style="list-style-type: none"> • Loan Loss Reserves 	<ul style="list-style-type: none"> • Mitigate financial risk for other lenders
AGGREGATIONS	<ul style="list-style-type: none"> • Warehousing • Securitizations 	<ul style="list-style-type: none"> • Bundle smaller loans to improve liquidity • Recycle capital via institutional investors
MARKET SUPPORT	<ul style="list-style-type: none"> • Market Building • Predevelopment Funding 	<ul style="list-style-type: none"> • Familiarize stakeholders with key products • Accelerate project development, build capacity

Glossary of key terms

Blended finance
Combining public, concessional, and philanthropic money with private sector investments

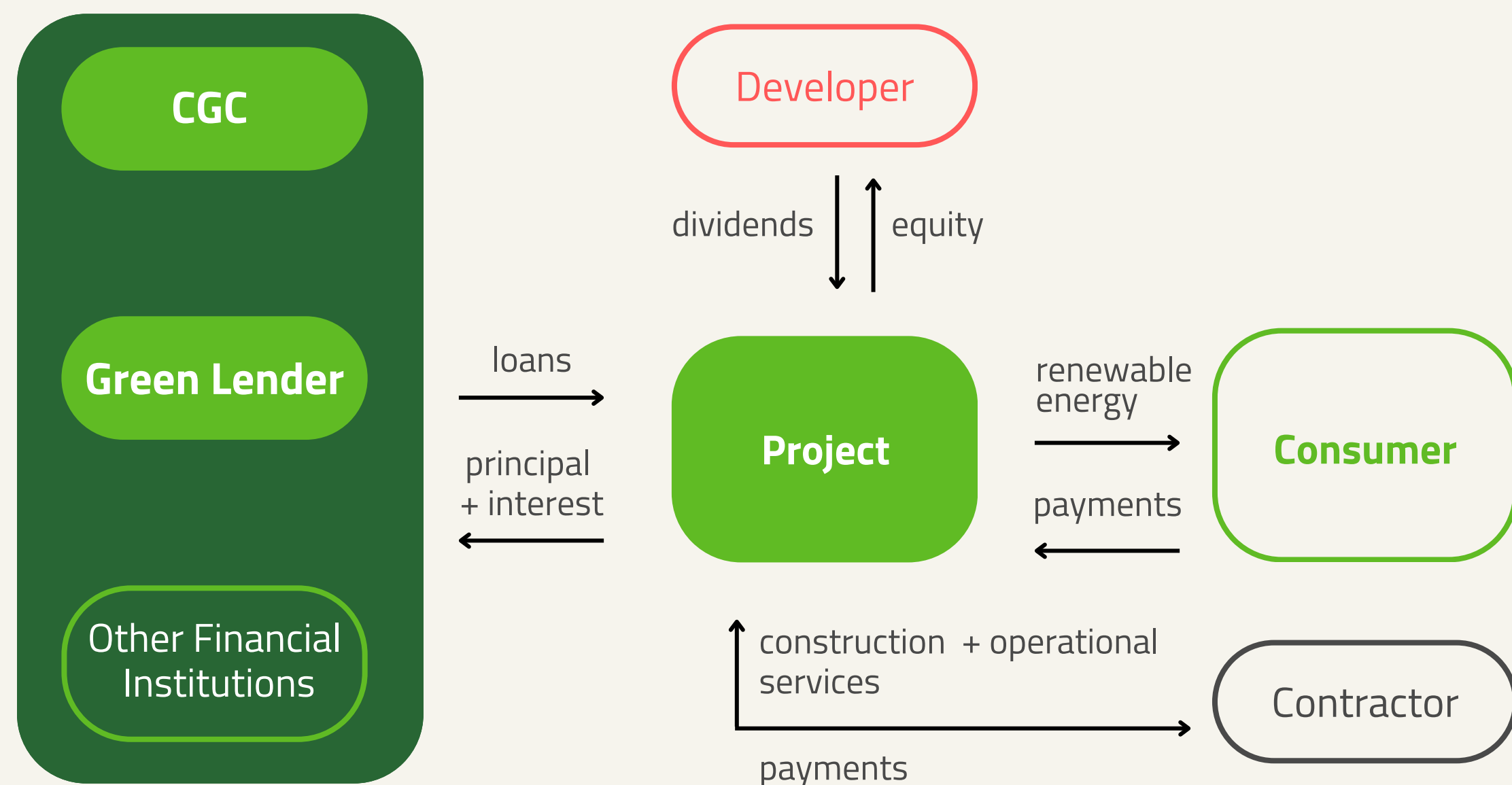
Private capital mobilization
Catalyzing private sector investment, typically by reducing (perceived) risk

Additionality
Impact of a green lender's investment that wouldn't have occurred without its involvement

Capital recycling
Reusing capital that has been repaid from previous loans or investments to fund new projects

Direct lending provides cost-effective debt, enabling rapid deployment of scalable low-carbon solutions

CGC and green bank loans directly finance the construction and operation of clean energy infrastructure

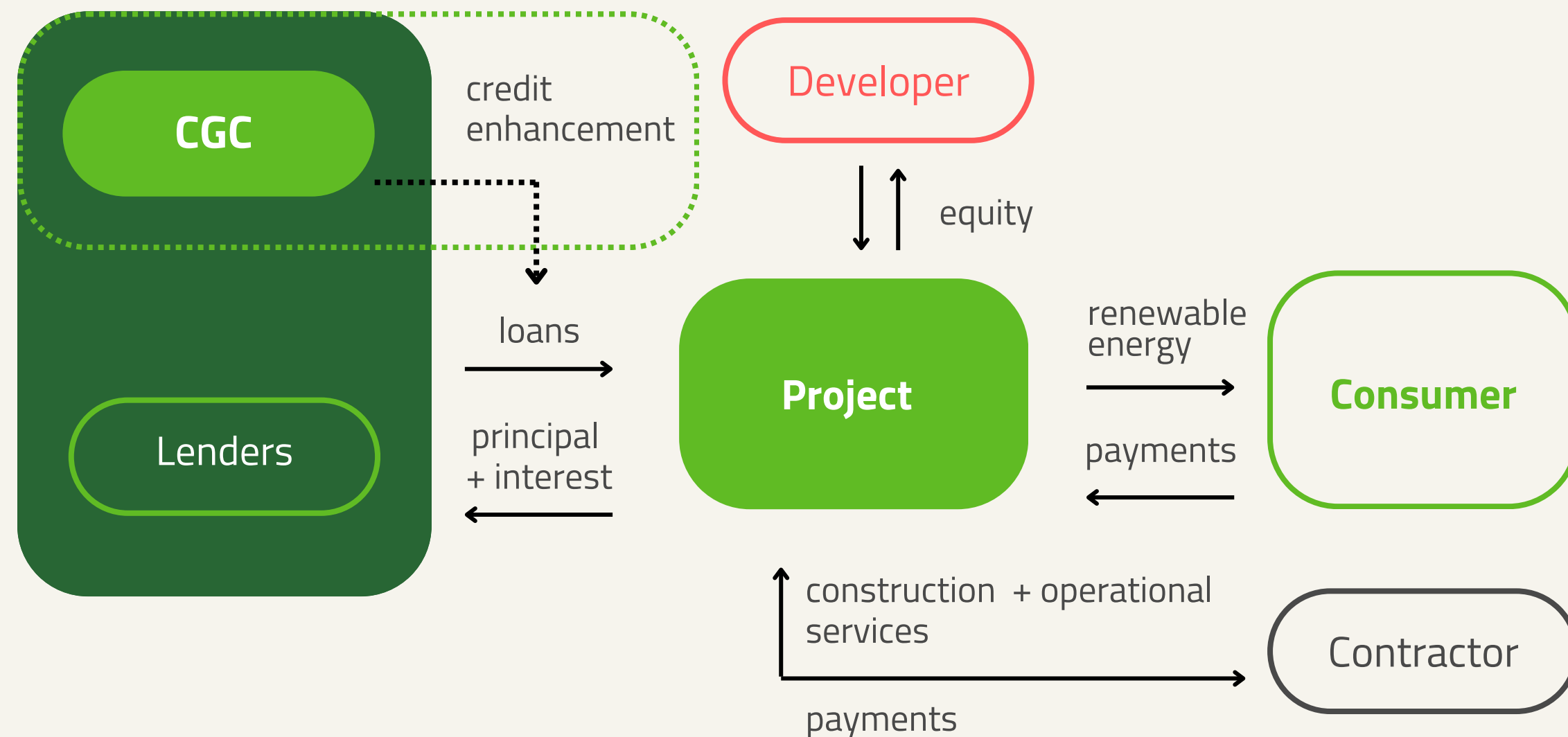


Benefits for communities

- Flexible access to capital for clean infrastructure, aligned to the types of technologies deployed, easing the burden of high upfront costs
- Applicable to all segments, from consumers to municipalities to businesses
- Stakeholders are generally familiar with the structure of loan instruments and repayments

B Credit enhancements reduce risk and enable favorable financing terms to unlock private capital for communities

Green banks can facilitate improved financing terms and catalyze larger volumes of clean technology investment through loan loss reserves, loan guarantees, interest rate buydowns and other credit enhancements

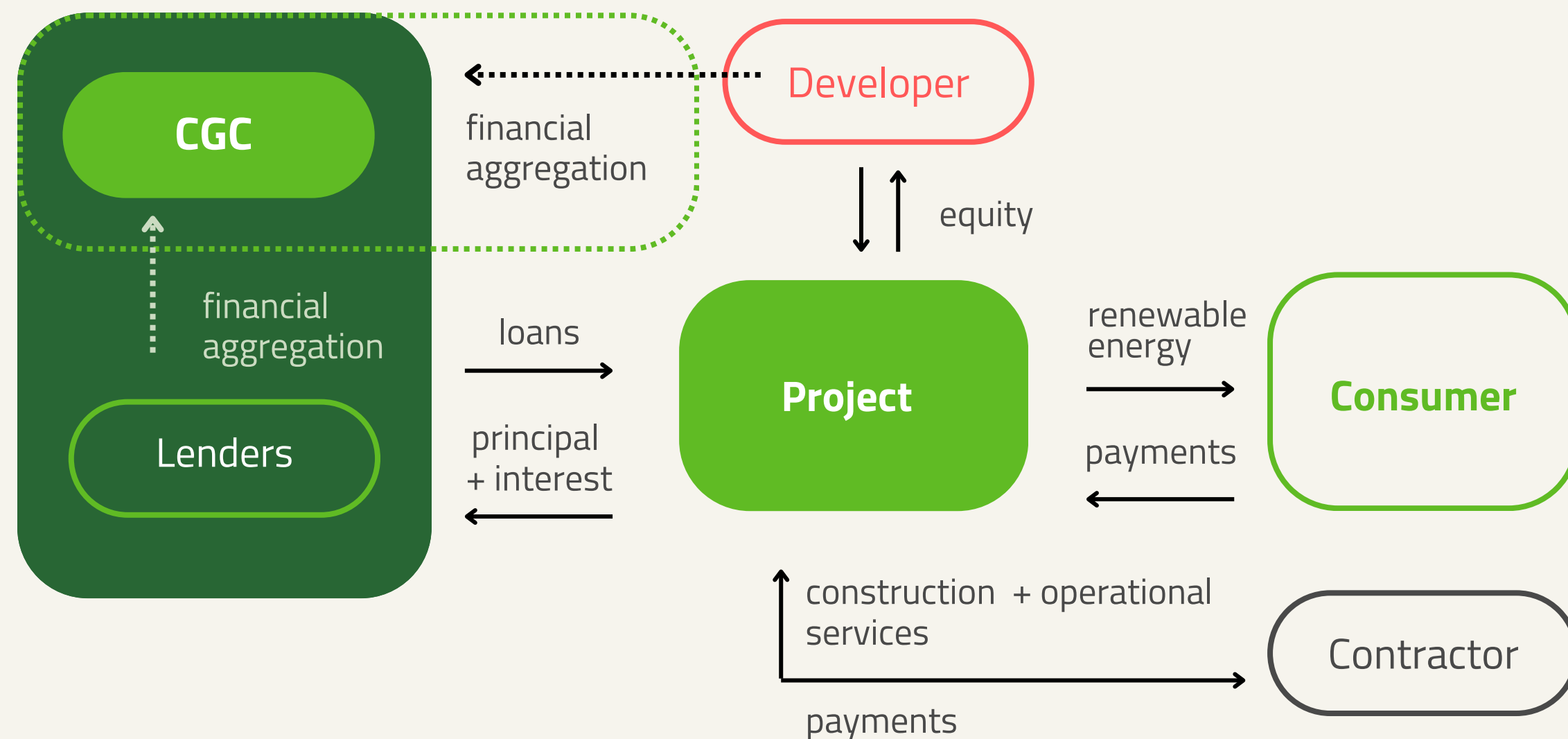


Benefits for communities

- CGC and its partners can selectively utilize these instruments to scale up projects with marginal economics but significant decarbonization potential
- Municipalities, customers, and project developers have the flexibility to obtain capital from a range of sources
- Opportunity to blend a broad set of capital providers, including private and public sector partners

Aggregations enable mass deployment of smaller-scale projects by providing greater liquidity and lower financing costs

By pooling and bundling a large number of investments with similar profiles, CGC and local governments can free up balance sheets and enable more projects to be built in a shorter timeframe

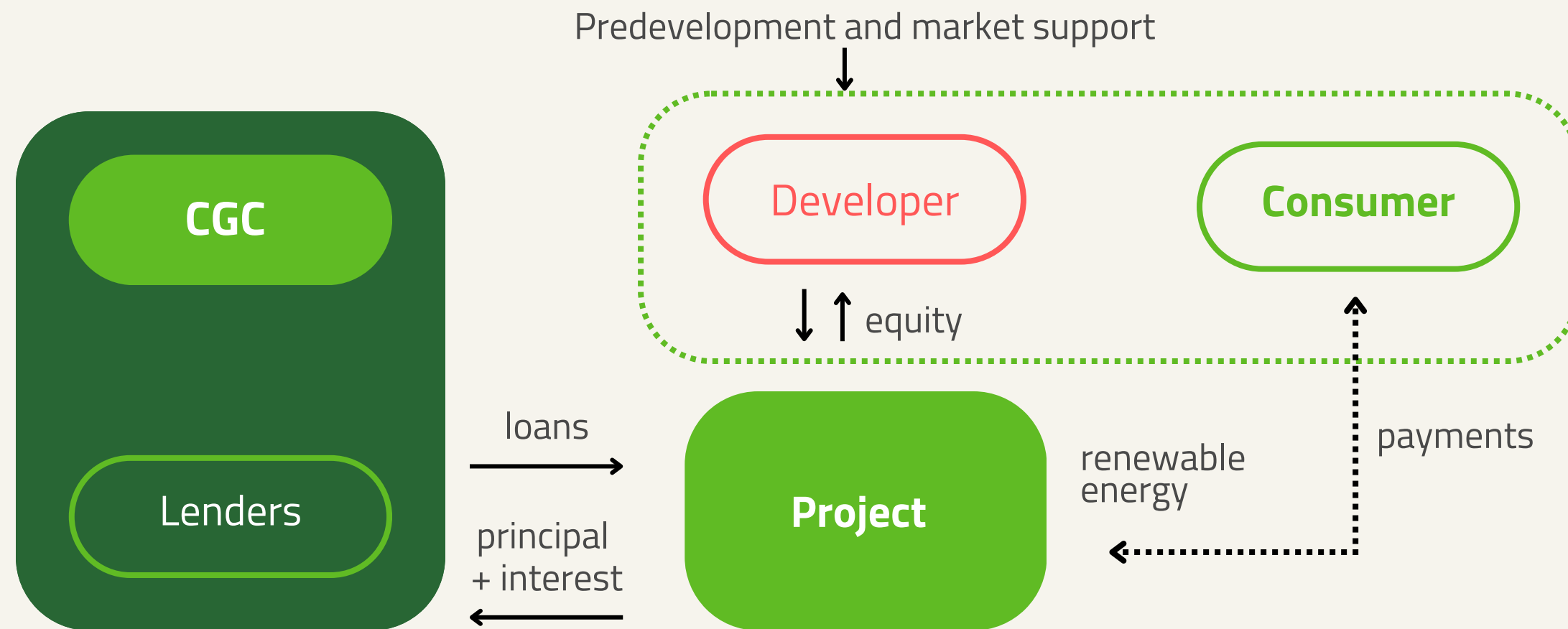


Benefits for communities

- Reduces friction for consumers and enables access to standardized financial products for mass deployment of technologies such as rooftop solar and EVs
- Helps lenders originate more loans for clean technologies while reducing risk on their balance sheets
- Creates avenues for larger-scale investors to participate through securitizations and bond issuances

Market Support. Predevelopment and market building activities generate demand for clean energy and reduce supply delays

CGC can selectively provide grant funding for technical studies as well as market analysis and consumer education to facilitate high-impact projects



Benefits for communities

- Consumers benefit by having access to expert guidance on the best clean energy solutions
- Developers receive support to ensure projects meet energy and regulatory standards, leading to timely project implementation
- Communities build up localized clean energy economies, where more residents can participate in and benefit from clean energy projects

EPA Approved Grant Activities

Market-Building Activities:

Market-Building Activities means activities that meet all three of the following criteria:

1. Build the market for financeable Qualified Projects (as defined in the NCIF Award)
2. Are not tied directly to Qualified Projects the Recipient intends to finance,
3. Are necessary and reasonable for the deployment of Financial Assistance to Qualified Projects.

Predevelopment Activities:

Predevelopment Activities means activities that meet all three of the following criteria:

1. Improve the likelihood of the Recipient financing Qualified Projects
2. Are tied directly to Qualified Projects the Recipient intends to finance
3. Are necessary and reasonable for the Recipient to deploy Financial Assistance to Qualified Projects.

Examples:

- Education and Market Building to Build Demand for Clean Energy and Lower Energy Barriers to Entry for LIDACs
- Market Analysis for Project Development
- Education on Financial Products and Types of Capital
- Workforce Development Partnerships
- Contractor Education and Training
- Partnerships with the Commercial Sector to Drive Private Capital to Projects
- Efforts to Drive the Development, origination, and financing of qualified projects

Examples of Local Government Policy Interventions



- [Energy Management of City Facilities Executive Order](#) – Salt Lake City, UT: Requires city departments to develop and implement energy plans for their buildings. This includes doing energy audits to increase energy savings and using best practices in building operations and maintenance. Also requires annual benchmarking of city facilities to track progress against department and city goals.
- [100% Renewable Energy Resolution](#) – Louisville, KY: This ordinance sets goals of 100% renewable electricity for city operations by 2030, 100% clean energy for city operations by 2035, and 100% clean energy community-wide by 2040.
- [Enabling Solar Energy Ordinance](#) – San Diego, CA: The County of San Diego amended its zoning code in 2010 to allow solar installation, including solar as an accessory use to all Agricultural, Civic, Commercial, Industrial and Residential land uses. In 2023, the city launched an [“instant” all-online permit process](#) to speed solar permitting and installation.
- [Community Energy Aggregation Program Ordinance](#) – Red Bank, New Jersey: Establishes a Community Energy Aggregation Program that provides an option for residential and non-residential customers to opt for up to 100% renewable electricity.
- [Electric Vehicle Procurement Program Executive Order](#) – Indianapolis, IN: Requires the City of Indianapolis to purchase or lease electric or plug-in hybrid vehicles for all its passenger vehicle needs
- [Parking Minimum Zoning Ordinance](#) – St. Paul, MN: Eliminated all minimum parking requirements to reduce driving, cut emissions, improve walkability, and lower cost of housing.
- [EV Ready Ordinance](#) (Atlanta, GA)

Examples of Innovative Financing



The majority of cities use local, state and federal funding to finance their climate efforts. Below are some specific examples of financing mechanisms and partnerships to consider for your community.

Retailer Tax:

Portland, OR, The Portland Clean Energy Community Benefits Fund (PCEF) was approved by voters in 2018, raises money from a 1% tax on large retailers and has already generated more revenue than initially expected, with plans to invest \$750 million over five years.

PACE:

Baltimore actively promotes the use of Property Assessed Clean Energy (PACE) financing, which helps property owners finance energy efficiency and solar energy projects. Additionally, programs like Retrofit Baltimore and Baltimore Shines assist low-income residents with accessing energy-efficient solutions and solar installations.



Bonds: Kansas City:

The plan involves leveraging local resources, such as general obligation (GO) bonds, and pursuing state and federal grants for clean energy projects like solar installations, energy efficiency improvements, and sustainable public infrastructure.

Capital Improvement Plans:

Tacoma allocates funds in its Capital Improvement Plans (CIPs) and annual budgets to support energy efficiency projects, sustainability programs, and renewable energy installations. These budgets typically include funding for upgrading public buildings, improving energy efficiency, and expanding electric vehicle infrastructure.

Utility Partnerships:

Minneapolis: The city is also leveraging partnerships, such as the Clean Energy Partnership with Xcel Energy and CenterPoint Energy, to enhance energy efficiency and renewable energy infrastructure.

Green Bank Partnerships:

A key element of the plan is collaboration with Finance New Orleans, a green bank established to finance sustainable projects in the city. The goal is to mobilize \$1 billion in investments by 2030, focusing on clean energy and resilience-building initiatives.

Public/Private Partnerships:

New Bedford, MA works with private developers and investors to fund large-scale projects such as solar panel installations and wind energy infrastructure.

Certifications:

Lansing: received a SolSmart Silver designation, which enhances its solar energy strategies and prepares it for increased solar adoption in both municipal and private projects.



Questions?

impact@coalitionforgreencapital.com

Are you ready to become a Net Zero Accelerator Community?

