

Responses to November 18, 2024 RFP 1 Launch Webinar



Q: What is your email address and national green bank's name?

Our organization's name is **Coalition for Green Capital**, and our address is:

A: 1201 Connecticut Ave NW Ste 600. Washington, DC 2003.

Contact us at coalitionforgreencapital.com/contact-us

Q: We are listed as a network partner on CGC's website map. Does that reflect signed partnership agreements or has CGC reorganized its networked partners?

The AGBC is currently being reconstituted to fulfill the wishes of EPA to have at least one economically self-sufficient state green bank in every state. Updates will be reflected as we onboard

A: Network partners on a rolling basis.

Q: We have 2 projects we are working on in Colorado, should we contact someone at the Colorado office?

Great question. This is not needed; rather, the RFP 1 process will route and notify necessary internal CGC teams. For particular follow-on questions about the RFP 1 itself, please contact the Investment Team through [the "Contact Us" form on CGC's website](#), and sharing a brief overview/message so that Investment Team can get back to you. Please select the "Investment and Capital Office" in the pulldown on the "Contact Us" form.

A:

Q: A few weeks ago the CGC were collecting similar proposals from the public. How that first initiative is different from this one?

We will consider proposals that were already submitted through the old process but going forward this new RFP 1 process will supersede other proposal processes from the past and is our open, rolling RFP.

A:

Q: Which project area is lower priority?

Net-zero emissions buildings. CGC anticipates that most net-zero emissions building investments under CGC's capitalization grant award will be made by its network partners, instead of CGC itself. CGC will prioritize projects in the Distributed Energy Generation and Storage, Zero-Emissions Transportation, and "Other" Project Categories.

A:

Q: Is the asterisk on Slide 9 referring to Net-zero emissions buildings or to Zero emissions transport?

A: Net-zero emissions buildings. See the response above for more context.

Q: Will Carbon Management initiatives such as Carbon Capture Utilization be eligible?

A: Carbon Management initiatives, such as Carbon Capture Utilization, may be considered so long as the proposal meets the definition of a Qualified Project under Section 2.1 of the RFP.

Q: Who is the NCIF winner that is focusing on net-zero emissions buildings?

A: Power Forward and Climate United. Also, the workplans and strategies of the NCIF award winners are available on EPA's website, at the following link: [National Clean Investment Fund | US EPA](#). These workplans include details about the breakdown of priority projects among each award winner. CGC anticipates that most net-zero emissions building investments under CGC's capitalization grant award will be made by its network partners, instead of CGC itself.

Q: You listed state's green banks as existing partners — how does this RFP coincide with an existing green bank (ex: I'm in Illinois) — would we submit a proposal on our own, or in partnership with our green bank?

A: Project sponsors are free to submit proposals on their own directly to CGC via RFP- 1. As appropriate, CGC will offer co-investment opportunities to existing green banks in CGC's network, and will refer transactions to network partners as appropriate, such as when proposed projects are within the partner's area.

Q: If a bank has a transaction that needs GGRF credit enhancement, is the process that this transaction be submitted through the RFP process? If so, who submits - the borrower or the bank?

A: As noted in Section 2.2 of the RFP 1, credit enhancements are an eligible financial product under this RFP. Either the bank or the borrower could submit a proposal.

Q: Will the slides be shared later on?

A: Yes, they can be found here: [Request For Proposals One - Coalition for Green Capital](#).

Q: What does CGC support look like to nascent programs/applicants throughout this RFP process?

A: If you have questions about how to provide the required information for the RFP, please reach out to us and we are happy to answer your questions. We want to review an application from you if you have a financing opportunity that fits within the guidelines we published in the RFP! CGC's Impact team will also be launching the Municipal Investment Fund RFP for pre-development and market building activities to support qualified projects on December 16, 2024. Learn more about the Municipal Investment Fund here: <https://coalitionforgreencapital.com/municipal-investment-fund/>

Q: Is there any extra support for investments in low-income communities where the opportunity to deliver higher returns are limited?

A: If an applicant needs support with the RFP process, please contact the Investment Team through the ["Contact Us" form on CGC's website](#), and sharing a brief overview/message so that Investment Team can get back to you. Please select the "Investment and Capital Office" in the pulldown on the "Contact Us" form.

CGC's Impact team will also be launching the Municipal Investment Fund RFP for pre-development and market building activities to support qualified projects on December 16, 2024.

Learn more about the Municipal Investment Fund here:

<https://coalitionforgreencapital.com/municipal-investment-fund/>

Q: How are you defining "commercially proven technologies"?

Technologies that have been deployed for commercial purposes at least three times for a period of at least five years each in the United States for the same general purpose as the project, activity, or technology. "Commercial purposes" refers to deployment as part of a business's products and/or services (as opposed to e.g., academic research) and encompasses deployment of technologies for consumers, businesses, and other market segments. It is not limited to deployment of technologies to businesses.

A: Please note that the "commercial technology" requirement in the definition of qualified projects applies to classes of technologies. For example, financing heat pumps for heating and cooling would meet the commercial technology requirement because heat pumps have been deployed for commercial purposes at least three times for a period of at least five years each in the United States for the same general purpose (heating and cooling). A new heat pump brand/model would therefore meet the "commercial technology" requirement, even if it is a new original equipment manufacturer product.

Q: For the investment terms, we are mainly looking at revolvers (~15 months repayment), with loan amounts under \$100M per year (closer to \$20M-\$40M) ... does this program have appetite for a loan of this type?

A: Generally, under this RFP-1, transaction sizes will typically range from \$50-300 million, with smaller transactions referred to CGC's network partners. If we think there's a high likelihood that we could invest more than \$50 million in the near term, we'd consider an initial investment smaller than \$50 million.

Q: CGC's maximum exposures will be driven by internal risk rating, as detailed below:

- A:**
- Up to \$300MM for BB- and better risk ratings
 - Up to \$150MM for B- to B+ risk ratings
 - Up to \$75MM if not a high degree of confidence that would be rated at least B

Q: What are your target interest rates?

A: We do not have a formal target interest rate. We aim to price transactions consistent with private sector approaches. We are eager to review your applications in response to our RFP 1 and can provide an indication of pricing after we've had a chance to do initial diligence and assess the risk involved in the proposed transaction.

Q: So... project developers have to comply with BABA and Davis Bacon. How are you pricing that in to your financing?

A: We are seeking investment opportunities that comply with BABA and DBRA and we aim to price transactions consistent with private sector approaches.

Q: Would a loan guarantee to de risk a green bank's capital be considered if the portfolio size is less than \$50mil?

A: Generally, under this RFP transaction sizes will typically range from \$50-300 million, with smaller transactions referred to CGC's network partners. If we think there's a high likelihood that we could invest more than \$50 million in the near term, we'd consider an initial investment smaller than \$50 million. CGC's maximum exposures will be driven by internal risk rating, as detailed below:

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Q: What confidentiality applies to the materials submitted? Can you also please clarify what materials are subject to FOIA requests?

Please refer to Section 4.1 of the RFP document. All information concerning this RFP -1, including any related information that is subsequently disclosed by Respondent during the proposal process, is Respondent’s confidential information. CGC will not disclose such information or use it for any purpose other than responding to the RFP-1 without Respondent’s prior written consent, except as required by law.

A: During CGC’s implementation of grant awards provided by the U.S. EPA under its GGRF programs, CGC may be requested to provide responses to this RFP-1 to governmental entities, including, but not limited to EPA, which in turn may be subject to the Freedom of Information Act or similar state laws. In the event of such request, CGC will assert that any response to this RFP contains trade secrets and commercial or financial information that is privileged or confidential to the extent that Respondent’s submission appropriately marks such information as CBI in its response as indicated in CGC’s submission template.

Q: Do you have in plan to design a similar program for SME or startups?

Start-ups and Small-Medium Enterprises are eligible to submit proposals under this RFP. Please note, that all proposals must meet the definition of a Qualified Project—including the requirement that the project, activity, or technology would support only “commercial technologies.” Commercial technologies are defined as technologies that have been deployed for commercial purposes at least three times for a period of at least five years each in the United States for the same general purpose as the project, activity, or technology.

A: As indicated in Section 2.5 of the RFP, from time to time, CGC may supplement this RFP and request investment proposals for particular industries, regions, or project types, including for Qualified Projects that are outside of the three Priority Project categories.

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Q: Recognizing it will vary, what sort of financing rates are you offering?

A: We aim to price transactions consistent with private sector approaches. We are eager to review your applications in response to our RFP 1 and can provide an indication of pricing after we’ve had a chance to do initial diligence and assess the risk involved in the proposed transaction.

Contact Us!

coalitionforgreencapital.com/contact-us