



**CGGC**  
Coalition for Green Capital

# Municipal Investment Fund

RFP Webinar | January 6, 2025

# Agenda

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# About the Coalition for Green Capital

**JESSIE BUENDIA**

CHIEF IMPACT OFFICER

**WILLIAM BARBER III**

SENIOR DIRECTOR OF IMPACT AND  
EQUITABLE INVESTMENTS



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Coalition for Green Capital (CGC) has a mission to use public-private investments to accelerate the transition to clean air, clean water, and clean, cheap power.

**Our vision is to build an American clean power platform by, for, and with communities.**

# What is CGC?

- Is a 501(c)(3) organization funded with **\$5 billion** from the US Environmental Protection Agency (EPA).
- Headquartered in **New York City, Washington, DC, and Boulder, CO.**
- Focused on direct investments with **project developers** and **private sector investors** in clear air, clean water, and clean, cheap power.
- Engaging with state and local entities across **all 50 states.**

## Through our investments, CGC will:

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

# Investment Focus

## Priority Project Areas

- Distributed Energy Generation and Storage
- Zero-Emissions Transportation
- Net-Zero Emissions Buildings
- Other (can include grid-related investments, offshore wind-related investments, critical clean water infrastructure)

## Project, Activity, or Technology

- Reduces or avoids greenhouse gas emissions (GHG) and other air pollutants
- Delivers additional benefits such as jobs, energy savings, and improved health
- May not have otherwise been financed
- Mobilizes private capital
- Supports commercial technologies

## Investment Policy Themes

- Earn an investment return that reflects the investment risk
- Crowd in private sector capital
- Enable market impacts well beyond the initial capital
- Continues to operate at the edge of private market investment



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# CGC NETWORK OVERVIEW

**STEPHEN BROWN**

CHIEF NETWORK OFFICER



# 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 and quickly.

### GOALS

- We are mandated to form at least **one self-sufficient green bank** in every state.
- Financial inclusion and **economic opportunities for all communities**

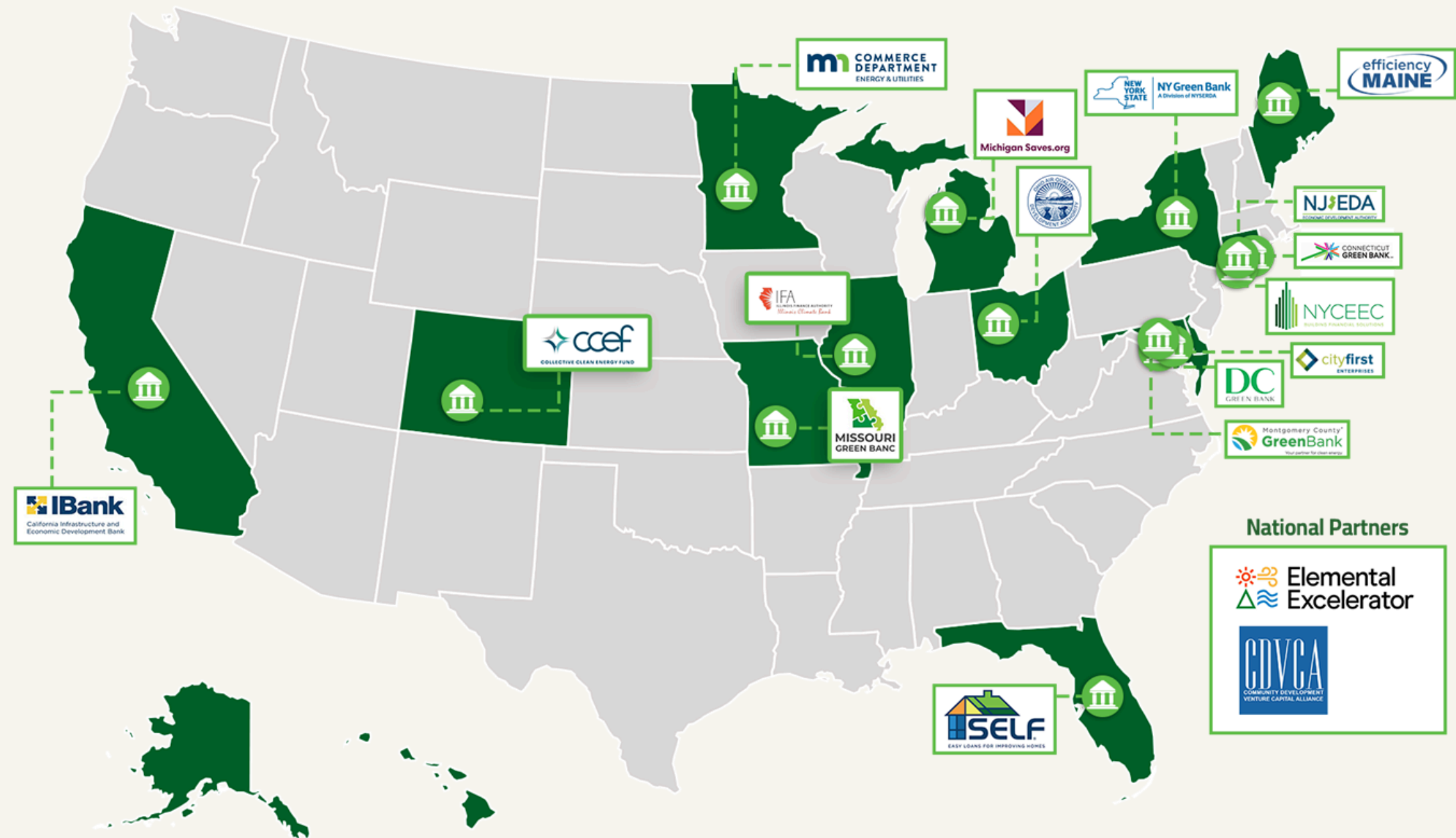
### Strategic Priorities

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



# CGC Green Bank Network

In addition to CGC's 18 coalition members, we will support the creation of a self-sustaining network of state and local green banks, Community Development Financial Institutions (CDFIs), Community Development Credit Unions (CDCUs), and loan funds throughout the country.





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# Municipal Investment Fund Overview

**JESSIE BUENDIA**

CHIEF IMPACT OFFICER





# Municipal Investment Fund

We invite you to be part of this **transformative opportunity to create jobs, save families money, and invest in clean air and water** for all Americans through the Municipal Investment Fund. Together, we can make a significant impact in helping the United States pave the way for a cleaner tomorrow!

# What is CGC's Municipal Investment Fund?

CGC's Municipal Investment Fund is a transformative opportunity for Qualifying Communities to **become the focus of concentrated investing and local community and economic development** activities serving CGC's goal of clean air, clean water, and cheap clean power throughout American communities.

## At a Glance: CGC's Municipal Investment Fund

- Accelerate deployment of public-private partnership plans that include projects in distributed energy generation and storage; zero emissions transportation; net zero buildings, and other
- Focus on communities serving populations of 10,000-750,000 (tribes exempt), with at least one low-income or disadvantaged census tract
- CGC will select up to 104 communities
  - Up to 2 in each state
  - Up to 4 tribes, the District of Columbia, or local governments in federal territories

# Support

**CGC will bring the tools and resources needed to support ambitious public-private partnership plans from your communities**



**National and regional projects**

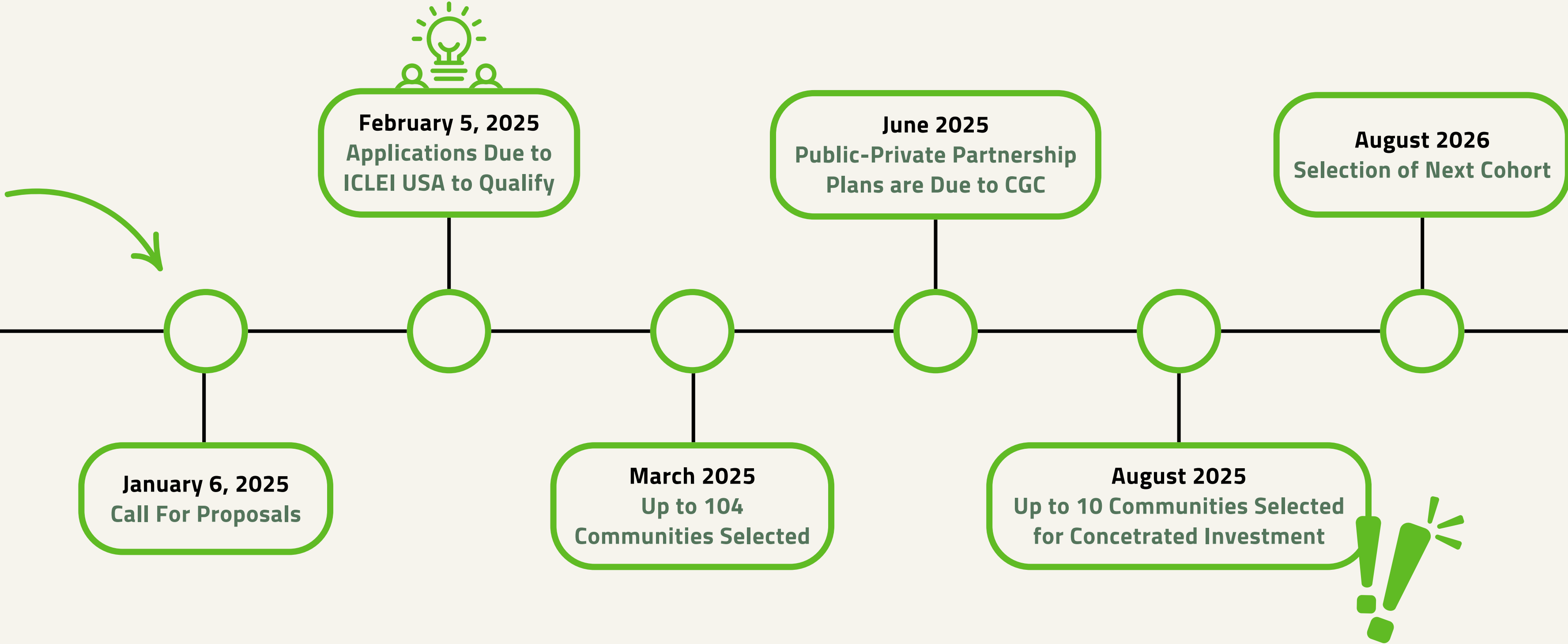
**Investment, Co-investment and capital introductions**

**Technical Assistance**

**Predevelopment and Market Building Grants**

**Promotion and Marketing for National Audiences**

# Municipal Investment Fund Timeline



## Accessing Information on the Municipal Investment Fund on CGC's Webpage



### Municipal Investment Fund

We invite you to be part of this transformative opportunity to create jobs, clean air, clean water, and reduce costs for all Americans through the Municipal Investment Fund. Together, we can make a significant impact in helping the United States pave the way for a cleaner tomorrow!



[VIEW THE MUNICIPAL INVESTMENT FUND DECK HERE](#)

[MUNICIPAL INVESTMENT FUND FACT SHEET](#)

#### ABOUT COALITION FOR GREEN CAPITAL

*The Coalition for Green Capital (CGC), doing business as the American Green Bank Consortium, is a 501(c)(3) chartered specifically to reduce greenhouse gas emissions and other forms of air pollution and redress climate and energy-related environmental injustice. Green banks are a proven finance model that uses public and philanthropic funds to mobilize private investment in renewable energy, energy efficiency, and other decarbonization technologies. For over a decade, the Coalition for Green Capital has led the Green Bank movement, working at the federal, state, and local levels in the U.S. and countries around the world. For more information, visit: <https://coalitionforgreencapital.com>.*



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# PHASE I: Becoming a Qualified Community

**SAHARNAZ MIRZAZAD**

EXECUTIVE DIRECTOR, ICLEI USA



# What is ICLEI USA?

ICLEI USA, headquartered in Denver, Colorado, has been in operation for 32 years as the largest and first local government network dedicated to sustainability and climate action. ICLEI USA has worked with more than 1,200 network cities, towns, counties, and Tribal nations in all 50 states.

ICLEI USA pioneered the standards for local government greenhouse gas management, including in the states with the highest emissions, to create jobs, reduce emissions, and empower local solutions by providing technical assistance, strategic planning, and federal grant support. Through the CGC and ICLEI USA partnership, the 104 selected communities will gain access to ICLEI USA's resources and expertise to harness the cost-saving benefits of clean energy for American families by enhancing their capacity to pursue public-private partnerships.

***ICLEI USA is a U.S. nonprofit corporation responsible for meeting its own financial and legal requirements.***



# How to Become a Qualified Community

**Phase I: Apply to receive up to \$250 thousand in market-building grants to create a public-private partnership plan for your community**

## **Assemble an Application Team:**

- Local government or tribe
- Not-for-profit partner (preferably a green bank)

## **Minimum Requirements:**

- Population between 10,000 and 750,000
- LIDAC Designation
- Sam.gov registered

## **Application Components**

1. Narrative: Describe how grant will help you advance your public-private partnership goals to accelerate the deployment of capital to NCIF qualified projects
2. Questionnaire: Build your community profile
3. Grant Budget

## We are looking for applicants who can prove to us they can do the following activities with our support:

- Build a roadmap for public-private partnerships necessary to implement community-wide clean energy goals
- Robust stakeholder engagement to support community benefits
- Originate a pipeline of distributed power generation and storage, net zero emission transportation, and net zero emissions buildings projects
- Policy interventions to support project origination and expedite implementation pipelines
- Coalition building with banks, CBOs, nonprofits, labor, utilities, renewable energy developers, and private investors
- Create an enabling environment to achieve community goals, attract capital to clean energy projects, and reduce costs

# Accessing the Application to Become a Qualified Community on ICLEI USA's WebPage



Webpage includes:

- Expression of Interest Form
- Application Form
- RFP and attachments

## Attend Future MIF Webinars

Join ICLEI USA & CGC this January for webinars on application components, tips for success, and opportunities to engage with staff.

Register on the ICLEI USA WebPage.



Why ICLEI? Tools Network Fee-Based Services Resources About

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## ICLEI USA & the Coalition for Green Capital Collaboration

ICLEI-Local Governments for Sustainability USA is partnering with the **Coalition for Green Capital (CGC)** to offer market-building funding and technical support to help communities — cities, towns, counties, and tribes and their partner not-for-profit organizations — to develop public-private partnership plans that can accelerate the deployment and financing of clean energy projects. Selected communities will be qualified to pursue **CGC's Municipal Investment Fund**.

Read more



**Questions?** contact  
ICLEI-USA@ICLEI.org



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# **PHASE II:** **Selection of the Municipal Investment Fund Cohort**

**WILLIAM BARBER III**

**SENIOR DIRECTOR OF IMPACT AND EQUITABLE INVESTMENTS**

# How to Become Qualified

**Phase II: To be chosen to be in the Municipal Investment Fund Cohort and be considered for up to \$2 million in grant support. Qualified Communities must submit their public-private partnership plans to CGC in June 2025.**

**Plans must include the following components that are included as references in the Municipal Investment Fund RFP**

- Appendix A: Submission Contents for the Municipal Investment Fund Cohort Proposal
- Appendix B: Project Pipeline Template
- Appendix C: Grant Budget Template

## **Submission Instructions**

- Further instructions will be provided to the network of Qualified Communities no less than 30 days in advance of the application deadline by CGC.
- Applicants must be available to answer questions regarding their submissions via email and zoom after the June Submission.

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# RFP 1 SUBMISSION PROCESS



**DAVID PETTIT**

**GENERAL COUNSEL AND CHIEF STRATEGY OFFICER**

## **Ongoing: To be considered for financial assistance by CGC, all communities (regardless of their participation in the Municipal Investment Fund) can apply to be considered through CGC's Open Solicitation anytime**

### **Direct Investment Opportunities**

- Request for Proposals 1 ("RFP 1") is CGC's open, rolling solicitation seeking proposals from communities, project developers, sponsors, co-lenders, or others.
- Investment policy focused on primarily debt instruments (senior or subordinated), primarily cash pay interest (up to 20% can be paid in-kind or capitalized, and commercially proven technologies)
- Maximum exposures driven by internal risk ratings: Up to \$300MM for BB- and better, Up to \$150M for B- and B+ risk ratings, and up to \$75M if not a high degree of confidence of B rating

### **Co-Investment Opportunities**

- Opportunities for projects and portfolios of \$10-50 million from network partners



# Investment Opportunities

## Accessing the Investment Form



Review and download RFP 1 and the "Guidance on Financial Intermediary Investment Vehicles" as applicable.

### Apply for Financing

CGC welcomes applications for financing of projects or portfolios of projects that qualify under the [EPA Greenhouse Gas Reduction Fund \(GGRF\)](#) through the "Request for Proposals for Financial Assistance for Qualified Projects or Portfolios of Qualified Projects" (RFP No.1). The full RFP document, instructions for submission, and key considerations are provided below.

#### RFP No. 1 Submission Form

[ACCESS SUBMISSION FORM](#)

### RFP 1 & Submission Details

#### Associated Documents

- [RFP 1: Financial Assistance for Qualified Projects or Portfolios of Qualified Projects](#)
- [RFP 1: Guidance on Financial Intermediary Investment Vehicles](#)
- [Submission Form Contents for RFP 1](#)

#### How to Submit a Proposal

1. Click "Access Submission Form" to the right.
2. Complete all of the required fields of information on each page.
3. Click "Submit" on the final page.

#### Due Date & Questions

- Continuous – this is an ongoing solicitation.
- Please submit any questions through our [Contact Us](#) form.

# Questions or Feedback about the RFP process?

[coalitionforgreencapital.com/contact-us/](https://coalitionforgreencapital.com/contact-us/)



About CGC ▾

What is a Green Bank ▾

Our Network ▾

News & Resources ▾

CONTACT US

## Contact Us

At the Coalition for Green Capital (CGC), we're passionate about driving forward the Green Bank movement.

For over a decade, we've been working tirelessly at federal, state, and local levels in the U.S. and globally to expand the presence and capabilities of green banks, accelerating the adoption of clean energy. Our track record speaks volumes – since 2011, we've supported or created over 40 green banks, and the cumulative public-private investment facilitated by our network now stands at an impressive \$24.5 billion. But we're not stopping there.



# Questions?

[impact@coalitionforgreencapital.com](mailto:impact@coalitionforgreencapital.com)

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