



Empowering you to make
smart energy choices

Connecticut Green Bank

Providing easy access to affordable capital

ACEEE Energy Efficiency Finance Forum

Green Banks: Creating Effective Public-Private Partnerships

May 12, 2014

Connecticut Green Bank

Visionary Leadership



...transitioning programs away from government-funded grants, rebates, and other subsidies, and towards deploying private capital

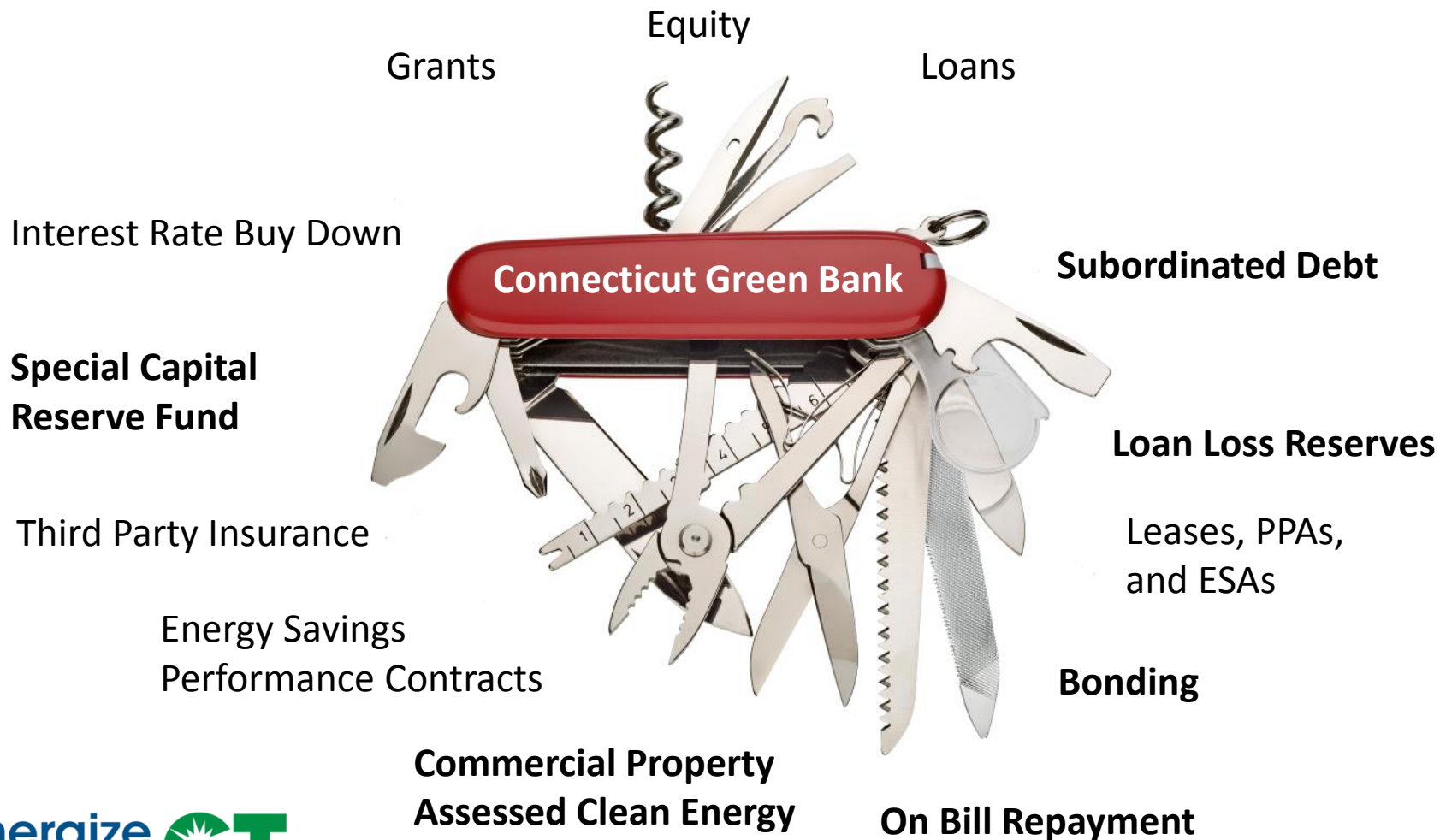
...CEFIA was established in 2011 to develop programs that will *leverage private sector capital to create long-term, sustainable financing for energy efficiency and clean energy to support residential, commercial, and industrial sector implementation of energy efficiency and clean energy measures.*

Connecticut Green Bank

Organization

- **Quasi-public organization** – created by PA 11-80 and successor to the Connecticut Clean Energy Fund
- **Focus** – finance clean energy (i.e. renewable energy, energy efficiency, and alternative fuel vehicles and infrastructure)
- **Balance Sheet** – currently \$100 million in assets
- **Support** – supported by a \$0.001/kWh surcharge on electric ratepayer bills that provides approximately \$30 MM a year for investments, RGGI (EE and RE) about \$5-\$10 MM a year, federal competitive solicitations (i.e. SunShot Initiative) and non-competitive resources (i.e. ARRA-SEP), private capital, etc.

Connecticut Green Bank Financial Tools



Connecticut Green Bank

Mission and Goals



Support the Governor's and legislature's energy strategy to achieve cleaner, cheaper and more reliable sources of energy while creating jobs and supporting local economic development

Attract and deploy capital to finance the clean energy goals for Connecticut



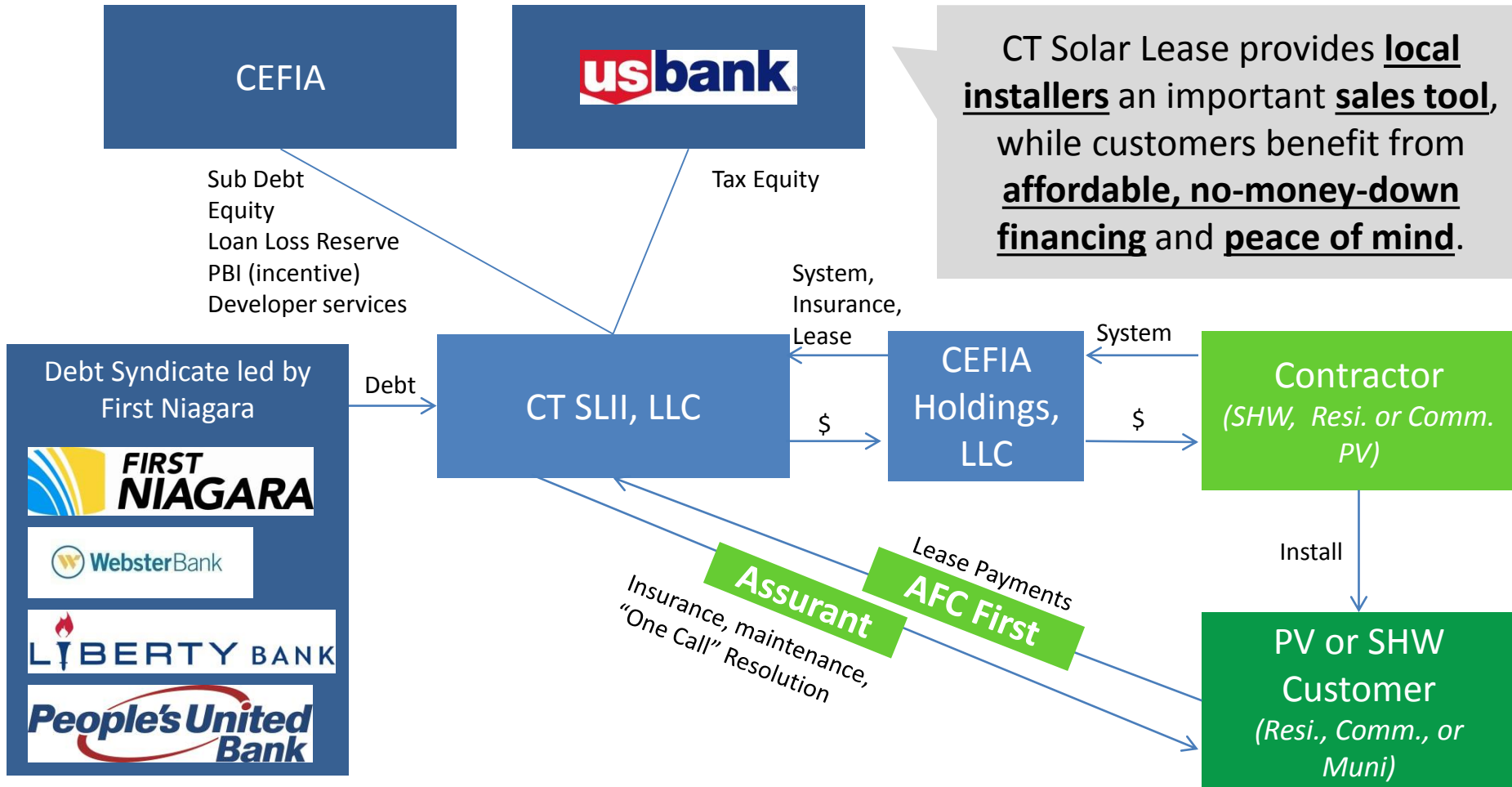
Develop and implement strategies that bring down the cost of clean energy in order to make it more accessible and affordable to consumers

Reduce reliance on grants, rebates and other subsidies and move towards innovative low-cost financing of clean energy deployment



CT Solar Lease

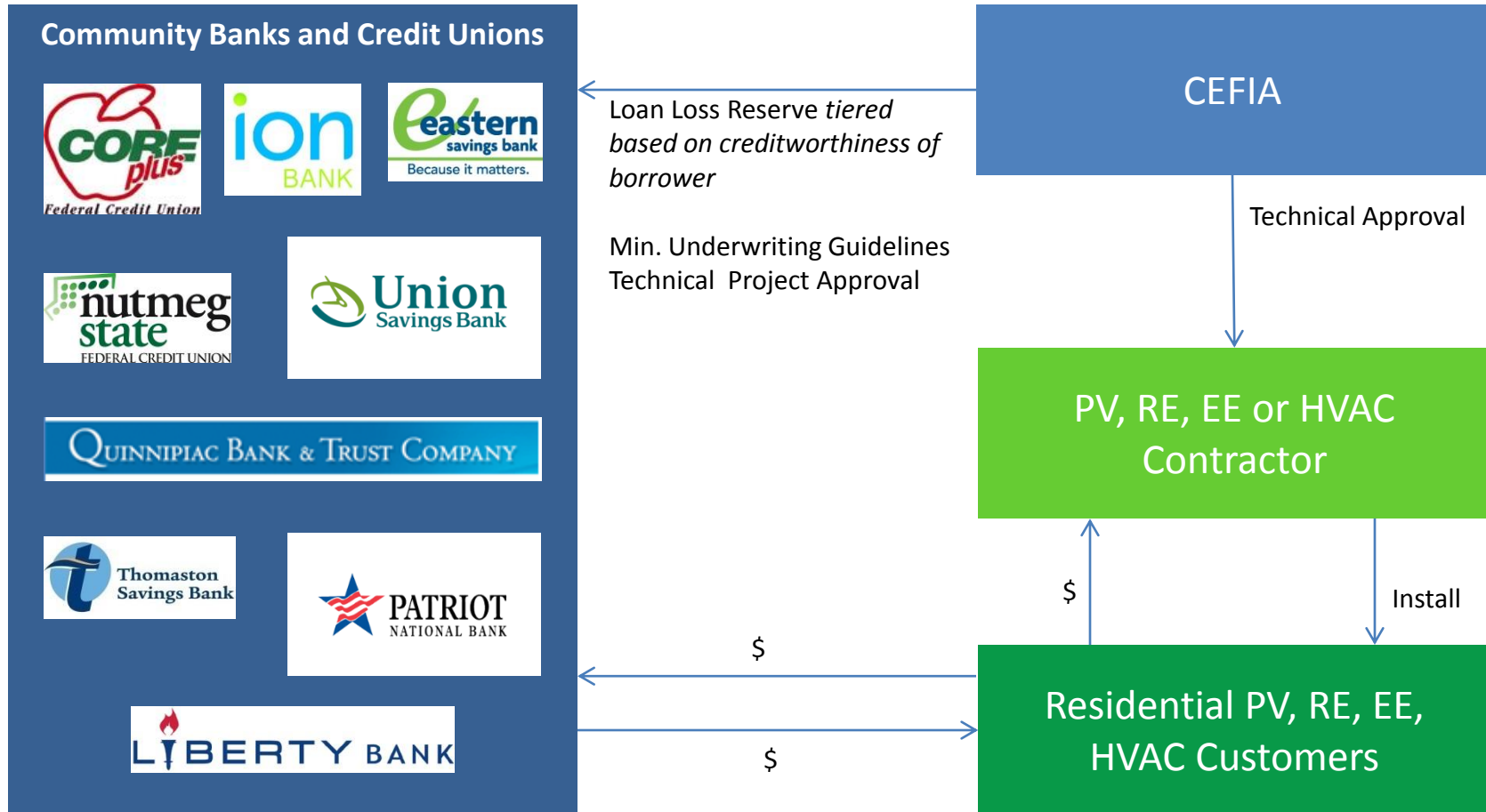
\$60 Million Public-Private Partnership



CT Solar Lease provides local installers an important sales tool, while customers benefit from affordable, no-money-down financing and peace of mind.

Smart-E Loans

\$30 Million Public-Private Partnership



Commercial and Industrial PACE (C-PACE) Public-Private Partnership



[Contact Us](#) | [About Us](#) | [Resources](#) | [Login](#)



ABOUT C-PACE RESOURCES APPLICATION CONTRACTORS EXPLORE MAP PROJECTS PRESS



Whether you are a building owner, a contractor, project developer, or an investor, you can
get started on C-PACE now. It's easy.

paceSETTERS

PACESETTERS: David Fay, President and CEO and Lynn Scaramo, Director of Operations
 C-PACE FINANCING: \$884,000
 ENERGY UPGRADE: New hot water heater, three high efficiency boilers, and replacement of a single inefficient steam boiler
 PROJECTED SAVINGS: \$1.2M over the life of the upgrade

Be a paceSETTER. Get started at [C-PACE.com](#)

energize CT | cpace

paceSETTERS

PACESETTERS: Brandon Hill and Brett Wiseman, Principals, Covance Capital
 C-PACE FINANCING: \$2M
 ENERGY UPGRADE: VFDs on pumps and boilers, fan powered VAV boxes, new cooling towers, duct carrier retrofit, new direct digital control for HVAC, new chiller
 PROJECTED SAVINGS: \$6.08M over the life of the upgrade

Be a paceSETTER. Get started at [C-PACE.com](#)


energize CT | cpace




Attract and Deploy Capital

Financial Innovation AND Marketing Innovation

Attract and deploy capital to finance the clean energy goals for Connecticut



Increase the attractiveness to capital providers



Increase the attractiveness to consumers

Customer Acquisition Channel Support

- Co-branded collateral for lenders, contractors and communities
- Online paid search (CEFIA)
- Facebook posts (CEFIA, partners) and e-blasts (partners)
- Print opportunities (e.g. lender statement inserts)



WITH SMART-E, HOME ENERGY IMPROVEMENT IS CHILD'S PLAY.

- No money down
- Rates as low as 4.49% APR and terms up to 12 years*
- See how easy it is to get started!

For more information and Smart-E Loan details, visit EnergizeCT.com/SmartE or call us at (888) 570-0773

energize CT CONNECTICUT SMART-E LOANS
LIBERTY BANK

Make a Statement.SM

* Smart-E Loans are offered through our partnership with Energize Connecticut. Annual percentage rates (APR) are subject to change without notice. As of 3/12/14, a five year Smart-E Loan of \$6,000 at 4.49% APR results in 60 monthly payments of \$111.83. To be eligible, home must be: located in Connecticut, 1-4 unit owner occupied, primary residence, condominiums are eligible only if they are individually metered. Subject to Liberty Bank credit approval and project approved through Clean Energy Finance Investment Authority. Available to borrowers with a minimum FICO score of 680 and a maximum DTI of 43%. MEMBER FDIC EQUAL HOUSING LENDER NMLS #459028

WITH SMART-E, HOME ENERGY IMPROVEMENT IS CHILD'S PLAY.

energize CT CONNECTICUT SMART-E LOANS

WITH SMART-E, GOING SOLAR IS CHILD'S PLAY.

NO MONEY DOWN & LONG TERM, LOW INTEREST FINANCING

energize CT CONNECTICUT SMART-E LOANS

WITH SMART-E, HOME ENERGY IMPROVEMENT IS CHILD'S PLAY.

NO MONEY DOWN & LONG TERM, LOW INTEREST FINANCING

energize CT CONNECTICUT SMART-E LOANS

WITH SMART-E, HOME ENERGY IMPROVEMENT IS CHILD'S PLAY.

- No money down
- Rates as low as 4.49%
- Terms up to 12 years

See how easy it is to get started! EnergizeCT.com/SmartE

energize CT CONNECTICUT SMART-E LOANS



SMART-E LOAN

CURRAN FAMILY

- Kenny and Katie Curran
- 26 solar panels
- In the first 90 days, the solar panels paid for 40-45% of their energy needs
- 75 kWh to 41 kWh per day saving \$xxx

Energize and Solarize Community-Based Marketing Campaigns

ENERGIZE NORWICH Norwich Public Utilities

A Special Message for Residents of Oakland Heights:

By now you have heard that you must make a change to your fuel supplier and cut on the larger purchase program from your current source. Norwich Public Utilities is offering you the opportunity to convert to natural gas and save on your heating bills. Natural gas is significantly cheaper than higher priced propane and will help you reduce your monthly fuel bills immediately.

If you did not have a chance to attend our informational meeting on November 14th, or if you still have questions about conversion to natural gas, we are holding another informational session on December 2, 2013. We will be present to provide details about the project as well as answer all of your questions. There will also be business connections on hand to discuss the process of converting or replacing heating systems and discuss the incentives and rebates available to offset costs of conversion.

Oakland Heights Informational Meeting
 December 2, 2013 at 5:30 P.M.
 Norwich Public Utility offices at 16 South Golden Street, Norwich, CT
 (NOT the customer Service Center)

Refreshments will be served. If you are absent, please call Katie hours at NPU at 860-823-4514.

I am coming by next week to drop off contracts for those of you have not had a chance to sign. If you would like me to drop off a contract at your home, please let me know. Give me a call on my cell phone at (860) 213-7947.

Sincerely,
 Bambi Poppick
 Energize Norwich
 For Norwich Public Utilities
www.EnergizeNorwich.com

A Special Message for Residents of Royal Oaks

You have the opportunity to **SAVE 40%** on your heating bills by converting to natural gas

But you must act now.
 Don't miss your chance to save big on your utility bills!!

ENERGIZE NORWICH
 Norwich.com

For Cherry Hill Residents!

Lower Your Oil Bills by 40%!

Don't miss your chance to save!
 Sign up by December 16, 2013 to participate!

ENERGIZE NORWICH
www.EnergizeNorwich.com

Solarize Easton-Redding-Trumbull!
 Solar. Simple. Together.

SEPTEMBER 22 SUNDAY

2:00

- Discount pricing
- Pre-selected installer
- No money down financing

www.SolarizeCT.com/Easton

Solarize Ashford-Chaplin-Hampton-Pomfret!
 Solar. Simple. Together.

**"What's not to like about solar?
 We couldn't be more pleased."**

Ron & Jodi French
 Newtown

Energize Norwich!
 An Easy, Affordable Switch to Natural Gas!

www.EnergizeNorwich.com

CONNECTICUT

ENERGIZE NORWICH

Norwich Public Utilities
 energize CT
 Eastern Energy Link
 CORE
 SmartPower

Solarize Greenwich!
 Solar. Simple. Together.

SolarizeCT.com/Greenwich

Solarize CONNECTICUT GREENWICH

Solarize Connecticut

Solar – Simple – Together

Solarize
Easton-Redding-Trumbull!
Solar. Simple. Together.

SEPTEMBER 22 SUNDAY Come to our Solarize Workshop!

2:00 p.m.

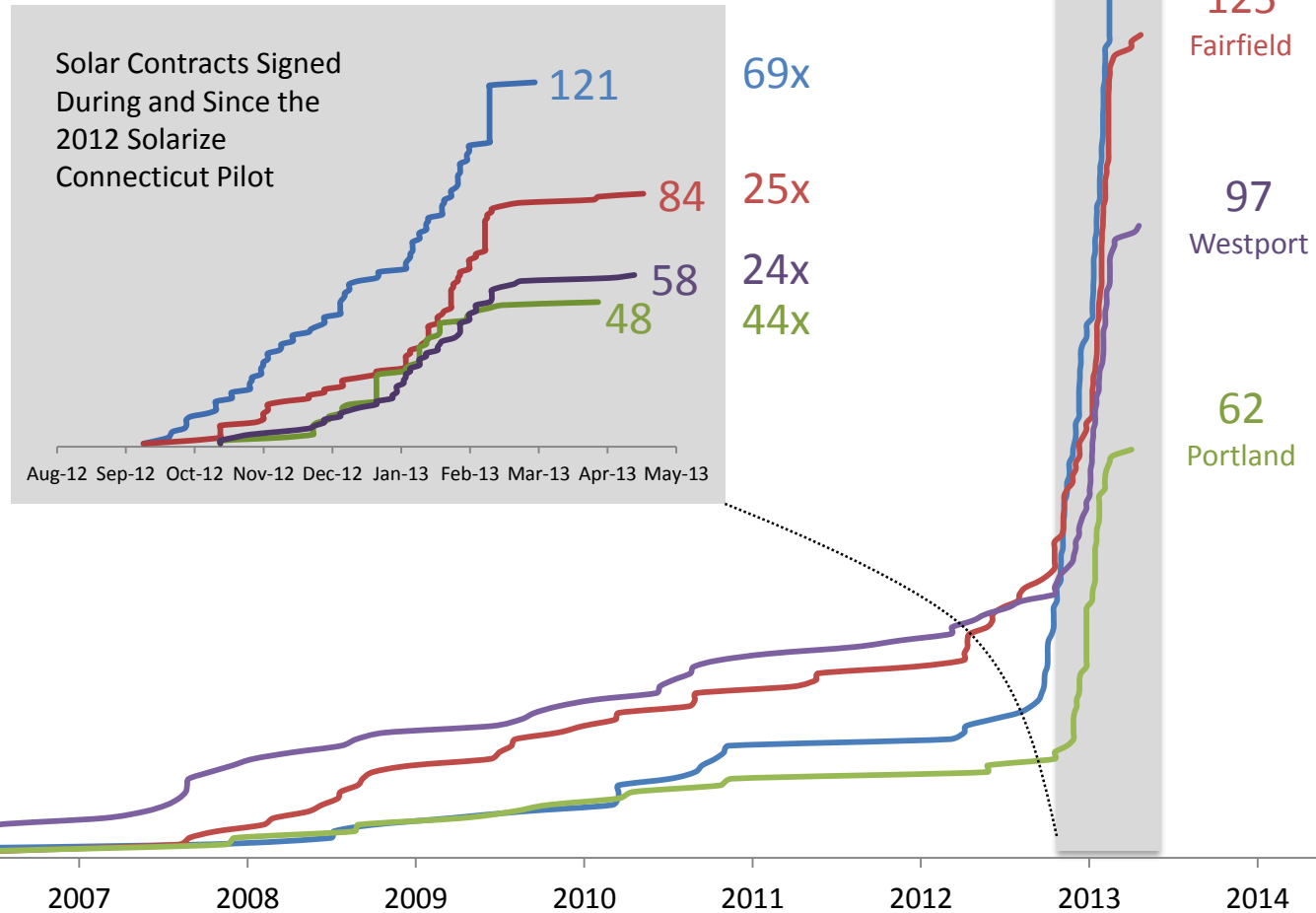
Madison Middle School
4630 Madison Avenue
Trumbull, CT
2-3:30pm

- Discount pricing
- Pre-selected installer
- No money down financing

Solarize CONNECTICUT
EASTON-REDDING-TRUMBULL

energize CT

www.SolarizeCT.com/Easton

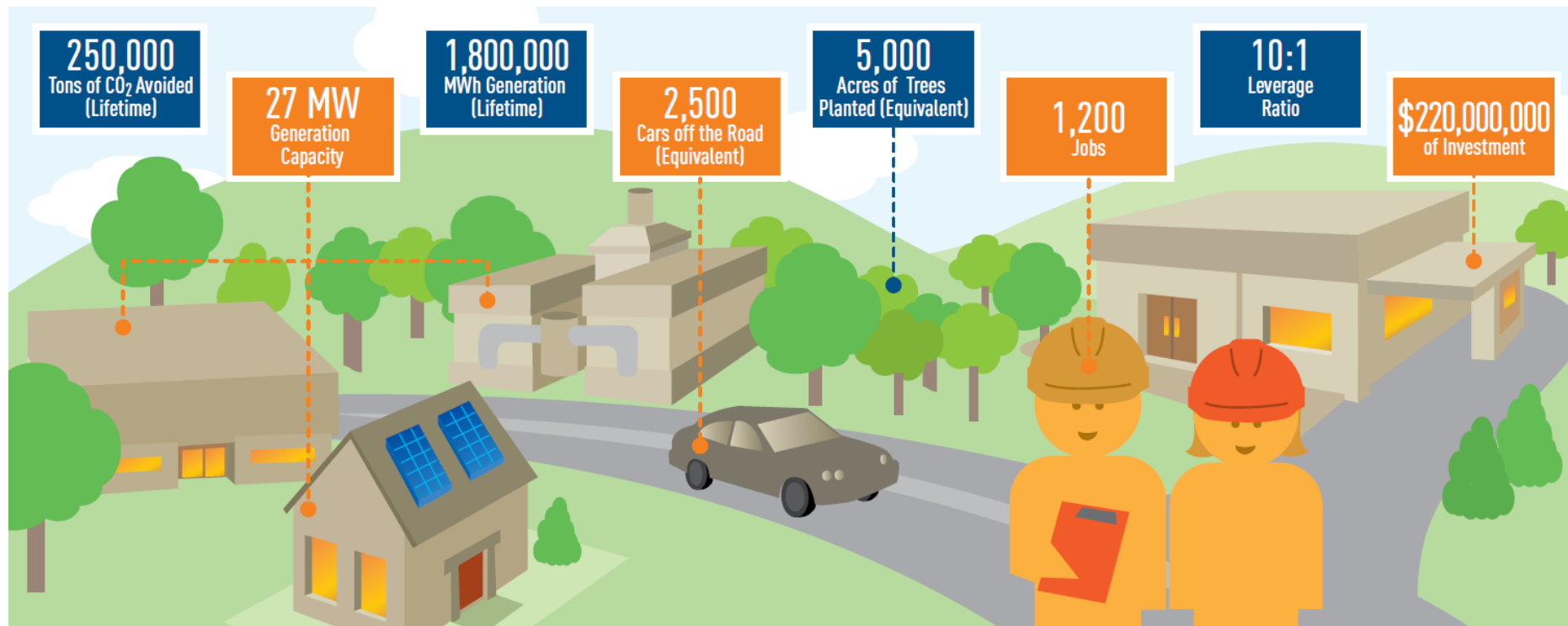


REFERENCES

Graphic created by Ken Gillingham, Assistant Professor at Yale University School of Forestry and Environmental Studies (2013)

Green Bank Model Works

Doing More, Faster and Under Budget



REFERENCES

Connecticut's Green Bank – Energizing Clean Energy Finance (FY 2013 Annual Report)

State and Local Energy Efficiency Action Network

- Network of 200+ leaders and professionals, led by state and local policymakers, bringing energy efficiency to scale
- Support on energy efficiency policy and program decision making for:
 - Utility regulators, utilities and consumer advocates
 - Legislators, governors, mayors, county officials
 - Air and energy office directors, and others
- Facilitated by DOE and EPA; successor to the National Action Plan for Energy Efficiency



The SEE Action Network is active in the largest areas of challenge and opportunity to advance energy efficiency



Empowering you to make
smart energy choices

Thank You!

Bryan Garcia

President and CEO

845 Brook Street

Rocky Hill, CT 06067

www.ctcleanenergy.com

bryan.garcia@ctcleanenergy.com

(860) 257-2170