

Montgomery County (Maryland) Green Bank

The Nation's First County Green Bank

May 22, 2017

ACEEE Energy Efficiency Finance Forum--Chicago, Illinois

Fundraising Sources and Investment Decisions

Statement of Purpose

The Montgomery County Green Bank is a publicly-chartered nonprofit dedicated to accelerating affordable clean energy and energy efficiency investment in Montgomery County, Maryland.

We partner with the private sector to *inclusively* build a more prosperous, resilient, sustainable, and healthy community.

Montgomery County Green Bank Goals



Jobs ↑ CO₂ ↓

About Us

- ▶ Publicly-chartered by Montgomery County, MD--June, 2015 with 9 month pre-launch County work group process
- ▶ 11 members on the Board of Directors—2 County
- ▶ Designated as the County's Green Bank--July, 2016--an incorporated nonprofit (pursuing 501c3 status)
- ▶ Highly engaged board and partners (DEP, CGC), pro bono, in kind , and small gift support, Governance and Operations established--ED starts 6/17
- ▶ Set to receive ~\$14m in funding over 3 fiscal years (\$6M by 3Q, 2017) *from the County via the Pepco-Exelon utility merger settlement agreement* (Customer Investment Fund)

Market Focus and Operating Model

- ▶ **Nonprofit start up** with initial funding from merger, no regularly recurring capital infusion
- ▶ **Priorities**—
LMI and Affordable Housing Mandate,
Scaling Markets/Sectors Broadly—Gap Focus,
Deeper Retrofits and Resilience,
Leverage and Sustainability
- ▶ ***Single Family***—loan loss reserve planned
- ▶ ***Multi-Family***—“additionality”-focused direct lending with affordable housing partners, technical assistance and/or credit enhance PACE
- ▶ ***Commercial***—non REIT; loan loss reserve planned

Capitalization and Fundraising

- ▶ **Initial \$14.1M capitalization from utility merger:**
\$3M in FY17 (5/17), \$3M in 1QFY18 (9/17), \$8M in FY19
- ▶ **Secured first 6-figure philanthropic gift—April, 2017**
for communications and replicability (Maryland+)
- ▶ **Partner Compendium and Sources of Funds docs—**
fundraising and media strategy development underway
- ▶ **CDFI (-like) subsidiary to be explored FY18**
- ▶ **Standardization to enable future securitization a priority**

Thank you

Comments and Questions:

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