

STAFF REPORT UTILITY MEETING

AGENDA DATE: April 25, 2023

DEPARTMENT: Electric Utility

TITLE:

Agreement with Solar Energy Loan Fund (SELF)

SUMMARY:

Agreement to between City and SELF for SELF to provide energy conservation and solar project financing and implementation assistance services directly to City's electric and water utility customers.

BACKGROUND AND JUSTIFICATION:

City has been in discussions with SELF with a mutual desire to work together to expand SELF's financing programs to homeowners and property owners within the City's Utility Service Area to achieve more energy efficiency, solar, storm resilience, and other sustainable building practices, with a focus on SELF's Green Home Loans, which typically include: home repairs, most often roofs and HVAC; as well as upgrades, such as impact windows and doors, central water and sewer conversions, solar and battery technologies, home EV charging stations, and mobility and aging in place.

SELF is a non-profit Loan Fund established in 2010 and certified by the U.S. Treasury Department as a Community Development Financial Institution (CDFI), with a mission to increase access to innovative and affordable financing for sustainable property improvements, with a focus on LMI households (Green Home Loans) and special programs for veterans, female heads of household, disabled people, and individuals with less than stellar credit scores who must otherwise rely on high interest rate credit cards, payday loans, pawn shops, and/or have no financing options at all.

SELF is also developing new loan products for landlords (SEER loans) and affordable housing developers (SAGE loans) to retrofit existing affordable housing units and to build new sustainable/resilient affordable housing projects.

The historic new Climate Bill will provide new and unprecedented opportunities in the coming months and years to achieve energy equity and clean energy all across America through low-cost capital and grants; and, as the first and only non-profit Green Bank in Florida, with a 12-year track record of nationally-recognized success and a focus on energy equity, SELF is well positioned to help the City and/or Utility secure additional low-cost capital and grants.

Under the terms of the proposed Agreement, City would provide SELF with up to \$100,000 annually for a period of three (3) years, referred to as a "seed grant". SELF would use the majority of the seed grant to hire a fulltime loan officer who would be a SELF employee and would serve as the program manager for the City initiative, supported by SELF staff.

City Staff have conducted well over 1,000 free energy audits and are desirous of seeing recommended energy conservation initiatives implemented by customers. Unfortunately, many of our customers may not be familiar or comfortable with retaining contractors or purchasing materials to undertake the needed projects. SELF's team helps bridge that gap with access to unsecured personal loans at low interest rates not otherwise available to LMI households, contractor selection assistance, and bring needed energy conservation projects to fruition. For many customers, meaningful and sustainable energy conservation is a daunting task they may not undertake without the assistance of an entity like SELF.

In order to promote SELF's services City would provide access to City's 1,000+ free energy audits conducted of customers' homes and businesses, and provide meeting/office space at City buildings for

SELF staff to interact with customers desirous of assistance. City would also see to help promote SELF's services using City's web site (already being promoted) and notices on City Utility bills.

City's Electric Utility Advisory Board (EUAB) has met with SELF to discuss their proposal in detail and has reached a consensus supportive of SELF's service.

MOTION:

Move to approve/disapprove a contract with SELF for a period of up to three (3) years in the aggregate amount of \$300,000 using current operating electric funds or ARPA funds.

ATTACHMENT(S):

- SELF Lake Worth Beach Proposal
- SELF Agreement
- SELF Scope of Services

FISCAL IMPACT ANALYSIS

Five Year Summary of Fiscal Impact:

Fiscal Years	2023	2024	2025	2026	2027
Inflows					
Current Appropriation	0	0	0	0	0
Program Income	0	0	0	0	0
Grants	0	0	0	0	0
In Kind	0	0	0	0	0
Outflows					
Current Appropriation	0	0	0	0	0
Operating	\$100,000	\$100,000	\$100,000	0	0
Capital	0	0	0	0	0
Net Fiscal Impact	\$100,000	\$100,000	\$100,000	0	0
No. of Addn'l Full-Time Employee Positions					
	0	0	0	0	0

	Expenditure
Department	Electric Utility
Division	Power Generation
GL Description	Other Contractual Services
GL Account Number	401-6031-531-34-50
Project Number	N/A
Requested Funds	\$100,000