

Solar and Energy Loan Fund (SELF)

CLIMATE EQUITY LOANS THAT TRANSFORM LIVES




America's First Green Bank – CDFI

SELF is a 501.C.3 organization established in 2010, and certified as a CDFI in 2012.
Currently serving FL, GA, AL, and SC.



4/17/2024



Rebuild and empower underserved communities by providing access to affordable financing for sustainable property improvements, including energy efficiency; renewable energy (i.e., solar PV); climate resilience; water/sewer; health and safety; disabilities, and more.

SELF's MISSION



UNDERWRITING METHODOLOGY

GREEN FINANCIAL INCLUSION

“42% of Americans Were Denied a Financial Product — Like a Credit Card or Personal Loan — in the Past Year Because of Their Credit Score” (*Lending Tree Survey, Aug. 2022*)

KEY QUESTION: How do we achieve Environmental Resilience for all when 42% of Americans cannot access traditional financing?

SELF REPLICATED AND EXPANDED GLOBAL MICROLENDING MODELS TO FILL THIS “GREEN” FINANCIAL GAP IN AMERICA, BY BUILDING SELF’S PROPRIETARY UNDERWRITING PROCESS (AND FINTECH PLATFORM) BASED ON THE APPLICANT(S)’ ABILITY TO PAY, NOT CREDIT SCORES.

LOAN PROGRAMS:



HOMEOWNERS: (Green Home Loans)

Unsecured loans for repairs and upgrades to single-family homes and misc. residential units.



LANDLORDS: (SEER Loans)

Unsecured Energy Efficiency and Resiliency Rehab Loans for Affordable Rental & workforce housing



DEVELOPERS: (SAGE Loans)

Predevelopment and Gap Funding for Green Affordable and Workforce Housing (New Construction and Rehabs)



*AS A MISSION-DRIVEN
COMMUNITY LENDER, SELF
IS COMMITTED TO CREATING
SAFE, HEALTHY, AND
ENVIRONMENTALLY-
RESILIENT HOUSING TO
ENSURE LONG-TERM
SUSTAINABILITY THROUGH
ACCESS TO FAIR AND
EQUITABLE CAPITAL*

SUSTAINABLE BUILDING PRACTICES

“Climate Resilience”

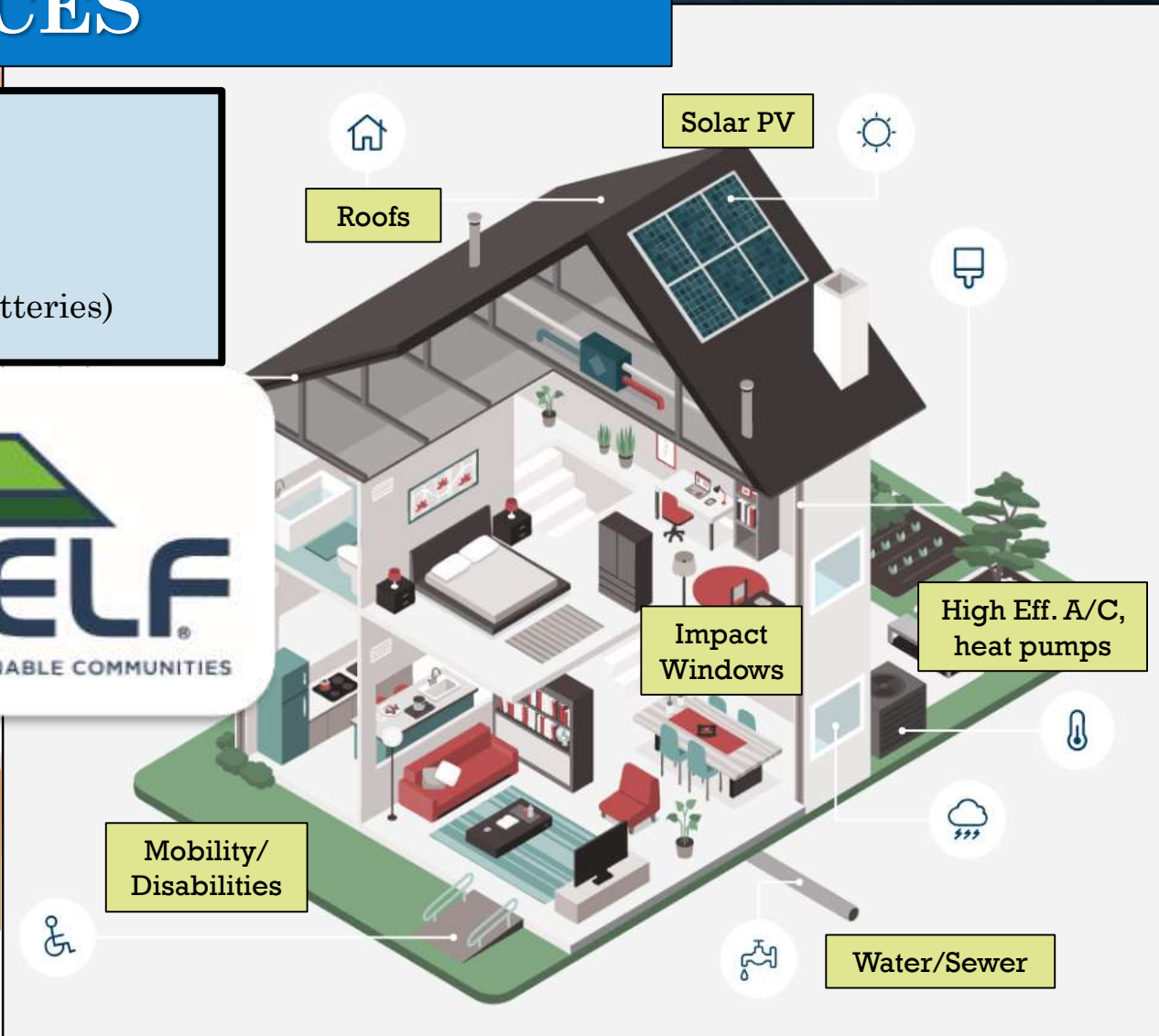
1. Heat Waves (High Efficiency HVAC)
2. Wind (Roofs, Impact Windows)
3. Emergency Base Load Power (Solar PV/Batteries)



“First time dealing with a new roof replacement and Pierre from the Lake Worth Beach Office made the whole process seamless from the initial application to final inspections and contractor payouts.”

Ryan Oblander/Lake Worth Beach

Local Testimonial



OVERALL RESULTS

\$50+ million raised;
leveraging \$90
million in total

\$34 million of home-
improvement projects
(3,400 Households =
Assisted 10,000± people).

74% of SELF's clients
have been low- and
moderate-income
(LMI), as per HUD
and CDFI Guidelines

Average Default Rate
is approximately 2±%

Expanded throughout
Florida + Alabama,
Georgia, and South
Carolina.

SELF has 1,200+
companies 4-state
Contractor Network
(Green Jobs)

SELF is a national leader in Climate Equity with an impressive 74% LMI penetration rate which is nearly 4x the national average for green banks (20+%)

LAKE WORTH BEACH/UTILITY AREA

FIRST AND SECOND QUARTER UPDATE



90-Day Ramp-Up, **Establish SELF's satellite program in LWB.** Launch and Evolve new lending programs via City/Utility staff and elected officials, recruiting local contractors, networking, and attended community events. Please reference Quarterly Report.

LWB Satellite Office: Primary Lending Program Activities

GREEN HOME LOANS:

Completed four (4) projects totaling \$44,158.27 for sustainable projects in Lake Worth Beach/Utility Service Area, with 50% serving Low- and Moderate-Income households.

SEER (Landlord loans)/**SAGE** (Developer loans): SELF's low-cost financing fosters affordable housing retrofits and new resilient and sustainable construction in Lake Worth Beach. Local **projects** (one active) include electrical upgrades and affordable housing initiatives, promoting community safety and energy efficiency.

WATER/SEWER LOANS: funds water and sewer connections, and replaces old lateral lines and lead pipes. **Discussions initiated** with Lake Worth Beach Water Utilities Director to enhance collaboration and address community needs.



The historic "Climate Bill", aka **Greenhouse Gas Reduction Fund** (GGRF), rolled out \$27 Billion nationally, and SELF has secured several hundred million dollars of grants and low-cost loan capital. GGRF resources are focused on Low-Income and Disadvantaged Communities (LIDAC) and will become available in the coming months/years!

THANK YOU



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