



1st Quarter

FY 2015

REBUILDING AND EMPOWERING UNDERSERVED COMMUNITIES



SOLAR AND ENERGY LOAN FUND

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REBUILDING AND EMPOWERING UNDERSERVED COMMUNITIES



Solar and Energy Loan Fund (SELF)

The Solar and Energy Loan Fund is a 501(c)(3) non-profit organization headquartered in St. Lucie County, Florida, which operates the Clean Energy Loan Program in the Treasure Coast and Space Coast regions, between Orlando & Miami.

SELF was founded in July 2010 to address the related problems of working class people struggling economically to make ends meet, the steadily-rising cost of utilities, the need for greater energy independence, missed economic development and employment opportunities, and the lack of access to capital and clean energy solutions in the Sunshine State.

SELF is a certified Community Development Financial Institution (CDFI) as per the U.S. Treasury Department, and provides energy expertise and affordable financing to enable low-to-moderate income homeowners and small businesses to identify and make cost-effective energy retrofits to their homes and businesses.

The Problem - Economic Distress

Florida was significantly affected by the recession and housing market collapse and continues to struggle economically with housing down, tourism reduced and the citrus industry in decline. In 2012, the foreclosure rate in Florida was among the highest in the nation, and unemployment in SELF's primary markets was above national averages. Low and moderate income people have yet to benefit from the emerging clean energy economy and typically do not have the disposable income or equity to afford the high upfront costs of energy retrofits and renewable energy alternatives.

Energy Costs

Floridians spend about \$58 billion per year purchasing carbon-based fuels from other states and nations, 7th highest in the nation, and electricity costs have been steadily increasing statewide by an average of 4.7% per year.

Florida's energy infrastructure is inefficient and aging and relies heavily on carbon-based fuels purchased

from other states and nations. Although known as the Sunshine State, Florida lags behind the nation in solar power production (below 3%) and few state programs exist to promote energy efficiencies and renewable energy alternatives.

The Solution

SELF was selected as one of twenty programs in America to receive funding through the Energy Efficiency and Conservation Block Grant (EECBG) program from the United States Department

of Energy (DOE). SELF began operations in February 2011, and provides education, energy audits, and affordable financing to help property owners identify and make cost-effective energy efficiency and renewable energy upgrades.



SELF's mission is to provide energy expertise and favorable financing to underserved residents, small businesses and communities in order to yield sustainable community development, local employment and economic development opportunities, enhanced quality of life, greater efficiencies, clean energy alternatives, and energy independence.

SELF News Flash!!



SELF Raised \$2.1 Million in FY 2014

In FY 2014, SELF raised 5 times the capital of FY 2013, from banks, faith-based organizations, crowd-funders (KIVA.org) and private investors. The funders increased three fold from four to twelve, including a Chicago based PACE investor which committed the first \$1 Million for St. Lucie County's new commercial PACE program. To date, SELF has raised a total of more than \$6.2 million dollars in grants and loan capital. SELF's most recent bank CRA investors include BankUnited, PNC and First Green Bank.

In FY 2015, SELF plans to scale its operation through diversification of products, services and funding sources.

SELF Expands Into Orlando!

As of December 2014, SELF has officially expanded operations into the Orlando Metro Region. The Orlando City Commission unanimously approved a new partnership with SELF to provide homeowners with affordable and accessible financing for energy efficiency, wind mitigation and water conservation improvements. Orlando Mayor Buddy Dyer has set-forth ambitious plans to make the city "the most sustainable community in the south-eastern United States." To this end, SELF will provide unsecured loans, project management and additional implementation tools to help city residents make improvements that will save them money on energy costs while increasing the safety and value of their homes. Mayor Dyer said, "We are pleased to be working with SELF to help city residents make much-needed home energy improvements that can reduce energy consumption and operating costs, advance clean energy technologies, and create local green jobs." SELF has a new office located in 930 Woodcock Rd., Suite. 226, Orlando, FL, 32803



SELF Partners with KIVA

SELF became a Field Partner for KIVA.org, a global Crowd-sourced nonprofit organization that connects people across the world with opportunities to fund microloans for poverty alleviation. SELF helps clients in financial distress and with limited credit history, access low interest loans to improve their homes.



Property-Assessed Clean Energy (PACE)

SELF is now offering Property-Assessed Clean Energy Loans which will provide upfront financing to commercial, industrial, non-profit and multi-family property owners for energy efficiency, renewable energy, wind hazard mitigation and water conservation projects. The program will help business owners lower operating costs. The voluntary PACE program involves land-secured assessments that stay with the property and mirror similar repayment procedures for street lighting districts, water and sewer connections, storm water and infrastructure projects, and other neighborhood improvements.

TRIPLE BOTTOM LINE IMPACTS



SELF provides a means for underserved populations to reduce operating costs, enhance their quality of life, and improve the value of their homes. Our activities also create jobs, economic development activity, and environmental stewardship.



SELF clients have collectively:

✓ **REDUCED energy consumption** by more than one million kilowatt hours, which is an average of **22%** per household.

✓ **REDUCED carbon (Co2) emissions by 986.6 Metric Tons**, equivalent to saving **111,019** gallons of gas.

✓ **REACHED more than 25,600** people through workshops, local meetings and events to increase awareness and provide education on energy efficiency and clean energy benefits.

✓ **GENERATED 12,623 labor hours** for local contractors, which are the hardest hit job sector in Florida, and the top performing contractors have increased their overall business activities by as much as 20-30% through our partnership.

✓ **AFFILIATED 60 contractors** and works closely on co-marketing and special events.

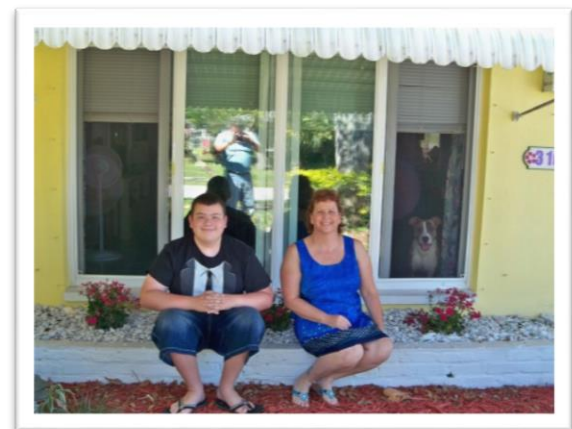


Everrelean Jackson – Mother of a special needs son.

SOCIAL IMPACTS	Direct	Benefited
Total Clients/Families Served	306	918
% of Clients in CDFI Investment Areas	69%	212
% of Women Clients	42%	128

Energy and Environmental Impacts	
Cumulative Energy Savings (kWh)	1.226 M
Cumulative Savings in Co2 Emissions (Metric Tons)	986.63
Equivalency in Gallons of Gasoline Saved	111,019

Economic Impact	
Average Annual \$ savings in Energy Bills from Renewable and Energy Efficiency Technologies	\$268
Average % savings (kWH) per household	22%
# of Hours Employed in Projects	12,623
Wages generated through financed projects (@ avg. \$20/hr.)	\$252,460



Robyn Foster – Happy SELF client and supporter!

PRODUCTS & SERVICES



SELF provides a full range of service including education through workshops, public events, speaking engagements, local conferences, seminars, training and classes.

Once a client is pre-approved, a state-certified energy rater conducts an energy assessment on the client's property. SELF's clean energy experts then assist the property owners in reviewing the energy audit and identifying the most cost-effective types of energy retrofits based on site conditions and energy usage.

SELF provides financing for two dozen different types of energy saving and renewable energy products, and only approves financing for products that have been tested and vetted, including but not limited to:

- ✓ Energy efficiency for residential homes and small businesses: weatherization, LED lights, high-efficiency air conditioners
- ✓ Solar: solar water heaters, attic fans, photovoltaic (PV) systems.

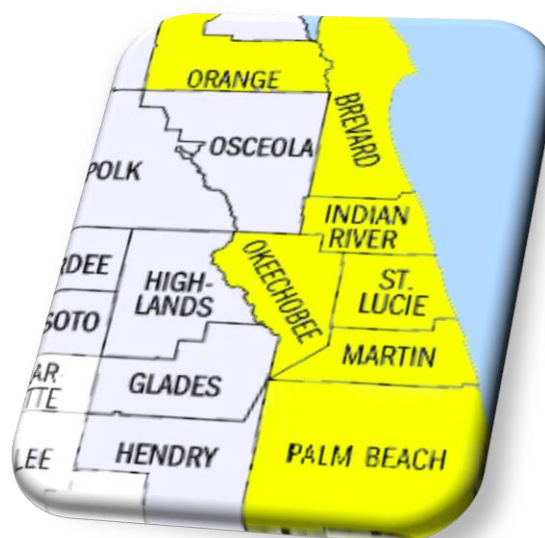
Value Proposition

1. Affordable interest rates
2. High social mission
3. Expertise in energy efficiency and renewable energy.
4. Local market knowledge and relationships
5. Personal, hands-on care and project management

Markets

The organization's primary geographic area covers five counties, including: St. Lucie, Indian River, Martin, Okeechobee and Brevard. SELF focuses on Low and Moderate Income populations in CDFI investment areas.

Loan Product by Name	Avg Loan Amount	Term Max (Years)	Interest
Residential – Basic Loan	\$3,000 - \$15,000	8	7 -9%
Solar & Photovoltaic	\$25,000	10	6.5 - 7.5%
Small Business- Basic Loan	\$20,000	8	7 - 9%
Solar & Photovoltaic	\$30,000	15	6 -7.5%



RESULTS 2014

(OCTOBER 2014)



The next phase of expansion will be primary focused on the Tampa Bay region.

Results to October 2014:

- ✓ 70% of active loans in CDFI investment areas.
- ✓ 20% very low income
- ✓ 44 % women (head of households)
- ✓ 19% minorities (African American, Hispanic)
- ✓ Less Than 1% Delinquency
- ✓ Less than 1% Default rate



Loan Activity To Date	As of 10/31/2014
Loans Closed to Date	306
Loans Closed to Date (\$)	\$2,597,616
# of Active Loans to Date	276
Outstanding Active Loan Portfolio	\$1,728,538
Average Loan Size	\$8,488.94
Average APR of New Loans disbursed	7.50%

Community and Outreach

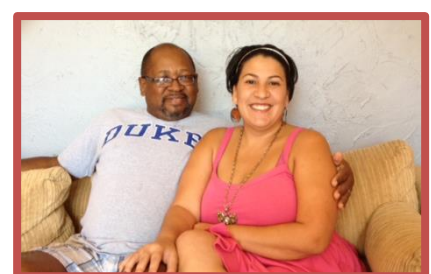
# of Total Educational/ Awareness Events	260
# of People Reached through Events	25,680
# of Contractors Affiliated to Program	48



SELF Volunteers at several Community Events to educate and create Environmental Awareness.

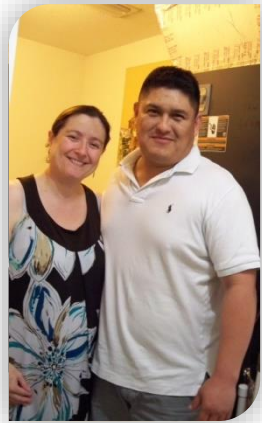


"SELF installed a new air conditioning unit which decreased my energy bill by over 50%. My home is cool and comfortable. I am now happy to go home because I have cool air



Happy Homeowners after receiving SELF loan to upgrade their Air Conditioner in their home.

OUR IMPACT STORIES



"I heard about SELF through a contractor. The fact that you guys financed me allowed me to get an air conditioner 1 year earlier. Most importantly, the air conditioning eliminated the allergies that my daughter & son had prior to the installation of the air conditioning unit. The process was explained to me every step of the way. More people should know about the program."

Paul and Ana

"Finding SELF was by far the best thing that has happened to me and my home. From the start, the staff was friendly, compassionate, knowledgeable and there for you every step of the way. The energy evaluation done on my home gave me the knowledge I needed to move forward with fixing the problems that were not only causing me to consume a lot of energy but also costing me quite a bit of money as well. In the end I was able to replace my Air Conditioning Unit, add insulation to my attic, tint to my windows, add a solar attic fan, and weatherize my windows and doors. Without the SELF program, this single mother would have never known where to start with my energy problems let alone be able to afford them. It's a little over a year later and I am reaping the benefits SELF has helped me to achieve. When comparing last year to this year in just the first 4 months I saved \$261.04. I feel better knowing I am doing my part to conserve and reduce and I owe all my gratitude to the staff at SELF who helped."

Rachel Livingston



CAPITAL RESOURCES



SELF's triple impact model focuses on benefiting clients, the community and the environment while simultaneously scaling the program to achieve maximum financial self-sufficiency for the organization.

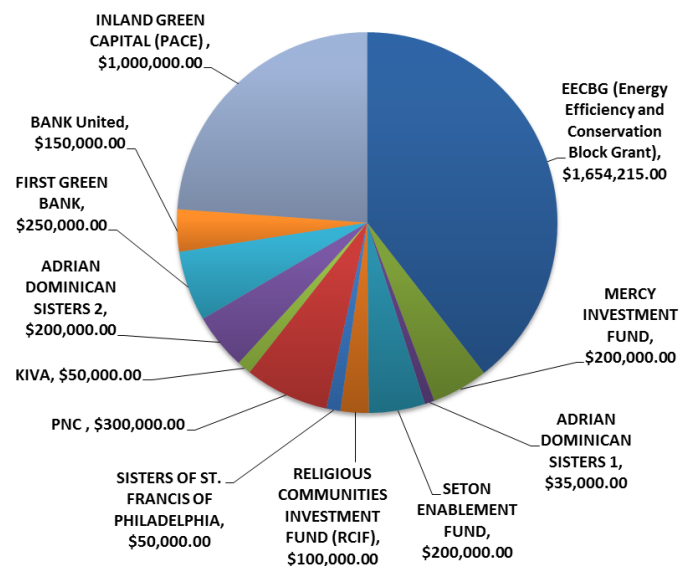
The organization has raised a total of over \$6.2 million to date between grants and loan capital and we are currently advancing towards our goal to close \$10 million in loans by 2017. SELF continues to experience strong market demand that requires additional capital, which we are seeking from impact and socially responsible Investors, faith based organizations, banks and foundations as well as government programs, such as: Small Business Administration (SBA); Department of Agriculture (USDA); and, the CDFI Fund.

SELF's Capital Funding Sources:

CAPITAL FUNDING for CDFI		\$\$
EECBG		\$1,654,215.00
MERCY		\$200,000.00
SETON		\$200,000.00
RCIF		\$100,000.00
PNC		\$300,000.00
Sisters of St. Francis		\$50,000.00
ADS		\$235,000.00
KIVA		\$50,000.00
FIRST GREEN BANK		\$250,000.00
Bank United		\$150,000.00
Total		\$3,189,215.00

Total CDFI (Residential) Loan Capital	\$	3,189,215
PACE CAPITAL	\$	1,000,000
Total GRANT and IN-KIND Contributions	\$	2,034,785
TOTAL FUNDS RAISED (2011-2014)	\$	6,224,000

Total Loan Capital Raised



Board of Directors: As a public benefit entity, SELF is led by a board of directors, composed of local industry leaders, bankers, educators, and professionals.

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