



# Navigating Energy Lending During Uncertainty

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The image features two decorative curved lines in the corners. One line is in the top right corner, curving from the top towards the right. The other is in the bottom left corner, curving from the bottom towards the left. Both lines are composed of multiple overlapping, semi-transparent bands in shades of light blue and green, creating a sense of depth and movement.

# You Can Do This

And You Probably Already Are

# California Energy Conservation Assistance Account

Started in 1979

\$602 million to 941 loans to  
schools and other public  
facilities

\$159 million to 211 schools  
and public facilities in  
disadvantaged communities

[California Energy Conservation Assistance Account](#)

# Oregon Small-Scale Local Energy Loan Program

Started in 1981

Over \$600 million in loans

Support for tribes, businesses,  
local governments, state  
agencies, nonprofits, schools,  
and farms

[Oregon Energy Loan Program](#)


# Nebraska Dollar and Energy Savings Loan

Started in 1990

Partners with over 200  
Nebraska lending institutions  
at more than 900 locations

Over \$400 million in loans for  
over 31,000 projects across  
asset classes

[Nebraska Dollar and Energy Savings Loans](#)

A hand holding a compass over a winding road in a desert landscape. The hand is wearing a green long-sleeved shirt. The compass is a standard analog compass with a white face and black markings. The background shows a winding road through a dry, hilly landscape under a clear sky. The text "Strategies for Navigating Uncertainty" is overlaid on the right side of the image.

# Strategies for Navigating Uncertainty





## 1. Work with Your Existing Borrowers

# Work with Your Existing Borrowers

- Energy lending isn't necessarily a separate line of business
- Many energy projects are improvements to existing buildings on which you may already have financing
- Energy efficiency installations are very often incorporated into larger projects
- Start tracking what you're already doing by adding check boxes for energy installations






The background of the slide features a collage of financial data visualizations. At the top left, a portion of a black calculator is visible, showing keys for '+', '-', and 'x'. Below it, a line graph plots three data series (green, brown, and blue) across months from June to November. In the center, a pie chart is divided into twelve segments, each corresponding to a month of the year, as indicated by a legend on the right. The legend lists months from January to December with corresponding color swatches. At the bottom, a table of numerical data is partially visible, with a black pen resting diagonally across it. The text '2. Leverage Existing Loan Products and Capital Sources' is overlaid on the right side of the image in a white, sans-serif font.

## 2. Leverage Existing Loan Products and Capital Sources

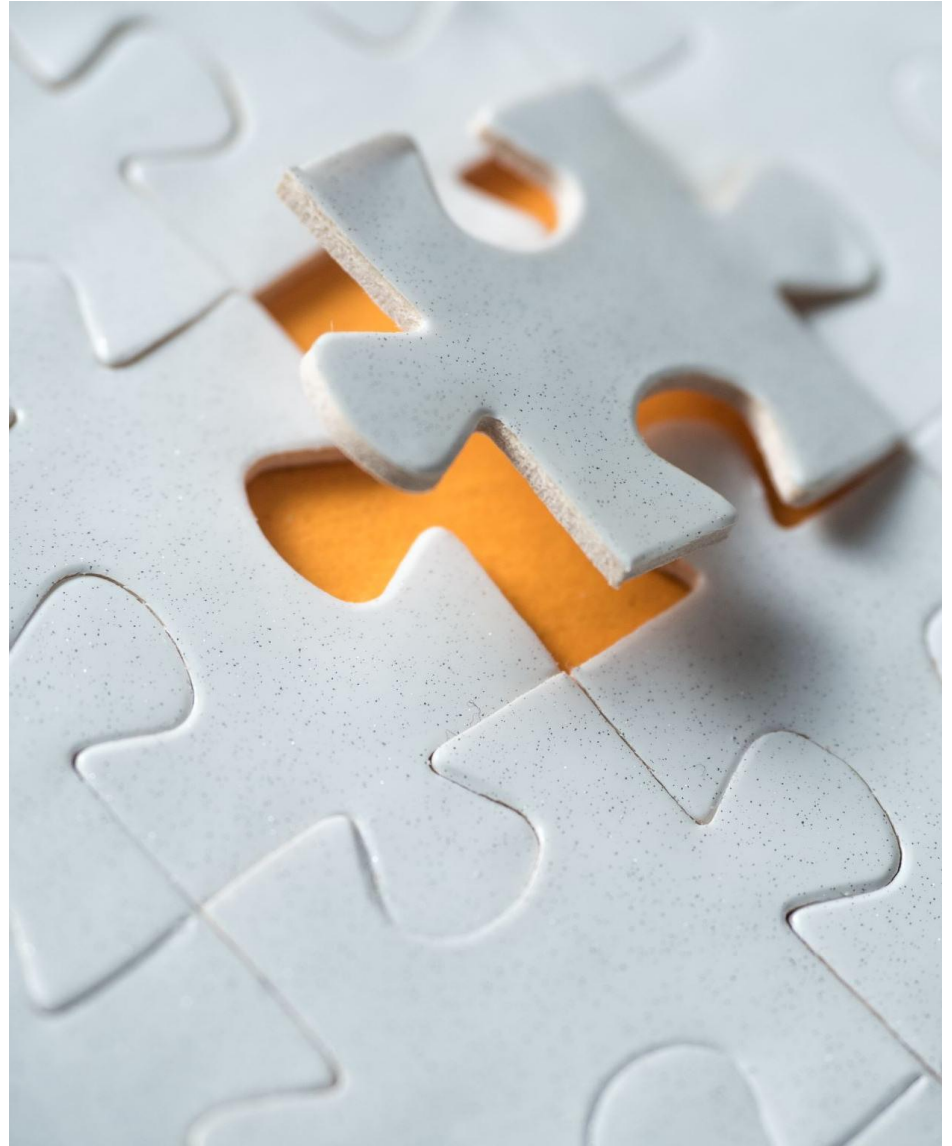
125,058	154,568	95,054	124,500
125,487	56,845	97,511	125,000
124,000	110,000	99,011	154,000
105,450	150,000	99,216	95,000
105,450	35,000	101,090	154,200
86,502	83,000	101,684	110,000
	45,000	101,962	89,000
		102,747	50,000
			68,700

# Leverage Existing Loan Products and Capital Sources

- Don't have to use specialized energy financing products like PACE, on-bill, etc.
  - Predevelopment, construction, permanent, rehab, tenant improvement loans are all needed
  - Personal loans on single-family side
  - Underwriting should be based on solid borrower financials, not just energy savings
- 
- A large blue triangle is positioned in the bottom right corner of the slide, pointing towards the top right.

### 3. Start with Integrated Projects

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# Start with Integrated Projects

- Many larger scopes can incorporate energy efficient elements
- Incorporating these doesn't require the same level of technical understanding
- Underwriting is about looking at the overall project
- Reduces technical risk
- Track what's incorporated and present to lending executives/loan committees to build culture





## 4. Expand to High-Demand Project Types



# Expand to High-Demand Project Types

- Comprehensive retrofits are great, but demand can be low
- Lenders can grow frustrated with lots of conversations that don't lead to loan closings
- Tap into project types that already have high and growing demand
  - HVAC Replacement
  - Heat Pumps
  - Solar
- Then work your way up to building a portfolio of more comprehensive projects

## 5. Seek Out State and Local Business Partners

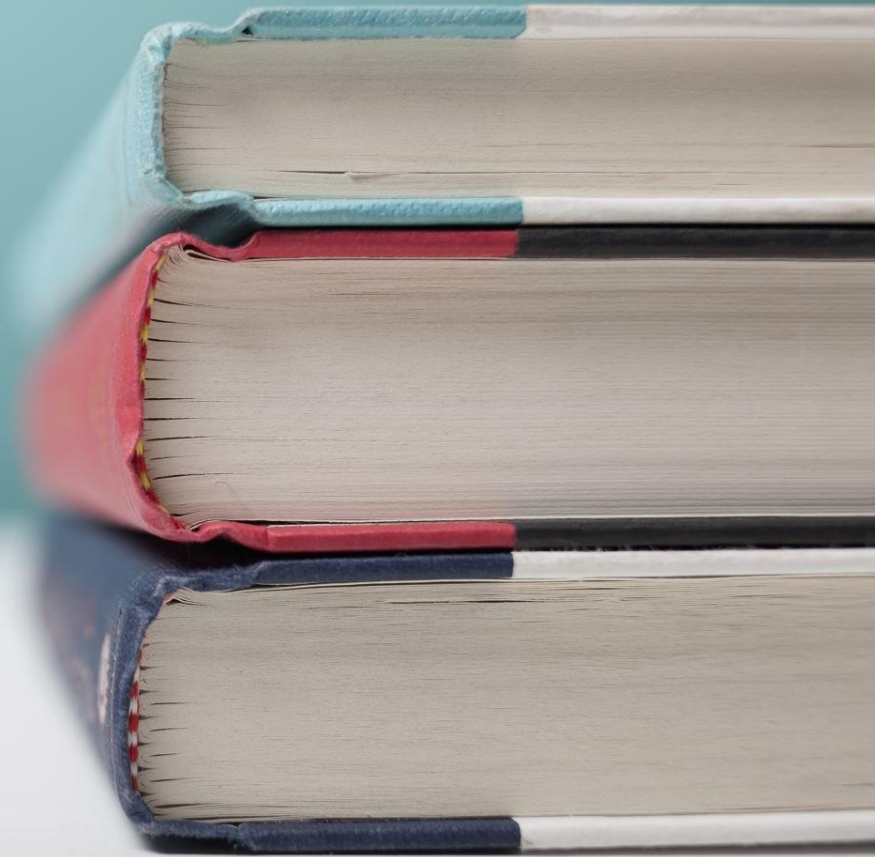


# Seek Out State and Local Business Partners

- State energy offices
- Utility energy efficiency programs ([link](#))
- Green banks and infrastructure banks ([map](#))
- Housing finance agencies
- Nonprofit community organizations
- Existing loan programs
  - Revolving loan funds ([map](#))
  - On-bill programs ([map](#))
  - PACE programs ([map](#))
  - Other loan and incentive programs ([link](#))



Strategies for Raising Capital During  
Uncertainty



## 1. Money on Your Books





## 2. Bank Commitments

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Even under prior regulations, CRA investments “may be considered as community development loans when the renewable energy or energy-efficiency improvements help reduce operational costs and maintain the affordability” ([Federal Register](#)).





### 3. Impact Investors

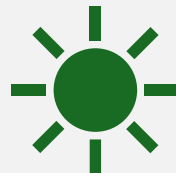
# Examples of Capital Raising from Impact Investors



[Century Housing](#)



Connecticut Green  
Bank “[Green Liberty  
Notes](#)”



[Solar and Energy  
Loan Fund/CNote](#)



## 4. Philanthropy



# Examples of Philanthropic Investments

- [OFN grants](#)
  - [Russell Family Foundation](#) (Jonathan Rose Affordable Housing Preservation Fund)
  - [Kresge Foundation](#) (Clean Energy Credit Union)
  - [Climate Finance Fund](#) (Clean Energy Credit Union)
  - [McKnight Foundation](#) (Inclusive Prosperity Capital, Coalition for Green Capital, Indiana Energy Independence Fund, Clean Energy Jobs and Justice Fund)
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## 5. State and Local Programs



# State Program Example

New York Green Bank

Community Decarbonization Fund

# Questions?

“Navigating Energy Lending During Uncertainty”

<https://www.ckfinancing.com/navigating-energy-lending>

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