



**CLEAN ENERGY**  
**FINANCE AND INVESTMENT AUTHORITY**

845 Brook Street  
Rocky Hill, Connecticut 06067

300 Main Street, 4th Floor  
Stamford, Connecticut 06901

T: 860.563.0015  
F: 860.563.4877  
www.ctcleanenergy.com

November 7, 2014

Dear Connecticut Green Bank Deployment Committee Members:

Our next meeting of the Deployment Committee will be on Friday, November 14, 2014 **from 3:30 to 5:00 p.m.** in the Colonel Albert Pope Board Room of the Connecticut Green Bank at 845 Brook Street, Rocky Hill, CT 06067. You should note that the start time of the meeting has changed from 3:00 p.m. to 3:30 p.m.

We have the following items to cover on the agenda:

- **Funding Request Under \$300,000 and No More in Aggregate of \$1,000,000** – per our internal approval process on transactions that are less than \$300,000, consistent with the Comprehensive Plan and Budget, and not exceeding in aggregate more than \$1,000,000, we are providing you with an update memo on the eight (8) transactions totaling nearly \$700,000 that we have processed.
- **C-PACE Transactions** – we are also bringing seven (7) additional transactions that each are under \$300,000 and totaling \$1,533,523 of total investment. We could have included one of these transactions in the memo that would keep us under the \$1,000,000 cap, but we felt that since we were meeting with the Deployment Committee that we would simply present these transactions and clean the queue. We also have one (1) transaction that is greater than \$300,000 threshold in the amount of \$725,500. This is definitely a sign of things to come – growth in the market for C-PACE transactions. In the future, the Deployment Committee may need to revisit the \$1,000,000 in aggregate cap, but for now, we will manage under the current process and see if this persists again going forward.
- **Lead by Example Working Capital Loan Fund** – in an effort to implement a major component of our Comprehensive Plan and to support DEEP with the implementation of the Lead by Example Program, we are proposing the creation of a working capital loan fund. This fund would provide loans that will be a critical resource for state agencies to be able to efficiently access funds for preparatory costs that will enable ESPC projects to occur. Preparatory costs are things like investment grade energy audits, metering and sub-metering, etc. These resources will open up the market for delivering energy savings in state facilities.
- **RSIP Sanction Appeal by BeFree Green Energy** – Following an investigation, the Green Bank determined that BeFree Green Energy LLC (“BeFree”) violated the provisions of Section 4.11 of the CEFIA Eligible Contractor and System Owner RFQ (the “RFQ”). Pursuant to Section 4.11 of the RFQ, the Green Bank imposed sanctions against BeFree. The findings of Green Bank and resultant sanctions are set forth in your materials. BeFree has requested to appeal this decision to the Deployment Committee.

The Deployment Committee will hear the appeal and be asked to decide whether to grant the appeal, deny the appeal, modify the appeal or continue this matter to the next Deployment Committee meeting.

As always, if you have any questions, comments or concerns, please feel free to contact me at any time.

We look forward to seeing you next week.

Sincerely,

Bryan T. Garcia  
President and CEO



# CLEAN ENERGY FINANCE AND INVESTMENT AUTHORITY

## AGENDA

Deployment Committee of the  
Connecticut Green Bank  
845 Brook Street, Rocky Hill, CT 06067

Friday, November 14, 2014  
Special Meeting  
3:30-5:00 p.m.

Staff Invited: Jessica Bailey, George Bellas, Andy Brydges, Craig Connolly, Mackey Dykes, Brian Farnen, Bryan Garcia, Dale Hedman, Bert Hunter, and Kerry O'Neill

1. Call to order
2. Public Comments – 5 minutes
3. Approval of meeting minutes for September 16, 2014\* – 5 minutes
4. Update on Funding Requests Under \$300,000 and No More in Aggregate of \$1,000,000 – 5 minutes
5. Commercial and Industrial Program Updates and Recommendations\* – 15 minutes
  - a. C-PACE Transaction Recommendations\*  
  
Under \$300,000 Transactions
    - i. Ansonia C-PACE Transaction
    - ii. Bridgeport C-PACE Transaction #1
    - iii. Bridgeport C-PACE Transaction #2
    - iv. Ellington C-PACE Transaction
    - v. New London C-PACE Transaction #1
    - vi. Norwalk C-PACE Transaction
    - vii. Shelton C-PACE Transaction  
Above \$300,000 Transactions
    - viii. New London C-PACE Transaction #2
  - b. C-PACE Transaction Time Extension Request\*
6. Institutional Program Updates and Recommendations\* – 15 minutes

- a. Working Capital Loan for Lead by Example\*
- 7. RSIP Sanction Appeal by BeFree Green Energy\* – 45 minutes
- 8. Adjourn

\*Denotes item requiring Board action

Join the meeting online at <https://www4.gotomeeting.com/join/319383879>

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***Next Regular Meeting: TBD  
Colonel Albert Pope Board Room at the  
Connecticut Green Bank, 845 Brook Street, Rocky Hill, CT***



# CLEAN ENERGY FINANCE AND INVESTMENT AUTHORITY

## RESOLUTIONS

Deployment Committee of the  
Connecticut Green Bank  
845 Brook Street, Rocky Hill, CT 06067

Friday, November 14, 2014  
Special Meeting  
3:30-5:00 p.m.

Staff Invited: Jessica Bailey, George Bellas, Andy Brydges, Craig Connolly, Mackey Dykes, Brian Farnen, Bryan Garcia, Dale Hedman, Bert Hunter, and Kerry O'Neill

1. Call to order
2. Public Comments – 5 minutes
3. Approval of meeting minutes for September 16, 2014\* – 5 minutes

### Resolution #1

Motion to approve the minutes of the Deployment Committee for September 16, 2014 Special Meeting.

4. Update on Funding Requests Under \$300,000 and No More in Aggregate of \$1,000,000 – 5 minutes – No resolutions required
5. Commercial and Industrial Program Updates and Recommendations\* – 15 minutes
  - a. C-PACE Transaction Recommendations\*
    - i. Ansonia C-PACE Transaction
    - ii. Bridgeport C-PACE Transaction #1
    - iii. Bridgeport C-PACE Transaction #2
    - iv. Ellington C-PACE Transaction
    - v. New London C-PACE Transaction #1
    - vi. Norwalk C-PACE Transaction
    - vii. Shelton C-PACE Transaction

### Resolution #2

**WHEREAS**, Pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the “Act”), the Connecticut Green Bank (Green Bank) is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy (“C-PACE”);

**WHEREAS**, the Green Bank Board of Directors (the "Board") has approved a \$40,000,000 C-PACE construction and term loan program; and

**WHEREAS**, the Green Bank seeks to provide \$1,533,523 in construction and (potentially) term loans under the C-PACE program in the amounts and to the borrowers set forth below (collectively, the "Loans") to finance the construction of specified clean energy measures in line with the State's Comprehensive Energy Strategy and the Green Bank's Strategic Plan:

- (i) Fountain Lake Site 7 LLC, the property owner of 390 Birmingham Blvd, Ansonia, Connecticut: \$206,000;
- (ii) Bridgeport International Academy Inc., the property owner of 285 Lafayette Street, Bridgeport, Connecticut: \$215,948;
- (iii) MP Development Associates, LLC, the property owner of 305 Knowlton Street, Bridgeport, Connecticut: \$291,425;
- (iv) Little House Properties, LLC, the property owner of 2 Nutmeg Drive, Ellington, Connecticut: \$117,091;
- (v) William M Sullivan Realty, LLC, the property owner of 452 Broad Street (Parcel ID 6652), New London, Connecticut:\$205,114;
- (vi) ECP Main Ave LLC, the property owner of 488 Main Avenue, Norwalk, Connecticut: \$246,958;
- (vii) The Boys And Girls Club Of The Lower Naugatuck Valley, Inc., the property owner of 1 Positive Place, Shelton, Connecticut: \$250,987.

**NOW**, therefore be it:

**RESOLVED**, that the President of the Green Bank and any other duly authorized officer of the Green Bank, is authorized to execute and deliver the Loans in an amount not to be greater than one hundred ten percent of each Loan amount with terms and conditions consistent with the memorandums submitted to the Deployment Committee dated November 7, 2014, and as he or she shall deem to be in the interests of the Green Bank and the ratepayers no later than 120 days from November 14, 2014;

**RESOLVED**, that before executing the Loan, the President of the Green Bank and any other duly authorized officer of the Green Bank shall receive confirmation that the C-PACE transaction meets the statutory obligations of the Act, including but not limited to the savings to investment ratio and lender consent requirements; and

**RESOLVED**, that the proper the Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

- vii. New London C-PACE Transaction #2

### **Resolution #3**

**WHEREAS**, Pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the "Act"), the

Connecticut Green Bank is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy (“C-PACE”);

**WHEREAS**, The Connecticut Green Bank Board of Directors has approved a \$40,000,000 C-PACE construction and term loan program.

**WHEREAS**, The Connecticut Green Bank seeks to provide \$725,500 construction and (potentially) term loan under the C-PACE program to William M Sullivan Realty, LLC the property owner of 452 Broad Street, New London, CT (Parcel ID 6651) (the "Loan"), to finance the construction of specified clean energy measures in line with the State’s Comprehensive Energy Strategy and the Connecticut Green Bank’s Strategic Plan;

**NOW**, therefore be it:

**RESOLVED**, that the President of the Connecticut Green Bank and any other duly authorized officer of the Connecticut Green Bank, is authorized to execute and deliver the Loan in an amount not to be greater than one hundred ten percent of the Loan amount with terms and conditions consistent with the memorandum submitted to the Board of Directors dated September 10, 2014, and as he or she shall deem to be in the interests of the Connecticut Green Bank and the ratepayers no later than 120 days from November 14, 2014; and

**RESOLVED**, that before executing the Loan, the President of the Connecticut Green Bank and any other duly authorized officer of the Connecticut Green Bank shall receive confirmation that the C-PACE transaction meets the statutory obligations of the Act, including but not limited to the savings to investment ratio and lender consent requirements.

**RESOLVED**, that the proper the Connecticut Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

b. C-PACE Transaction Time Extension Request\*

**Resolution #4**

**WHEREAS**, pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the “Act”), the Connecticut Green Bank (Green Bank) is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy (“C-PACE”);

**WHEREAS**, pursuant to the C-PACE program the Green Bank Board of Directors (the “Board”) or Deployment Committee has approved and authorized the President of the Green Bank to execute financing agreements for the following six projects and properties: Meriden YMCA (approved on 12/20/2013), 2209 Main Street, Bridgeport (approved on 6/20/2014), 360 Bloomfield Ave., Windsor (approved on 7/18/2014), 800 Connecticut Blvd., East Hartford (on 7/18/20), 819-835 North Mountain Road, Newington (approved on 8/26/2014) (collectively, the “Finance Agreements”);

**WHEREAS**, the Finance Agreements were authorized to be consistent with the terms, conditions, and memorandums submitted to the Board or Deployment Committee and *shall be executed no later than 90 or 120 days from the date of Board or Deployment Committee approval*;

**WHEREAS**, due to delays in fulfilling pre-closing requirements for the C-PACE transactions listed above the Green Bank will need more time to execute the Finance Agreements; and

**WHEREAS**, the Deployment Committee has authority to approve and modify C-PACE project financings under \$2.5 million pursuant to Section 5.3.3 of the Green Bank Bylaws.

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee extends authorization of the Finance Agreements to no later than 120 days from the date of the November 14, 2014 Deployment Committee meeting and consistent in every other manner with the original Board or Deployment Committee authorization for each Finance Agreement.

6. Institutional Program Updates and Recommendations\* – 15 minutes
  - a. Working Capital Loan for Lead by Example\*

**Resolution #5**

**WHEREAS**, pursuant to Section 5.3.3 of the CT Green Bank Bylaws, the Connecticut Green Bank (Green Bank) Deployment Committee has been granted the authority to evaluate and approve funding requests between \$300,000 and \$2,500,000;

**WHEREAS**, the Green Bank has actively partnered with the Connecticut Department of Energy and Environmental Protection (DEEP) to develop and administer a standardized Energy Savings Performance Contracting program for the benefit of state agencies;

**WHEREAS**, a significant portion of the Green Bank energy savings and investment goals outlined in the Comprehensive Plan are to come from energy savings in the government sector, including the Lead by Example Energy Savings Performance Contracting program;

**WHEREAS**, the Green Bank seeks to provide a Working Capital Loan Fund to benefit state agencies by providing necessary capital for ESPC project preparatory costs;

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee hereby approves the establishment of a Working Capital Loan Fund program to be funded by \$1,800,000 in Green Bank funds;



**RESOLVED**, that the President of the Green Bank and any other duly authorized officer of the Green Bank, is authorized to execute Memorandums of Agreement between the Green Bank, DEEP, and state agencies pursuing energy savings performance contracts that establish a formal approval process for expenditures from the Working Capital Loan Fund with terms and conditions consistent with the Working Capital Loan Fund Due Diligence Memorandum dated November 7, 2014; and

**RESOLVED**, that the proper Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

7. RSIP Sanction Appeal by BeFree Green Energy\* – 45 minutes

**Resolution #6**

**WHEREAS**, following an investigation, the Connecticut Green Bank determined that BeFree Green Energy LLC (“BeFree”) violated the provisions of Section 4.11 of the CEFIA Eligible Contractor and System Owner RFQ (the “RFQ”); and

**WHEREAS**, pursuant to Section 4.11 of the RFQ, the Connecticut Green Bank imposed sanctions against BeFree; and

**WHEREAS**, the findings of Connecticut Green Bank and resultant sanctions are set forth in a letter to BeFree dated October 29, 2014; and

**WHEREAS**, BeFree has appealed the sanctions of Connecticut Green Bank to the Connecticut Green Bank Deployment Committee (the “Committee”); and

**WHEREAS**, the Committee heard BeFree’s appeal at its November 14, 2014 regular meeting.

**NOW, THEREFORE, BE IT RESOLVED** that:

**OPTION ONE (DENYING APPEAL):**

The appeal of BeFree Green Energy LLC is denied. The findings of Connecticut Green Bank and resultant sanctions against BeFree are affirmed, and shall stand as forth in the October 29, 2014 letter from the Connecticut Green Bank to BeFree.

**OPTION TWO (APPEAL GRANTED):**

The appeal of BeFree Green Energy LLC is granted. The findings of Connecticut Green Bank and resultant sanctions against BeFree, which are set forth in the October 29, 2014 letter from the Connecticut Green Bank to BeFree, are hereby vacated.

**OPTION THREE (MODIFYING):**

The appeal of BeFree Green Energy LLC is denied in part and granted in part. The findings of Connecticut Green Bank and resultant sanctions against BeFree, which are set forth in the October 29, 2014 letter from the Connecticut Green Bank to BeFree, shall be modified to include the following additions and/or substitutions.

As to the factual findings, the Committee finds as follows: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_.

As to the applicable sanctions, the Committee modifies the sanctions against BeFree as follows: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_.

8. Adjourn

\*Denotes item requiring Board action

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**CLEAN ENERGY**  
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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #1**

Call to Order

November 14, 2014



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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #2**

Public Comments

November 14, 2014



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## **Deployment Committee of the Clean Energy Finance and Investment Authority**

### **Agenda Item #3**

Approval of the Meeting Minutes of September 16, 2014

November 14, 2014



**CLEAN ENERGY**  
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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

## **Agenda Item #4**

Update on Funding Requests

November 14, 2014

# Deployment Committee

## Funding Requests below \$300,000



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Project Name	Comprehensive Plan	Amount	Type
MJ Sullivan Auto – Dealer	C-PACE (RE)	\$30,256	Feasibility Loan
MJ Sullivan Auto – Body	C-PACE (RE)	\$30,000	Feasibility Loan
All Crate	C-PACE (RE)	\$30,256	Feasibility Loan
Brookfield YMCA	CHP Pilot	\$33,750	Grant
Jesus Saves Ministry	C-PACE (Gas)	\$30,273	Benefit Assess.
Merritt Graphics	C-PACE (EE and Gas)	\$208,606	Benefit Assess.
Bridgeport Gardens	C-PACE (EE and Gas)	\$98,202	Benefit Assess.
Eddie's Auto Body	C-PACE (RE)	\$235,763	Benefit Assess.
<b>Total</b>		<b>\$697,106</b>	

Approximately \$663,000 in loans



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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5**

C-PACE Transactions

November 14, 2014





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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5ai**

C-PACE Transactions

Ansonia

November 14, 2014

# 390 Birmingham Blvd (Ansonia) Ratepayer Payback



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- ▶ **\$206,000** to install 125 kW solar PV system
- ▶ Projected savings are **4,115 MMBtu** versus **\$206,000** of ratepayer funds at risk.
- ▶ Ratepayer funds will be paid back in one of the following ways
  - ▶ (a) through a take-out by a private capital provider at the end of construction (project completion);
  - ▶ (b) subsequently, when the loan is sold down to a private capital provider; or
  - ▶ (c) through receipt of funds from the City of Ansonia as it collects the C-PACE benefit assessment from the property owner.

**REDACTED**

# 390 Birmingham Blvd (Ansonia)

## Terms and Conditions



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- ▶ **\$206,000** construction loan at 5% and term loan set at a fixed 5% over the 10-year term
- ▶ **\$206,000** loan against the property
  - ▶ Property valued at **REDACTED**
  - ▶ Lien-to-value ratio equals **REDACTED**
- ▶ DSCR **REDACTED**



**REDACTED**

# Anticipated Green Bank cash flow



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**REDACTED**



**REDACTED**

# 390 Birmingham Blvd (Ansonia)

## The Five W's



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- ▶ **What?** Receive approval for a **\$206,000** construction and (potentially) term loan under the C-PACE program to Fountain Lake Site 7 LLC to finance the construction of specified energy upgrade
- ▶ **When?** Project to commence 2014
- ▶ **Why?** Allow Green Bank to finance this C-PACE transaction, continue to build momentum in the market, and potentially provide term financing for this project until Green Bank sells it along with its other loan positions in C-PACE transactions.
- ▶ **Who?** Fountain Lake Site 7 LLC, the property owner of 390 Birmingham Boulevard, Ansonia
- ▶ **Where?** 390 Birmingham Boulevard, Ansonia, CT



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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5aii**

C-PACE Transactions

Bridgeport #1

November 14, 2014



# 285 Lafayette St. (Bridgeport)

## Ratepayer Payback



- ▶ **\$215,948** to install lighting, building management system controls, and heat pumps
- ▶ Projected savings are **7,912 MMBtu** versus **\$215,948** of ratepayer funds at risk.
- ▶ Ratepayer funds will be paid back in one of the following ways
  - ▶ (a) through a take-out by a private capital provider at the end of construction (project completion);
  - ▶ (b) subsequently, when the loan is sold down to a private capital provider; or
  - ▶ (c) through receipt of funds from the City of Bridgeport as it collects the C-PACE benefit assessment from the property owner.

**REDACTED**

# 285 Lafayette St. (Bridgeport)

## Terms and Conditions



- ▶ **\$215,948** construction loan at 5% and term loan set at a fixed 5% over the 10-year term
- ▶ **\$215,948** loan against the property
  - ▶ Property valued at **REDACTED**
  - ▶ Loan-to-value ratio equals **REDACTED**; Lien-to-value ratio equals **REDACTED**
- ▶ DSCR **REDACTED**



**REDACTED**

# Anticipated Green Bank cash flow



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**REDACTED**



**REDACTED**

# 285 Lafayette St. (Bridgeport)

## The Five W's



- ▶ **What?** Receive approval for a **\$215,948** construction and (potentially) term loan under the C-PACE program to Bridgeport International Academy Inc. to finance the construction of specified energy upgrade
- ▶ **When?** Project to commence 2014
- ▶ **Why?** Allow Green Bank to finance this C-PACE transaction, continue to build momentum in the market, and potentially provide term financing for this project until Green Bank sells it along with its other loan positions in C-PACE transactions.
- ▶ **Who?** Bridgeport International Academy Inc., the property owner of 285 Lafayette St, Bridgeport
- ▶ **Where?** 285 Lafayette St, Bridgeport, CT



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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5aiii**

C-PACE Transactions

Bridgeport #2

November 14, 2014

# 305 Knowlton Street (Bridgeport)

## Ratepayer Payback



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- ▶ **\$291,425** to install 50 kW solar PV system, LED lighting, and roof top units
- ▶ Projected savings are **11,640 MMBtu** versus **\$291,425** of ratepayer funds at risk.
- ▶ Ratepayer funds will be paid back in one of the following ways
  - ▶ (a) through a take-out by a private capital provider at the end of construction (project completion);
  - ▶ (b) subsequently, when the loan is sold down to a private capital provider; or
  - ▶ (c) through receipt of funds from the City of Bridgeport as it collects the C-PACE benefit assessment from the property owner.

**REDACTED**



# 305 Knowlton Street (Bridgeport)

## Terms and Conditions



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- ▶ **\$291,425** construction loan at 5% and term loan set at a fixed 5.8% over the 18-year term
- ▶ **\$291,425** loan against the property
  - ▶ Property valued at **REDACTED**
  - ▶ Lien-to-value ratio equals **REDACTED**
- ▶ DSCR **REDACTED**



**REDACTED**

# Anticipated Green Bank cash flow



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**REDACTED**



**REDACTED**

# 305 Knowlton Street (Bridgeport)

## The Five W's



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- ▶ **What?** Receive approval for a **\$295,425** construction and (potentially) term loan under the C-PACE program to MP Development Associates, LLC to finance the construction of specified energy upgrade
- ▶ **When?** Project to commence 2014
- ▶ **Why?** Allow Green Bank to finance this C-PACE transaction, continue to build momentum in the market, and potentially provide term financing for this project until Green Bank sells it along with its other loan positions in C-PACE transactions.
- ▶ **Who?** MP Development Associates, LLC, the property owner of 305 Knowlton Street, Bridgeport
- ▶ **Where?** 305 Knowlton Street, Bridgeport, CT



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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5aiv**

C-PACE Transactions

Ellington

November 14, 2014

## 2 Nutmeg Drive (Ellington) Ratepayer Payback



- ▶ **\$117,091** to install 32.5 kW solar PV system
- ▶ Projected savings are **1,101 MMBtu** versus **\$117,091** of ratepayer funds at risk.
- ▶ Ratepayer funds will be paid back in one of the following ways
  - ▶ (a) through a take-out by a private capital provider at the end of construction (project completion);
  - ▶ (b) subsequently, when the loan is sold down to a private capital provider; or
  - ▶ (c) through receipt of funds from the Town of Ellington as it collects the C-PACE benefit assessment from the property owner.

**REDACTED**

## 2 Nutmeg Drive (Ellington) Terms and Conditions



- ▶ **\$117,091** construction loan at 5% and term loan set at a fixed 5% over the 10-year term
- ▶ **\$117,091** loan against the property
  - ▶ Property valued at **REDACTED**
  - ▶ Loan-to-value ratio equals **REDACTED**; Lien-to-value **REDACTED**
- ▶ DSCR **REDACTED**





**REDACTED**

# Anticipated Green Bank cash flow



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**REDACTED**



**REDACTED**

## 2 Nutmeg Drive (Ellington)

### The Five W's



- ▶ **What?** Receive approval for a **\$117,091** construction and (potentially) term loan under the C-PACE program to Little House Properties LLC to finance the construction of specified energy upgrade
- ▶ **When?** Project to commence 2014
- ▶ **Why?** Allow Green Bank to finance this C-PACE transaction, continue to build momentum in the market, and potentially provide term financing for this project until Green Bank sells it along with its other loan positions in C-PACE transactions.
- ▶ **Who?** Little House Properties LLC, the property owner of 2 Nutmeg Drive, Ellington
- ▶ **Where?** 2 Nutmeg Drive, Ellington, CT



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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5av**

C-PACE Transactions

New London #1

November 14, 2014

# 452 Broad Street – Autobody, Parcel ID 6652 (New London)

## Ratepayer Payback



CLEAN ENERGY  
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- ▶ **\$205,114** to install 70 kW solar PV system
- ▶ Projected savings are **4,953 MMBtu** versus **\$205,114** of ratepayer funds at risk.
- ▶ Ratepayer funds will be paid back in one of the following ways
  - ▶ (a) through a take-out by a private capital provider at the end of construction (project completion);
  - ▶ (b) subsequently, when the loan is sold down to a private capital provider; or
  - ▶ (c) through receipt of funds from the City of New London as it collects the C-PACE benefit assessment from the property owner.

**REDACTED**

# 452 Broad Street – Autobody, Parcel ID 6652 (New London)

## Terms and Conditions



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- ▶ **\$205,114** construction loan at 5% and term loan set at a fixed 6%\* over the 20-year term
- ▶ **\$205,114** loan against the property
  - ▶ Property valued at **REDACTED**
  - ▶ Loan-to-value ratio equals **REDACTED**; Lien-to-value **REDACTED**
- ▶ DSCR **REDACTED**

\* **REDACTED**



**REDACTED**



# Anticipated Green Bank cash flow



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**REDACTED**



**REDACTED**

# 452 Broad Street – Autobody, Parcel ID 6652

(New London)

## The Five W's



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- ▶ **What?** Receive approval for a **\$205,114** construction and (potentially) term loan under the C-PACE program to William M Sullivan Realty, LLC to finance the construction of specified energy upgrade
- ▶ **When?** Project to commence 2014
- ▶ **Why?** Allow Green Bank to finance this C-PACE transaction, continue to build momentum in the market, and potentially provide term financing for this project until Green Bank sells it along with its other loan positions in C-PACE transactions.
- ▶ **Who?** William M Sullivan Realty, LLC, the property owner of 453 Broad Street, New London
- ▶ **Where?** 452 Broad Street, New London, CT



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# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5avi**

C-PACE Transactions

Norwalk

November 14, 2014

# 488 Main Avenue (Norwalk)

## Ratepayer Payback



- ▶ **\$246,958** for boiler replacement and fuel conversion
- ▶ Projected savings are **-1,071 MMBtu** versus **\$246,958** of ratepayer funds at risk.
- ▶ Ratepayer funds will be paid back in one of the following ways
  - ▶ (a) through a take-out by a private capital provider at the end of construction (project completion);
  - ▶ (b) subsequently, when the loan is sold down to a private capital provider; or
  - ▶ (c) through receipt of funds from the City of Norwalk as it collects the C-PACE benefit assessment from the property owner.

**REDACTED**

# 488 Main Avenue (Norwalk)

## Terms and Conditions



CLEAN ENERGY  
FINANCE AND INVESTMENT AUTHORITY

- ▶ **\$246,958** construction loan at 5% and term loan set at a fixed 5.8% over the 18-year term
- ▶ **\$246,958** loan against the property
  - ▶ Property valued at **REDACTED**
  - ▶ Lien-to-value ratio equals **REDACTED**
- ▶ DSCR **REDACTED**



**REDACTED**

# Anticipated Green Bank cash flow



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FINANCE AND INVESTMENT AUTHORITY

**REDACTED**





**REDACTED**

# 488 Main Avenue (Norwalk)

## The Five W's



- ▶ **What?** Receive approval for a **\$246,958** construction and (potentially) term loan under the C-PACE program to ECP Main Ave LLC to finance the construction of specified energy upgrade
- ▶ **When?** Project to commence 2014
- ▶ **Why?** Allow Green Bank to finance this C-PACE transaction, continue to build momentum in the market, and potentially provide term financing for this project until Green Bank sells it along with its other loan positions in C-PACE transactions.
- ▶ **Who?** ECP Main Ave LLC, the property owner of 488 Main Avenue, Norwalk
- ▶ **Where?** 488 Main Avenue, Norwalk, CT



**CLEAN ENERGY**  
FINANCE AND INVESTMENT AUTHORITY

# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5avii**

C-PACE Transactions

Shelton

November 14, 2014

# 1 Positive Place (Shelton)

## Ratepayer Payback



- ▶ **\$250,987** to install lighting, building management system controls, and HVAC
- ▶ Projected savings are **6,374 MMBtu** versus **\$250,987** of ratepayer funds at risk.
- ▶ Ratepayer funds will be paid back in one of the following ways
  - ▶ (a) through a take-out by a private capital provider at the end of construction (project completion);
  - ▶ (b) subsequently, when the loan is sold down to a private capital provider; or
  - ▶ (c) through receipt of funds from the City of Shelton as it collects the C-PACE benefit assessment from the property owner.

**REDACTED**

# 1 Positive Place (Shelton)

## Terms and Conditions



- ▶ **\$250,987** construction loan at 5% and term loan set at a fixed 5% over the 10-year term
- ▶ **\$250,987** loan against the property
  - ▶ Property valued at **REDACTED**
  - ▶ Lien-to-value ratio equals **REDACTED**
- ▶ DSCR **REDACTED**



**REDACTED**

# Anticipated Green Bank cash flow



**CLEAN ENERGY**  
FINANCE AND INVESTMENT AUTHORITY

**REDACTED**



**REDACTED**



# 1 Positive Place (Shelton)

## The Five W's



- ▶ **What?** Receive approval for a **\$250,987** construction and (potentially) term loan under the C-PACE program to The Boys and Girls Club of the Lower Naugatuck Valley, Inc. to finance the construction of specified energy upgrade
- ▶ **When?** Project to commence 2014
- ▶ **Why?** Allow Green Bank to finance this C-PACE transaction, continue to build momentum in the market, and potentially provide term financing for this project until Green Bank sells it along with its other loan positions in C-PACE transactions.
- ▶ **Who?** The Boys and Girls Club of the Lower Naugatuck Valley, Inc., the property owner of 1 Positive Place, Shelton
- ▶ **Where?** 1 Positive Place, Shelton



**CLEAN ENERGY**  
FINANCE AND INVESTMENT AUTHORITY

# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5aviii**

C-PACE Transactions

New London #2

November 14, 2014

# 452 Broad Street – Dealership, Parcel ID 6651 (New London)



CLEAN ENERGY  
FINANCE AND INVESTMENT AUTHORITY

## Ratepayer Payback

- ▶ **\$725,500** to install 250 kW solar PV system
- ▶ Projected savings are **17,556 MMBtu** versus **\$725,500** of ratepayer funds at risk.
- ▶ Ratepayer funds will be paid back in one of the following ways
  - ▶ (a) through a take-out by a private capital provider at the end of construction (project completion);
  - ▶ (b) subsequently, when the loan is sold down to a private capital provider; or
  - ▶ (c) through receipt of funds from the City of New London as it collects the C-PACE benefit assessment from the property owner.

**REDACTED**

# 452 Broad Street – Dealership, Parcel ID 6651 (New London)



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FINANCE AND INVESTMENT AUTHORITY

## Terms and Conditions

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- ▶ **\$725,500** construction loan at 5% and term loan set at a fixed 6%\* over the 20-year term
- ▶ **\$725,500** loan against the property
  - ▶ Property valued at **REDACTED**
  - ▶ Loan-to-value ratio equals **REDACTED**; Lien-to-value **REDACTED**
- ▶ DSCR **REDACTED**



**REDACTED**

# Anticipated Green Bank cash flow



CLEAN ENERGY  
FINANCE AND INVESTMENT AUTHORITY

**REDACTED**



**REDACTED**

# 452 Broad Street – Dealership, Parcel ID 6651

(New London)

## The Five W's



CLEAN ENERGY  
FINANCE AND INVESTMENT AUTHORITY

- ▶ **What?** Receive approval for a **\$725,500** construction and (potentially) term loan under the C-PACE program to William M Sullivan Realty, LLC to finance the construction of specified energy upgrade
- ▶ **When?** Project to commence 2014
- ▶ **Why?** Allow Green Bank to finance this C-PACE transaction, continue to build momentum in the market, and potentially provide term financing for this project until Green Bank sells it along with its other loan positions in C-PACE transactions.
- ▶ **Who?** William M Sullivan, LLC, the property owner of 452 Broad Street, New London
- ▶ **Where?** 452 Broad Street, New London, CT





**CLEAN ENERGY**  
FINANCE AND INVESTMENT AUTHORITY

# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #5b**

C-PACE Transaction Time Extension Request

November 14, 2014



**CLEAN ENERGY**  
FINANCE AND INVESTMENT AUTHORITY

# **Deployment Committee of the Clean Energy Finance and Investment Authority**

## **Agenda Item #6**

Working Capital Loan for Lead by Example

November 14, 2014



# Working Capital Loan Fund

- ▶ **What?** Establish a working capital loan fund to assist state agencies with preparatory costs incurred in developing Energy Savings Performance Contracts
- ▶ **When?** Remainder of FY2015 and extending at least 5 years
- ▶ **Why?** State Agency budgets are not structured to provide for these costs. The Green Bank can be a catalyst to the development of ESPC projects at state agencies that will help the state reach its energy savings goals (20% by 2018) while creating thousands of construction trade jobs at no additional cost to the taxpayer
- ▶ **Who?** Partnership with DEEP and State Agency project hosts
- ▶ **Where?** Multiple State Agencies



- ▶ **PA 11-80 directed DEEP to develop an Energy Savings Performance Contracting (ESPC) program**
  - ▶ Mandated for use by state agencies
  - ▶ Open to use by municipalities
- ▶ **Key program features:**
  - ▶ Pre-approved, standardized contract documents and process
  - ▶ Pre-qualified vendors
  - ▶ Support Services – DEEP, CT Green Bank, Utilities



## ▶ **3,500 State Buildings**




- ▶ ~60M square feet, ~\$200M annual utility costs
  - ▶ 20% efficiency gain = \$40M/yr savings available
    - ▶ Conservative on efficiency gain estimate, though not all buildings will be appropriate for retrofit

## ▶ **\$40M/yr \* 15 yr = \$500-600M estimated ESPC opportunity**

- = \$136k/day utility dollars that could be reinvested
- = Thousands of direct jobs in construction trades

# State ESPC Projects Underway



	Project	Stage	Annual Utility Costs	Est. Annual Utility Savings	Estimated Project Size
	CT Valley Hospital (NORESKO)	IGEA	\$6M	>50%	\$35m
	DOC – Dist 1 (Johnson Controls)	IGEA	\$6.8M	>40%	\$41m
	DMV (ConEd Solutions)	IGEA	\$750K	>45%	\$5m

Pending Projects: DOC (Dist 2&3), DVA, UConn

*Remember:* Costs equate to the portion of utility bills that would otherwise be paid over 15 years due to inefficient equipment



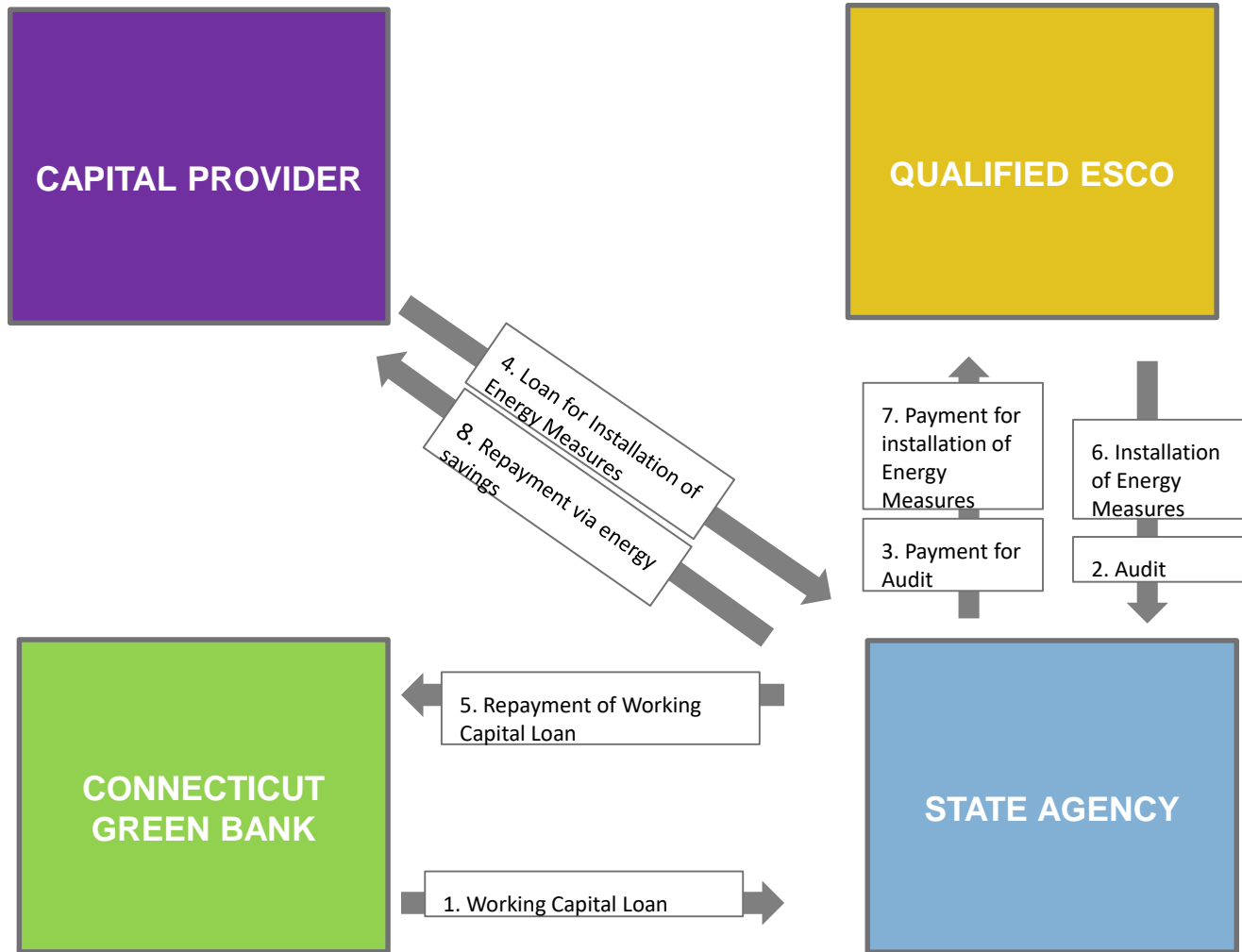
- ▶ **State agency budgets not structured to support preparatory costs, even though:**
  - ▶ Small percentage of overall project costs (~2-4%)
  - ▶ Costs can be recovered when project is financed
- ▶ **Common costs include:**
  - ▶ Investment Grade Energy Audit by ESPC contractor
  - ▶ Technical consulting/standardized project platform
  - ▶ Metering services to establish baseline/verify savings
  - ▶ Consulting services to comply with State Historic Preservation Office requirements



- ▶ **Support for government sector is major component of CT Green Bank Comprehensive Plan**
  - ▶ FY2015 target of 7 state agency projects, \$125M total, 4 million lifetime MMBtu saved
  - ▶ Loan Fund program not in FY2015 budget
    - ▶ To be seeded with \$1.8M from discontinued Winn-LISC-HUD Partnership
- ▶ **Fund will be expanded by DEEP to \$5M over time**
  - ▶ Expected size needed to support \$100M ESPC Contracts per year



# Capital Flow Diagram





- ▶ **DEEP/CT Green Bank/Agency will sign MOA**
  - ▶ Typically after Host Agency engages ESPC Contractor
  - ▶ Establishes that funds withdrawn will be repaid when projects are financed
  - ▶ Establishes that DEEP responsible for determining allowable expenses, vendor selection and pricing
- ▶ **DEEP submits disbursement requests on behalf of Agency to CT Green Bank**
- ▶ **CT Green Bank processes requests**
  - ▶ Provides monthly account statements to DEEP/Agency



- ▶ **Disbursed funds to be repaid when project is financed**
  - ▶ Expected to be within 1 year of withdrawals
- ▶ **If project is not financed, DEEP agrees to**
  - ▶ Authorize use of other funds to repay WCLF
    - ▶ Utility incentives and rebates from other projects
    - ▶ RGGI funds
    - ▶ Previously allocated Agency funds
- ▶ **CT Green Bank recommends no more than \$500K be withdrawn from WCLF before first state agency ESPC project is financed**
  - ▶ As indication of follow through on ESPC project financing



**CLEAN ENERGY**  
FINANCE AND INVESTMENT AUTHORITY

# **Deployment Committee of the Clean Energy Finance and Investment Authority**

## **Agenda Item #7**

RSIP Sanction Appeal by BeFree Green Energy

November 14, 2014



# **BeFree Green Energy Appeal**

for Violations of Section 4.11 of the CEFIA Eligible  
Contractor and System Owner RFQ for the Residential  
Solar Investment Program

11/14/2014



# RSIP Appeal Process

- **Summary of Appeal Process**
- **BeFree Presentation of Appeal – 10 minutes**
  - ▶ Public Comment in Favor of Appeal, if any
- **Green Bank Staff Presentation – 10 minutes**
  - ▶ Public Comment Against Appeal, if any
- BeFree Closing Statement – 5 minutes
- Additional Q&A from Deployment Committee
- Deployment Committee Decision
  - ▶ Continue Appeal
  - ▶ Deny Appeal
  - ▶ Grant Appeal
  - ▶ Modify Appeal



## RSIP Appeal Background

- **Steps 1-4, incentives limited to system producing no more than 100% of customer's annual usage**
  - ▶ Any excess capacity (kW) producing greater than 100% of customer's annual usage (kWh) is not counted in incentive calculation.
- **Exceptions**
  - ▶ Green Bank would approve higher incentive for an oversized PV system (over 100% of customer's usage, up to 10 kW PTC) if customer was installing an air source or ground source (geothermal) heat pump or an EV charging station



## Oversized Systems - Exceptions

### ■ Air Source Heat Pump or Ground Source Heat Pump

- ▶ New, efficient electric-based heat exchanger which replaces a fuel-burning unit
- ▶ Requires proof of purchase

(i.e. a signed contract or sales agreement, work order or invoice)


- ▶ These requirements are listed in Eligible Contractor training guides and Contractor RFQ





- ▶ BeFree had integrated heat pumps with their Solarize CT program in an effort to promote a whole-home approach
- ▶ July 2014 - Original heat pump contracts submitted to Green Bank lacked sufficient detail to justify oversized system (customer name, address, terms, etc.)

Contract for Installation of Heat Pump

System Includes:	Price
Mitsubishi Heat Pump System  <b>Model#:</b> PUYA12NHA4 PKAA12HA4 <b>Brand:</b> Mitsubishi  	\$5,000.00
Complete installation of heat pump system	

Homeowners signature: *James Clark*




Contractor signature: *John Doe*

- ▶ July 2014 - Green Bank requested revisions to contract to include more detail (name, address, terms, etc.)
- ▶ BeFree made requested changes (July 2014)

# BEFREE SOLAR

BEFREE GREEN ENERGY LLC      MADISON, CT 06443  
P: 1-888-596-2922      E: SALES@BEFREESOLAR.COM      W: BEFREESOLAR.COM

Befree Green Energy LLC    492 Old Toll Rd , Madison, CT 06443    CT License HIC.0622354

CUSTOMER PURCHASE AGREEMENT	
HOMEOWNER NAME:	James Clark
ADDRESS LINE:	214 Little City Rd
PHONE:	880-250-8885
EMAIL:	heatheridesmond17@gmail.com
LOCATION OF EQUIPMENT: (each unit is installed on a exterior wall)	
EQUIPMENT DETAILS:	<div style="display: flex; align-items: center;">  <div> <p>Installation of a 12000 BTU Mitsubishi Heat Pump System. A MSZ FH 12NA indoor unit and A MUZ- FH 12NA outdoor unit. Pad - interconnecting refrigeration piping - Heat pump riser - drain pan level sensor - electrical wiring. A turnkey fully installed system. 1 Year labor warranty 5 Year parts and 7 year compressor manufacturer warranty. Energy star \$1000 rebate per home subject to CLP rules and guidelines - Homeowner must fill out rebate form.</p> </div> </div>
COST: Please check off how many units you are buying. (town permit fees not included)	<input checked="" type="checkbox"/> 1 Unit \$4000 <input type="checkbox"/> 2 Units \$7500 <input type="checkbox"/> 3 Units \$11000
Estimated Start Date: 09/14	Estimated Completion Date: 10/14
Payment Made - upon signing    50%	\$ _____ Date _____
Payment Made - Upon all materials being installed.	\$ _____ Date _____
<p>Your signatures below states that you have read and agree to all terms and conditions attached to this proposal and have received notice of right to cancel within 7 days; You are including a payment in the amount specified above to initiate the work for this project. Cost does not include any town permit fees if required. Homeowner agrees to pay town directly for any required permit fees.</p>	
HOMEOWNER NAME(S):	James Clark
HOMEOWNER SIGNATURE(S):	
INSTALLER NAME:	BEFREE GREEN ENERGY LLC
INSTALLER SIGNATURE:	
DATE:	



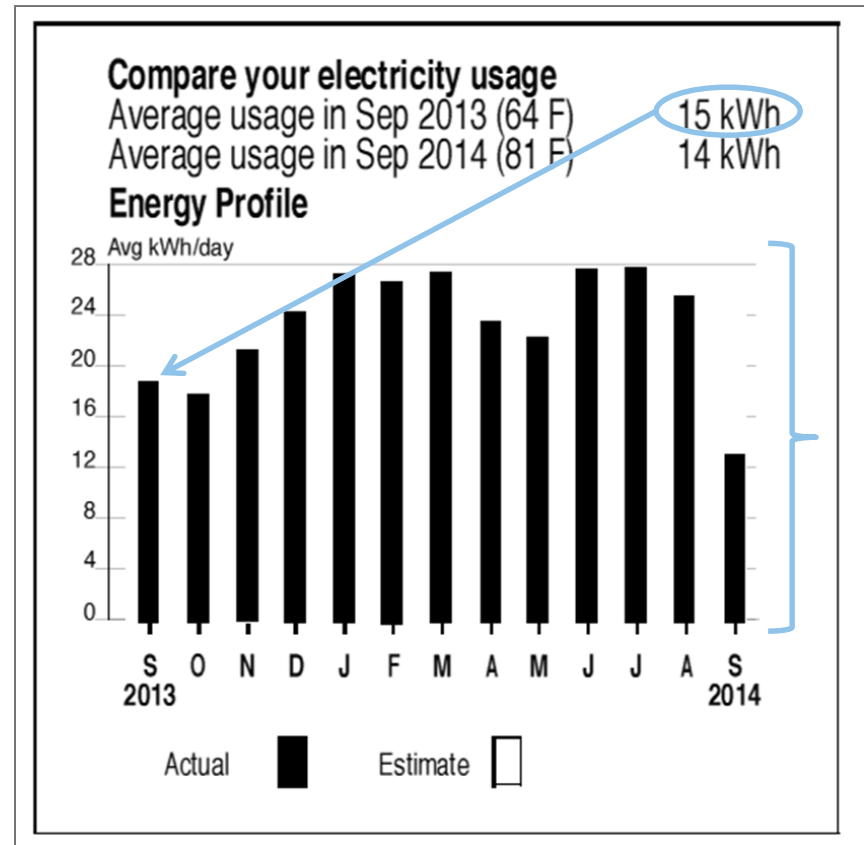
## Forgery Finding

- Alleged forgery was brought to our attention when a customer, Heather Clark, inquired about possibly expanding her approved system because she was considering purchasing heat pumps.
- Green Bank informed Ms. Clark that the proposed system was already oversized, but that the full incentive of \$9,560 was approved based on the heat pump contract submitted. Without the heat pump contract, the prorated incentive would have been \$8,677 (proposed system was overproducing by approximately 1,450 kWh/year)
- Ms. Clark informed Green Bank that neither she nor her husband signed the heat pump contracts



# Electric Bill

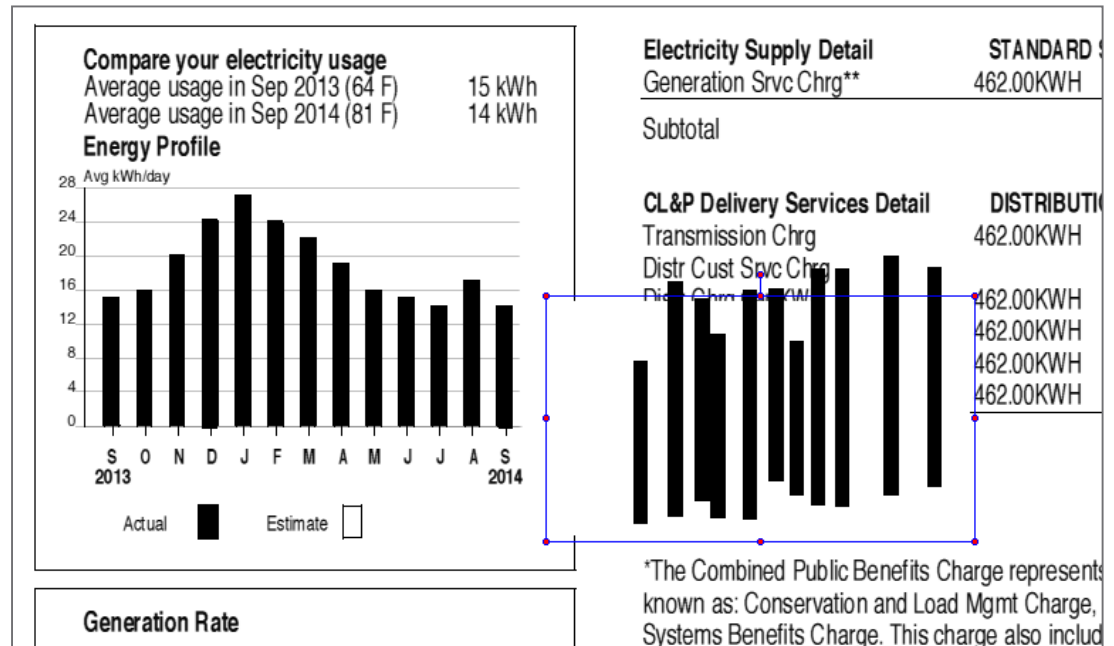
- ▶ Electric bill for Scott Gammons uploaded to PowerClerk RPV-06228 on 9/23/14 from BeFree Green Energy's account
- ▶ The consumption history chart was tampered with in a manner that appeared to increase consumption history to justify the approval of a higher incentive for an overproducing system
- ▶ The source of the tampered document has not yet been confirmed





# Electric Bill

- ▶ When examined in a PDF editor program, the overlaid chart can be removed to show the original consumption data.
- ▶ Proposed system produces 10,855 kWh/year.
- ▶ Customer's usage of 6,935 kWh would justify a \$6,559 incentive. Adjusted usage would justify \$7,618 incentive.
- ▶ After document was initially rejected, application was resubmitted 10/27/14 with a heat pump contract, negating need for the customer's consumption history and justifying full \$8,854 calculated incentive for proposed system.





# Staff Finding and Punishment

Having found that BGE forged the customer signature on two Heat Pump sales contracts, the Green Bank will enforce the following sanctions:

1. BGE will not be allowed to participate in the current Phase Five Solarize Connecticut solicitation. The company shall be allowed to complete installation of systems contracted under previous Solarize campaigns;
2. No BGE RSIP applications submitted on or after the date of this letter will be approved until:
  - a. BGE has provided documentation that the list of 35 current Solarize RSIP applicants (see the attached list) contracting for Heat Pumps as part of their RSIP application have consented in writing to the purchase of a Heat Pump;
  - b. All BGE personnel involved with processing RSIP applications must attend Green Bank training sessions on the RSIP application process; and,
  - c. BGE shall submit an adequate response to the allegation that it has tampered with the CL&P historic usage data from Scott Gammons, residing at 25 Teaberry Court, Higganum CT, in his application for an RSIP incentive. If it is found that the company did, in fact, tamper with the Mr. Gammons CL&P usage data, we reserve the right to add to the sanctions listed above against the company.



# Committee Decision or Continuance

WHEREAS, following an investigation, the Connecticut Green Bank determined that BeFree Green Energy LLC (“BeFree”) violated the provisions of Section 4.11 of the CEFIA Eligible Contractor and System Owner RFQ (the “RFQ”); and  
WHEREAS, pursuant to Section 4.11 of the RFQ, the Connecticut Green Bank imposed sanctions against BeFree; and  
WHEREAS, the findings of Connecticut Green Bank and resultant sanctions are set forth in a letter to BeFree dated October 29, 2014; and  
WHEREAS, BeFree has appealed the sanctions of Connecticut Green Bank to the Connecticut Green Bank Deployment Committee (the “Committee”); and  
WHEREAS, the Committee heard BeFree’s appeal at its November 14, 2014 regular meeting.  
NOW, THEREFORE, BE IT RESOLVED that:

## OPTION ONE (DENYING APPEAL):

The appeal of BeFree Green Energy LLC is denied. The findings of Connecticut Green Bank and resultant sanctions against BeFree are affirmed, and shall stand as forth in the October 29, 2014 letter from the Connecticut Green Bank to BeFree.

## OPTION TWO (APPEAL GRANTED):

The appeal of BeFree Green Energy LLC is granted. The findings of Connecticut Green Bank and resultant sanctions against BeFree, which are set forth in the October 29, 2014 letter from the Connecticut Green Bank to BeFree, are hereby vacated.

## OPTION THREE (MODIFYING):

The appeal of BeFree Green Energy LLC is denied in part and granted in part. The findings of Connecticut Green Bank and resultant sanctions against BeFree, which are set forth in the October 29, 2014 letter from the Connecticut Green Bank to BeFree, shall be modified to include the following additions and/or substitutions.

As to the factual findings, the Committee finds as follows: \_\_\_\_\_

As to the applicable sanctions, the Committee modifies the sanctions against BeFree as follows: \_\_\_\_\_



**CLEAN ENERGY**  
FINANCE AND INVESTMENT AUTHORITY

# **Deployment Committee of the Clean Energy Finance and Investment Authority**

**Agenda Item #8**

Adjourn

November 14, 2014



**DEPLOYMENT COMMITTEE OF THE  
CONNECTICUT GREEN BANK  
Draft Minutes – Special Meeting  
Tuesday, September 16, 2014**

A special meeting of the Deployment Committee (“Deployment Committee”) of the Board of Directors of the **Connecticut Green Bank (the “Green Bank”)** was held on Tuesday, September 16, 2014, at the office of the Connecticut Green Bank, 845 Brook Street, Rocky Hill, CT in the Colonel Albert Pope Board Room.

1. **Call to Order:** Reed Hundt, Chairperson of the Deployment Committee, called the meeting to order at 10:32 a.m. Deployment Committee members participating: Bettina Ferguson, State Treasurer’s Office (by phone); Reed Hundt (by phone), and Matthew Ranelli (by phone).

Members Absent: Patricia Wrice.

Staff Attending: Jessica Bailey (by phone), George Bellas, Joe Buonannata, Mackey Dykes, Brian Farnen (by phone), Ben Healey (by phone), Bert Hunter (by phone), Alex Kovtunencko, Alexandra Lieberman (by phone), Cheryl Samuels, Genevieve Sherman (by phone), Fiona Stewart.

2. **Public Comments:** There were no public comments.

3. **Approval of Minutes:**

Mr. Hunter asked the Deployment Committee members to consider the minutes from the August 20, 2014 meeting.

**Upon a motion made Ms. Ferguson, seconded by Mr. Ranelli, the  
Deployment Committee members voted unanimously in favor of  
adopting the minutes from the August 20, 2014 meeting as written.**

4. **Commercial and Industrial Program Matters:**

a. C-PACE Transaction Recommendations

Prior to the presentation of the transactions, Mr. Hundt asked Green Bank staff for clarification on the calculation of proposed energy savings versus ratepayer funds at risk. Ms. Bailey explained that every one MMBtu of energy saved equals approximately \$50 and that because of the sell-down of transactions to Clean Fund, \$10 (or 20%) are Green Bank

dollars and the other \$40 (or 80%) are Clean Fund's. She added that many solar transactions include ZREC contracts, so, for 15 years, the borrower will have additional revenue that will pay for at least part of the debt service.

Mr. Hundt noted that Green Bank should focus on a public and private investment that produces a positive return in order to ultimately lead the private sector to do the investing. Ms. Bailey agreed, noting that the Connecticut PACE program is set apart from the rest of the country because of its emphasis on a positive cash flow, with a Savings-to-Investment Ratio ("SIR") greater than 1, and positive system performance. Mr. Ranelli added that this focus is not only Connecticut's philosophy, but its criteria.

Mr. Hundt suggested that in the future, the Green Bank should report on these transactions on a Return-on-Investment ("ROI") basis so that something like a ZREC is included. Mr. Hunter responded that ZREC savings are included, but that tax benefits associated with the photovoltaic ("PV") system are not included and therefore the savings are underestimated. He explained that tax benefits are not included because the actual savings are dependent on the tax position of the property owner, so the Green Bank can only estimate without the certainty of what those benefits are. Mr. Hundt replied that if the ROI is positive, it seems acceptable to estimate the tax benefits as long as the estimate is rational and ever present in the mind of the building owner. He added that with a change from SIR to ROI, the Green Bank will likely be able to contribute less of its capital and more private capital as the ROI shows what gaps need to be filled.

Ms. Bailey offered to send the Deployment Committee further explanation of the calculations done during the financial underwriting process for C-PACE transactions.

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Ms. Bailey provided an overview of the six C-PACE transactions being presented to the Deployment Committee for approval, totally approximately \$3.3 million.

*Katz Hardware – 2687 Main Street, Glastonbury*

Ms. Bailey discussed the request for C-PACE financing to fund the \$295,291 installation of a 38 kilowatt ("kW") rooftop solar PV system as well as lighting, HVAC and envelope energy upgrades. She explained that the construction loan would be at 5% and the term loan would be set at a fixed 5.7% over the 17-year term. Ms. Bailey noted that this transaction is the first with lender consent from TD Bank and that the already secured consent is a testament to the property's strong financials.

*All Crate, Inc. – 200 Lamberton Road, Windsor*

Ms. Bailey discussed the request for C-PACE financing to fund the \$333,250 installation of a 100 kW solar PV installation. She explained that the construction loan would be at 5% and the term loan would be set at a fixed 6% over the 20-year term.

*MJ Sullivan Automotive – 452 Broad Street, New London*

Ms. Bailey discussed the request for C-PACE financing to fund the \$926,995 installation of a solar PV system across two buildings, totaling 320 kW. She explained that the construction loan would be at 5% and the term loan would be set at a fixed 6% over the 20 year term.

Ms. Bailey noted that this deal is part of a currently ongoing group marketing campaign in which installers are encouraged to present packages of transactions within a sector. If the campaign reaches a critical dollar value of C-PACE deals, the rate of the term loan will be lower (i.e., 5.75% for \$5 million to 5% for \$20 million of total transactions).

Ms. Bailey added that both this and the following transaction (Carriage House Mercedes) are part of this campaign; the installer brought several deals from the car dealership sector. Ms. Ferguson said that the campaign is very clever and Mr. Ranelli agreed, stating that dealerships having been looking for a means to make these energy upgrades for several years and that this model should be attractive to other industries in which interests align but competition also exists. Ms. Bailey stated that this campaign helps address concerns of some building owners who ask to see examples of prior C-PACE transactions in similar types of buildings.

*Carriage House Mercedes – 488 Colman Street, New London*

Ms. Bailey discussed the request for C-PACE financing to fund the \$813,875 installation of a 250 kW solar PV system. She explained that the construction loan would be at 5% and the term loan would be set at a fixed 6% over the 20-year term, reminding the Deployment Committee that this transaction is part of the ongoing group marketing campaign so the rate of the term loan may decrease.

*9 West Broad Street, Stamford*

Ms. Bailey discussed the request for C-PACE financing to fund the \$473,893 installation of light, HVAC, and boiler upgrades, as well as a Building Management System. She explained that the construction loan would be at 5% and the term loan would be set at a fixed 5% over the 10-year term.

Ms. Bailey added that this is a debt-free building that was recently purchased by Forstone Capital, LLC, who also own one of the first properties to be approved for C-PACE financing – located in Bridgeport. She noted that the building is currently undergoing major renovations, that the Green Bank is working closely with the utilities on the transaction, and that this is one of the first properties to access C-PACE financing in Stamford.

*Lutheran Home – 990 Main Street North, Southbury*

Ms. Bailey discussed the request for C-PACE financing to fund the \$631,349 oil-to-gas conversion with efficiency upgrade. She explained that the construction loan would be at 5% and the term loan would be set at a fixed 5.8% over the 18-year term.

Ms. Bailey added that the building is debt-free and has a strong cash flow.

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With no further discussion, Mr. Hunter asked the Deployment Committee for a motion to approve the transactions.

**Upon a motion made by Mr. Hundt, seconded by Ms. Ferguson, the Deployment Committee members voted unanimously in favor of adopting the following resolutions regarding the C-PACE transactions for 1) 2687 Main Street, Glastonbury, 2) 200 Lamberton Road, Windsor, 3) 452 Broad Street, New London, 4) 488 Colman Street, New London, 5) 9 West Broad Street, Stamford, and 6) 990 Main Street North, Southbury.**

*Katz Hardware – 2687 Main Street, Glastonbury*

**WHEREAS**, Pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the “Act”), the Connecticut Green Bank (Green Bank) is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy (“C-PACE”);

**WHEREAS**, the Green Bank Board of Directors (the “Board”) has approved a \$40,000,000 C-PACE construction and term loan program; and

**WHEREAS**, the Green Bank seeks to provide \$295,291 construction and (potentially) term loan under the C-PACE program to Richard A. Katz, the property owner of 2687 Main Street, Glastonbury CT (the "Loan"), to finance the construction of specified clean energy measures in line with the State’s Comprehensive Energy Strategy and the Green Bank’s Strategic Plan;

**NOW**, therefore be it:

**RESOLVED**, that the President of the Green Bank and any other duly authorized officer of the Green Bank, is authorized to execute and deliver the Loan in an amount not to be greater than one hundred ten percent of the Loan amount with terms and conditions consistent with the memorandum submitted to the Deployment Committee dated September 9, 2014, and as he or she shall deem to be in the interests of the Green Bank and the ratepayers no later than 120 days from September 16, 2014;

**RESOLVED**, that before executing the Loan, the President of the Green Bank and any other duly authorized officer of the Green Bank shall receive confirmation that the C-PACE transaction meets the statutory obligations of the Act, including but not limited to the savings to investment ratio and lender consent requirements; and

**RESOLVED**, that the proper the Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

*All Crate, Inc. – 200 Lamberton Road, Windsor*

**WHEREAS**, Pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the "Act"), the Connecticut Green Bank (Green Bank) is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy ("C-PACE");

**WHEREAS**, the Green Bank Board of Directors (the "Board") has approved a \$40,000,000 C-PACE construction and term loan program; and

**WHEREAS**, the Green Bank seeks to provide \$333,250 construction and (potentially) term loan under the C-PACE program to Lamberton Road Associates, LLC, the property owner of 200 Lamberton Road, Windsor, CT (the "Loan"), to finance the construction of specified clean energy measures in line with the State's Comprehensive Energy Strategy and the Green Bank's Strategic Plan;

**NOW**, therefore be it:

**RESOLVED**, that the President of the Green Bank and any other duly authorized officer of the Green Bank, is authorized to execute and deliver the Loan in an amount not to be greater than one hundred ten percent of the Loan amount with terms and conditions consistent with the memorandum submitted to the Deployment Committee of Board of Directors dated September 9, 2014, and as he or she shall deem to be in the interests of the Green Bank and the ratepayers no later than 120 days from September 16, 2014;

**RESOLVED**, that before executing the Loan, the President of the Green Bank and any other duly authorized officer of the Green Bank shall receive confirmation that the C-PACE transaction meets the statutory obligations of the Act, including but not limited to the savings to investment ratio and lender consent requirements; and

**RESOLVED**, that the proper the Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

*MJ Sullivan Automotive – 452 Broad Street, New London*

**WHEREAS**, Pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the "Act"), the Connecticut Green Bank is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy ("C-PACE");

**WHEREAS**, The Connecticut Green Bank Board of Directors has approved a \$40,000,000 C-PACE construction and term loan program.

**WHEREAS**, The Connecticut Green Bank seeks to provide \$926,995 construction and (potentially) term loan under the C-PACE program to William M Sullivan Realty, LLC the property owner of 542 Broad Street, New London, CT (the "Loan"), to finance the construction of specified clean energy measures in line with the State's Comprehensive Energy Strategy and the Connecticut Green Bank's Strategic Plan;

**NOW**, therefore be it:

**RESOLVED**, that the President of the Connecticut Green Bank and any other duly authorized officer of the Connecticut Green Bank, is authorized to execute and deliver the Loan in an amount not to be greater than one hundred ten percent of the Loan amount with terms and conditions consistent with the memorandum submitted to the Board of Directors dated September 10, 2014, and as he or she shall deem to be in the interests of the Connecticut Green Bank and the ratepayers no later than 120 days from September 16, 2014; and

**RESOLVED**, that before executing the Loan, the President of the Connecticut Green Bank and any other duly authorized officer of the Connecticut Green Bank shall receive confirmation that the C-PACE transaction meets the statutory obligations of the Act, including but not limited to the savings to investment ratio and lender consent requirements.

**RESOLVED**, that the proper the Connecticut Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

*Carriage House Mercedes – 488 Colman Street, New London*

**WHEREAS**, Pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the "Act"), the Connecticut Green Bank is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy ("C-PACE");

**WHEREAS**, The Connecticut Green Bank Board of Directors has approved a \$40,000,000 C-PACE construction and term loan program.

**WHEREAS**, The Connecticut Green Bank seeks to provide \$813,875 construction and (potentially) term loan under the C-PACE program to GGCJ, LLC the property owner of 488 Colman Street, New London, CT (the "Loan"), to finance the construction of specified clean energy measures in line with the State's Comprehensive Energy Strategy and the Connecticut Green Bank's Strategic Plan;

**NOW**, therefore be it:

**RESOLVED**, that the President of the Connecticut Green Bank and any other duly authorized officer of the Connecticut Green Bank, is authorized to execute and deliver the Loan in an amount not to be greater than one hundred ten percent of the Loan amount with terms and conditions consistent with the memorandum submitted to the Deployment Committee dated September 9, 2014, and as he or she shall deem to be in the interests of the Connecticut Green Bank and the ratepayers no later than 120 days from September 16, 2014; and

**RESOLVED**, that before executing the Loan, the President of the Connecticut Green Bank and any other duly authorized officer of the Connecticut Green Bank shall receive confirmation that the C-PACE transaction meets the statutory obligations of the Act, including but not limited to the savings to investment ratio and lender consent requirements.

**RESOLVED**, that the proper the Connecticut Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

*9 West Broad Street, Stamford*

**WHEREAS**, Pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the "Act"), the Connecticut Green Bank (Green Bank) is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy ("C-PACE");

**WHEREAS**, the Green Bank Board of Directors (the "Board") has approved a \$40,000,000 C-PACE construction and term loan program; and

**WHEREAS**, the Green Bank seeks to provide \$473,893 construction and (potentially) term loan under the C-PACE program to Nine West Broad Property, LLC, the property owner of 9 West Broad Street, Stamford (the "Loan"), to finance the construction of specified clean energy measures in line with the State's Comprehensive Energy Strategy and the Green Bank's Strategic Plan;

**NOW**, therefore be it:

**RESOLVED**, that the President of the Green Bank and any other duly authorized officer of the Green Bank, is authorized to execute and deliver the Loan in an amount not to be greater than one hundred ten percent of the Loan amount with terms and conditions consistent with the memorandum submitted to the Deployment Committee dated September 9, 2014, and as he or she shall deem to be in the interests of the Green Bank and the ratepayers no later than 120 days from September 16, 2014;

**RESOLVED**, that before executing the Loan, the President of the Green Bank and any other duly authorized officer of the Green Bank shall receive confirmation that the C-PACE transaction meets the statutory obligations of the Act, including but not limited to the savings to investment ratio and lender consent requirements; and

**RESOLVED**, that the proper the Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

*Lutheran Home – 990 Main Street North, Southbury*

**WHEREAS**, pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the "Act"), the Connecticut Green Bank is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy ("C-PACE");



**WHEREAS**, the Connecticut Green Bank Board of Directors has approved a \$40,000,000 C-PACE construction and term loan program; and

**WHEREAS**, the Connecticut Green Bank seeks to provide a \$631,349 construction and (potentially) term loan under the C-PACE program to Lutheran Home of Southbury, Inc., the property owner of 990 Main Street North, Southbury, CT (the "Loan"), to finance the construction of specified clean energy measures in line with the State's Comprehensive Energy Strategy and the Connecticut Green Bank's Strategic Plan.

**NOW**, therefore be it:

**RESOLVED**, that the President of the Connecticut Green Bank and any other duly authorized officer of the Connecticut Green Bank, is authorized to execute and deliver the Loan in an amount not to be greater than one hundred ten percent of the Loan amount with terms and conditions consistent with the memorandum submitted to the Board of Directors dated September 9, 2014, and as he or she shall deem to be in the interests of the Connecticut Green Bank and the ratepayers no later than 120 days from September 16, 2014;

**RESOLVED**, that before executing the Loan, the President of the Connecticut Green Bank and any other duly authorized officer of the Connecticut Green Bank shall receive confirmation that the C-PACE transaction meets the statutory obligations of the Act, including but not limited to the savings to investment ratio and lender consent requirements; and

**RESOLVED**, that the proper Connecticut Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

b. Funding Requests Under \$300,000 and No More in Aggregate of \$1,000,000

Ms. Bailey provided the Deployment Committee with an update on C-PACE transactions valued at less than \$300,000 that were approved internally by Green Bank staff since the last Deployment Committee meeting. The first four transactions are all small transactions:

- 19 East Main Street, Torrington – \$126,194
- 125 Granfield Avenue, Bridgeport - \$30,358
- 11 Depot Road, Willington - \$53,622
- 106 Truman Street, New London - \$124,998

The fifth transaction was a \$236,711.16 loan from the C-PACE Sell-Down's Timeliness Reserve. Ms. Bailey explained that among the tranche of projects sold to Clean Fund, the borrowers of two of projects did not pay their assessment to the servicer on time due to

human error. The Green Bank's Finance team anticipated the possibility of such errors and therefore implemented a Timeliness Reserve of \$300,000 when writing the sell-down documentation. Ms. Bailey noted that, moving forward, the Green Bank will request screenshots or copies of the bills to verify that the payments are being sent by the borrower. Mr. Hunter added that some of the shortfall resulted from checks in the process of being cleared and that Finance and Accounting decided to advance funds to cover this timing shortfall as well so that the CleanFund bondholders would be paid in a timely manner, ensuring that a default situation would be avoided. He explained that a liquidity or timeliness reserve is a provision of just about every securitization in order to have cash on hand to take care of such situations. Ms. Ferguson commended the Green Bank for having a fix in place.

The sixth transaction was an \$89,000 loan to the Terrace Heights Condominium complex in West Haven under the Green Bank's Multifamily RFP. Ms. Bailey explained to the Deployment Committee that condominiums are ineligible for C-PACE financing because of individual ownership, so the Green Bank worked with Bankwell who already has a condo lending product in place. Ms. Bailey stated that Green Bank has decided to engage the condo market as a partner of banks who already do condo lending and not as a leader on the financing. By participating in this particular transaction, she explained, the Green Bank was able to extend the maturity to 10 years, and provide credit enhancement for Bankwell, and enabling the debt service to be paid substantially from projected savings.

b. Revision to C-PACE Resolutions

Ms. Bailey explained that, as a carryover from the last Board of Directors meeting, the Green Bank is requesting the retroactive extension of the closing deadline for certain transactions approved at the end of 2013 and early 2014. Though each of the six C-PACE projects is expected to close, their closing dates will be after the deadline which was 90 days from the date of the original approval. She added that the Green Bank is asking for an extension of no more than 360 days from the original approval and that, moving forward, the Green Bank will always default to a deadline for closings of 120 days from approval.

**Upon a motion made by Ms. Ferguson, seconded by Mr. Ranelli, the Deployment Committee members voted unanimously in favor of adopting the following resolution extending authorization of the Financing Agreements to no later than 360 days from the date of the original approval and consistent in every other manner with the original Board or Deployment Committee authorization for each Finance Agreement.**

**WHEREAS**, pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the "Act"), the

Connecticut Green Bank (Green Bank) is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy (“C-PACE”);

**WHEREAS**, pursuant to the C-PACE program the Green Bank Board of Directors (the “Board”) or Deployment Committee has approved and authorized the President of the Connecticut Green Bank to execute financing agreements for the following six projects: Meriden YMCA (approved on 12/20/2013), Quality Inn, Vernon (approved on 12/20/2013), 255 Bank Street, Waterbury (approved 12/20/2013), 1095 Dayhill Road, Windsor (approved 12/20/2013), Brookfield YMCA (approved 4/25/2014), and 1200 High Ridge Road, Stamford (approved 5/15/2014) (collectively, the “Finance Agreements”);

**WHEREAS**, the Finance Agreements were authorized to be consistent with the terms, conditions, and memorandums submitted to the Board or Deployment Committee and *shall be executed no later than 90 days from the date of Board or Deployment Committee approval*;

**WHEREAS**, due to delays in fulfilling pre-closing requirements for the C-PACE transactions listed above the Green Bank will need more time to execute the Finance Agreements; and

**WHEREAS**, the Deployment Committee has authority to approve and modify C-PACE project financings under \$2.5 million pursuant to Section 5.3.3 of the Connecticut Green Bank Bylaws.

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee extends authorization of the Finance Agreements to no later than 360 days from the date of the original approval and consistent in every other manner with the original Board or Deployment Committee authorization for each Finance Agreement.

5. **Adjourn**: Upon a motion made by Ms. Ferguson, seconded by Mr. Hundt, the Deployment Committee voted unanimously in favor of adjourning the September 16, 2014 meeting at 11:09 a.m.

Respectfully submitted,

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Reed Hundt, Chairperson of  
Deployment Committee



# Memo

**To:** Deployment Committee

**From:** Jessica Bailey, Dale Hedman

**CC:** Brian Farnen, Bert Hunter, and Bryan Garcia

**Date:** November 7, 2014

**Re:** Approval of Funding Requests below \$300,000 – Deployment Committee Update

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At the July 18, 2014 Board of Directors (BOD) meeting of the Connecticut Green Bank (“Green Bank”) it was resolved that the BOD approves the authorization of Green Bank staff to evaluate and approve funding requests less than \$300,000 which are pursuant to an established formal approval process requiring the signature of a Green Bank officer, consistent with the Comprehensive Plan, approved within Green Bank’s fiscal budget and in an aggregate amount not to exceed \$1,000,000 from the date of the last Deployment Committee meeting. This memo provides an update on funding requests below \$300,000 that were evaluated and approved. During this period, 8 projects were evaluated and approved for funding in an aggregate amount of approximately \$697,105.59. Also included in the Deployment Committee materials are internal documentation of the review and approval process Green Bank staff and officers go through.

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**Project Name:** MJ Sullivan Auto – Dealership (Property ID 6651)

**Amount:** \$30,256 feasibility study loan (within fiscal budget)

**Comprehensive Plan:** C-PACE Transaction

**Staff Request:** Jessica Bailey, Director, Commercial and Industrial PACE; Bert Hunter, Chief Investment Officer

**Description**

This is a C-PACE feasibility study loan for the purpose of verifying the technical and economic feasibility of installing a 250kW PV system on the dealership (PID 6652) property. This feasibility study loan will be capitalized into a C-PACE benefit assessment and financing agreement

totaling \$725,500, subject to approval by the Deployment Committee and meeting all closing requirements.

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**Project Name:** MJ Sullivan Auto – Auto Body (Property ID 6652)  
**Amount:** \$30,000 feasibility study loan (within fiscal budget)  
**Comprehensive Plan:** C-PACE Transaction  
**Staff Request:** Jessica Bailey, Director, Commercial and Industrial PACE; Bert Hunter, Chief Investment Officer

**Description**

This is a C-PACE feasibility study loan for the purpose of verifying the technical and economic feasibility of installing a 70kW PV system on the auto body shop (PID 6652) property. This feasibility study loan will be capitalized into a C-PACE benefit assessment and financing agreement totaling \$205.114, subject to approval by the Deployment Committee and meeting all closing requirements.

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**Project Name:** All Crate - 200 Lamberton Road  
**Amount:** \$30,256 feasibility study loan (within fiscal budget)  
**Comprehensive Plan:** C-PACE Transaction  
**Staff Request:** Jessica Bailey, Director, Commercial and Industrial PACE; Bert Hunter, Chief Investment Officer

**Description**

This was a C-PACE feasibility study loan for the purpose of verifying the technical and economic feasibility of installing a 100kW PV system on the property. This feasibility study loan was capitalized into a C-PACE benefit assessment and financing agreement executed on November 6, 2014 for \$333,509.84 which was previously approved by the Deployment Committee.

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**Project Name:** Brookfield YMCA  
**Amount:** \$33,750 (within fiscal budget)

**Comprehensive Plan:** CHP Pilot Transaction

**Staff Request:** Dale Hedman, Director, Statutory & Infrastructure Programs; Rick Ross, Associate Director, Statutory & Infrastructure Programs

**Description**

Regional YMCA of Western Connecticut located in Brookfield, CT, will install a 75 kW natural gas fired reciprocating cogeneration engine, manufactured by Tecogen, model number CM-75, at their Brookfield YMCA facility.

The proposed CHP system will be located near and connected to the building through the existing adjacent mechanical and electrical rooms. Systems thermal recovery equipment will be connected to the pool heating, DHW, and space heating systems within the building. The facilities annual gas consumption will increase slightly from the new CHP system, however, it will achieve significant overall savings through the avoidance of both natural gas, from much less efficient boilers, and reduction in electricity demand from the utility. The system will produce more than 600,000 kWh of electricity and more than 3,000 MMBtu of thermal energy to be used by the facility annually. Due to the high utilization of both the system's thermal energy and electricity, the overall system CHP efficiency is estimated to be in the range of 75% - 85%.

System will operate 24/7 as a base loaded grid-connected power plant, supplying all of its generated power and heat to the facility.

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**Project Name:** **Jesus Saves Ministry Church, Inc.**

**Amount:** \$30,273 (within fiscal budget)

**Comprehensive Plan:** C-PACE Transaction

**Staff Request:** Jessica Bailey, Director, Commercial and Industrial PACE; Bert Hunter, Chief Investment Officer

**Description**

The 10,000 square foot worship facility at 784 Connecticut Avenue was originally constructed in 1920. Jesus Saves Ministry Church has owned and occupied the building since 2001.

The proposed investment is a C-PACE transaction under which the Connecticut Green Bank would provide construction financing of \$30,273 to support a boiler upgrade and oil-to-gas fuel conversion.

[REDACTED]

[REDACTED]

Upon project completion, the Green Bank will retain 100% ownership of the construction loan via conversion to a term loan (envisioned to be 16 years at a 5.6% interest rate), or sell it off partially or in total to a private capital provider. Regardless, a C-PACE assessment through the City of Bridgeport will provide security.

[REDACTED]

[REDACTED]

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**Project Name:** Merritt Graphics  
**Amount:** \$208,605.59 (within fiscal budget)  
**Comprehensive Plan:** C-PACE Transaction  
**Staff Request:** Jessica Bailey, Director, Commercial and Industrial PACE; Bert Hunter, Chief Investment Officer

**Description**  
The 23,000 square foot office space at 650 Franklin Avenue, Hartford was originally constructed in 1920. 650 Franklin Ave, LLC has owned the office building since 1998. The building acts as an office, industrial space, and warehouse [REDACTED]  
[REDACTED]



The proposed investment is a C-PACE transaction under which the Connecticut Green Bank would provide construction financing of up to \$230,078 to support a HVAC upgrade with gas fired unit heaters, an electric unit heater, and high efficiency roof top units (RTU's).

[REDACTED]

[REDACTED]

Upon project completion, the Green Bank will retain 100% ownership of the construction loan via conversion to a term loan (envisioned to be 15 years at a 5.5% interest rate), or sell it off partially or in total to a private capital provider. Regardless, a C-PACE assessment through the City of Hartford will provide security.

[REDACTED]

[REDACTED]

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<b>Project Name:</b>	<b>Bridgeport Gardens</b>
<b>Amount:</b>	\$98,202 (within fiscal budget)
<b>Comprehensive Plan:</b>	C-PACE Transaction
<b>Staff Request:</b>	Jessica Bailey, Director, Commercial and Industrial PACE; Bert Hunter, Chief Investment Officer

**Description**

The facility at 205 Washington Ave, Bridgeport, CT (“Bridgeport Gardens”) was originally constructed in 1919 and comprises a 28,704 square foot, 36-unit multifamily apartment building. The property owner is K Washington Street, LLC, [REDACTED]

[REDACTED] The proposed C-PACE investment would have the Connecticut Green Bank (the “Green Bank”) provide construction (and potentially term) financing of \$98,202 to support the installation of a high efficiency gas boiler.

[REDACTED]

The proposed boiler project is expected to save \$13,623 per year from reduced fuel usage. Additionally, the project will benefit from a \$36,000 utility incentive, which brings the upfront project cost down from \$131,342.

[REDACTED]

Upon project completion, the Green Bank will either retain 100% ownership of the construction loan via conversion to a term loan (again, envisioned to be 18 years at a 5.8% interest rate), or sell it off partially or in total to a private capital provider. Regardless, a C-PACE assessment through the City of Bridgeport will provide security.

[REDACTED]

[REDACTED]

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**Project Name: Eddie’s Auto Body LLC**

**Amount:** \$235,763 (within fiscal budget)

**Comprehensive Plan:** C-PACE Transaction

**Staff Request:** Jessica Bailey, Director, Commercial and Industrial PACE; Bert Hunter, Chief Investment Officer

**Description**

The facility at 2 Matthews Drive, East Haddam CT was originally constructed in 1986 and comprises an auto service shop of about 5,600 square feet in size, roughly 40% of which was added through expansion in 2013. The property owner is Eddies Auto Body LLC (“Eddies”). The proposed C-PACE investment would have the Connecticut Green Bank (the “Green Bank”) provide construction (and potentially term) financing of \$235,763 to support the installation of a 50.5 kW solar array.

[Redacted]

The proposed solar project is expected to bring significant cost savings, revenues, and tax benefits to the property:

- \$8,100 in annual energy savings;
- \$6,180 in annual ZREC income (at \$103.01 / MWh); and
- Over \$140,000 in total value via the Investment Tax Credit (which will pass through to the property’s sole proprietor), and accelerated depreciation via MACRS.

[Redacted]

Upon project completion, the Green Bank will either retain 100% ownership of the construction loan via conversion to a term loan (again, envisioned to be 20 years at a 6.0% interest rate), or sell it off partially or in total to a private capital provider. Regardless, a C-PACE assessment through the Town of East Haddam will provide security.

[Redacted]

[Redacted]

[REDACTED]

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[REDACTED]

# Clean Energy Finance & Investment Authority

## Project Approval Form (under \$300,000)

version 10/21/2014

**Issue Date:** 11/5/2014

**Project Name** WILLIAM M. SULLIVAN REALTY, LLC

**Project Address** 452 Broad Street (Dealership, PID: 6651), New London, Connecticut 06320

**Value:** \$30,256.00

**Project Code:**

**Class Code & Desc:** C&I: 51800: CPACE

**GL Account** Select Sector: Cost Category: Cost Type: GL Account

**Please describe request in detail. Please attach related memo request or additional exhibits as necessary.**

This is a loan for a qualifying property owner under the C-PACE program to conduct a feasibility study of the proposed C-PACE project on their property. The loan has an interest rate of 5% with all principal and interest due 15 months from disbursement. If within those 15 months the C-PACE project on the property is approved by Green Bank then the principal and accrued interest of this feasibility study loan will be added into the principal of the benefit assessment and financing agreement and repaid to Green Bank upon closing.

**How is this consistent with the Comprehensive Plan and Budget?**

This feasibility study loan is consistent with the C-PACE program as it is described in the Comprehensive Plan. Additionally, the enabling C-PACE legislation requires a feasibility study or energy audit for all C-PACE projects.

**Why do you recommend approval?**

Providing this feasibility study loan will help qualifying property owners accessing financing for the costs associated with a C-PACE eligible project.

**PLEASE CIRCULATE THE APPROVAL RELEASE FORM FOR ASSOCIATED CONTRACT  
ALONG WITH THIS PROJECT APPROVAL FORM**

		<b>Initials</b>	<b>Date</b>
<b>Recommended by:</b>	Genevieve Sherman	GRS	11/6/2014
<b>Approved by:</b>	Mackey Dykes	MMD	11/5/2014
<b>Approved by:</b>	Bert Hunter	AL	11/6/2014
<b>Approved by:</b>	Brian Farnen	BRF	11/6/2014
<b>Recorded by:</b>	Lucy Charpentier		
<b>Approved by:</b>	Bryan Garcia	BTG	11/7/2014

Select Name	Select Answer	Sector	Code
Alex Kovtunenko	Yes	C&I	50820
Alexandra Lieberman	No	C&I	51800
Alysse Buzzelli	N/A	C&I	51810
Andrea Janecko		C&I	51820
Andrew Brydges		General Operations	99999
Barbara Johnson		Institutional	51910
Benjamin Healey		Institutional	51930
Bert Hunter		Institutional	52410
Bill Colonis		Institutional	52400
Bob Wall		Institutional	51940
Brian Farnen		Institutional	51920
Bryan Garcia		Other	50100
Catherine Duncan		Other	50830
Cheryl Samuels		Other	50400
Craig Connolly		Other	50500
Dale Hedman		Other	51400
Edward Kranich		Other	50200
Fiona Stewart		Other	50840
Genevieve Sherman		Other	70000
George Bellas		Residential & MultiF	52240
Gladys Rivera		Residential & MultiF	52230
Irene Turker		Residential & MultiF	52220
Isabelle Hazlewood		Residential & MultiF	52250
Jaime Welsh		Residential & MultiF	52210
Jessica Bailey		Residential & MultiF	52101
Joe Buonannata		Residential & MultiF	52100
Joe Landry		S&I	51200
John D'Agostino		S&I	50800
John Murphy		S&I	51300
Kerry O'Neill		S&I	51100
Kim Stevenson		S&I	52600
Loyola French			
Lucy Charpentier			
Lynne Lewis			
Mackey Dykes			
Madeline Priest			
Mary Vigil			
Natalia Soares			
Neil McCarthy			
Rick Ross			
Robert Schmitt			
Sara Pyne			
Selya Price			

Description	Select Sector: Class Code: Description
Clean Energy Business Solutions	C&I: 50820: Clean Energy Business Solutions
CPACE	C&I: 51800: CPACE
New Product Development	C&I: 51810: New Product Development
SL2 Commercial	C&I: 51820: SL2 Commercial
General Operations	General Operations: 99999: General Operations
Campus Efficiency Now	Institutional: 51910: Campus Efficiency Now
Institutional ESA	Institutional: 51930: Institutional ESA
Lead by Example-Municipal	Institutional: 52410: Lead by Example-Municipal
Lead by Example-State	Institutional: 52400: Lead by Example-State
SL2 Muni and Institutional	Institutional: 51940: SL2 Muni and Institutional
Winn Lisc Multifamily	Institutional: 51920: Winn Lisc Multifamily
Alpha Program	Other: 50100: Alpha Program
CES Innovation Fund	Other: 50830: CES Innovation Fund
Clean Energy Communities	Other: 50400: Clean Energy Communities
Community Innovation Grants	Other: 50500: Community Innovation Grants
Condo Renewable Energy Gr	Other: 51400: Condo Renewable Energy Gr
Op Demo Program	Other: 50200: Op Demo Program
Solar PV Capital Competition	Other: 50840: Solar PV Capital Competition
Wood Burning Furnace	Other: 70000: Wood Burning Furnace
CHFA Pilot	Residential & MultiFamily: 52240: CHFA Pilot
CHIF Multifamily	Residential & MultiFamily: 52230: CHIF Multifamily
Cozy Loans	Residential & MultiFamily: 52220: Cozy Loans
Multifamily Programs	Residential & MultiFamily: 52250: Multifamily Progr
Smart-E Loans	Residential & MultiFamily: 52210: Smart-E Loans
Solar Lease II Pgm	Residential & MultiFamily: 52101: Solar Lease II Pgr
Solar Loan I Pgm	Residential & MultiFamily: 52100: Solar Loan I Pgm
Anaerobic Digester Pilots	S&I: 51200: Anaerobic Digester Pilots
Grid-Tied Loan Program	S&I: 50800: Grid-Tied Loan Program
MicroGrid /CHP Pilots	S&I: 51300: MicroGrid /CHP Pilots
RSIP	S&I: 51100: RSIP
Sun Shot	S&I: 52600: Sun Shot

Sector	Category	Cost Type
C&I	EM&V	EM&V
C&I	Marketing	Agency expense
C&I	Marketing	Events and consultants
C&I	Marketing	Municipal marketing grants
C&I	Marketing	Relationship managers
C&I	Office, Computer and Other Expenses	Office Expense
C&I	Office, Computer and Other Expenses	Training/Education/Subscriptions
C&I	Office, Computer and Other Expenses	Travel, Meeting & Related Expenses
C&I	Professional Fees	Consulting fees
C&I	Professional Fees	Legal fees
C&I	Program Development and Administration	Closing fees to TPA
C&I	Program Development and Administration	Municipal support
C&I	Program Development and Administration	Program development costs/consultants
C&I	Program Development and Administration	Project inspection fees
C&I	Program Development and Administration	Technical administrator costs
C&I	Program Development and Administration	Technology support costs
C&I	Program Development and Administration	Third party servicing fees
C&I	Rent and Location Related Expenses	Telephone/Communications
CES Inv Fund	EM&V	EM&V
CES Inv Fund	Marketing	Outreach campaigns
CES Inv Fund	Office, Computer and Other Expenses	Office Expense
CES Inv Fund	Office, Computer and Other Expenses	Training/Education/Subscriptions
CES Inv Fund	Office, Computer and Other Expenses	Travel, Meeting & Related Expenses
CES Inv Fund	Professional Fees	Legal fees
CES Inv Fund	Program Development and Administration	Program development costs
CES Inv Fund	Rent and Location Related Expenses	Telephone/Communications
Finance	Loans/Equity	Loans & Equity
General Consulting	Professional Fees, Advisory	Organization EM&V
General Consulting	Professional Fees, Advisory	Other
General Consulting	Professional Fees, Advisory	Recruiting Efforts/Onboarding
General Consulting	Professional Fees, Advisory	Risk Management/Insurance
General Consulting	Professional Fees, Advisory	Strategic Plan/Process Improvement Co
General Consulting	Professional Fees, Advisory - Clean Ener	Consultants/Inspectors for Program
General Consulting	Professional Fees, Legal	Governance
General Consulting	Professional Fees, Legal	Other Matters
General Consulting	Professional Fees, Legal	Statutory Matters
Institutional	EM&V	EM&V
Institutional	Financial Incentive	Grant Expense/Tremane Foundation
Institutional	Marketing	Outreach campaigns
Institutional	Office, Computer and Other Expenses	Office Expense
Institutional	Office, Computer and Other Expenses	Training/Education/Subscriptions
Institutional	Office, Computer and Other Expenses	Travel, Meeting & Related Expenses
Institutional	Professional Fees	Legal fees
Institutional	Program Development and Administration	Program development costs
Institutional	Rent and Location Related Expenses	Telephone/Communications
Marketing Operations	Advertising & Branding	Branding
Marketing Operations	Advertising & Branding	EnergizeCT
Marketing Operations	Advertising & Branding	Social Media
Marketing Operations	Marketing Collateral	Annual report design & printing
Marketing Operations	Marketing Collateral	Program collateral
Marketing Operations	Marketing Collateral	Promotional Items
Marketing Operations	Media Relations	Creative Writing
Marketing Operations	Media Relations	Media Tracking/Distribution
Marketing Operations	Media Relations	Misc.
Marketing Operations	Media Relations	Public Relations
Marketing Operations	Memberships	All
Marketing Operations	Other/General	Misc.
Marketing Operations	Sponsorship & Event Expenses	All
Marketing Operations	Website	Website design



GL Account

6520-AA  
7472-AA  
7490-AA  
7488-AA  
7492-AA  
7100-AA  
7150-AA  
7500-AA  
6500-AA  
6300-AA  
5015-AA  
6301-AA  
6505-AA  
6510-AA  
6502-AA  
6530-AA  
7107-AA  
7020-AA  
6520-AA  
7476-AA  
7100-AA  
7150-AA  
7500-AA  
6300-AA  
6505-AA  
7020-AA  
1400-AA  
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7500-AA  
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6505-AA  
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7460-AA  
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7460-AA  
7430-AA  
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7430-AA  
7420-AA  
7420-AA  
7420-AA  
7420-AA  
7470-AA  
7405-AA  
7450-AA  
7440-AA

Select Sector: Cost Category: Cost Type: GL Account

C&I: EM&V: EM&V: 6520-AA  
C&I: Marketing: Agency expense: 7472-AA  
C&I: Marketing: Events and consultants: 7490-AA  
C&I: Marketing: Municipal marketing grants: 7488-AA  
C&I: Marketing: Relationship managers: 7492-AA  
C&I: Office, Computer and Other Expenses: Office Expense: 7100-AA  
C&I: Office, Computer and Other Expenses: Training/Education/Subscriptions: 7150-AA  
C&I: Office, Computer and Other Expenses: Travel, Meeting & Related Expenses: 7500-AA  
C&I: Professional Fees: Consulting fees: 6500-AA  
C&I: Professional Fees: Legal fees: 6300-AA  
C&I: Program Development and Administration: Closing fees to TPA: 5015-AA  
C&I: Program Development and Administration: Municipal support: 6301-AA  
C&I: Program Development and Administration: Program development costs/consultants: 6505-AA  
C&I: Program Development and Administration: Project inspection fees: 6510-AA  
C&I: Program Development and Administration: Technical administrator costs: 6502-AA  
C&I: Program Development and Administration: Technology support costs: 6530-AA  
C&I: Program Development and Administration: Third party servicing fees: 7107-AA  
C&I: Rent and Location Related Expenses: Telephone/Communications: 7020-AA  
CES Innv Fund: EM&V: EM&V: 6520-AA  
CES Innv Fund: Marketing: Outreach campaigns: 7476-AA  
CES Innv Fund: Office, Computer and Other Expenses: Office Expense: 7100-AA  
CES Innv Fund: Office, Computer and Other Expenses: Training/Education/Subscriptions: 7150-AA  
CES Innv Fund: Office, Computer and Other Expenses: Travel, Meeting & Related Expenses: 7500-AA  
CES Innv Fund: Professional Fees: Legal fees: 6300-AA  
CES Innv Fund: Program Development and Administration: Program development costs: 6505-AA  
CES Innv Fund: Rent and Location Related Expenses: Telephone/Communications: 7020-AA  
Finance: Loans/Equity: Loans & Equity: 1400-AA  
General Consulting: Professional Fees, Advisory: Organization EM&V: 6500-AA  
General Consulting: Professional Fees, Advisory: Other: 6500-AA  
General Consulting: Professional Fees, Advisory: Recruiting Efforts/Onboarding: 6500-AA  
General Consulting: Professional Fees, Advisory: Risk Management/Insurance: 6500-AA  
General Consulting: Professional Fees, Advisory: Strategic Plan/Process Improvement Consulting: 6500-AA  
General Consulting: Professional Fees, Advisory - Clean Energy Communities Program: Consultants/Inspection: 6500-AA  
General Consulting: Professional Fees, Legal: Governance: 6300-AA  
General Consulting: Professional Fees, Legal: Other Matters: 6300-AA  
General Consulting: Professional Fees, Legal: Statutory Matters: 6300-AA  
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Institutional: Financial Incentive: Grant Expense Tremaine Foundation: 8700-AA  
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Institutional: Office, Computer and Other Expenses: Training/Education/Subscriptions: 7150-AA  
Institutional: Office, Computer and Other Expenses: Travel, Meeting & Related Expenses: 7500-AA  
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Marketing Operations: Advertising & Branding: Branding: 7460-AA  
Marketing Operations: Advertising & Branding: EnergizeCT: 7460-AA  
Marketing Operations: Advertising & Branding: Social Media: 7460-AA  
Marketing Operations: Marketing Collateral: Annual report design & printing: 7430-AA  
Marketing Operations: Marketing Collateral: Program collateral: 7430-AA  
Marketing Operations: Marketing Collateral: Promotional Items: 7430-AA  
Marketing Operations: Media Relations: Creative Writing: 7420-AA  
Marketing Operations: Media Relations: Media Tracking/Distribution: 7420-AA  
Marketing Operations: Media Relations: Misc.: 7420-AA  
Marketing Operations: Media Relations: Public Relations : 7420-AA  
Marketing Operations: Memberships: All: 7470-AA  
Marketing Operations: Other/General: Misc.: 7405-AA  
Marketing Operations: Sponsorship & Event Expenses: All: 7450-AA  
Marketing Operations: Website: Website design : 7440-AA

A  
ctors for Program : 6500-AA

# Clean Energy Finance & Investment Authority

## Project Approval Form (under \$300,000)

version 10/21/2014

**Issue Date:** 11/5/2014

**Project Name** WILLIAM M. SULLIVAN REALTY, LLC

**Project Address** 452 Broad Street (Auto Body, PID: 6652), New London, Connecticut 06320

**Value:** \$30,000.00

**Project Code:**

**Class Code & Desc:** C&I: 51800: CPACE

**GL Account** Select Sector: Cost Category: Cost Type: GL Account

**Please describe request in detail. Please attach related memo request or additional exhibits as necessary.**

This is a loan for a qualifying property owner under the C-PACE program to conduct a feasibility study of the proposed C-PACE project on their property. The loan has an interest rate of 5% with all principal and interest due 15 months from disbursement. If within those 15 months the C-PACE project on the property is approved by Green Bank then the principal and accrued interest of this feasibility study loan will be added into the principal of the benefit assessment and financing agreement and repaid to Green Bank upon closing.

**How is this consistent with the Comprehensive Plan and Budget?**

This feasibility study loan is consistent with the C-PACE program as it is described in the Comprehensive Plan. Additionally, the enabling C-PACE legislation requires a feasibility study or energy audit for all C-PACE projects.

**Why do you recommend approval?**

Providing this feasibility study loan will help qualifying property owners accessing financing for the costs associated with a C-PACE eligible project.

**PLEASE CIRCULATE THE APPROVAL RELEASE FORM FOR ASSOCIATED CONTRACT  
ALONG WITH THIS PROJECT APPROVAL FORM**

		<b>Initials</b>	<b>Date</b>
<b>Recommended by:</b>	Genevieve Sherman	GRS	11/6/2014
<b>Approved by:</b>	Mackey Dykes	MMD	11/5/2014
<b>Approved by:</b>	Bert Hunter	ATL	11/6/2014
<b>Approved by:</b>	Brian Farnen	BRF	11/6/2014
<b>Recorded by:</b>	Lucy Charpentier		
<b>Approved by:</b>	Bryan Garcia	BTG	11/7/2014

Select Name	Select Answer	Sector	Code
Alex Kovtunenکو	Yes	C&I	50820
Alexandra Lieberman	No	C&I	51800
Alysse Buzzelli	N/A	C&I	51810
Andrea Janecko		C&I	51820
Andrew Brydges		General Operations	99999
Barbara Johnson		Institutional	51910
Benjamin Healey		Institutional	51930
Bert Hunter		Institutional	52410
Bill Colonis		Institutional	52400
Bob Wall		Institutional	51940
Brian Farnen		Institutional	51920
Bryan Garcia		Other	50100
Catherine Duncan		Other	50830
Cheryl Samuels		Other	50400
Craig Connolly		Other	50500
Dale Hedman		Other	51400
Edward Kranich		Other	50200
Fiona Stewart		Other	50840
Genevieve Sherman		Other	70000
George Bellas		Residential & MultiF	52240
Gladys Rivera		Residential & MultiF	52230
Irene Turker		Residential & MultiF	52220
Isabelle Hazlewood		Residential & MultiF	52250
Jaime Welsh		Residential & MultiF	52210
Jessica Bailey		Residential & MultiF	52101
Joe Buonannata		Residential & MultiF	52100
Joe Landry		S&I	51200
John D'Agostino		S&I	50800
John Murphy		S&I	51300
Kerry O'Neill		S&I	51100
Kim Stevenson		S&I	52600
Loyola French			
Lucy Charpentier			
Lynne Lewis			
Mackey Dykes			
Madeline Priest			
Mary Vigil			
Natalia Soares			
Neil McCarthy			
Rick Ross			
Robert Schmitt			
Sara Pyne			
Selya Price			

Description	Select Sector: Class Code: Description
Clean Energy Business Solutions	C&I: 50820: Clean Energy Business Solutions
CPACE	C&I: 51800: CPACE
New Product Development	C&I: 51810: New Product Development
SL2 Commercial	C&I: 51820: SL2 Commercial
General Operations	General Operations: 99999: General Operations
Campus Efficiency Now	Institutional: 51910: Campus Efficiency Now
Institutional ESA	Institutional: 51930: Institutional ESA
Lead by Example-Municipal	Institutional: 52410: Lead by Example-Municipal
Lead by Example-State	Institutional: 52400: Lead by Example-State
SL2 Muni and Institutional	Institutional: 51940: SL2 Muni and Institutional
Winn Lisc Multifamily	Institutional: 51920: Winn Lisc Multifamily
Alpha Program	Other: 50100: Alpha Program
CES Innovation Fund	Other: 50830: CES Innovation Fund
Clean Energy Communities	Other: 50400: Clean Energy Communities
Community Innovation Grants	Other: 50500: Community Innovation Grants
Condo Renewable Energy Gr	Other: 51400: Condo Renewable Energy Gr
Op Demo Program	Other: 50200: Op Demo Program
Solar PV Capital Competition	Other: 50840: Solar PV Capital Competition
Wood Burning Furnace	Other: 70000: Wood Burning Furnace
CHFA Pilot	Residential & MultiFamily: 52240: CHFA Pilot
CHIF Multifamily	Residential & MultiFamily: 52230: CHIF Multifamily
Cozy Loans	Residential & MultiFamily: 52220: Cozy Loans
Multifamily Programs	Residential & MultiFamily: 52250: Multifamily Progr
Smart-E Loans	Residential & MultiFamily: 52210: Smart-E Loans
Solar Lease II Pgm	Residential & MultiFamily: 52101: Solar Lease II Pgr
Solar Loan I Pgm	Residential & MultiFamily: 52100: Solar Loan I Pgm
Anaerobic Digester Pilots	S&I: 51200: Anaerobic Digester Pilots
Grid-Tied Loan Program	S&I: 50800: Grid-Tied Loan Program
MicroGrid /CHP Pilots	S&I: 51300: MicroGrid /CHP Pilots
RSIP	S&I: 51100: RSIP
Sun Shot	S&I: 52600: Sun Shot

Sector	Category	Cost Type
C&I	EM&V	EM&V
C&I	Marketing	Agency expense
C&I	Marketing	Events and consultants
C&I	Marketing	Municipal marketing grants
C&I	Marketing	Relationship managers
C&I	Office, Computer and Other Expenses	Office Expense
C&I	Office, Computer and Other Expenses	Training/Education/Subscriptions
C&I	Office, Computer and Other Expenses	Travel, Meeting & Related Expenses
C&I	Professional Fees	Consulting fees
C&I	Professional Fees	Legal fees
C&I	Program Development and Administration	Closing fees to TPA
C&I	Program Development and Administration	Municipal support
C&I	Program Development and Administration	Program development costs/consultants
C&I	Program Development and Administration	Project inspection fees
C&I	Program Development and Administration	Technical administrator costs
C&I	Program Development and Administration	Technology support costs
C&I	Program Development and Administration	Third party servicing fees
C&I	Rent and Location Related Expenses	Telephone/Communications
CES Inv Fund	EM&V	EM&V
CES Inv Fund	Marketing	Outreach campaigns
CES Inv Fund	Office, Computer and Other Expenses	Office Expense
CES Inv Fund	Office, Computer and Other Expenses	Training/Education/Subscriptions
CES Inv Fund	Office, Computer and Other Expenses	Travel, Meeting & Related Expenses
CES Inv Fund	Professional Fees	Legal fees
CES Inv Fund	Program Development and Administration	Program development costs
CES Inv Fund	Rent and Location Related Expenses	Telephone/Communications
Finance	Loans/Equity	Loans & Equity
General Consulting	Professional Fees, Advisory	Organization EM&V
General Consulting	Professional Fees, Advisory	Other
General Consulting	Professional Fees, Advisory	Recruiting Efforts/Onboarding
General Consulting	Professional Fees, Advisory	Risk Management/Insurance
General Consulting	Professional Fees, Advisory	Strategic Plan/Process Improvement Co
General Consulting	Professional Fees, Advisory - Clean Ener	Consultants/Inspectors for Program
General Consulting	Professional Fees, Legal	Governance
General Consulting	Professional Fees, Legal	Other Matters
General Consulting	Professional Fees, Legal	Statutory Matters
Institutional	EM&V	EM&V
Institutional	Financial Incentive	Grant Expense/Tremane Foundation
Institutional	Marketing	Outreach campaigns
Institutional	Office, Computer and Other Expenses	Office Expense
Institutional	Office, Computer and Other Expenses	Training/Education/Subscriptions
Institutional	Office, Computer and Other Expenses	Travel, Meeting & Related Expenses
Institutional	Professional Fees	Legal fees
Institutional	Program Development and Administration	Program development costs
Institutional	Rent and Location Related Expenses	Telephone/Communications
Marketing Operations	Advertising & Branding	Branding
Marketing Operations	Advertising & Branding	EnergizeCT
Marketing Operations	Advertising & Branding	Social Media
Marketing Operations	Marketing Collateral	Annual report design & printing
Marketing Operations	Marketing Collateral	Program collateral
Marketing Operations	Marketing Collateral	Promotional Items
Marketing Operations	Media Relations	Creative Writing
Marketing Operations	Media Relations	Media Tracking/Distribution
Marketing Operations	Media Relations	Misc.
Marketing Operations	Media Relations	Public Relations
Marketing Operations	Memberships	All
Marketing Operations	Other/General	Misc.
Marketing Operations	Sponsorship & Event Expenses	All
Marketing Operations	Website	Website design

GL Account

6520-AA  
7472-AA  
7490-AA  
7488-AA  
7492-AA  
7100-AA  
7150-AA  
7500-AA  
6500-AA  
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7470-AA  
7405-AA  
7450-AA  
7440-AA



Select Sector: Cost Category: Cost Type: GL Account

C&I: EM&V: EM&V: 6520-AA  
C&I: Marketing: Agency expense: 7472-AA  
C&I: Marketing: Events and consultants: 7490-AA  
C&I: Marketing: Municipal marketing grants: 7488-AA  
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C&I: Office, Computer and Other Expenses: Office Expense: 7100-AA  
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C&I: Office, Computer and Other Expenses: Travel, Meeting & Related Expenses: 7500-AA  
C&I: Professional Fees: Consulting fees: 6500-AA  
C&I: Professional Fees: Legal fees: 6300-AA  
C&I: Program Development and Administration: Closing fees to TPA: 5015-AA  
C&I: Program Development and Administration: Municipal support: 6301-AA  
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CES Innv Fund: EM&V: EM&V: 6520-AA  
CES Innv Fund: Marketing: Outreach campaigns: 7476-AA  
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CES Innv Fund: Program Development and Administration: Program development costs: 6505-AA  
CES Innv Fund: Rent and Location Related Expenses: Telephone/Communications: 7020-AA  
Finance: Loans/Equity: Loans & Equity: 1400-AA  
General Consulting: Professional Fees, Advisory: Organization EM&V: 6500-AA  
General Consulting: Professional Fees, Advisory: Other: 6500-AA  
General Consulting: Professional Fees, Advisory: Recruiting Efforts/Onboarding: 6500-AA  
General Consulting: Professional Fees, Advisory: Risk Management/Insurance: 6500-AA  
General Consulting: Professional Fees, Advisory: Strategic Plan/Process Improvement Consulting: 6500-AA  
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Marketing Operations: Media Relations: Misc.: 7420-AA  
Marketing Operations: Media Relations: Public Relations : 7420-AA  
Marketing Operations: Memberships: All: 7470-AA  
Marketing Operations: Other/General: Misc.: 7405-AA  
Marketing Operations: Sponsorship & Event Expenses: All: 7450-AA  
Marketing Operations: Website: Website design : 7440-AA

A  
ctors for Program : 6500-AA

# Clean Energy Finance & Investment Authority Project Approval Form (under \$300,000)

Version 3/21/2014

**Project Name:** Feasibility Study Loan  
**Address:** 200 Lamberton Rd, Windsor  
**Class Code & Desc:** 51800 CPACE  
**Project Code:** [Click here to enter text.](#)

**Value:** \$ 30,256

**Please describe request in detail. Please attach related memo request or additional exhibits as necessary.**

This is a loan for a qualifying *property* owner under the C-PACE program to conduct a feasibility study of the proposed C-PACE project on their property (installation of 100kW Solar PV system). The loan has an interest rate of 5% with all principal and interest due 15 months from disbursement. If within those 15 months the C-PACE project on the property is approved by Green Bank then the principal and accrued interest of this feasibility study loan will be added into the principal of the benefit assessment and financing agreement and repaid to Green Bank upon closing.

**How is this consistent with the Comprehensive Plan and Budget?**

This feasibility study loan is consistent with the C-PACE program as it is described in the Comprehensive Plan. Additionally, the enabling C-PACE legislation requires a feasibility study or energy audit for all C-PACE projects.

**Why do you recommend approval?**

Providing this feasibility study loan will help qualifying property owners accessing financing for the costs associated with a C-PACE eligible project.

---

**PLEASE CIRCULATE THE APPROVAL RELEASE FORM FOR ASSOCIATED CONTRACT  
ALONG WITH THIS PROJECT APPROVAL FORM**

		<b>Initials</b>	<b>Date</b>
<b>Recommended by:</b>	Genevieve Sherman	GRS	9/8/2014
<b>Recorded by:</b>	Lucy Charpentier	LMC	9/30/2014
<b>Approved by:</b>	Mackey Dykes	MD	9/15/2014
<b>Approved by:</b>	Bert Hunter	BH	9/12/2014
<b>Approved by:</b>	Brian Farnen	BRF	9/15/2014
<b>Approved by:</b>	Bryan Garcia	GDB for BG	9/15/2014



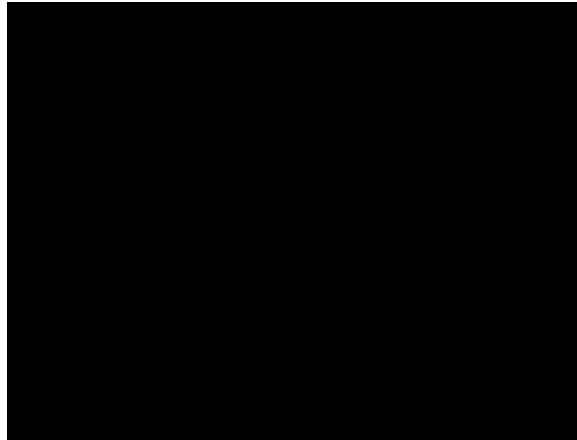
### Jesus Saves Ministry Church: A C-PACE Project in Bridgeport, CT

<b>Address</b>	784 Connecticut Ave, Bridgeport CT 06607		
<b>Owner</b>	Jesus Saves Ministry Church, Inc.		
<b>Proposed Assessment</b>	\$29,636		
<b>Term (years)</b>	16		
<b>Term Remaining (months)</b>	Pending Construction Completion		
<b>Annual Interest Rate</b>	5.6%		
<b>Annual C-PACE Assessment</b>	\$2,829		
<b>Savings-to-Investment Ratio</b>	1.01		
<b>Average Debt-Service Coverage Ratio</b>	[REDACTED]		
<b>Loan-to-Value Ratio</b>	[REDACTED]		
<b>Proposed Energy Savings and/or Produced</b>		EE	Total
	Per year (MMBtu)	-6 MMBtu*	-6 MMBtu*
	Over loan (MMBtu)	-96 MMBtu*	-96 MMBtu*
<b>Estimated Cost Savings</b>	Per year (\$)	\$2,907	\$2,907
	Life Cycle (\$)	\$45,499	\$45,499
<b>Objective Function</b>	-0.003 MMBtu per ratepayer dollar at risk		
<b>Location</b>	City of Bridgeport		
<b>Type of Building</b>	Worship Facility		
<b>Year of Build</b>	1920		
<b>Building Size (total sf)</b>	10,000		
<b>Year Acquired by Current Owner</b>	2001		
<b>Appraised Value</b>	[REDACTED]		
<b>Status of Mortgage Lender Consent</b>	Pending approval (Peoples United Bank)		
<b>Proposed Project Description</b>	Boiler Replacement, Fuel Conversion		
<b>Est. Date of Construction Completion</b>	Pending closing		
<b>Current Status</b>	Pending CEPIA President and CEO approval		
<b>Energy Contractors</b>	[REDACTED]		
<b>Additional Comments:</b>	[REDACTED]		



## Merritt Graphics: A C-PACE Project in Hartford, CT

<b>Address</b>	650 Franklin Ave, Hartford CT 06114		
<b>Owner</b>	650 Franklin Ave, LLC		
<b>Proposed Assessment</b>	\$230,078		
<b>Term (years)</b>	15		
<b>Term Remaining (months)</b>	Pending Construction Completion		
<b>Annual Interest Rate</b>	5.5%		
<b>Annual C-PACE Assessment</b>	\$22,725		
<b>Savings-to-Investment Ratio</b>	1.01		
<b>Average Debt-Service Coverage Ratio</b>	██████████		
<b>Loan-to-Value Ratio</b>	████████████████████		
<b>Proposed Energy Savings and/or Produced</b>		EE	Total
	Per year (MMBtu)	203 MMBtu	203 MMBtu
	Over loan (MMBtu)	2,897 MMBtu	2,897 MMBtu
<b>Estimated Cost Savings</b>	Per year (\$)	\$22,869	\$22,869
	Life Cycle (\$)	\$343,031	\$343,031
<b>Objective Function</b>	0.0126 MMBtu per ratepayer dollar at risk		
<b>Location</b>	City of Hartford		
<b>Type of Building</b>	Office – Medium		
<b>Year of Build</b>	1920		
<b>Building Size (total sf)</b>	23,000		
<b>Year Acquired by Current Owner</b>	1998		
<b>Appraised Value</b>	██████████		
<b>Status of Mortgage Lender Consent</b>	Approved (Peoples United Bank)		
<b>Proposed Project Description</b>	Gas Fired Unit Heaters, Electric Unit Heater, and High Efficiency Roof Top Units (RTU's)		
<b>Est. Date of Construction Completion</b>	Pending closing		
<b>Current Status</b>	Pending CEFIA President and CEO approval		
<b>Energy Contractors</b>	████████████████████		
<b>Additional Comments:</b>	████████████████████ ████████████████████ ████████████████████		

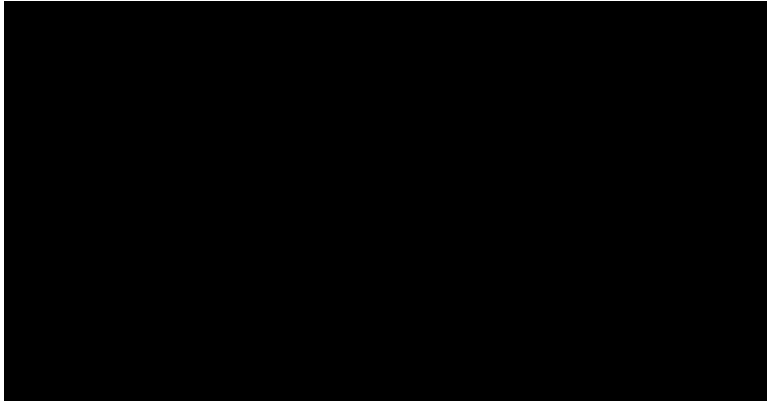


## Bridgeport Gardens: A C-PACE Project in Bridgeport, CT

<b>Address</b>	205 Washington Ave, Bridgeport, CT			
<b>Owner</b>	K Washington St, LLC			
<b>Proposed Assessment</b>	\$98,202			
<b>Term (years)</b>	18			
<b>Term Remaining (months)</b>	Pending Construction Completion			
<b>Annual Interest Rate</b>	5.8%			
<b>Annual C-PACE Assessment</b>	\$8,862			
<b>Savings-to-Investment Ratio</b>	1.54			
<b>Average Debt Service Coverage Ratio</b>	[REDACTED]			
<b>LTV / Lien-to-Value Ratio</b>	[REDACTED]			
<b>Projected Energy Savings</b>		EE	RE	Total
	Per year	908 MMBtu	N/A	908 MMBtu
	Over loan	16,342 MMBtu	N/A	16,342 MMBtu
<b>Estimated Cost Savings</b>	Per year	\$13,623	N/A	\$13,623
	Over loan	\$245,214	N/A	\$245,214
<b>Objective Function</b>	0.166MMBtu per ratepayer dollar at risk			
<b>Location</b>	City of Bridgeport			
<b>Type of Building</b>	Multifamily Dwelling			
<b>Year of Build</b>	1919			
<b>Building Size (total sf)</b>	28,704			
<b>Served Available Market – within Municipality</b>	0.1%			
<b>Year Acquired by Current Owner</b>	2012			
<b>Property Value</b>	[REDACTED]			
<b>Status of Mortgage Lender Consent</b>	Consented (Oritani Bank)			
<b>Proposed Project Description</b>	Installation of High Efficiency Gas Boiler			
<b>Est. Date of Construction Completion</b>	Pending closing			
<b>Current Status</b>	Pending President & CEO approval			
<b>Energy Contractor</b>	[REDACTED]			
<b>Additional Comments</b>	[REDACTED]			

[Redacted]

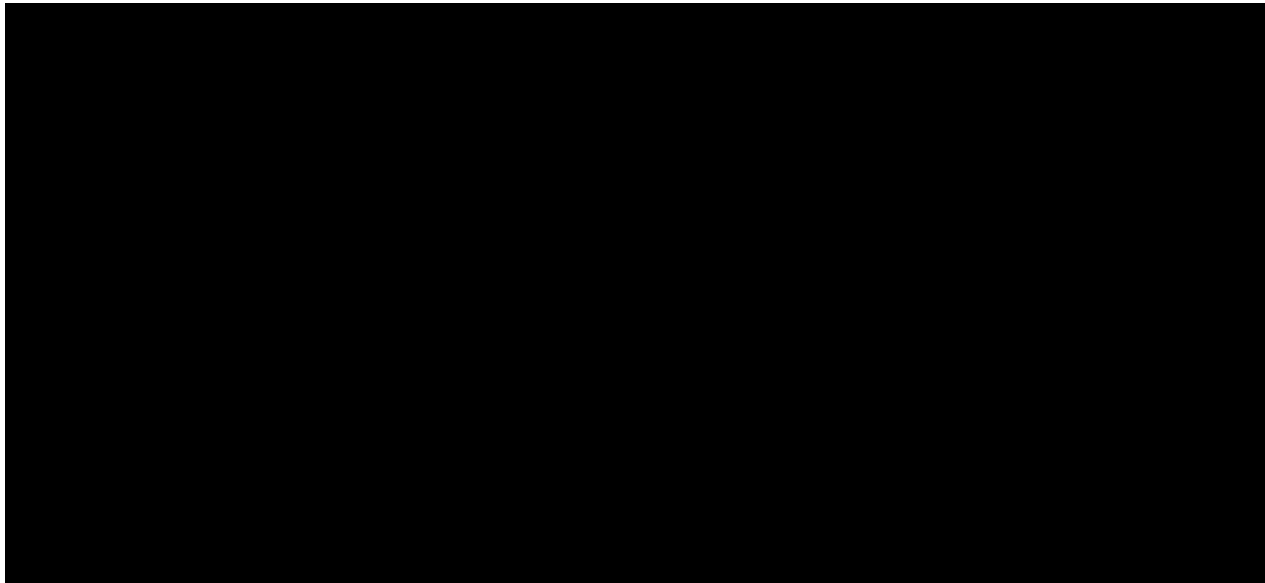
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## 2 Matthews Drive: A C-PACE Project in East Haddam, CT

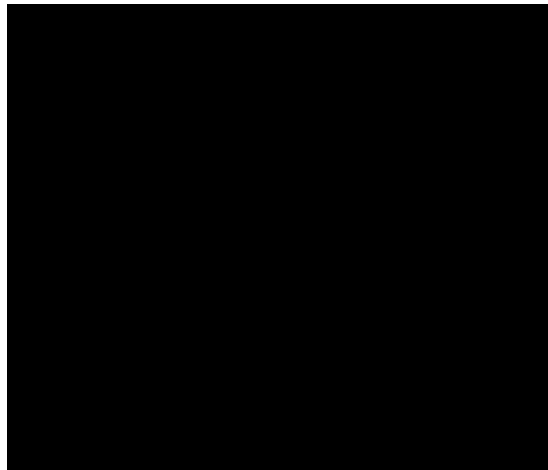
<b>Address</b>	2 Matthews Drive, East Haddam			
<b>Owner</b>	Eddies Auto Body LLC			
<b>Proposed Assessment</b>	\$235,763			
<b>Term (years)</b>	20			
<b>Term Remaining (months)</b>	Pending Construction Completion			
<b>Annual Interest Rate</b>	6.0%			
<b>Annual C-PACE Assessment</b>	\$20,399			
<b>Savings-to-Investment Ratio</b>	1.05			
<b>Average Debt Service Coverage Ratio</b>	[REDACTED]			
<b>LTV / Lien-to-Value Ratio</b>	[REDACTED]			
<b>Projected Energy Savings</b>		EE	RE	Total
	Per year	0	60,000 kWh	60,000 kWh
	Over loan	0	1,097 MWh	1,097 MWh
<b>Estimated Cost Savings</b> (excluding tax benefits of ~\$140,000 in total)	Per year	0	\$14,280	\$14,280
	Over loan	0	\$357,602	\$357,602
<b>Objective Function</b>	4.65 kWh per ratepayer dollar at risk			
<b>Location</b>	Town of East Haddam			
<b>Type of Building</b>	Vehicle Repair Shop			
<b>Year of Build</b>	1986			
<b>Building Size (total sf)</b>	5,600			
<b>Served Available Market – within Municipality</b>	1.2%			
<b>Year Acquired by Current Owner</b>	1985			
<b>Property Value</b>	[REDACTED]			
<b>Status of Mortgage Lender Consent</b>	Pending (Liberty Bank)			
<b>Proposed Project Description</b>	50.5 kW Solar PV			
<b>Est. Date of Construction Completion</b>	Pending closing			
<b>Current Status</b>	Pending President & CEO approval			
<b>Energy Contractor</b>	[REDACTED]			
<b>Additional Comments</b>	[REDACTED]			





**390 Birmingham Blvd: A C-PACE Project in Ansonia, CT**

<b>Address</b>	390 Birmingham Blvd, Ansonia, CT 06401		
<b>Owner</b>	Fountain Lake Site 7 LLC		
<b>Proposed Assessment</b>	\$206,000		
<b>Term (years)</b>	10		
<b>Term Remaining (months)</b>	Pending Construction Completion		
<b>Annual Interest Rate</b>	5%		
<b>Annual C-PACE Assessment</b>	\$26,429		
<b>Savings-to-Investment Ratio</b>	2.21		
<b>Average Debt-Service Coverage Ratio</b>	[REDACTED]		
<b>Loan-to-Value Ratio</b>	[REDACTED]		
<b>Proposed Energy Savings and/or Produced</b>		RE	Total
	Per year (MMBtu)	428	428
	Over loan (MMBtu)	4,115	4,115
<b>Estimated Cost Savings</b>	Per year (\$)	\$58,098	\$58,098
	Life Cycle (\$)	\$1,004,716	\$1,004,716
<b>Objective Function</b>	0.02 MMBtu per ratepayer dollar at risk		
<b>Location</b>	City of Ansonia		
<b>Type of Building</b>	Manufacturing / Industrial Plant		
<b>Year of Build</b>	1998		
<b>Building Size (total sf)</b>	33,896		
<b>Year Acquired by Current Owner</b>	1998		
<b>Assessed Property Value</b>	[REDACTED]		
<b>Status of Mortgage Lender Consent</b>	No mortgage		
<b>Proposed Project Description</b>	Installation of a 125kW PV system		
<b>Est. Date of Construction Completion</b>	Pending closing		
<b>Current Status</b>	Pending CT Green Bank Deployment Committee approval		
<b>Energy Contractors</b>	[REDACTED]		



## Bridgeport International Academy: A C-PACE Project in Bridgeport, CT

<b>Address</b>	285 Lafayette Street, Bridgeport			
<b>Owner</b>	Bridgeport International Academy Inc.			
<b>Proposed Assessment</b>	\$215,948			
<b>Term (years)</b>	10			
<b>Term Remaining (months)</b>	Pending Construction Completion			
<b>Annual Interest Rate</b>	5.0%			
<b>Annual C-PACE Assessment</b>	\$27,705			
<b>Savings-to-Investment Ratio</b>	1.39			
<b>Average Debt Service Coverage Ratio</b>	[REDACTED]			
<b>LTV / Lien-to-Value Ratio</b>	[REDACTED]			
<b>Projected Energy Savings</b>		EE	RE	Total
	Per year	824 MMBtu	0	824 MMBtu
	Over loan	7,912 MMBtu	0	7,912 MMBtu
<b>Estimated Cost Savings</b> (excluding tax benefits of ~\$140,000 in total)	Per year	\$38,255	0	\$38,255
	Over loan	\$382,549	0	\$382,549
<b>Objective Function</b>	36.64 kBtu per ratepayer dollar at risk			
<b>Location</b>	City of Bridgeport			
<b>Type of Building</b>	Private School			
<b>Year of Build</b>	1892			
<b>Building Size (total sf)</b>	42,000			
<b>Served Available Market – within Municipality</b>	< 1%			
<b>Year Acquired by Current Owner</b>	2009			
<b>Property Value</b>	[REDACTED]			
<b>Status of Mortgage Lender Consent</b>	Pending (Peoples United Bank and SBA)			
<b>Proposed Project Description</b>	Lighting, Building Management System Controls, Heat Pumps			
<b>Est. Date of Construction Completion</b>	Pending closing			
<b>Current Status</b>	Pending President & CEO approval			
<b>Energy Contractor</b>	[REDACTED]			
<b>Additional Comments</b>	[REDACTED]			



305 Knowlton Street: A C-PACE Project in Bridgeport, CT

Address	305 Knowlton Street			
Owner	MP Development Associates, LLC			
Proposed Assessment	\$291,425			
Term (years)	18			
Term Remaining (months)	Pending Construction Completion			
Annual Interest Rate	5.8%			
Annual C-PACE Assessment	\$26,300			
Savings-to-Investment Ratio	1.30			
Average Debt-Service Coverage Ratio	█			
Lien-to-Value Ratio	██████████			
Proposed Energy Produced		RE	EE	Total
	Per year	208 (MMBtu)	697 (MMBtu)	905 (MMBtu)
	Over loan	3,429 (MMBtu)	8,211 (MMBtu)	11,640 (MMBtu)
Estimated Cost Savings (excluding solar tax benefits)	Per year	\$19,605	\$21,332	\$40,937
	Over loan	\$370,782	\$243,914	\$614,696
Objective Function	0.0189 MMBtu per ratepayer dollar at risk			
Location	City of Bridgeport			
Type of Building	Office			
Year of Build	1885			
Building Size (total sf)	37,623			
Year Acquired by Current Owner	2010			
Appraised Value	██████████			
Status of Mortgage Lender Consent	No mortgage			
Proposed Project Description	50 kW Roof Mount Solar PV, High Efficiency LED Lighting, Roof Top Units			
Est. Date of Construction Completion	Pending closing			
Current Status	Pending Deployment Committee approval			
Energy Contractors	██			
Additional Comments				

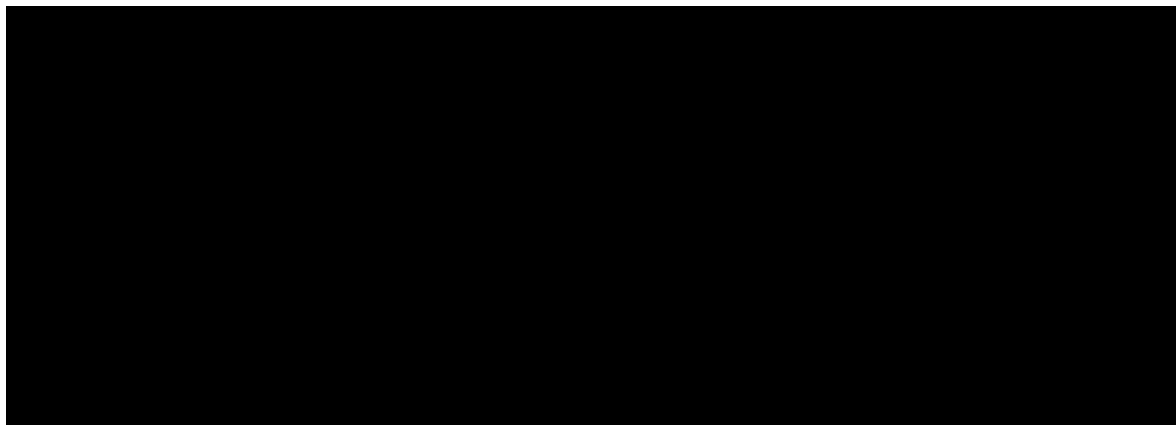


## 2 Nutmeg Drive: A C-PACE Project in Ellington, CT

<b>Address</b>	2 Nutmeg Drive		
<b>Owner</b>	Little House Properties LLC		
<b>Proposed Assessment</b>	\$117,091		
<b>Term (years)</b>	10		
<b>Term Remaining (months)</b>	Pending Construction Completion		
<b>Annual Interest Rate</b>	5%		
<b>Annual C-PACE Assessment</b>	\$15,022		
<b>Savings-to-Investment Ratio</b>	1.15		
<b>Average Debt-Service Coverage Ratio</b>	[REDACTED]		
<b>Loan-to-Value Ratio</b>	[REDACTED]		
<b>Proposed Energy Savings and/or Produced</b>		RE	Total
	Per year	115 (MMBtu)	115 (MMBtu)
	Over loan	1,101 (MMBtu)	1,101 (MMBtu)
<b>Estimated Cost Savings</b>	Per year	\$10,426**	\$17,155 **
	Over loan	\$109,598**	\$171,554 **
<b>Objective Function</b>	0.0094 MMBtu per ratepayer dollar at risk		
<b>Location</b>	Town of Ellington		
<b>Type of Building</b>	Education		
<b>Year of Build</b>	2004		
<b>Building Size (total sf)</b>	6,166		
<b>Year Acquired by Current Owner</b>	2010		
<b>Appraised Value</b>	[REDACTED]		
<b>Status of Mortgage Lender Consent</b>	United Bank/SBA		
<b>Proposed Project Description</b>	32.5 kW rooftop solar PV		
<b>Est. Date of Construction Completion</b>	Pending closing		
<b>Current Status</b>	Pending Board of Directors approval		
<b>Energy Contractors</b>	[REDACTED]		
<b>Additional Comments</b>	[REDACTED]		
	**Including tax benefits		



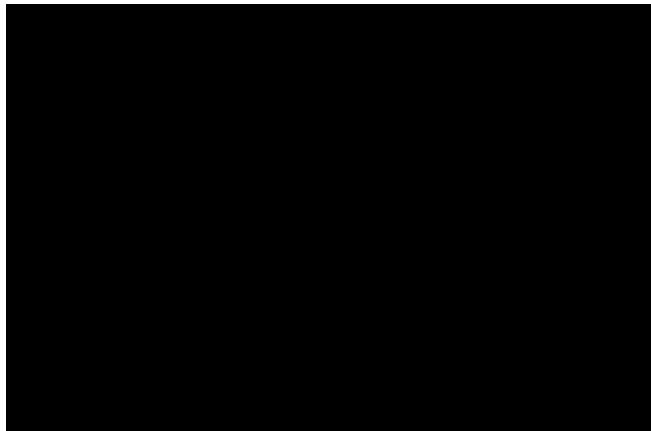
**CLEAN ENERGY**  
 FINANCE AND INVESTMENT AUTHORITY



**MJ Sullivan Automotive (Autobody, Parcel ID 6652): A C-PACE Project  
 in New London, CT**

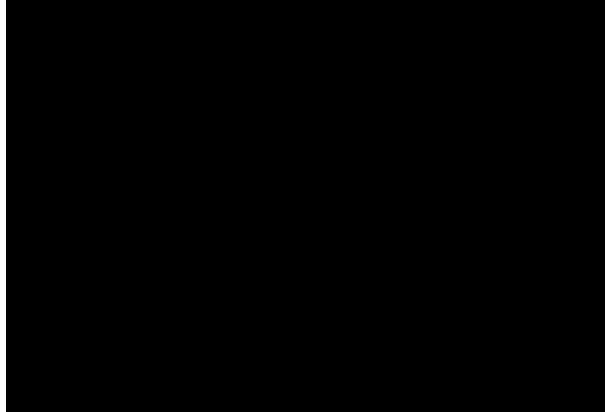
<b>Address</b>	452 Broad Street, New London, CT			
<b>Owner</b>	William M Sullivan Realty, LLC			
<b>Proposed Assessment</b>	\$205,114			
<b>Term (years)</b>	20			
<b>Term Remaining (months)</b>	Pending Construction Completion			
<b>Annual Interest Rate</b>	6% (1)			
<b>Annual C-PACE Assessment</b>	\$18,118			
<b>Savings-to-Investment Ratio</b>	1.47			
<b>Average Debt-Service Coverage Ratio</b>	[REDACTED]			
<b>Loan-to-Value Ratio</b>	[REDACTED]			
<b>Lien-to-Value Ratio</b>	[REDACTED]			
<b>Proposed Energy Saved</b>		EE (MMBtu)	RE (MMBtu)	Total (MMBtu)
	Per year	N/A	271	271
	Over loan	N/A	4,953	4,953
<b>Estimated Cost Savings</b>	Per year	N/A	\$24,972	\$24,972
	Over loan	N/A	\$499,444	\$499,444
<b>Objective Function</b>	0.02MMBtu Saved per ratepayer \$ at risk			
<b>Location</b>	City of New London			
<b>Type of Building</b>	Retail – Big Box			
<b>Year of Build</b>	1989			
<b>Building Size (total sf)</b>	9,000 (2)			
<b>Served Available Market – within Municipality</b>	0.1%			
<b>Year Acquired by Current Owner</b>	1999			
<b>Appraised Value</b>	[REDACTED]			

<b>Status of Mortgage Lender Consent</b>	In discussion
<b>Proposed Project Description</b>	Installation of 70kW PV system
<b>Est. Date of Construction Completion</b>	Pending closing
<b>Current Status</b>	Pending Board of Directors approval
<b>Energy Contractors</b>	[REDACTED]
<b>Additional Comments</b>	[REDACTED]



488 Main Avenue: A C-PACE Project in Norwalk, CT

Table with 4 columns and 25 rows. Columns include Address, Owner, Proposed Assessment, Term, Term Remaining, Annual Interest Rate, Annual C-PACE Assessment, Savings-to-Investment Ratio, Average Debt-Service Coverage Ratio, Loan-to-Value Ratio, Proposed Energy Savings and/or Produced, Estimated Cost Savings, Objective Function, Location, Type of Building, Year of Build, Building Size, Year Acquired by Current Owner, Appraised Parcel Value, Status of Mortgage Lender Consent, Proposed Project Description, Est. Date of Construction Completion, Current Status, Energy Contractors, and Additional Comments. Values include 488 Main Avenue, Norwalk, CT 06851; ECP Main Ave LLC; \$246,958; 18; Pending Construction Completion; 5.8%; \$22,596; 1.02; -0.004 MMBtu per ratepayer dollar at risk; City of Norwalk; Multi-Tenant Office Building; 1981; 34,546; 2012; No mortgage; Boiler Replacement, Fuel Conversion; Pending closing; Pending CT Green Bank President and CEO approval; \*Proposed fuel savings are negative due to the conversion from electric to natural gas, while proposed electric savings are significantly positive.



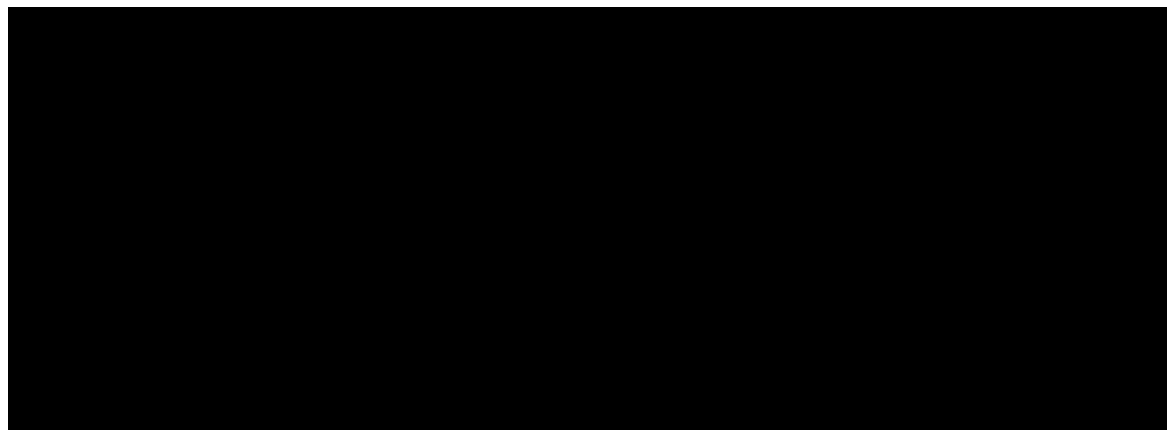
## Shelton Boys & Girls Club: A C-PACE Project in Shelton, CT

<b>Address</b>	1 Positive Place, Shelton			
<b>Owner</b>	The Boys And Girls Club Of The Lower Naugatuck Valley, Inc.			
<b>Proposed Assessment</b>	\$250,987			
<b>Term (years)</b>	10			
<b>Term Remaining (months)</b>	Pending Construction Completion			
<b>Annual Interest Rate</b>	5.0%			
<b>Annual C-PACE Assessment</b>	\$32,200			
<b>Savings-to-Investment Ratio</b>	2.02			
<b>Average Debt Service Coverage Ratio</b>	[REDACTED]			
<b>Lien-to-Value Ratio</b>	[REDACTED]			
<b>Projected Energy Savings</b>		EE	RE	Total
	Per year	664 MMBtu	0	664 MMBtu
	Over loan	6,374 MMBtu	0	6,374 MMBtu
<b>Estimated Cost Savings</b>	Per year	\$59,672	0	\$59,672
	Over loan	\$647,600	0	\$647,600
<b>Objective Function</b>	25.4 kBtu per ratepayer dollar at risk			
<b>Location</b>	City of Shelton			
<b>Type of Building</b>	Community Center			
<b>Year of Build</b>	1999			
<b>Building Size (total sf)</b>	36,000			
<b>Served Available Market – within Municipality</b>	< 1%			
<b>Year Acquired by Current Owner</b>	1995			
<b>Property Value</b>	[REDACTED]			
<b>Status of Mortgage Lender Consent</b>	N/A			
<b>Proposed Project Description</b>	Lighting, Building Management System Controls, HVAC			
<b>Est. Date of Construction Completion</b>	Pending closing			
<b>Current Status</b>	Pending Deployment Committee approval			
<b>Energy Contractor</b>	[REDACTED]			
<b>Additional Comments</b>	[REDACTED]			





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**MJ Sullivan Automotive (Dealership, Parcel ID 6651): A C-PACE  
 Project in New London, CT**

<b>Address</b>	452 Broad Street, New London, CT			
<b>Owner</b>	William M Sullivan Realty, LLC			
<b>Proposed Assessment</b>	\$725,500			
<b>Term (years)</b>	20			
<b>Term Remaining (months)</b>	Pending Construction Completion			
<b>Annual Interest Rate</b>	6% (1)			
<b>Annual C-PACE Assessment</b>	\$64,085			
<b>Savings-to-Investment Ratio</b>	1.36			
<b>Average Debt-Service Coverage Ratio</b>	[REDACTED]			
<b>Loan-to-Value Ratio</b>	[REDACTED]			
<b>Lien-to-Value Ratio</b>	[REDACTED]			
<b>Proposed Energy Saved</b>		EE (MMBtu)	RE (MMBtu)	Total (MMBtu)
	Per year	N/A	960	960
	Over loan	N/A	17,556	17,556
<b>Estimated Cost Savings</b>	Per year	N/A	\$83,141	\$83,141
	Over loan	N/A	\$1,634,365	\$1,634,365
<b>Objective Function</b>	0.02MMBtu Saved per ratepayer \$ at risk			
<b>Location</b>	City of New London			
<b>Type of Building</b>	Retail – Big Box			
<b>Year of Build</b>	1989			
<b>Building Size (total sf)</b>	51,000 (2)			
<b>Served Available Market – within Municipality</b>	0.6%			
<b>Year Acquired by Current Owner</b>	1999			
<b>Appraised Value</b>	[REDACTED]			

<b>Status of Mortgage Lender Consent</b>	In discussion
<b>Proposed Project Description</b>	Installation of 250kW PV system
<b>Est. Date of Construction Completion</b>	Pending closing
<b>Current Status</b>	Pending Board of Directors approval
<b>Energy Contractors</b>	[REDACTED]
<b>Additional Comments</b>	[REDACTED]



**CLEAN ENERGY**  
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845 Brook Street  
Rocky Hill, Connecticut 06067

300 Main Street, 4th Floor  
Stamford, Connecticut 06901

T: 860.563.0015  
F: 860.563.4877  
www.ctcleanenergy.com

# Memo

**To:** Deployment Committee of the Connecticut Green Bank

**From:** Jessica Bailey, Director of C&I and Genevieve Sherman, Assistant Director

**CC:** Bryan Garcia, CEO; Bert Hunter, CIO C&I; Brian Farnen, General Counsel and CLO; Alex Kovtunenکو, Junior Counsel, C&I

**Date:** November 7, 2014

**Re:** Extending timeline for closing certain C-PACE transactions

## Summary

The Connecticut Green Bank Board of Directors (the "Board") or the Deployment Committee has previously approved and authorized financing for the following six C-PACE projects:

1. Meriden YMCA (approved by Board on 12/20/2013 for \$372,466, Deployment Committee granted an extension on 9/16/14 which expires on 12/20/14);
2. 2209 Main Street, Bridgeport (approved by Board on 6/20/2014 approval expired on 9/18/14);
3. 360 Bloomfield Ave., Windsor (approved by Board on 7/18/2014 for \$636,367 approval expired on 10/16/14);
4. 800 Connecticut Blvd., East Hartford (approved by Board on 7/18/2014 for \$2,353,541 approval expired on 10/16/14); and
5. 819-835 North Mountain Road, Newington (approved by Board on 8/26/2014 for \$750,000 approval will expire on 12/22/14).

Each financing agreement was authorized to be consistent with the terms, conditions, and memorandums submitted to the Board or Deployment Committee and made no later than 90 days from the date of Board or Deployment Committee approval (with the exception of 819-835 North Mountain Road, Newington which was approved for 120 days).

Due to delays in fulfilling pre-closing requirements for the transactions listed above, the C-PACE program staff requests more time to close these transactions and execute the financing agreements. The staff requests 120 days, from the date of this November 14, 2014 Deployment Committee meeting to execute these transactions. Going forward the Connecticut Green Bank staff will request 120 days (instead of 90) to close and execute C-PACE transactions. This will allow for more time to fulfill all pre-closing requirements without requesting frequent time extensions from the Board or Deployment Committee.

## Resolutions

**WHEREAS**, pursuant to Section 157 of Public Act No. 12-2 of the June 12, 2012 Special Session of the Connecticut General Assembly and as amended (the "Act"), the Connecticut Green Bank (Green Bank) is directed to, amongst other things, establish a commercial sustainable energy program for Connecticut, known as Commercial Property Assessed Clean Energy ("C-PACE");

**WHEREAS**, pursuant to the C-PACE program the Green Bank Board of Directors (the "Board") or Deployment Committee has approved and authorized the President of the Green Bank to execute financing agreements for the following six projects and properties: Meriden YMCA (approved on 12/20/2013), 2209 Main Street, Bridgeport (approved on 6/20/2014), 360 Bloomfield Ave., Windsor (approved on 7/18/2014), 800 Connecticut Blvd., East Hartford (on 7/18/20), 819-835 North Mountain Road, Newington (approved on 8/26/2014) (collectively, the "Finance Agreements");

**WHEREAS**, the Finance Agreements were authorized to be consistent with the terms, conditions, and memorandums submitted to the Board or Deployment Committee and *shall be executed no later than 90 or 120 days from the date of Board or Deployment Committee approval*;

**WHEREAS**, due to delays in fulfilling pre-closing requirements for the C-PACE transactions listed above the Green Bank will need more time to execute the Finance Agreements; and

**WHEREAS**, the Deployment Committee has authority to approve and modify C-PACE project financings under \$2.5 million pursuant to Section 5.3.3 of the Green Bank Bylaws.

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee extends authorization of the Finance Agreements to no later than 120 days from the date of the November 14, 2014 Deployment Committee meeting and consistent in every other manner with the original Board or Deployment Committee authorization for each Finance Agreement.

Submitted by: Bryan Garcia, President and CEO, Bert Hunter, EVP and CIO, Jessica Bailey, Director of Commercial and Industrial Programs, Brian Farnen, General Counsel and CLO



# **CLEAN ENERGY FINANCE AND INVESTMENT AUTHORITY**

## **Energy Savings Performance Contracting**

### **Working Capital Loan Fund**

#### **An Institutional Financing Program**

#### **Due Diligence Package**

**November 7, 2014**

**Document Purpose:** This document contains background information and due diligence on the Energy Savings Performance Contracting Working Capital Loan Fund and the organizations involved, including the Department of Energy and Environmental Protection (DEEP) and other state agencies. This information is provided to the Deployment Committee for the purposes of reviewing and approving recommendations made by the staff of the CT Green Bank.

In some cases, this package may contain among other things, trade secrets, and commercial or financial information given to the CT Green Bank in confidence and should be excluded under C.G.S. §1-210(b) and §16-245n(D) from any public discourse under the Connecticut Freedom of Information Act. If such information is included in this package, it will be noted as confidential.

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# Program Qualification Memo

**To:** CT Green Bank Deployment Committee  
**From:** Andy Brydges, Director, Institutional Programs, Bert Hunter, EVP & Chief Investment Officer  
**Date:** November 7, 2014  
**Re:** Working Capital Loan Fund for the Energy Savings Performance Contracting Program

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## Summary

As part of its Lead By Example initiative, the Department of Energy and Environmental Protection (DEEP) administers an Energy Savings Performance Contracting (ESPC) program for use by state agencies in Connecticut. ESPCs can be used to implement a comprehensive set of energy efficiency and renewable energy measures that will reduce utility costs and increase occupant comfort; they come with guarantees that the savings produced by a project will be sufficient to finance the full cost of the project. Per our Comprehensive Plan, the CT Green Bank actively supports DEEP in the administration of the program, including conducting outreach to new projects and advising project hosts on their financing options and strategies. The ESPC program employs standardized contract documents, pre-qualified contractors, and significant technical support to help state and municipal facilities reap the multiple benefits that come with energy improvements.

To date, DEEP and the CT Green Bank have begun development of ESPC projects at three state agencies: Department of Mental Health and Addiction Services (Connecticut Valley Hospital in Middletown); Department of Motor Vehicles (Wethersfield headquarters and 12 other buildings); and the Department of Correction (four Correctional Institutions in Somers and Suffield). The total project cost of these first three ESPC projects is expected to be \$80 million and, combined, it is estimated that they will deliver 164,356 MMBtu of annual energy savings, or about \$5 million in annual utility cost reductions, for the state. Additional ESPC projects are being considered at other state facilities including the Department of Correction (Correctional Institutions in Cheshire, Webster, and York), and the Department of Veterans Affairs (Rocky Hill campus).

During the establishment of the ESPC program, DEEP and CT Green Bank staffs have identified a critical need for state agencies to be able to efficiently access funds for preparatory costs to enable the development of ESPC projects. Though these preparatory costs are a small percentage of the overall project costs, and can be recouped when the project is financed, state agency budgets are not structured to support them, particularly in terms of timing flexibility – thus the need for a Working Capital Loan Fund.

Examples of common preparatory costs include, but are not limited to:

- Investment Grade Energy Audits to be conducted by the ESPC contractor
- Technical consulting services including a standardized project development platform
- Metering and submetering services to establish energy baselines that will be used to verify savings opportunities
- Consulting services to achieve compliance with State Historic Preservation Office requirements

DEEP has been able to utilize a variety of finite funding resources to pay for the preparatory costs for the three initial ESPC projects, but those resources have been exhausted. To enable and sustain the development of ESPC projects at additional state agencies, CT Green Bank staff proposes the establishment of a Working Capital Loan Fund (WCLF) to provide the needed capital for project preparatory costs for the state government sector. State agency use of the WCLF will also support DEEP's programmatic goal to centralize procurement and purchasing of services and equipment for the ESPC projects that will ensure compatibility and consistency across all state agencies.

### **Program Description**

The CT Green Bank will seed the WCLF with \$1.8 million of funds repurposed from the Institutional Sector's Winn-LISC-HUD partnership which will be discontinued by mutual agreement.

Over time, the WCLF will be expanded to at least \$5 million, the anticipated amount needed to support preparatory costs for up to \$100 million of expected annual state agency ESPC projects. The WCLF may be expanded from \$1.8 million by the following:

- Adding the previously DEEP-provided preparatory costs (\$1.3 million) to the WCLF to the extent those costs are recouped from the first three agency projects at the time of financing
- Directing utility incentives for state agency projects to the fund
- Adding potential future bond proceeds for the WCLF that are requested by DEEP
- Including additional funding through future CT Green Bank annual budget processes including potential private capital leverage
- Issuance of RGGI proceeds

### ***Use and Disbursement of Funds***

Agencies that wish to pursue ESPC projects will enter into a Memorandum of Agreement with DEEP and CT Green Bank that establishes that all funds that are withdrawn from the WCLF will be repaid when the agency's project is financed. The WCLF will "revolve", in that repaid funds will be made available for withdrawal by other agency projects pursuing ESPC projects.

DEEP, pursuant to a Memorandum of Agreement to be developed with the CT Green Bank, will be responsible for authorizing CT Green Bank to disburse funds from the WCLF. As part of that Agreement, DEEP will be responsible for determining the allowable expenses and expense limits for the agencies, and will coordinate all vendor selection and pricing terms for the individual expenses. Typically, DEEP will only authorize disbursements from the WCLF for agencies that have issued RFPs and contracted with an ESPC contractor. An example of an exception might be to accommodate seasonal factors, such as the need to install steam metering before the heating season begins at a critical use facility that is moving toward an ESPC project but has not yet selected a contractor, so that the facility does not have to shut off heat to install the metering during the heating season.

DEEP, on behalf of the recipient agency, will submit disbursement requests to the Director of Institutional Programs at the CT Green Bank who will then submit them to the accounting department, who will process the requests and upon confirmation of the particulars of the request will transfer funds. CT Green Bank will provide monthly account statements to DEEP and the recipient agencies to track the status and availability of funds.



### **Repayment**

A project's preparatory costs will be repaid when the project is financed, pursuant to a Memorandum of Agreement between DEEP, the agency recipient, and CT Green Bank. DEEP and CT Green Bank staff expect projects to be financed within approximately a year of any withdrawals from the WCLF.

As energy savings measures are implemented and the further development of ESPC projects concludes, , CT Green Bank will be reimbursed for its initial and any subsequent investments in the WCLF, plus an annual administrative fee to be established by the Commissioner of DEEP and CT Green Bank at the time of the development of the Memorandum of Agreement. When the WCLF is closed, then any funds remaining above the repayment amount to CT Green Bank will be returned to DEEP.

### **Strategic Plan**

*Is the program proposed, consistent with the Board approved Comprehensive Plan and Budget for the fiscal year?*

Although the WCLF was not contemplated as part of the FY 2015 budget for the Institutional Sector, support for the state government sector in particular is a major component of the CT Green Bank's Comprehensive Plan, along with support for the residential and commercial sectors. Our target for FY2015 is to approve 7 state agency ESPC projects totaling \$125 million in total project costs, and delivering 4 million MMBtu in lifetime energy savings.

### **Ratepayer Payback**

*How much clean energy is being produced (i.e. kWh over the projects lifetime) from the program versus the dollars of ratepayer funds at risk?*

The use of the funds will facilitate the development of comprehensive ESPC projects that are expected to save and/or produce energy as well as employ thousands in construction services. There is potential to make a \$500M investment in state agency ESPC projects over the next several years. This investment would be paid back through at least \$33M in guaranteed annual utility cost reductions for the projects' 15 year financing terms, and will likely generate savings in excess of \$500M over the remaining 10-15 year lifetime of the measures. The expected lifetime savings of such an investment would total 25 million MMBtu.

### **Terms and Conditions**

*What are the terms and conditions of ratepayer payback, if any?*

A project's preparatory costs will be repaid when the project is financed, pursuant to a Memorandum of Agreement between DEEP, the agency recipient, and CT Green Bank. If a project withdraws funds from the WCLF, but is not ultimately financed, DEEP agrees to authorize the use of utility incentives and rebate funds from other projects, RGGI funds, or previously allocated Agency funds for that project's preparatory costs to repay the WCLF.

### **Capital Expended**

*How much of the ratepayer and other capital that CT Green Bank manages is being expended on the program?*

The requested initial investment is \$1.8 million. As funds for the WCLF were not originally a part of the FY 2015 budget, we are requesting a reallocation of an approved budget from the Winn-LISC-HUD transaction which will be discontinued by mutual agreement. Additional funds may be requested in future CT Green Bank budgets if additional need is identified, which could happen if more than \$100 million of ESPC projects were launched in a given year.

#### Risk

*What is the maximum risk exposure of ratepayer funds for the program?*

Staff recommends that **no more than \$500,000 be allowed to be withdrawn from the WCLF before at least one ESPC project at a state agency is financed.** This limits the CT Green Bank risk exposure to \$500,000, in the event that no projects are ultimately financed and the Bond Commission will not honor DEEP's request for funding for that \$500,000 withdrawal. There is substantial precedent in other states and the federal government for using ESPCs to address years of deferred maintenance issues and significant energy saving opportunities without additional cost to taxpayers. We believe the risk of not moving forward with financing for state agency ESPC projects in Connecticut is limited, given the identified needs and lack of other capital resources to make such investments.

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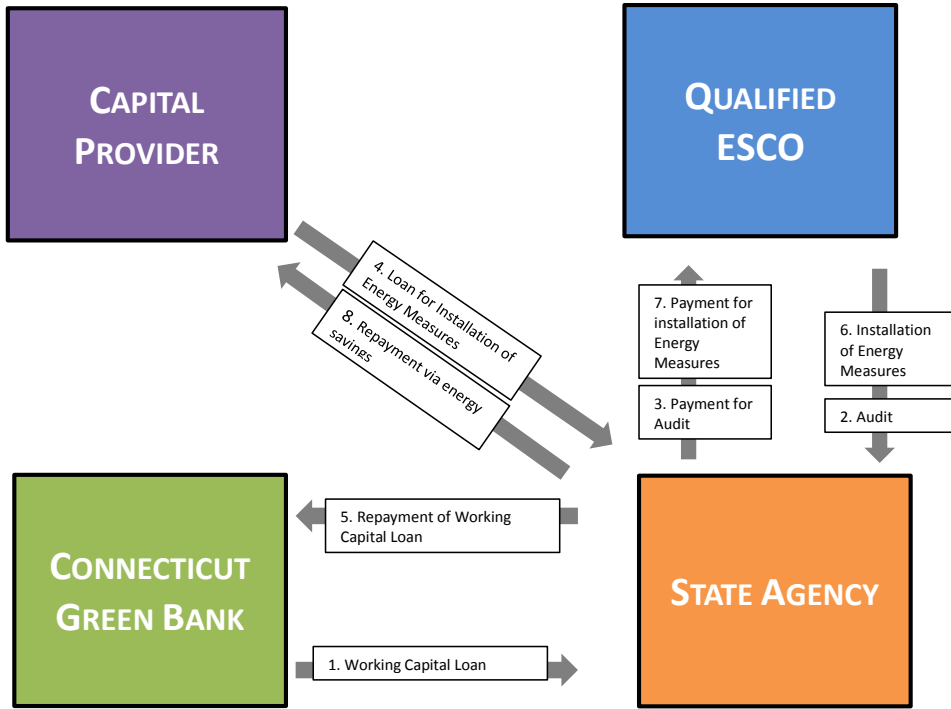
#### Financial Statements

*How is the program investment accounted for on the balance sheet and profit and loss statements?*

**As funds are advanced, there will be a reduction in the "CEFIA Cash and Cash Equivalents Account" (Current Asset on the Balance Sheet) and a corresponding increase in "Promissory Notes – Lead by Example ESPC Working Capital Facility Program" (Non-Current Asset on the Balance Sheet).**

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### Capital Flow Diagram



### Target Market

*Who are the end-users of the program?*

The end-user of the program is DEEP, on behalf of state agencies that pursue ESPCs.

### CT Green Bank Role, Financial Assistance & Selection/Award Process

CT Green Bank staff plays an active role in supporting DEEP in the administration of the ESPC program, particularly in conducting outreach to new projects, and in advising project hosts on their financing options and strategies. The CT Green Bank and the Office of the Treasurer have identified a potential future role for the CT Green Bank in issuing Green Bonds for ESPC project financing. For the WCLF itself, CT Green Bank's role will be limited to processing of expense requests from DEEP and the management of the bank account that will host the WCLF – which will enable the larger energy savings projects to occur.

### Program Partner

DEEP, CT State Agencies, and CT Green Bank are partners for this program. DEEP and CT Green Bank will enter into Memorandums of Agreement with state agencies pursuing performance contracting projects for use of the Working Capital Loan Fund.

### Risks and Mitigation Strategies

The primary risk to CT Green Bank is state agency projects ultimately not getting financed. There have been obstacles to providing funding for the initial state agency ESPC projects, including concerns about impact to the state's credit rating and bond limit of making large project investments. CT Green Bank staff has facilitated a working group to investigate the use of private capital financing, which has qualified lenders and is moving to RFP stage for the \$80 million of initial ESPC projects. A future goal is for the CT Green Bank to develop mechanisms to finance projects for state agencies at scale (by issuing Green Bonds) that will ensure future projects get financed.

### Operating Procedures

Specific operating procedures for the Working Capital Loan Fund will be established during the development of the Memorandums of Agreement between DEEP, CT Green Bank, and the state agencies pursuing ESPC projects.

### Resolutions

**WHEREAS**, pursuant to Section 5.3.3 of the CT Green Bank Bylaws, the Connecticut Green Bank (Green Bank) Deployment Committee has been granted the authority to evaluate and approve funding requests between \$300,000 and \$2,500,000;

**WHEREAS**, the Green Bank has actively partnered with the Connecticut Department of Energy and Environmental Protection (DEEP) to develop and administer a standardized Energy Savings Performance Contracting program for the benefit of state agencies;

**WHEREAS**, a significant portion of the Green Bank energy savings and investment goals outlined in the Comprehensive Plan are to come from energy savings in the government sector, including the Lead by Example Energy Savings Performance Contracting program;

**WHEREAS**, the Green Bank seeks to provide a Working Capital Loan Fund to benefit state agencies by providing necessary capital for ESPC project preparatory costs;

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee hereby approves the establishment of a Working Capital Loan Fund program to be funded by \$1,800,000 in Green Bank funds;

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**RESOLVED**, that the President of the Green Bank and any other duly authorized officer of the Green Bank, is authorized to execute Memorandums of Agreement between the Green Bank, DEEP, and state agencies pursuing energy savings performance contracts that establish a formal approval process

for expenditures from the Working Capital Loan Fund with terms and conditions consistent with the Working Capital Loan Fund Due Diligence Memorandum dated November 7, 2014;

**RESOLVED**, that the proper Green Bank officers are authorized and empowered to do all other acts and execute and deliver all other documents and instruments as they shall deem necessary and desirable to effect the above-mentioned legal instrument.

## Program Implementation Plan

### Human Resources

The WCLF will not require adding staff for the CT Green Bank because the number of transactions is expected to be limited; annually, staff expects between 20-30 requests. The current program staff of Andy Brydges and Lynne Lewis will continue to support DEEP in the administration of the ESPC program. Funding requests from the WCLF will be supported by the existing accounting team, supervised by George Bellas. The accounting team currently supports DEEP in the administration of the Good Deals for Good Neighbors outdoor wood-fired furnace program.

### Financial Resources

The requested initial investment is \$1.8 million, to be repurposed from the discontinued Winn-LISC-HUD partnership. Though DEEP has identified likely sources of funds to expand the WCLF beyond CT Green Bank's initial \$1.8 million investment, to a total of \$5 million, additional funds may be requested from future CT Green Bank budgets if DEEP's anticipated sources for funding such an expansion are insufficient or unrealized.

### Metrics, Targets, Measurement, Verification & Reporting

The WCLF program will be measured by the:

- Amount borrowed for ESPC project preparatory costs
- Total amount of ESPC project financing catalyzed by the WCLF preparatory costs
- ESPC project energy savings

DEEP and CT Green Bank staff are targeting \$100M per year in ESPC projects at state agencies. We expect funds borrowed from the WCLF to be repaid within one year of each request, at the time of the ESPC project's financing.

A key component of ESPC projects is an extensive measurement and verification process by which the energy savings are documented and compared against the guarantees offered by the ESPC contractors. DEEP and CT Green Bank staff will provide quarterly and annual reports on the status of approved, closed, and completed ESPC projects and the savings that result from them.