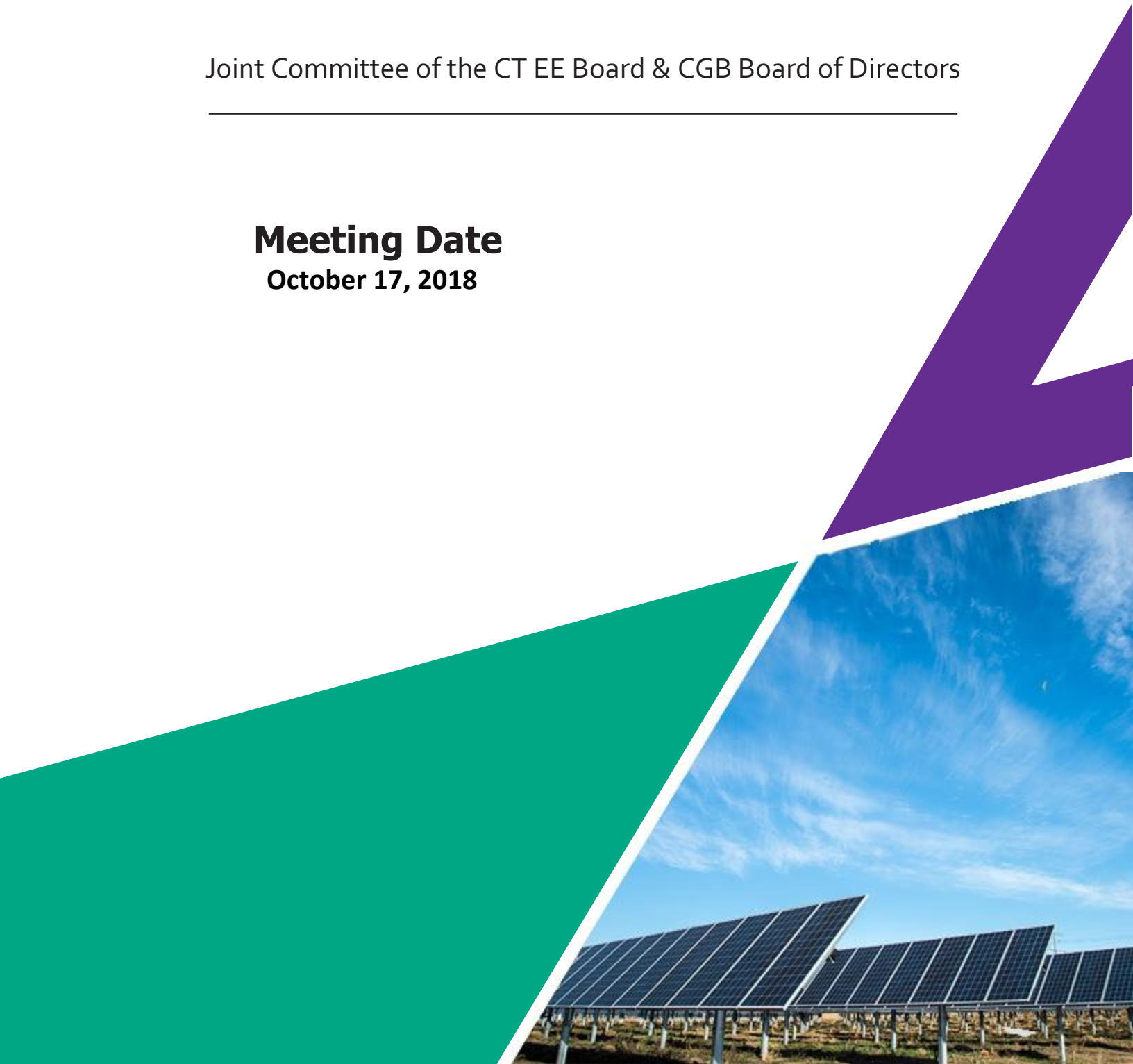




Joint Committee of the CT EE Board & CGB Board of Directors

Meeting Date
October 17, 2018





Joint Committee

Eric Brown, Chair

CT Business & Industry Association

Ronald J. Araujo

Eversource

Diane Duva, Vice-Chair

CT Department of Energy and
Environmental Protection (DEEP)

Bryan Garcia

Connecticut Green Bank

John Harrity

Connecticut State Council of Machinists

Patrick McDonnell

United Illuminating

Amanda Fargo-Johnson

Connecticut Farm Energy Program

Bert Hunter

Connecticut Green Bank

Chris Plecs

Eversource

Rob Klee, Voting Ex-officio

Commissioner, CT Department of
Energy and Environmental Protection
(DEEP)



AGENDA

Joint Committee of the CT Energy Efficiency Board and the Connecticut Green Bank Board of Directors

**CT DEEP
10 Franklin Square, New Britain, CT 06051**

**Wednesday, October 17, 2018
1:30-3:30 p.m.**

1. Call to Order
2. Public Comments (5 min)
3. Review and Approval of Minutes for July 18, 2018 meeting (5 min)
4. Combined Metrics – Working Group Recommendations (45 min)
5. Sector Working Group Reports – Metric Recommendations (60 min)
 - a. Brief Report: Residential – Single Family and Multifamily (20 min)
 - b. Brief Report: C&I – Small and Medium/Large Business (20 min)
 - c. Brief Report: C&I - Government (20 min)
6. Other Business (5 min)
7. Adjourn

Join the meeting online at <https://global.gotomeeting.com/join/810253973>

Or dial in using your telephone:
Dial: (646) 749-3112 / Access Code: 810-253-973



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Joint Committee

Connecticut Energy Efficiency Board and the
Connecticut Green Bank Board of Directors

PURA

October 17, 2018



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Agenda Item #1

Call to Order



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Agenda Item #2

Public Comments



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Agenda Item #3

Approval of Meeting Minutes for July 18, 2018



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Agenda Item #4

Combined Metrics – Working Group Recommendations

Combined Metrics Task

- Tasks – there were several tasks with regards to combined metrics for CEEF and the CGB per the request of the Joint Committee:
 1. **Identify** – identify a list of possible metrics that describe the scope and impact of deploying energy efficiency and renewable energy in Connecticut
 2. **Clarify** – clarify the definitions of those metrics so everyone understands what is being measured
 3. **Recommend** – identify a shortlist of metrics that were identified for recommendation to the Joint Committee
 4. **Communicate** – develop a communication piece that shows the combined impact of CEEF and CGB

Metrics Identified and Clarified

- Size of the industry
- Economic stimulus (i.e., \$ back to the economy)
- Contribution to GSP
- Cost Avoidance in terms of power plant equivalents
- Green House Gas emission avoidance
- NOx, SOx, and PM avoidance
- Economic value of public health savings attributable to air quality improvements
- Tax revenues generated for the state
- Total Investment and Leverage
- Number of Customers impacted
- Business, municipal, and residential savings (i.e., kWh, MMBtu, and/or \$'s)
- Persistence of savings

Metrics Recommended

- **Industry Size** – 38,000 jobs in the renewable energy and energy efficiency industries are supported by CEEF and the CGB as defined by the U.S. Department of Energy¹
- **Contribution to GSP** – CEEF and CGB contribute \$X billion (or Y%) to the Gross State Product²
- **Avoided Costs**
 - **Power Plant Equivalents** – in terms of power plant equivalents, CEEF divides annual MWh savings from energy efficiency by an annualize capacity factor for a natural gas power plant (i.e., 53%) accounting for 8% line losses; since onsite renewable energy has no line losses, CGB uses the nameplate capacity of production during peak periods
 - **Overall Reduction** – overall reduction in power not consumed and energy produced onsite will be restated in terms of how much it takes to power households in the state or other representative equivalent metric (e.g., country [X] for a year).

REFERENCES

1. <https://www.usenergyjobs.org/The> 2<https://www.usenergyjobs.org/The> 2018 U.S. Energy and Employment Report
2. Acadia Center Study: <http://acadiacenter.org/document/energy-efficiency-engine-of-economic-growth>

Metrics Recommended (cont'd)

- **Greenhouse Gas Emission Avoidance** – tons of CO₂ not emitted using the EPA AvERT tool. This will be translated via the EPA tool into other equivalencies (e.g., cars off the road)
- **Public Health**
 - **NOx, SOx, and PM Avoidance** – tons of these pollutants not emitted using the EPA developed AvERT Tool. ¹
 - **Economic Value of Public Health** – low to high estimates of economic savings as generated by the EPA CoBRA model using AvERT outputs.²
- **Tax Revenues Generated for the State** – sum of the sales and income (i.e., personal and corporate) taxes generated for the state as generated by the Navigant Tax Calculator. ³

REFERENCES

1. <https://www.epa.gov/statelocalenergy/avoided-emissions-and-generation-tool-avert>
2. <https://www.epa.gov/statelocalenergy/co-benefits-risk-assessment-cobra-health-impacts-screening-and-mapping-tool>
3. Navigant Consulting built a model that estimates tax revenues.

Metrics Recommended (cont'd)

- **Total Investment and Leverage** – total cost of projects that are a result of CEEF and CGB support. Leverage is defined by that number divided by the funding received from CEEF and CGB received by participants.
- **Number of Customers Impacted** – the overall number of customers of all classes that participated in CEEF and CGB programs. We will try and determine how many customers were NOT served due to the raids.

Metrics – Overview

- The metrics will be calculated for calendar year 2017.
- Forward looking projections will be based on the CEEF 3-year C&LMP and on an average of the past 3 calendar years for the CGB
- When calculating the metrics, the organizations will make sure not to double count as many projects and their impact would be counted by both the CEEF and CGB

Recommended Metrics	CEEF	CGB	Total
Industry Size			38,000
Contribution to GSP	X	Y	Z
Avoided Costs	X	Y	Z
GHG Emissions Avoided	X	Y	Z
Public Health Benefits	X	Y	Z
Tax Revenues Generated	X	Y	Z
Investment and Leverage	X	Y	Z
Customers Impacted	X	Y	Z

Metrics – Outstanding Issues

- Utilities need to determine how to capture overall investment as they typically only track incremental costs
- How does industry size (number of jobs) metric look in comparison to other states if we use the U.S. Department of Energy Numbers? Should the Joint Committee recommend that CEEF and CGB support a jobs study like Massachusetts does?



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Agenda Item #5

Sector Working Group Reports – Metric Recommendations

Residential – Single Family Goals

1. Identify coordinate strategies for expanding comprehensive loans for the 2016-2018 period. Calibrate incentive and buydown levels to achieve more comprehensive projects while reducing program costs.
2. Pursue all cost-effective energy efficiency in the residential sector, using financing and increasing the amount of private capital where effective (and a simplified approval process where possible and appropriate), to leverage up ratepayer funds and achieve more and deeper savings.
3. Increase financing in the HES/HPwES channel to meet needs and drive deeper energy savings and more projects.
 - a. Increase HES projects with completed follow-ons per the C&LM plan, using financing as one of the tools to increase completed follow-ons.
 - b. Increase the adoption of Smart-E bundle and CHIF comprehensive loans.

Residential – Multifamily Goals

1. Reduce energy consumption and costs in multifamily properties consistent with goals in the Green Bank's plan and the C&LM Plan (i.e., MMBtu's per unit)
2. Establish, align, and fund financing programs to fill current unmet needs and gaps including projects driven by energy efficiency improvements where capital improvements are a subcomponent. Complete the tasks from the work plan from the May 2015 Lean Event.
3. Fund and complete a market analysis of certain sectors to quantify and qualify this segment and identify gaps, opportunities and best ways to serve by the end of 2016. Hard to reach sectors include certain rural areas and non-subsidized, non-rent restricted multifamily housing that is privately owned and serving low income tenants.

C&I – Small Business Goals

1. Ensure seamless service delivery between services of the CEEF and Green Bank that is responsive to customer's needs, including integration of appropriate Green Bank and other allied small business services, especially for those that aren't currently served by the SBEA financing program.
2. Identify and engage alternative capital sources to lower the cost of and increase opportunities for project financing.
3. Examine ways to couple SBEA and C-PACE (or other financing offerings). Promote more comprehensive projects (especially among higher energy usage customers) and longer-term payback measures.

C&I – Medium to Large Business Goals

1. Improve understanding of opportunities within this market for deep energy efficiency improvements. Build on available knowledge and analysis to develop effective and sustainable incentive and financing strategies for stimulating deeper energy investments and that meet all cost-effective energy efficiency goals.
2. Increase customer savings and benefits from C&I programs. Drive more projects with deeper energy savings, supported with increased financing options (including C-PACE) to help ensure comprehensive investment and closure of financing gaps.
3. Cross-leverage CEEF and Green Bank programs. Develop and implement communication and marketing strategies to ensure maximum cross-leveraging of these opportunities to help achieve the state goals of acquiring all cost-effective energy efficiency and expanded renewable deployment through highly effective leveraging of customer funds.

C&I – Government Goals

1. Ensure seamless service delivery that is responsive to State and local governmental and institutional needs, including:
 - a. Integration of appropriate Green Bank and other related services, especially for those who aren't currently served by LBE-ESPC; and
 - b. Providing technical support and incentives from the CEEF and the Green Bank's capability to finance ESPC projects at scale. Establish and communicate a process for customers undertaking ESPC's to receive technical support through internal utility resources and contracted "owner's representative" services.
2. Develop sustainable and cost-effective funding mechanisms for both the preparatory and permanent project financing needs of government sector energy savings projects.
3. Develop new products to fill market gaps. For example, develop a financing vehicle for the aggregation of small-scale, comprehensive energy savings projects at municipal or other institutional facilities that are individually too big for SBEA financing, but too small to be standalone ESPC projects.



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Agenda Item #6

Other Business



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Agenda Item #7

Adjourn



**Joint Committee of the CT Energy Efficiency Board and the
Connecticut Green Bank Board of Directors**

**Energize CT Center
122 Universal Drive N, North Haven, CT**

**Wednesday, July 18, 2018
1:00-3:00 p.m.**

MINUTES¹ (Draft)

In Attendance

Voting Members: Eric Brown, Diane Duva, Amanda Fargo-Johnson (by phone)

Non-Voting Members: Ron Araujo, Bryan Garcia, Pat McDonnell, Bert Hunter (by phone)

Others: Andy Brydges, Jane Bugbee-Leno, Craig Diamond (by phone), Mackey Dykes, Brian Farnen (by phone), George Lawrence (by phone), Kerry O'Neill (by phone), Chris Plecs, Kim Stevenson, Donna Wells, Nick Zuba (by phone),

Ricardo (by phone), Madeline Priest (by phone), Will by phone.

1. Call to Order

Eric Brown called the meeting to order at 1:05pm.

2. Public Comments

None

3. Review and approval of Meeting Minutes for April 18, 2018 meeting

Motion to approve minutes made by Ms. Fargo-Johnson

2nd by Ms. Duva

Approved Unanimously

4. Sector Working Group Reports

a. Brief Report: –Residential – Single Family and Multifamily

Mr. Araujo provided an update on single-family: one area of focus is working to remediate health and safety measures and provide financing products to help with health and safety. Financing offerings are reviewed in detail in regular working group meetings.

Update on multifamily plan: actively working with CT Green Bank regarding common goals, merging goals and aligning missions to move implementation forward. Both EEB and CGB have their own websites with updates having been made to CGB website. Groups working together to align those issues and communication they have in common to ensure mutually acceptable language is distributed.

Ms. Duva further stated that the annual legislative report is showing progress for residential objectives, particular multifamily units.

b. Brief Report: C&I – Small and Medium/Large Business

Mr. Dykes stated a new RFP was conducted to achieve joint committee goal of securing a cheaper source of capital for the SBEA program.. A partnership between Amalgamated Bank and NIEF won the second RFP.

The proposal was presented to EEB and approved for Eversource. The administrative costs for UI still need to be reviewed. May use 3rd-party capital funds for municipal SBEA loans to ensure the most useful and beneficial. Further details will be presented to EEB in August meeting.

Note – C PACE does not service loans for municipalities.

c. Brief Report: C&I – Government

Ms. Duva stated the balance of technical assistance to service projects/prep work to better prepare for client participation. Working on finding efficient and timely funding for large projects which may include bond funding, however, it has been challenging to access such funding given competing priorities. Government and institutional facilities are too big for current SBEA financing program and financing with bonds is unpredictable and challenging to meet the needs and goals.

5. Common Economic and Other Metrics

All subcommittees will meet in effort to compile a common list of metrics for working with the legislature. Ms. Duva recommended having the common metric list for the October meeting which would be in time for the new legislative session. Focus would be identifying several metrics that can be effectively and jointly communicated to the legislature (e.g., jobs), as well as identifying any definitional issues with key terms (e.g., leverage ratio).

May need few volunteers from joint committee to coordinate this information (to include people from the communications group at CGB). Per Mr. Garcia; these group members should be determined today. Mr. Brown expressed interest in having the Working Groups identify metrics to track over time as well that are specific to their market (e.g., single family vs. multifamily), as well as similar in overlapping across all Working Groups.

There should also be a separate task force to prepare the framing of the language/information to be issued and which economic indicators to present. Goal of this task force is to determine the top three issues to benefit from the joint initiatives.

Mr. Garcia and Ms. Duva to help decide this group/task force.

6. Issues for Resolution

None

7. Other Business

Mr. Brown presented that certain vendor groups may not be viewing CT energy groups equally. Mr. Brown wanted to know if anyone encountered any vendors under this premise.

DEEP, utilities, and Green Bank have a quarterly vendor forum to identify barriers and relieve—real or perceived—barriers/issues for vendors to work with energy companies.

A prior (legislature) meeting Mr. Brown mentioned had vendors wanting to have more input regarding public policy and/or energy bills that would affect their services.

Mr. Brown asked for what licenses/requirements were necessary for vendors to be included for consideration of energy contracts. Requirements are apparently listed on-line and some only require proper licensing. It was stated that where some vendors are very vocal at the capital level—potentially where it greatly affects their business—however not all vendors have common goals/needs in coordination with the CT energy companies. As Mr. Brown has been in the presence of vendors who asked for help to get their concerns addressed, he wants to welcome vendors to voice their concerns at the capital. Mr. Garcia noted that he hosted a meeting of various residential energy contractors in the spring, including HES, HVAC, renewable heating and cooling, and solar PV. Some of the contractors expressed an opinion that they felt the Green Bank wasn't advocating for them at the Capitol. They felt the Green Bank was focusing on residential solar PV contractors, and they wanted a bigger voice from the Green Bank to support their efforts as well. He noted that when SB 9 included the fuel neutral provision for the Home Energy

Subject to Changes and Deletions

Solutions program in May, that the vocal contractors became satisfied and stopped directing criticism at the Green Bank. They want DEEP, utilities, and/or the utilities advocating for them at the Capitol because they feel they don't have a strong voice on public policy.

8. Next Meeting Date:

October 17, 2018 at the Connecticut Green Bank

9. Adjourn

Motion to close meeting early made by Ms. Fargo-Johnson

2nd by Ms. Duva

Approved Unanimously

Eric Brown adjourned the meeting at 2:05pm.

Respectfully Submitted,

Eric Brown, Chairperson



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Combined Metrics
October 17, 2018

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Metrics Recommended

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REFERENCES

1. <https://www.usenergyjobs.org/The> 2018 U.S. Energy and Employment Report
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Metrics Recommended (cont'd)

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REFERENCES

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Metrics – Outstanding Issues

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Joint Goals Update CT GB/CT EEB

Sector: Single Family Residential

Single Family Residential Goals

Pursue all Cost-Effective Energy Efficiency in the Residential Sector Using Financing When Needed to Catalyze Pre-Weatherization and Follow-on Measures

- Complete [HES/HES-IE] energy assessments at x homes per year (based on 2019-2021 Plan)
 - Identify residential units that identify pre-weatherization barriers when attempting to complete energy assessments
- Implement financing and funding solutions that close financing and funding gaps for addressing barriers to energy Efficiency Improvements
- Identify Coordinated Strategies for Expanding Comprehensive Loans for the 2019-2021 Plan

Metrics to Track Single Family Residential Goals

- Number of units that completed HES and HES-IE jobs in single family homes
- Number of units initially identified as barrier that, after pursuing financing and funding, complete weatherization
- Number and percentage of customers that implement follow-on measures (tracking type of follow-on measures, broken out by loan product)

Progress to Date

- Developed metrics and tracking tools for financing data and incentive programs
- Developing funding and solutions for some demographics
- Single Family Loan product tracking is available on the Statewide Energy Efficiency dashboard (www.ctenergydashboard.com)

Joint Goals Update CT GB/CT EEB

Sector: Multifamily Residential

Multifamily Residential Goals

Establish, Align, Fund, and Implement customer friendly financing programs to fill current unmet needs and market gaps in appropriate sectors for the approximately 340,000 multifamily residential units in CT

- Explore, and if feasible, pursue development of an appropriate financing product for market rate properties (properties that serve tenants above 60% SMI) that existing products don't currently serve
- Maintain program alignment for projects receiving CHFA and DOH funding, and other public funding sources
- Address the issues related to alignment of a comprehensive vs. holistic approach to the sector
 - Increase number of customers flowing from EnergizeCT webpage to financing products offered by CT Green Bank and others

Metrics to Track Multifamily Residential Goals

- Maintain updated List of Financing Products available for this sector published on the EnergizeCT multifamily web page
- By Product: # of loans, # of housing units served by: (IE vs. > 60% of SMI & LMI vs. > 80% AMI), \$ value loans (total amount financed for energy improvements), \$ total project costs, \$ value of utility incentives, \$ leverage ratios for utility incentives: \$utility incentive: total project costs; \$utility incentive: total amount financed – calculated on an all-in and on a per-unit basis
- Number of units in properties participating in multifamily utility programs; number of customers flowing from EnergizeCT webpage to financing products offered by CT Green Bank and others

Progress to Date

- Development of an integrated process path for multifamily properties
 - Established and maintain program alignment for projects receiving CHFA and DOH funding
 - Advocacy resulting scoring that incents passive house design and high performance buildings in the competitive 9% Low Income Housing Tax Credit funding process administered by CHFA.

Joint Goals Update CT GB/CT EEB

Sector: Government & Institutional

Government and Institutional Goals

- Improve the Customer Experience through Increased Technical Assistance and Customized Projects
- Establish Sustainable and Cost-Effective Financing Mechanisms
- Develop New Products to Fill Market Gaps

Metrics to Track Government Goals

- Parity between contributions and participation; indexing of Government sector's participation compared to other C&I sectors; indexing of savings from projects completed for this sector
- Programs available for this sector (ECB, EO, BES, and SBEA)
 - By Program: # of Projects; \$ Value Incentives; % of Projects that are multi-measure and/or receive comprehensive bonus
- Financing Products available for this sector (SBEA, C-PACE, M-Core, Uninvest, etc.)
 - By Product: # of Loans; \$ Value Loans (PI-scrubbed individual and total); % of Projects that are multi-measure and/or receive comprehensive bonus
- Data on how non-incentive balance of projects are funded

Progress to Date

- Working collaboratively on alternate capital structure for SBEA/Muni/State Program (Vendor selected through RFP Process)
- In the interim Companies are utilizing a third party capital lender to provide municipal financing with CEEF interest rate buydowns up to \$500k/town (including on-bill option and no cap for project size-ES only)
- Companies and CT GB have also been using the PURA Distributed Generation Long-Term Financing to provide municipalities with low-interest financing for projects that save kW

Joint Goals Update CT GB/CT EEB

Sector: Small, Medium & Large Commercial and Industrial

Small, Medium and Large Commercial & Industrial Goals

- Improve the Customer Experience (Small)
- Identify and Engage Alternative Capital Sources to Lower the Cost of and Increase Opportunities for Project Financing (Small)
- Improve Understanding of Opportunities Within this Market for Deep Energy Efficiency Improvements (Medium & Large)
- Increase Customer Savings and Benefits from the C&I Programs (Medium & Large)
- Cross-Leverage Connecticut Conservation and Load Management Plan and Connecticut Green Bank Programs (Medium & Large)

Metrics to Track Small, Medium & Large C&I goals

- Incentive programs available for this sector (ECB, EO, BES, and SBEA)
 - By Program: # of Projects; \$ Value Incentives; % of Projects that are multi-measure and/or receive comprehensive bonus
- Financing Products available for this sector (SBEA, C-PACE, M-Core, Univest, etc)
 - By Product: # of Loans; \$ Value Loans (PI-scrubbed individual and total); % of Projects that are multi-measure and/or receive comprehensive bonus
- Data on how non-incentive balance of projects are funded

Progress to date-what is going well

- Working collaboratively on alternate capital structure for SBEA/Muni/State Program (Vendor selected through RFP Process)
- Customers are accessing both CT GB and utility programs and resources



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