



**DEPLOYMENT COMMITTEE OF THE  
CONNECTICUT GREEN BANK**  
Regular Meeting Minutes

Wednesday, February 24, 2021  
2:00 p.m. – 3:00 p.m.

A regular meeting of the Deployment Committee of the **Connecticut Green Bank (the “Green Bank”)** was held on February 24, 2021.

**Due to COVID-19, all participants joined via the conference call.**

Committee Members Present: Binu Chandy (DECD), Michael Li (DEEP), Matt Ranelli, Lonnie Reed

Committee Members Absent: Steven Meier

Staff Attending: Emily Basham, Sergio Carrillo, Brian Farnen, Bryan Garcia, Bert Hunter, Jane Murphy, Cheryl Samuels, Ariel Schneider, Eric Shrago, Mariana Trief, Nicholas Zuba

Others present: Giulia Bambara, Joe Buonannata and Madeline Priest from IPC

**1. Call to Order**

- Michael Li called the meeting to order at 2:03 pm.

**2. Public Comments**

- No public comments.

**3. Consent Agenda**

- Bryan Garcia noted that there are 2 staff approved transactions for a total of \$304,000 which are just being reported to the Deployment Committee.

**Resolution #1**

Motion to approve the minutes of the Deployment Committee meeting for December 11, 2020.

**Upon a motion made by Binu Chandy and seconded by Matthew Ranelli, the Deployment Committee voted to approve Resolution 1. None opposed or abstained. Motion approved unanimously.**

**4. Incentive Business Updates and Recommendations**

#### **a. Smart-E Loan – Interest Rate Buydown Special Offer**

- Joe Buonannata from IPC gave an update to the current Smart-E Special 2.99% Financing Offer. As of February 17, 2021, there are 118 closed loans for a total of \$185,573 of the budget expended. The offer uptake has been slower than anticipated with the speculation that heat pumps and battery storage are not as familiar with most consumers when compared to solar panels, for example.
- Joe Buonannata presented the proposal of the “Spring Special Offer” utilizing the remaining \$1.3M budget at a special rate of 1.99% in general, and a 0% rate for homeowners at or below 80% area median income. Based on a suggestion from Eversource, 0% is also proposed for homeowners approved through the state utility crumbling foundation program. As well, the rate would be applied to any loans normally approved by Smart-E qualifying technologies such as insulation, windows, and traditional HVAC improvements. The program has a target launch of March 15, 2021. Joe also reviewed the Health and Safety Measures and efforts that IPC is taking to have included under the Spring Special Offer.
  - Matthew Ranelli asked in regard to the crumbling foundation program, what is the basis to include that whole program category, and secondly what other fixed rate loans are already available to customers in program but from the State. Joe Buonannata answered that he does not know the exact rate available to the crumbling foundation program but does not believe it is as low as 1.99% based on conversations with Eversource.
  - Bryan Garcia also noted that although it is not known how many people are within the program, the intent is to just continue to help the community and put forth more effort to acknowledge the benefits the Green Bank can do for them. Matthew Ranelli asked if it makes sense to reach out to the participating banks (i.e., Liberty, Webster, and Peoples) to see about making the loan application process easier. Michael Li noted the challenge of uptake in the efficiency program.
- Joe Buonannata also noted the desire for the flexibility for the Green Bank’s senior team to reduce the rate even further in order to increase the possible uptake, to something such as 0.99%, depending on consumer reaction to the offer.

#### **Resolution #2**

**WHEREAS**, in July of 2011, the Connecticut General Assembly passed Public Act 11-80, “AN ACT CONCERNING THE ESTABLISHMENT OF THE DEPARTMENT OF ENERGY AND ENVIRONMENTAL PROTECTION AND PLANNING FOR CONNECTICUT’S ENERGY FUTURE,” which created the Connecticut Green Bank (the “Green Bank”) to develop programs to finance and otherwise support clean energy investment in residential projects per the definition of clean energy in CGS Section 16-245n(a);

**WHEREAS**, in May of 2013, Green Bank launched the Smart-E Loan program, statewide as of November 2013, with a network of local lenders providing low-cost and long-term financing for home energy improvements that are consistent with the state energy policy and the implementation of the CES;

**WHEREAS**, on February 27, 2017, the Green Bank Deployment Committee (the “Deployment Committee”) approved an allocation of \$7,564,227 in American Recovery and Reinvestment Act State Energy Program (“ARRA-SEP”) funds for Smart-E Loans, which have been used for Interest Rate Buydown (“IRB”) promotions, including a 2.99% rate special financing launched on July 1, 2020;

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee approves the adjustment of the Smart-E Loan Spring Special Offer using the balance of approximately \$1.3M ARRA-SEP funds allocated for Smart-E Loans consistent with the memorandum submitted to the Deployment Committee dated February 17, 2021.

**Upon a motion made by Lonnie Reed and seconded by Matthew Ranelli, the Deployment Committee voted to approve Resolution 2. None opposed or abstained. Motion approved unanimously.**

**b. Residential Solar Tariff (Update)**

- Sergio Carrillo gave an update to the Renewable Energy Tariff, PURA Docket 20-07-01. There will be two options for homeowners: Buy All-Sell All and Monthly Netting Tariffs. An update to the battery storage program, Docket 17-12-03RE03, will come in the future.
- Matthew Ranelli asked if in relation to the docket, is it a position the Green Bank is electively taking or is it being mandated. Sergio Carrillo clarified that PURA expects the Green Bank to stay actively involved and support the transition. Bryan Garcia further clarified that in the future PURA may contact the Green Bank for consultation to support the implementation of the residential solar tariff through an agreement in which the details will need to be worked out and finalized.

**5. Investment Updates and Recommendations**

**a. Shared Clean Energy Facilities (Update)**

- Emily Basham summarized the Shared Clean Energy Facility (SCEF) program, which is a 6-year program with 25 MW of energy generated each year for a total of 150 MW. She reviewed the program model which puts the Utility companies at the center of the model, identifying their customers and subscribing them to the program as well as managing the subscriptions.
- Emily Basham noted that qualifying customers is dictated by PURA, DEEP, and that currently approximately 80% of all eligible customers are within an opt-out process, so many will be automatically enrolled by the EDCs.
- Bryan Garcia stated that DEEP and PURA are looking to reduce the energy burden on as many people as possible, but the Green Bank is looking to further increase the beneficial effects that customers will receive from SCEF to further increase their savings. There are several options that could use the present value of Subscriber Savings from SCEF including weatherization, arrearage payoff, removing oil and propane, and improving health and safety. Because of the State's current weatherization and thermalization goals, the Green Bank followed up with that for its primary Use Case. Overall, the goal is to not only increase the benefits to the base customers, but also increase jobs and energy investment throughout the state. The Green Bank is submitting comments today and we shall see if this concept is taken up by PURA.
  - Lonnie Reed asked about the previous concerns by the Consumer Council, and if any progress has been made on who will oversee subscriber management and protections. Bryan Garcia answered that he believes it is DEEP's responsibility to protect the customers.

- Matthew Ranelli noted that the program seems like a great idea and asked if \$0.025 is enough and how it compares to other programs. Bert Hunter answered that as a subscriber, he is saving 10% on energy, which is not much but may be higher for others and still is part of the greater effort.

**b. Restructuring Loss associated with C-PACE secured PPAs**

- Mariana Trief proposed a recommendation to restructure loans from CEFIA Holdings. There are loans outstanding to certain facilities and a portion of those projects associated to the loans are C-PACE secured PPAs. Given a recent Executive Order by the Governor, payments associated to the benefit assessment liens may be delayed. So, the recommendation is that accommodations be made (as may be requested) on upcoming quarterly payments to delay it by up to 90-days, matching the time allowed by the Executive Order due to COVID-19.

**Resolution #3**

**WHEREAS**, on June 26, 2020, the Green Bank Board of Directors (“Board”) approved the Loan Loss Decision Framework and Process for Subsidiaries, set forth in that certain memo to the Board dated June 26, 2020, which established the process of dealing with COVID-related restructurings for assets on Green Bank’s balance sheet; and

**WHEREAS**, Green Bank staff seeks Board approval to restructure loans from CEFIA Holdings LLC associated with Commercial Property Assessed Clean Energy (“C-PACE”) secured Power Purchase Agreements with Inclusive Prosperity Capital Inc. in a principal amount outstanding that is approximately \$650,000 (“C-PACE PPA Loans”) as described in that certain memorandum submitted to the Deployment Committee dated February 24, 2021 (the “Memo”).

**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 any amendment, restatement or modification of C-PACE PPA Loans, with terms and conditions consistent with the Memo, as he or she shall deem to be in the interests of the Green Bank and the ratepayers no later than 120 days from the date of this Board meeting; 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 affect the above-mentioned legal instruments.

**Upon a motion made by Lonnie Reed and seconded by Binu Chandy, the Deployment Committee voted to approve Resolution 3. None opposed and Matthew Ranelli abstained. Motion approved.**

**6. Adjourn**

**Upon a motion made by Matthew Ranelli, the Deployment Committee Meeting adjourned at 3:02 pm.**

Respectfully submitted,

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Michael Li, Chairperson