



## Deployment Committee

---

### **Meeting Date**

**February 21, 2024**



## **Deployment Committee**

**Hank Webster**

Deputy Commissioner  
Department of Energy and  
Environmental Protection

**Matt Ranelli**

Partner  
Shipman & Goodwin

**Lonnie Reed**

Board Chair

**Erick Russell – Designee, Bettina**

**Bronisz**  
Treasurer  
State of Connecticut

**Robert Hotaling**

Deputy Commissioner  
DECD

**Dominick Grant**

Dirt Partners

75 Charter Oak Avenue, Suite 1 - 103, Hartford, CT 06106  
T 860.563.0015  
ctgreenbank.com



February 14, 2024

Dear Deployment Committee Members:

We have a regular meeting of the Deployment Committee scheduled for **Wednesday, February 21, 2024 from 2:00-3:00 p.m.**

Please take note, that for those who want to meet in person, we have reserved the Colonel Albert Pope Board Room. Otherwise, please join us online.

For the agenda, we have the following:

- **Consent Agenda** – we have one item on the consent agenda, including:
  - Meeting Minutes for December 15, 2023
- **Investment Programs Updates and Recommendations** – discussion on the **Open Request for Proposals (“RFP”) process for the Department of Energy’s (“DOE”) Loan Program Office’s (“LPO”) State Energy Financing Institution (“SEFI”) program.**
- **Other Business** – if there is time left and other business to raise, we have included this time on the agenda.

Please note, those items **underlined, italicized, and highlighted** above, are materials coming by the close of business on Monday, February 19, 2024.

Have a great rest of the week and weekend ahead.

Sincerely,

A handwritten signature in black ink, appearing to be "Bryan Garcia", written over a white background.

Bryan Garcia  
President and CEO



## **AGENDA**

Deployment Committee of the  
Connecticut Green Bank  
75 Charter Oak Avenue  
Hartford, CT 06106

Wednesday, February 21, 2024  
2:00-3:00 p.m.

Dial [+1 860-924-7736](tel:+18609247736), [16147337#](tel:+18609247736)

Staff Invited: Sergio Carrillo, Mackey Dykes, Brian Farnen, Bryan Garcia, Bert Hunter, Jane Murphy, Eric Shrago, and Leigh Whelpton

1. Call to order
2. Public Comments – 5 minutes
3. Consent Agenda – 5 minutes
4. Investment Programs Updates and Recommendations – 30 minutes
  - a. Department of Energy’s (“DOE”) Loan Programs Office’s (“LPO”) State Energy Financing Institution (“SEFI”) – Open RFP for SEFI Investment Discussion
5. Other Business – 5 minutes
6. Adjourn

## Microsoft Teams meeting

**Join on your computer, mobile app or room device**

[Click here to join the meeting](#)

Meeting ID: 259 622 413 073

Passcode: U2AUZc

[Download Teams](#) | [Join on the web](#)

**Or call in (audio only)**

[+1 860-924-7736](tel:+18609247736), [16147337#](tel:+18609247736) United States, Hartford

Phone Conference ID: 161 473 37#

***Next Regular Meeting: Wednesday, May 22, 2024 from 2:00-3:00 p.m.  
Colonel Albert Pope Board Room at the  
Connecticut Green Bank, 75 Charter Oak Avenue, Hartford***



## **RESOLUTIONS**

Deployment Committee of the  
Connecticut Green Bank  
75 Charter Oak Avenue  
Hartford, CT 06106

Wednesday, February 21, 2024  
2:00-3:00 p.m.

Dial [+1 860-924-7736](tel:+18609247736), [16147337#](tel:+16147337)

Staff Invited: Sergio Carrillo, Mackey Dykes, Brian Farnen, Bryan Garcia, Bert Hunter, Jane Murphy, Eric Shrago, and Leigh Whelpton

1. Call to order
2. Public Comments – 5 minutes
3. Consent Agenda – 5 minutes

### **Resolution #1**

Motion to approve the meeting minutes of the Deployment Committee for December 15, 2023.

4. Investment Programs Updates and Recommendations – 30 minutes
  - a. Department of Energy’s (“DOE”) Loan Programs Office’s (“LPO”) State Energy Financing Institution (“SEFI”) – Open RFP for SEFI Investment Discussion

### **Resolution #2**

**WHEREAS**, on March 25, 2022, the U.S. Department of Energy’s (“DOE”) Loan Program Office (“LPO”) presented to the Board of Directors of the Connecticut Green Bank (“Green Bank”) new provisions within the Infrastructure Investment and Jobs Act in support of State Energy Financing Institutions (“SEFI”) such as green banks;

**WHEREAS**, on September 29, 2023, the DOE designated the Green Bank as an official SEFI;

**WHEREAS**, the Comprehensive Plan of the Green Bank acknowledges its status as a SEFI, and recognizes that there will be opportunities to pursue federal funding to support its programs, as well as the public policies of Connecticut that confront climate change;

**WHEREAS**, in implementing the Operating Procedures of the Green Bank, staff has developed, and the Board of Directors has approved, Green Bank Capital Solutions (“GBCS”) as an Open Request for Proposals (“Open RFP”) to solicit project developers for consideration of financing

by the Green Bank; and

**WHEREAS**, the staff of the Green Bank have drafted a GBCS Open RFP as it would apply to SEFI Investment for discussion with the Deployment Committee of the Green Bank

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee requests that staff seek comment from the DOE LPO SEFI team on the draft GBCS Open RFP for SEFI Investment; and

**RESOLVED**, that the Deployment Committee requests that the staff come back to the full Board of Directors of the Green Bank at a future meeting for review and approval of the final GBCS Open RFP for SEFI Investment.

5. Other Business – 5 minutes

6. Adjourn

## Microsoft Teams meeting

**Join on your computer, mobile app or room device**

[Click here to join the meeting](#)

Meeting ID: 259 622 413 073

Passcode: U2AUZc

[Download Teams](#) | [Join on the web](#)

**Or call in (audio only)**

[+1 860-924-7736,,16147337#](#) United States, Hartford

Phone Conference ID: 161 473 37#

***Next Regular Meeting: Wednesday, May 22, 2024 from 2:00-3:00 p.m.  
Colonel Albert Pope Board Room at the  
Connecticut Green Bank, 75 Charter Oak Avenue, Hartford***

# ANNOUNCEMENTS

- **In-Person Option** – if anyone wants to join future BOD or Committee meetings in person, we are inviting you to our offices in Hartford
- **Mute Microphone** – in order to prevent background noise that disturbs the meeting, if you aren't talking, please mute your microphone or phone.
- **Chat Box** – if you aren't being heard, please use the chat box to raise your hand and ask a question.
- **Recording Meeting** – we continue to record and post the board meetings.
- **State Your Name** – for those talking, please state your name for the record.



CONNECTICUT  
**GREEN BANK**<sup>SM</sup>

# Deployment Committee Meeting

February 21, 2024

Colonel Albert Pope Board Room



# Deployment Committee

## Agenda Item #1

### Call to Order

# Deployment Committee

## Agenda Item #2

### Public Comments

# Deployment Committee

## Agenda Item #3

### Consent Agenda

# Consent Agenda

## Resolution #1



1. **Meeting Minutes** – approve meeting minutes of December 15, 2023

# Deployment Committee

Agenda Item #4

Investment Programs Updates and Recommendations

DOE LPO SEFI – Open RFP

# Open RFP Framework

## Recap



### Green Bank Open RFP program:

- Fully “operationalized” in July 2020 (Board completes approval)
- Receives proposals for Green Bank investment on an open and rolling basis, as received;
- Evaluate such proposals in accordance with objective and transparent criteria;
- Goal to be “market responsive” and adaptable
  - ❑ Render preliminary responses to proposals in days and weeks rather than months
  - ❑ Offer guidance to those proposals that fall short of our criteria where the proposals offer the promise of significant market potential; and
  - ❑ Have a sufficient budget for investment in order to deliver significant impact quickly.

# Open RFP To Date



- Designed to accelerate the impact of the Green Bank model to support the implementation of Connecticut’s climate change plan and scale up investment in Connecticut;
- Draw into the market more investment from private capital sources leveraged by innovative public sector financing;
- Open RFP marketed as the “Capital Solutions” program;
- Since July 2020, received about a dozen “serious” inquiries;
- Moved to approval and funding 2 transactions:
  - ❑ **PosiGen – \$6 million (Investment Tax Credit Bridge)**
  - ❑ **Budderfly – \$5 million (Investment to Expand & Support Model)**

# Open RFP Expansion



US DOE Clean Energy Finance Programs  
(Title XVII) – specifically “SEFI” Projects

## TITLE 17 CLEAN ENERGY FINANCING PROGRAM

---

- Innovative Energy Projects
- Innovative Supply Chain Projects
- State Energy Financing Institution (SEFI) Projects
- Energy Infrastructure Reinvestment (EIR) Projects



# Open RFP Expansion

## US DOE Clean Energy Finance Programs (Title XVII)



### State Energy Financing Institution (NEW)

1703

Financing that aligns federal dollars with state clean energy priorities

#### Project Eligibility

In addition to meeting the common Title 17 eligibility requirements, SEFI projects must:

1. Involve at least one 1703 **Eligible Technology**
2. Receive **meaningful financial support** or credit enhancements from a SEFI.

#### Notes

- SEFI projects **DO NOT** have an innovation requirement
- "Meaningful" support will be determined on a case-by-case basis.

#### What is a SEFI?

A State Energy Financing Institution (SEFI) is a quasi-independent entity or an entity within a state agency or financing authority established by a State to:

- Provide financing support or credit enhancements, including loan guarantees and loan loss reserves, for eligible projects under Title 17;













**AND**

- Create liquid markets for eligible projects, including warehousing, or taking other steps to reduce financial barriers to the deployment of existing and new eligible projects.

# Open RFP Expansion

## US DOE Clean Energy Finance Programs (Title XVII)

### 1703 Projects Require at Least One Eligible Technology

 Renewable energy systems	 Advanced fossil energy technology	<b>APPLIES TO:</b> <ul style="list-style-type: none"><li>✓ Innovative Energy Projects</li><li>✓ Innovative Supply Chain Projects</li><li>✓ State Energy Financing Institution (SEFI) Projects</li></ul>	 Hydrogen fuel cell technology	 Advanced nuclear energy
 Carbon capture and sequestration technology	 Efficient electrical generation, transmission, and distribution		 Efficient end-use energy technologies	 Production facilities for the manufacture of fuel-efficient vehicles or vehicle parts
 Pollution control equipment	 Oil refineries		 Energy storage technologies	 <b>UPDATED:</b> Industrial decarbonization technologies

# Staff Tasks Moving Forward



- Staff to seek comment from the DOE LPO SEFI team on the draft GBCS Open RFP for SEFI Investment (modify Open RFP as appropriate)
- Staff to return to the full Board of Directors of the Green Bank at a future meeting for review and approval of the final GBCS Open RFP for SEFI Investment

# Resolution #2



**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee requests that staff seek comment from the DOE LPO SEFI team on the draft GBCS Open RFP for SEFI Investment; and

**RESOLVED**, that the Deployment Committee requests that the staff come back to the full Board of Directors of the Green Bank at a future meeting for review and approval of the final GBCS Open RFP for SEFI Investment.

# Deployment Committee

Agenda Item #5  
Other Business

# Deployment Committee

Agenda Item #6  
Adjourn



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

Friday, December 15, 2023  
8:30 a.m. – 9:00 a.m.

A special meeting of the Deployment Committee of the **Connecticut Green Bank (the “Green Bank”)** was held on December 15, 2023.

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

Committee Members Present: Bettina Bronisz, Dominick Grant, Rob Hotaling, Matthew Ranelli, Lonnie Reed, Hank Webster

Committee Members Absent: None

Staff Attending: Priyank Bhakta, Sergio Carrillo, Shawne Cartelli, Mackey Dykes, Brian Farnen, Bryan Garcia, Bert Hunter, Cheryl Lumpkin, Jane Murphy, Ariel Schneider, Dan Smith, Leigh Whelpton

Others present: None

**1. Call to Order**

- Hank Webster called the meeting to order at 8:30 am.

**2. Public Comments**

- No public comments.

**3. Consent Agenda**

**a. Meeting Minutes from November 15, 2023**

**Resolution #1**

Motion to approve the minutes of the Deployment Committee meeting for November 15, 2023.

**Upon a motion made by Bettina Bronisz and seconded by Lonnie Reed, the Deployment Committee voted to approve Resolution 1. None opposed and Hank Webster abstained. Motion approved.**

## Subject to Changes and Deletions

### 4. Under \$500,000 and No More in Aggregate than \$1,000,000 Staff Transaction Approvals

- Mackey Dykes summarized the proposed revisions to the current process and Resolution as described in the last meeting and recent memo, then explained further how separating the two types of projects would benefit the processing procedures.
  - Matthew Ranelli asked for clarification regarding the transactional versus aggregate limits in relation to the previous projects that Mackey presented, and Mackey Dykes confirmed his reading of the data was correct.
  - Matthew Ranelli asked if there were more projects beyond what was presented, and Mackey Dykes responded there were some projects but there weren't as many ESS projects in 2023 but C-PACE continued to make use of the authority. Matthew Ranelli asked if the ESS projects were held up due to the timing of the rollout or are they consistent with current monthly expectations. Sergio Carrillo responded that this is how they are being submitted by developers; they come in batches.
  - Bettina Bronisz asked where the ESS projects were funded from in the example shown and Mackey Dykes answered that they were brought to the appropriate Committee meeting for approval and then the queue was cleared, as it is part of the Consent Agenda for Board Meetings.
- Brian Farnen summarized the Resolution and considerations about how the ESS program is authorized and approved by PURA which includes a formulaic approach to how the incentives are to be awarded, so if the Committee had concerns it may have to be brought back to PURA to address.
  - Matthew Ranelli requested that at a future meeting, the underwriting for the ESS projects be explained further so that the Committee has a greater understanding of what it entails. Brian Farnen responded that Sergio Carrillo has a plan to do that, and it will happen soon. Matthew Ranelli commented that he isn't sure if \$500,000 is even enough, from looking at the past projects, but will leave that to Staff to determine if it needs an increase at a future date.
  - Rob Hotaling asked for more information about three projects from Jan 2023 and Sergio Carrillo explained they are separate projects, but they are identical in design. Rob Hotaling moved to raise the amount given how high those projects are and Sergio Carrillo provided more information indicating that it is very likely they will hit the caps soon. Matthew Ranelli commented that he would like to learn a bit more about the financing of the projects and would like to see more history of the typical costs of the projects first.
  - Lonnie Reed commented that there is also the caution about approving more money than may be requested and it may be better to monitor the needs for now. Sergio Carrillo clarified they are a pre-set incentive, and it is a calculated amount, so it is very unlikely that more financing would be requested than is needed. As well, inspections are done to make sure that equipment installed matches the equipment listed in their incentive obligation. Matthew Ranelli asked if a demonstration is needed to verify the charging patterns are cash-flow positive and Sergio Carrillo responded that it is not part of the inspection process, but it is part of the Utility Company's diligence and interconnection application. Bert Hunter added it is a technical diligence more than a financial feasibility diligence.
  - Matthew Ranelli asked how the projects are being underwritten. Sergio Carrillo explained that the risk to the Green Bank is very limited because the Green Bank commits to providing incentives then coordinates with the Utilities to seek cost recovery with PURA. The point in time in which the incentive is released is after the battery is energized and providing energy to the grid, so between the energization date and incentive disbursement date could be 2 to 3 years. Bert Hunter explained that the risk is



## Subject to Changes and Deletions

on the project sponsor to make sure the equipment is working and until that point in time, the incentive is a reservation subject to energization, so there is no financial risk for the Green Bank.

- The group agreed to proceed with the Resolution as Amended to include the ESS authorization mirror the Financing Programming authorization to give Staff the authority to approve projects up to \$500,000 and no more in aggregate of \$1,000,000 before having to bring it to the Deployment Committee.

### **Resolution #2**

**WHEREAS**, At the October 20, 2017 Board of Directors (Board) meeting of the Connecticut Green Bank (Green Bank) the Board approved a process for the Green Bank staff to evaluate and approve funding requests less than \$500,000 and in an aggregate amount not to exceed \$1,000,000 from the date of the last Deployment Committee meeting (Under \$500,000 Approval Process for Financing Programs).

**WHEREAS**, at its June 24, 2022 meeting, the Board approved a process for the Green Bank staff to evaluate and approve upfront incentives for projects participating in the ESS Program (ESS Approval Process). The approval process for ESS incentives below \$500,000 is identical and subject to the same aggregate limit as the Under \$500,000 Approval Process for Financing Programs.

**WHEREAS**, staff recommends modification of the Under \$500,000 Approval Process for Financing Programs and ESS Approval Process as more particularly described in that certain memorandum to the Board dated November 8, 2023 (the "Memo").

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee recommends to the Board the staff recommended modification of the Under \$500,000 Approval Process for Financing Programs and ESS Approval Process as described in the Memo with the one revision to increase the ESS Approval Process aggregate amount from \$500,000 to \$1,000,000 to be consistent with the recommended Under \$500,000 Approval Process for Financing Programs.

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

#### **5. Other Business**

- None

#### **6. Adjourn**

**Upon a motion made by Matthew Ranelli and seconded by Rob Hotaling, the Deployment Committee Meeting adjourned at 8:59 am.**

Respectfully submitted,

Subject to Changes and Deletions

---

Hank Webster, Chairperson

DRAFT



# Memo

**To:** Connecticut Green Bank Deployment Committee

**From:** Larry Campana, Associate Director, Investments

**Cc:** Bryan Garcia, President and CEO; Bert Hunter, EVP and CIO; Brian Farnen, General Counsel and CLO; Mackey Dykes, VP Financing Programs and Officer

**Date:** February 21, 2024

**Re:** Expanded process proposed for Green Bank Capital Solutions for State Energy Financing Institutions ("SEFI") Applicants to the Loan Programs Office ("LPO") of the U.S. Department of Energy

---

## Background

The majority of projects considered and approved at the Connecticut Green Bank ("Green Bank") are programmatic (e.g., C-PACE, Energy Storage Solutions).<sup>1</sup> For projects that do not meet programmatic criteria, Green Bank Capital Solutions ("GBCS") was approved by the Green Bank Board of Directors (the "Board") to allow for review, competitive selection, and award through an Open RFP process. Proposals are accepted on a rolling basis for financing through an evaluation process conducted by the Investments team and approved by the Board. Successful project examples through the GBCS Open RFP are PosiGen and Budderfly.

## Capital Solutions Update

Recent federal policy changes have been made which create opportunities for the Green Bank to expand GBCS to access substantial federal funding for Connecticut. As noted in the Green Bank's Comprehensive Plan,<sup>2</sup> the Infrastructure Investment and Jobs Act ("IIJA") modified requirements under Title 17 for Department of Energy financing through the LPO to allow for an exemption of commercial technology requirements for applicants obtaining support for their financing proposal from SEFIs. The Green Bank was among the first organizations to be recognized by the LPO as a SEFI. Developer/Applicants would have to demonstrate Meaningful Financial Support<sup>3</sup> from a SEFI to access Title 17 resources. For further details, please see the attached two-page fact sheet on Title 17 Clean Energy Financing Program.

To accommodate project developers seeking to partner with the Green Bank as a SEFI, and to consider Meaningful Financial Support to such proposed projects, the staff of the Green Bank is seeking to develop a SEFI Investment Open RFP for GBCS – see draft "Open Request for Proposals for SEFI Investment".

As GBCS Open RFP is a Board approved Green Bank program, any modification requires staff to submit material programmatic changes, like what is contemplated here, to the Board for its

---

<sup>1</sup> Operating Procedures of the Connecticut Green Bank

<sup>2</sup> Comprehensive Plan Fiscal Years 2023 and 2024 (pp 33-34)

<sup>3</sup> Equity investment, subordinated debt, loan loss reserve to subordinated debt, co-investment, and/or financial backstop for key aspects of projects subject to regulatory or market risk

consideration and approval. Accordingly, staff brings forward to the Deployment Committee, as the preliminary step in consideration and approval by the Board, the proposed modification to GBCS Open RFP process. This process provides an additional channel for review, considering the unique requirements of the DOE-LPO-SEFI program. Approval is recommended.

## **Resolutions**

**WHEREAS**, on March 25, 2022, the U.S. Department of Energy's ("DOE") Loan Program Office ("LPO") presented to the Board of Directors of the Connecticut Green Bank ("Green Bank") new provisions within the Infrastructure Investment and Jobs Act in support of State Energy Financing Institutions ("SEFI") such as green banks;

**WHEREAS**, on September 29, 2023, the DOE designated the Green Bank as an official SEFI;

**WHEREAS**, the Comprehensive Plan of the Green Bank acknowledges its status as a SEFI, and recognizes that there will be opportunities to pursue federal funding to support its programs, as well as the public policies of Connecticut that confront climate change;

**WHEREAS**, in implementing the Operating Procedures of the Green Bank, staff has developed, and the Board of Directors has approved, Green Bank Capital Solutions ("GBCS") as an Open Request for Proposals ("Open RFP") to solicit project developers for consideration of financing by the Green Bank; and

**WHEREAS**, the staff of the Green Bank have drafted a GBCS Open RFP as it would apply to SEFI Investment for discussion with the Deployment Committee of the Green Bank

**NOW**, therefore be it:

**RESOLVED**, that the Deployment Committee requests that staff seek comment from the DOE LPO SEFI team on the draft GBCS Open RFP for SEFI Investment; and

**RESOLVED**, that the Deployment Committee requests that the staff come back to the full Board of Directors of the Green Bank at a future meeting for review and approval of the final GBCS Open RFP for SEFI Investment.

---

## **Additional Resources**

<https://www.energy.gov/lpo/articles/lpo-slide-deck-introducing-new-guidance-title-17-clean-energy-financing-program>

<https://www.energy.gov/lpo/articles/program-guidance-title-17-clean-energy-program>



## OPEN REQUEST FOR PROPOSALS FOR SEFI INVESTMENT

### I. PURPOSE

Through the Open Request for Proposals (“Open RFP”) Program, the Connecticut Green Bank (“Green Bank”) seeks to provide access by project developers and capital providers / investors to Green Bank capital that will catalyze investment which – but for the Green Bank’s participation – would either not happen or be realized at a much slower pace or with less impact. This Open RFP for SEFI Investment is targeted towards proposals with financing requirements which are not met by existing Green Bank financing programs and satisfy the requirements for SEFI (State Energy Financing Institution) proposals through Title 17 with the DOE (Department of Energy) LPO (Loan Programs Office). Since inception, the Green Bank has demonstrated its ability to work with a variety of developers and capital providers to accelerate investment in clean energy, including energy efficiency as well as commercially deployed renewable technologies like solar PV, on-shore wind, run-of-the- river hydroelectric power, fuel cells and anaerobic digesters. The Green Bank Open RFP for SEFI Investment will:

- Receive proposals for Green Bank investment on an open and rolling basis, as received;
- Evaluate proposals in accordance with objective and transparent criteria;
- Be “market responsive” and adaptable – meaning that the Green Bank will endeavor to render preliminary responses to proposals in days and weeks rather than months and to offer guidance to those proposals that fall short of our criteria where the proposals by a commercially sophisticated counterparty offer the promise of significant market potential; and
- Have sufficient budget for investment in order to deliver significant impact quickly.

This Open RFP for SEFI Investment will support a variety of developers and capital providers – from emerging developers of commercially established technologies, to well-established manufacturers of emerging technologies and lenders and investors of all types. It is important to note that the Open RFP for SEFI Investment is not intended to be a venture capital program nor will it seek to assume risks that are more appropriate for other elements of a project’s or business’s capital stack. At its core, the Green Bank is a special purpose financial institution, with a responsibility to be good stewards of funds committed to it by statute to promote the clean energy and resiliency goals of the state.

## **II. TITLE 17**

Prior to recent legislation, all projects funded under Title 17 were required to employ innovative technologies compared to those commercially available. With the passing of the Bipartisan Infrastructure Law, projects receiving financial support or credit enhancements from an eligible State Energy Financing Institution are except from the innovative technology requirement. The Connecticut Green Bank was among the first organizations to be recognized by the DEO as a SEFI. Projects that reduce greenhouse gas emissions without innovative technology may be eligible for loans under Title 17, so long as the project receives qualifying funding from Connecticut Green Bank, and/or another SEFI, and fall into one of the categories of eligible projects under Title 17. Additional details can be found at the following links:

<https://www.energy.gov/lpo/state-energy-financing-institution-sefi-toolkit>

<https://www.energy.gov/lpo/articles/lpo-outlines-state-energy-financing-institution-sefi-opportunities-and-how-state>

<https://www.energy.gov/lpo/title-17-clean-energy-financing>

## **III. GREEN BANK BACKGROUND**

The Green Bank is a quasi-public state agency. As the nation's first full-scale green bank, it is leading the clean energy finance movement by leveraging public and private funds to scale-up renewable energy deployment and energy efficiency projects across Connecticut. The Green Bank's success in accelerating private investment in clean energy is helping Connecticut create jobs, increase economic prosperity, promote energy security and address climate change. In 2017, the Green Bank received the Innovations in American Government Award from the Harvard Kennedy School Ash Center for Democratic Governance and innovation for their "Sparking the Green Bank Movement" entry. For more information about the Green Bank, please visit [www.ctgreenbank.com](http://www.ctgreenbank.com).

## **IV. ELIGIBLE TECHNOLOGIES**

In order to not limit access to promising technologies or business models, some of which may be on the verge of becoming commercially established, this Open RFP for SEFI Investment is available to any technology or business model that is able to help the Green Bank achieve its statutory mandate as voiced through its Comprehensive Plan which staff reasonably determines: (a) is either already commercially viable (based on success in markets other than Connecticut or even other than the United States) and (b) has demonstrated clear potential for commercial viability through, for instance, well-documented feasibility studies and pilot programs where there is clear evidence of a viable business model and demonstrable cash flows as well as a path to substantial impact.

## **V. REQUIREMENT FOR CLEAN ENERGY AND FINANCIAL IMPACT**

Of considerable importance to the program will be achieving leverage of private capital with its limited public resources as the Green Bank seeks to act in furtherance of Connecticut's ambitious environmental / GHG and CO<sub>2</sub> reduction goals, Green Bank clean energy deployment objectives to "scale up" to achieve the market potential, and in support of public health outcomes, jobs and economic development.

## **VI. FINANCING ARRANGEMENTS AND CAPITAL SUPPORT**

The Green Bank does not intend for its role to be prescriptive, but to be determined in a manner that maximizes the potential for leverage of Green Bank resources while balancing the need for risk containment and Green Bank sustainability (i.e., the Green Bank's financial returns vs. the potential for financial losses). As such, the Green Bank expects investments to take the usual forms, such as:

- Senior and Subordinate loans
  - Construction loans
  - Bridge loans
  - Working capital loans
  - Term loans
- Loan loss reserves
- Loan guarantees
- Other forms of credit enhancement
- Participation in other lender's loans
- Equity (including participation as a member of a limited liability company, holder of preferred stock or other instruments that could be a hybrid of debt and equity, debt with conversion rights, debt with warrants for equity, etc.)
- Access to federal tax-exempt Private Activity Bonds for qualified private activities

All the above is to be considered in accordance with Green Bank operating procedures and its enabling statute.

The most successful proposals to this Open RFP for SEFI Investment will demonstrate the ability to make a significant impact across the desired outcomes and the ability to measure and track such performance over time. Examples of performance-tracking metrics are renewable kWh produced, CO<sub>2</sub> equivalent avoided, number of jobs created, public health savings, state and local revenues and private investment generated.

## **VII. GREEN BANK CAPITAL COMMITMENT**

Depending upon the success of the program, the Green Bank is eligible to make budgetary requests to its Board of Directors, but approval of such requests is not assured.

## **VIII. ELIGIBLE PROPOSERS**

The Open RFP for SEFI Investment will accept proposals from:

- 1) Private sector financial institutions or other third-party capital providers that finance, or intend to finance, clean energy technologies in State of Connecticut (although proposals that are part of a “multi-state” concept whereby the competitive procurement benefits reside with Connecticut ratepayers will also be welcomed and encouraged); and/or
- 2) Industry participants including project developers, energy service companies ("ESCOs"), building and facility owner/operators, equipment manufacturers, or others that provide equipment, materials and/or services where the object of the activity being proposed is entirely or meaningfully related to the State of Connecticut.

Proposers can apply on a standalone basis or as part of a team, such as a developer/sponsor, lead equipment provider, lead equity and/or debt provider.

Regardless of whether the proposal comes from a standalone entity or as part of a team, proposers must have directly relevant experience in the transaction/project type being submitted, and the relevant technologies.

## **IX. PROPOSAL REQUIREMENTS**

Each Proposer shall carefully examine the RFP and any and all amendments, exhibits, revisions, and other data and materials provided with respect to this RFP process. Proposers should familiarize themselves with all requirements in that contract prior to submitting their proposal. Should a Proposer have any questions or require clarifications or wish to request interpretations of any kind, the Proposer shall submit a written request to [RFP@ctgreenbank.com](mailto:RFP@ctgreenbank.com). Green Bank shall respond to such written requests in kind and may, if it so determines, disseminate such written responses to other prospective Proposer(s) or post to Green Bank’s website, subject to section H of Article XII.

### **A. Proposer Qualifications**

The Proposer shall include the following:

Corporate:

- Company overview and relevant experience, which shall include at a minimum (A) the number of employees, (B) the office locations, (C) and an outline of any clean energy operational projects showing (as relevant) project locations, technology or technologies involved, system output, host/offtaker, utility service area, whether such projects were developed under a state energy program (and if so, a description of that program or webpage/URL).



Team:

- Highlight key personnel and (if known) subcontractors who will be assigned to the project.
- Describe their respective experiences and skills with the development, engineering and installation of similar projects.
- Highlight the relevant licenses and certifications held by these key personnel.

Project Experience:

- Provide track record of actual annual generation relative to projected generation within the Proposer's operational projects (if applicable).
- Outline approach Proposer takes to ensure the installed Systems meets the projected generation values.
- References: provide name, entity, email and phone for at least three (3) relevant references

Preferred qualifications

- Years of experience – five years minimum in the proposed project's field of expertise.
- Application with DOE LPO –application for funding through LPO to meet the requirements of Title 17. Include status and stage of application with LPO and any additional SEFIs.

## **B. Project Scope and Schedule**

Include a general scope of the Project the Proposer intends to provide upon selection and execution of Green Bank financing arrangements. The scope narrative shall outline (as relevant) all major tasks and milestones necessary to design and obtain permits to construct, coordinate with utility company, mobilize, construct and commission the project. Proposals should include a complete project schedule indicating major project milestones and durations, such as engineering, construction, and siting council approval, where applicable. Indicate if the project requires the award of any other Federal or State grants or financing awards (e.g., USDA financing, ZREC award, DECD brownfield remediation program award, etc.)

This Open RFP for SEFI Investment is geared towards projects requiring a financing requirement of \$1,000,000 or greater from the Green Bank, though smaller sized projects could be considered on a case- by-case basis.

## **C. System Design and Equipment**

Depending upon the nature of the financing request, proposals shall provide a design layout for each project (e.g., a solar project would include the make/model, wattage and quantity for both inverters and modules, racking product, azimuth, tilt and system size kW-AC and kW-DC, and DC:AC ratio), or typical design layout for a portfolio of projects seeking financing. Proposals shall provide specified equipment manufacturer data sheets, warranties, pricing, etc. All equipment shall be new with warranties that meet industry standards and (as appropriate) be UL Listed.

#### **D. System Production**

Where relevant, proposals shall provide details about the estimated kWh-AC to be generated by the project, or a portfolio of projects, including all necessary assumptions. A solar project, for example, would include: Insolation (or sunlight availability), maintenance down time, soiling losses, shading losses, efficiency losses, AC losses, etc. Copies of PVSyst or Helioscope reports used to estimate production for each proposed solar system design should be included with the proposal.

#### **E. Project Model**

Proposer shall submit a project model setting for the entirety of the project's economics, feasibility and stress-testing. Capital sourcing will include: the Proposer's cash financial commitment; LPO request, SEFI request (in addition to Connecticut Green Bank), other financing sourced (or to be sourced) – identifying any preferred/mezzanine equity, senior capital, tax equity, grants, as well as identifying each stakeholder providing such capital support and the nature of their commitment (i.e., committed, proposed, likely, or “initial feasibility stage”).

#### **F. Meaningful Financial Support**

Proposed support from all requested SEFI participation including, but not limited to, pari passu, equity, or performance-based incentives administered by the Green Bank. The participation from Connecticut Green Bank must first meet internal selection and approval. Separate from Connecticut Green Bank approval, the participation of Connecticut Green Bank, together with other SEFI (if applicable), must meet the LPO definition of “meaningful SEFI support”. Consideration for this threshold includes 1) Overall support; 2) risk level of the type of support; and 3) whether SEFI support is offered at below-market terms. For more information, a link is below:

<https://www.energy.gov/lpo/articles/defining-meaningful-financial-support-state-energy-financing-institution>

#### **G. Other Relevant Information**

Depending on the nature of the proposal, Proposer may be required to submit additional supporting information, such as audited financial statements, energy audits or project feasibility studies.

#### **H. Clean Energy Impact and Need for Green Bank Funding**

The Proposer's proposal must demonstrate how the Green Bank's investment will leverage additional private capital and support the Green Bank's ambitious environmental / GHG and CO reduction goals, clean energy deployment objectives, public health outcomes, incremental jobs and economic development. Proposer must also elaborate on gap in the market for financing from private sector capital to fund Proposer's proposal such as attempts made to obtain financing from other private

sector lenders (including names) and challenges faced.

#### **I. Statement on Proposers Financial Strength**

Preference is for Proposer to provide three years of audited financial statements and/or last 3 years tax returns

#### **J. Operations, Maintenance and Management Approach**

The proposal should include approach to asset management, billing, preventative and corrective operations and management as is relevant to the project for the expected duration of the project's estimated useful life.

#### **X. Indicative Green Bank Financing Terms**

Green Bank financing terms, including financial product type, interest rate and payback period can be tailored to suit each individual project. Green Bank financial terms will be the result of project need as determined by the Green Bank and will follow a satisfactory assessment and due diligence of the following indicative and non-exhaustive areas of review:

- Project and technology type
- Risk (technical, financial, delivery and implementation, and credit)
- Life of the project
- Anticipated energy and carbon savings
- Amount of finance being requested from the Green Bank
- Amount of finance sourced from parties external to the Green Bank

#### **XI. PROPOSAL PROCESS**

##### **A. Timeline**

This is an Open RFP for SEFI Investment – submissions are to be accepted on a rolling basis until the program is withdrawn.

##### **B. Submittal Process**

In submitting a proposal, the following requirements should be observed:

- i. Proposals shall be submitted electronically to [RFP@ctgreenbank.com](mailto:RFP@ctgreenbank.com). The subject line should be identified as: "OPEN RFP FOR SEFI INVESTMENT".
- ii. Proposers may be required to interview with Green Bank staff if deemed necessary.
- iii. Transactions which involve financing or investment by the Green Bank require approval by (a) the Deployment Committee of the Board (up to \$2,500,000) or (b) by the Board (over \$2,500,000).

##### **C. Q&A**

Respondents can submit questions to [RFP@ctgreenbank.com](mailto:RFP@ctgreenbank.com).

## **XII. EVALUATION**

Proposals will be evaluated on the following criteria:

- A. Meeting Green Bank Goals – Will the potential activity achieve a meaningful level of energy efficiency, renewable energy deployment, or resiliency goals, especially in vulnerable communities<sup>1</sup>?
- B. Green Bank Essentiality – to what extent is participation by the Green Bank essential to the success of the project? Please be explicit here – Proposers are expected to have sought out other capital (submit which capital providers were contacted, names and e-mail addresses and the response by the capital provider(s) (can be written or a summary of meeting notes)).
- C. Project Feasibility – How feasible is the project to achieve its stated goals? What is the basis for this assessment? Has the proposed project been completed elsewhere? If so, provide project location and relationship of the project to the proposer. Provide details of any system performance guarantees.
- D. Project Replicability – Could a similar project be replicated in Connecticut or elsewhere, or is this a unique opportunity?
- E. Project timetable – total development and construction timeline
- F. Relevant Experience – Does the proposer offer relevant and sufficient experience for the type of project being proposed?
- G. References  
List of three (3) clients for reference use for whom proposer has performed similar services as those contemplated by proposer’s project. Include the name, e-mail address and telephone number(s) of the contact person at each reference.
- H. Pending Litigation  
Description of any litigation, pending judgments, etc., which could affect the proposer's ability to enter into an agreement with Green Bank. A description of the circumstances involved in any defaults by the proposer. If you have been subjected to any outside performance or financial audits in the past three years, state by whom the audit was performed, for whom, the facility involved, and the results of the audit.

---

<sup>1</sup> Per definition in Public Act 20-05.

### **XIII. GENERAL TERMS AND CONDITIONS**

Submission of your proposal assumes the acceptance of the following understandings:

- A. Green Bank reserves the right to reject any or all of the proposals received in response to the Open RFP, to waive irregularities or to cancel or modify the Open RFP for SEFI Investment in any way, and at any Green Bank chooses, in its sole discretion, if Green Bank determines that it is in the interest of Green Bank.
- B. Green Bank further reserves the right to make selections under this Open RFP for SEFI Investment without discussion of the proposals received. Proposals should be submitted on the most favorable terms from a technical, qualifications, and price standpoint.
- C. Submissions must be signed by an authorized officer of the Proposer. Submissions must also provide name, title, address and telephone number for individuals with authority to negotiate and contractually bind Proposer, and for those who may be contacted for the purpose of clarifying or supporting the information provided in the proposal.
- D. Green Bank will not be responsible for any expenses incurred by any Proposer in conjunction with the preparation or presentation of any proposal with respect to this Open RFP. Legal fees of the Green Bank for the drafting of definitive loan documentation will be the responsibility of the Applicant.
- E. Green Bank's selection of a Proposer through this Open RFP for SEFI Investment is not an offer and Green Bank reserves the right to continue negotiations with the selected Proposer until the parties reach a mutual agreement.
- F. **Submission of Proposal by Proposer and Acceptance of Proposal by Green Bank does not constitute an agreement:** The actual terms and conditions under which the Green Bank may be willing to provide a financing facility or investment to the Proposer shall be subject to, inter alia, (i) satisfactory completion by the Green Bank of its due diligence process in scope and with results satisfactory to the Green Bank in the Green Bank's sole and absolute discretion, (ii) the accuracy and completeness of all representations that Proposer makes to the Green Bank, (iii) obtaining necessary internal credit approvals and Green Bank Board of Director authorization and the negotiation, execution and delivery of definitive documentation consistent with the terms ultimately agreed with Proposer and otherwise satisfactory to the Green Bank (iv) no change, occurrence or development shall occur or shall have occurred that has had or could reasonably be expected to have a material adverse effect on the Proposer, their respective businesses or any contemplated collateral for the proposed financing facility or investment (v)(1) all financial projections concerning the Proposer that have been or are hereafter made available to the Green Bank by the Proposer (the "Projections") have been or will be prepared in good faith based upon reasonable assumptions and (2) all information, other than Projections, which has been or is hereafter made available to the Green Bank by the Proposer in connection with any aspect of the proposed

project(s) contemplated in the proposal, as and when furnished, is and will be complete and correct in all material respects and does not and will not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements contained therein not misleading.

**G. State Contracting Obligations.** Consultant understands and agrees that the Green Bank will comply with Conn. Gen. Stat. Sections 4a-60 and 4a-60a and all other applicable state contracting requirements as a quasi-public state agency.

**H. Confidentiality** – All proposals and associated information are treated as commercially confidential. Applicants supplying information to the Green Bank should be aware that we are subject to the provisions of the CT Freedom of Information Act (CT-FOIA) and information provided to us may become the subject of a CT-FOIA access request. We will endeavor to protect all proprietary and commercially sensitive information and will ask your permission before sharing information specific to your proposal with external parties if that information is not already in the public domain (subject to being compelled to release such information due to a CT-FOIA request).

**I. Green Bank is subject to the requirements outlined in Sections 16-245n of the Connecticut General Statutes. GREEN BANK SHALL HAVE NO LIABILITY OR OBLIGATION OF ANY SORT HEREUNDER, INCLUDING, WITHOUT LIMITATION, IF FOR ANY REASON OR NO REASON A BINDING AGREEMENT IS NOT ENTERED INTO WITH ANY PROPOSER. IN MAKING ITS SELECTION OF A SUCCESSFUL RESPONDENT, GREEN BANK MAY CONSIDER ANY AND ALL FACTORS AND CONSIDERATIONS WHICH GREEN BANK, IN ITS SOLE DISCRETION, DEEMS RELEVANT, THE RELATIVE IMPORTANCE OF WHICH SHALL BE IN THE SOLE DISCRETION OF GREEN BANK.**



# TITLE 17 CLEAN ENERGY FINANCING PROGRAM

## State Energy Financing Institution (SEFI)-Supported Projects



Financing for projects that deploy clean energy and receive meaningful financial support from a state agency or financing authority

**About the office: The U.S. Department of Energy Loan Programs Office (LPO) offers debt financing for large-scale (typically \$100 million+) energy-related projects in the United States.**

Through the Title 17 Clean Energy Financing Program SEFI project category, LPO can supplement states' investments in clean energy projects to increase scale, scope, and impact.

### Eligibility Requirements

In addition to meeting the common Title 17 eligibility criteria, SEFI-supported projects must:

- Involve one or more of the 13 eligible technologies
- Receive meaningful financial support or credit enhancements from a SEFI

Note: SEFI-supported projects should be particularly attentive to requirements regarding prohibited federal support. See the Guidance for more information.

There is no innovation requirement. LPO can finance projects that incorporate commercial technologies or aggregate technology-diverse projects.














### What is a SEFI?

A SEFI is an entity established by a state, Indian Tribal entity, or Alaska Native corporation to provide financing support or credit enhancements to eligible clean energy projects. Examples of qualifying project participation by a SEFI may include, but are not limited to:

- Providing equity/subordinate portion of capital stack
- Providing loan loss reserve with respect to junior portion of capital stack
- Co-lending with LPO (pari passu or mezzanine)
- Providing financial backstop for specific key project elements that may be subject to regulatory or local market risk



## Eligible Technologies

-  Renewable energy systems
-  Advanced fossil energy technology
-  Hydrogen fuel cell technology
-  Advanced nuclear energy
-  Carbon capture & sequestration technology
-  Efficient electrical generation, transmission & distribution
-  Efficient end-use technologies
-  Production facilities for the manufacture of fuel-efficient vehicles or parts
-  Pollution control equipment
-  Oil refineries
-  Energy storage technologies
-  Industrial decarbonization technologies
-  Supply of critical minerals

## Example Project Areas (non-exhaustive)

- SEFI-supported energy efficiency upgrades and electrification of single-family residences
- SEFI-supported community solar projects
- SEFI-supported facilities related to decarbonized industrial products
- SEFI-supported construction of high-quality, energy-efficient housing
- SEFI-supported financing of energy efficient and grid-interactive appliances

## Next steps

1. Read the Program Guidance for more details and application requirements
2. If you have a project that may be eligible, request a no-cost pre-application consultation at: [Energy.gov/LPO/Pre-App](https://www.energy.gov/LPO/Pre-App)







75 Charter Oak Ave  
Suite 1 - 103  
Hartford, CT 06106

700 Canal Street, 5th Floor  
Stamford, CT 06902