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# Inclusiv Network Town Hall Series: S05E05

July 9, 2024

# Today's Agenda

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# Today's Agenda

- Welcoming Remarks
- Network Update
- EPA's Clean Communities Investment Accelerator (CCIA) Program Update
  - Cathie Mahon, Inclusiv
  - Neda Arabshahi, Inclusiv
- Upcoming Events
- Audience Discussion

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## Greenhouse Gas Reduction Fund Roundup

Find out how Inclusiv is helping member credit unions understand GGRF



Check Out Our  
2023 Annual  
Report!



[Click Here](#)

# Welcome!

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# Network Update

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# CCIA Program Update

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# **\$1.87 Billion Inclusiv Program**

## ***Grants to Credit Unions for Green Lending***

Part of the Environmental Protection Agency (EPA)

**Greenhouse Gas Reduction Fund (GGRF)**

**Clean Communities Investment Accelerator (CCIA)**

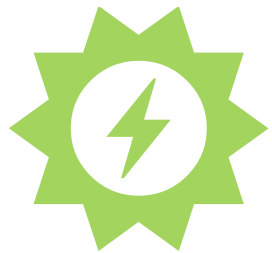
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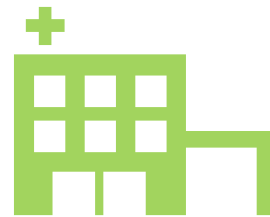


# About the Greenhouse Gas Reduction Fund (GGRF)

- In August 2022, the **Inflation Reduction Act (IRA)** was passed into law, which includes the **\$27 billion Greenhouse Gas Reduction Fund (GGRF)**.
- GGRF Has Three Main Objectives:



**Reduce emissions of greenhouse gases and other air pollutants**



**Deliver benefits to American communities- especially low-income and disadvantaged communities**



**Mobilize financing and capital to stimulate additional deployment**

# About the Greenhouse Gas Reduction Fund (GGRF)

- **The GGRF is a once-in-a-lifetime opportunity to** bring benefits of solar, electrification, energy efficiency, and other clean energy technologies to the communities and members credit unions serve, including those most impacted by climate events, poor air quality, and rising utility bills.
- The EPA divided GGRF funding into three separate grant competitions:
  - **\$14 Billion** National Clean Investment Fund (NCIF)
  - **\$6 Billion** Clean Communities Investment Accelerator (CCIA)
  - **\$7 Billion** Solar for All



## CCIA Program Objective:

Build capacity of **community lenders** to finance cost-saving and pollution-reducing clean technology projects in **low-income and disadvantaged communities (LIDACs)**

**Inclusiv has been selected by the EPA for a  
\$1.87 Billion GGRF Grant  
within the  
Clean Communities Investment Accelerator (CCIA) Program**

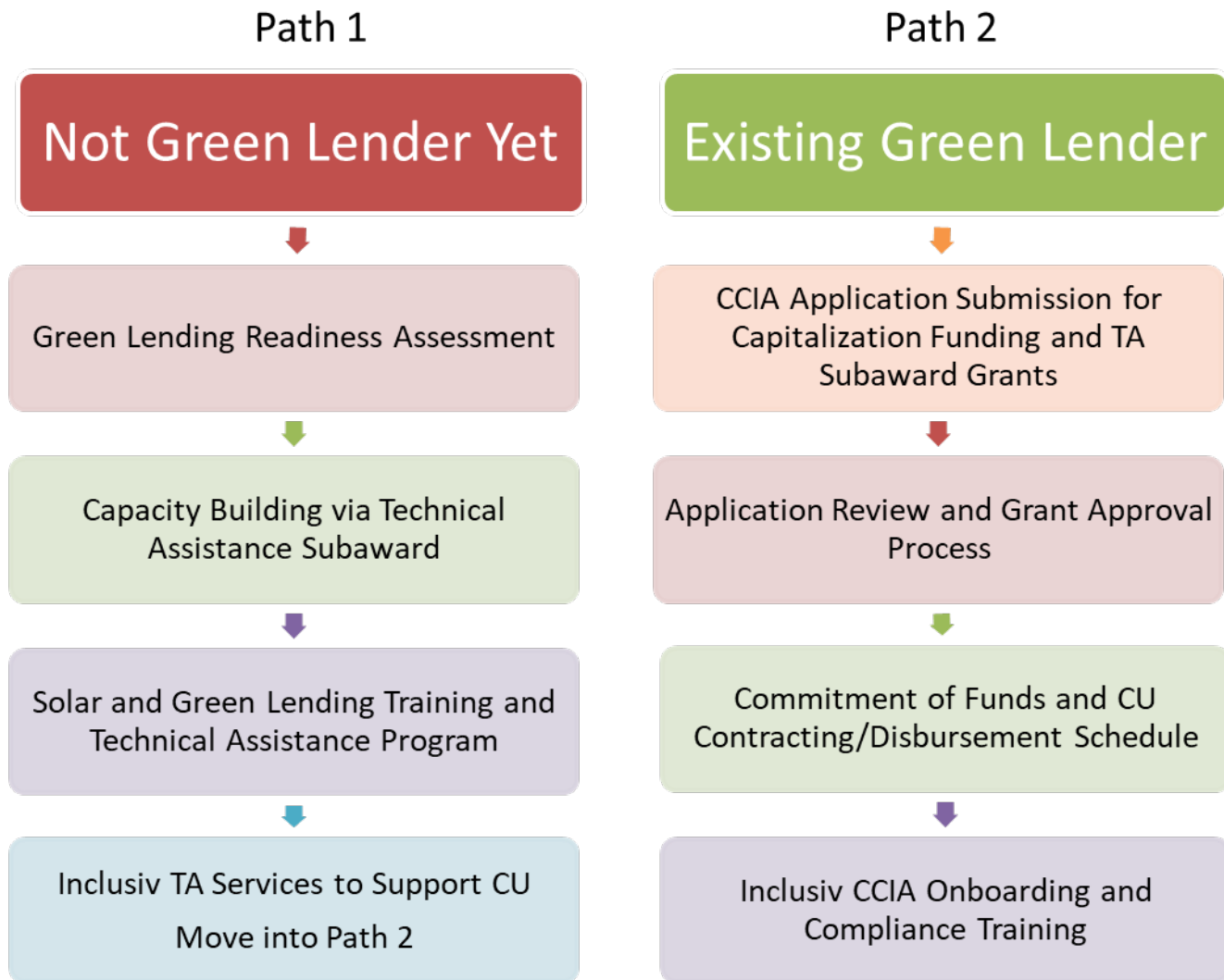
# What Does Inclusiv's CCIA Grant Mean for Credit Unions?

Inclusiv will provide grants to 300-400 credit unions over six years, CUs must use CCIA grants to:

1. Create new or grow existing green loan products for CCIA priority green project categories
2. Use grants to provide financial assistance (affordable/subsidized loans) to qualified projects
3. Use grants to build capacity for green loan programs
4. 100% of funds must support Low-Income and Disadvantaged Communities (LIDACs)

# What Does Inclusiv's CCIA Grant Mean for Credit Unions?

(continued)



## Grant Approvals:

- **Average grant amounts will be \$3-4 million per credit union**
  - 10% of grant can be used for capacity building for staff salaries, software, marketing, etc. (EPA calls this "Technical Assistance Subaward" grants)
  - 90% of grant must be used for Capitalization Funding
- Actual grant amounts to individual CUs will vary based on CU asset size and green lending plan (maximum grant amounts will be \$11 million per credit union)

# Inclusiv's CCIA Grant Application Process for Credit Unions

Stage 1: Inclusiv will offer training and technical assistance to help CUs build green loan programs.

- CUs under \$100mm can apply for upfront grants to cover staff time for trainings
- CUs over \$100mm reviewed on a case-by-case basis for these grants)

Stage 2: Dedicated staff will provide step-by-step, direct support to guide CUs to prepare grant applications

- CUs are not required to hire consultants to prepare their applications
- Inclusiv expects to accept CU grant applications during first 3-4 years of the program (or until all grants are committed)

Stage 3: Roughly every 8-10 weeks, all grant applications that have been submitted will be reviewed by independent committees.

Stage 4: Grant decisions will be made:

- CU financial performance will be reviewed.
- CU green lending plan will be reviewed
- CUs can review their financials now, make sure ready to take on CCIA work. If not financially ready now, Inclusiv's other programs are here to support you and help you to get ready.

Stage 5: CUs selected for grants will receive

- CCIA program orientation and onboarding;
- dedicated Inclusiv staff point of contact for guidance and support;
- technical support for compliance and reporting;
- training and access to Inclusiv's LIDAC tracking software platform for lending; and
- additional support over multiple years to ensure that CUs succeed in the program.

# Inclusiv's CCIA Grant Application Process for Credit Unions

**We are all in this together!**

**Inclusiv will support credit unions throughout this program to ensure your success.**

**We designed our program to be measured by CU success so that our interests are aligned.**

**CUs will have program performance and compliance requirement, and we'll support you to make sure you can succeed.**

# What Does Inclusiv's CCIA Grant Mean for Credit Unions? (cont.)

Inclusiv will provide grants to hundreds of credit unions over six years, CUs must use CCIA grants to:

1. **Create new or grow existing green loan products for CCIA priority green project categories**
2. Use grants to provide financial assistance (affordable/subsidized loans) to qualified projects
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4. 100% of funds must support Low-Income and Disadvantaged Communities (LIDACs)

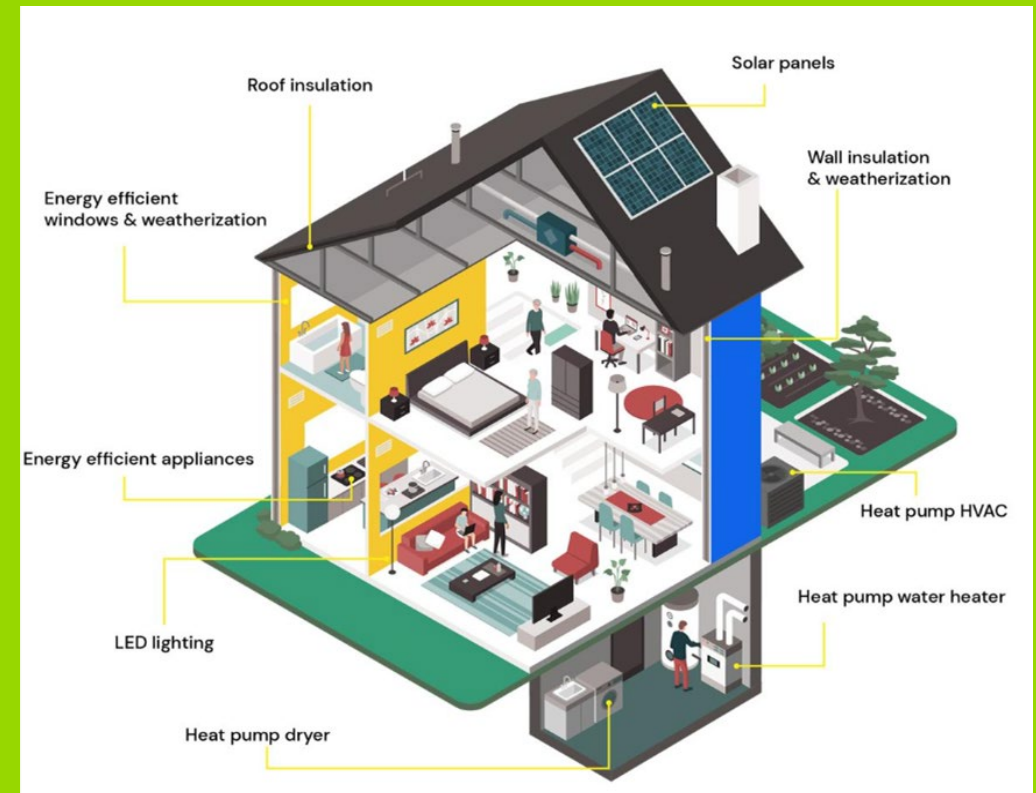
## What Are Some Examples of CCIA Priority Green Project Categories?

The picture on the right shows many types of common green projects that homes and businesses might seek out to help improve building occupant comfort, lower energy bills, and reduce air pollution.

Many Credit Unions already offer Home Improvement, Unsecured Consumer, and Vehicle Loans.

With CCIA grant funds, CUs can create new products (or can adapt their existing loan products) to finance many types of projects, including:

- Home Energy Improvements
- Efficient Appliance Purchases
- Efficient Heating and Cooling Systems
- Solar (+ Battery Storage) Systems
- Electric Vehicles (EVs)
- Many More





# Inclusiv and University of New Hampshire Created Our Solar and Green Lending Training and Technical Assistance Program

Department of Energy Funded - Nation's first green lending training program for credit unions

Launched in 2020, built network of credit unions and other community lenders offering affordable clean energy financing



**Trained 750 staff from 380+ community lenders**

- Just 70 of these lenders invested \$3.38 billion in green projects in past 5 years
- **Alumni lend across all 50 states, Washington DC, Puerto Rico**

Program Includes:

- Instructor-led 8/9-week virtual courses in green lending
- Technical assistance to design/launch loan products
- Customized courses upon request and self-paced courses
- Alumni Lender Peer Learning Community of Practice
- Ongoing training, networking, and support for alumni



# Inclusiv-UNH Solar and Green Lending Training and Technical Assistance Program (cont.)

Additional details on our training and technical assistance program:

- Participants learn and apply technical skills to rapidly launch and grow green loan products at their CUs.
- Graduates of the instructor-led training courses earn a Solar and Green Lending Professional Certificate from the University of New Hampshire and Inclusiv.
- Upon completion of instructor-led courses, students join an alumni program that delivers additional in-depth training workshops, technical assistance to launch and grow solar and green loan products, and development of shared financing platforms (such as a Solar Loan Participation Platform that Inclusiv launched in 2023).
- Training Courses Include:
  - **Introduction to Solar Finance**, a half-day, online, self-paced course introducing community lenders to the world of solar finance.
  - **Consumer Solar Lending**, an 8-week, online, instructor-led course guiding community lenders to build a ready-to-launch consumer loan product for residential rooftop solar.
  - **Commercial Solar Lending**, a 9-week, online, instructor-led course teaching community lenders about relevant solar technologies, policies, and project finance structures for a range of commercial solar projects (community solar, solar for business properties, solar for multi-family buildings, and solar for nonprofits and community facilities).
  - **Green Home Improvement Lending (Consumer/Residential)**, a 9-week, online, instructor-led course preparing community-based lenders to build and deliver consumer loans for green home improvements, such as weatherization, electrification, and appliance upgrades.
  - **Resilient Solar + Storage for Community Facilities**, a 5-week, online, self-paced course educating property managers and lenders of community-service facilities and multifamily housing that are seeking to ensure a resilient, reliable, and renewable supply of electricity for their buildings.
  - **Customized Workshops, Clinics, and Tailored Learning Experiences**, content from any of the above courses can be customized upon request for specific audiences and learning experiences- both for virtual and in-person delivery.



# What Does Inclusiv's CCIA Grant Mean for Credit Unions? (cont.)

Inclusiv will provide grants to hundreds of credit unions over six years, CUs must use CCIA grants to:

1. Create new or grow existing green loan products for CCIA priority green project categories
2. **Use grants to provide financial assistance (affordable/subsidized loans) to qualified projects**
3. Use grants to build capacity for green loan programs
4. 100% of funds must support Low-Income and Disadvantaged Communities (LIDACs)

## What Types of Financial Assistance to Qualified Projects Are Allowed Under CCIA?

90% of CCIA grant dollars that a CU receives can must be used for Capitalization Funding

While subsidized loans and partially forgivable (and even forgivable) loans are allowed, CCIA grant dollars cannot be used to provide grants directly to borrowers.

Types of Capitalization Funding	
<b>Debt</b> <ul style="list-style-type: none"> <li>• Loans (secured or unsecured)</li> <li>• Forgivable / partially forgivable loans</li> <li>• Zero-interest and below-market interest loans</li> <li>• Loans paired with interest rate buydowns</li> <li>• Lines of credit</li> <li>• Subordinated debt</li> <li>• Warehouse lending</li> <li>• Loan purchasing programs</li> <li>• Other</li> </ul>	<b>Credit Enhancements</b> (loan guarantees, loan loss reserves, other)
	<b>Hybrids</b> (mezzanine debt, preferred equity, other)
	<b>Equity</b> (project finance investments, private equity investments, other)

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## What Types of Capacity Building Efforts do CCIA grant dollars support?

10% of CCIA grant dollars that a CU receives can be used for capacity building for green loan programs. (EPA calls this "Technical Assistance Subawards").

This TA is only for lenders selected for capitalization funding grants.

Types of TA Subawards Funding	
<b>Procuring</b> <ul style="list-style-type: none"><li>• Training</li><li>• Market Analysis</li><li>• Technical Support</li><li>• Software</li><li>• Other</li></ul>	
<b>Hiring staff</b>	<b>Developing new financial products</b>
<b>Supporting predevelopment activities</b> <ul style="list-style-type: none"><li>• Site and building assessments (e.g., energy audits)</li><li>• Financial/ technological feasibility studies</li><li>• Other activities</li></ul>	

# What Does Inclusiv's CCIA Grant Mean for Credit Unions? (cont.)

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## Four Ways to Identify Low-Income and Disadvantaged Communities (LIDACs)?

1. **CEJST-Identified Disadvantaged Communities:** Census tracts identified as “disadvantaged” through version 1.0 of the Climate & Economic Justice Screening Tool (CEJST), released 11.22.22, which includes census tracts that meet the thresholds for at least one of the tool’s categories of burden and land within the boundaries of Federally Recognized Tribes. See CEJST “disadvantaged” census tracts here: <https://screeningtool.geoplatform.gov/en/>
2. **EJScreen-Identified Disadvantaged Communities:** All communities within version 2.2 of EJScreen that fall within either
  - (a) limited supplemental set of census block groups that are at or above the 90<sup>th</sup> percentile for any of EJScreen’s supplemental indexes when compared to the nation or state or
  - (b) geographic areas within Tribal lands as included in EJScreen, which includes the following Tribal lands: Alaska Native Allotments, Alaska Native Villages, American Indian Reservations, American Indian Off-reservation Trust Lands, and Oklahoma Tribal Statistical Areas.
3. **Geographically Dispersed Low-Income Households:** Low-income individuals and households living in Metropolitan Areas with incomes not more than 80% AMI or 200% Federal Poverty Level (FPL) (whichever is higher), and low-income individuals and households living in Non-Metropolitan Areas with incomes not more than 80% AMI, 200% FPL, or 80% Statewide Non-Metropolitan Area AMI (whichever is highest).
  - FPL is defined using the latest publicly available figures from the U.S. Department of Health and Human Services.
  - Area Median Income (AMI) is defined using the latest publicly available figures from the U.S. Department of Housing and Urban Development (HUD).
  - Metropolitan Area and Non-Metropolitan Area are defined using the latest publicly available figures for county-level designations from the Office of Management and Budget.
  - Statewide Non-Metropolitan Area AMI is defined using the latest publicly available figures from the U.S. Department of the Treasury’s CDFI Fund, with an adjustment for household size using HUD’s Family Size Adjustment factor.
4. **Properties Providing Affordable Housing:** Properties providing affordable housing that fall within either of the following two categories:
  - (a) multifamily housing with rents not exceeding 30% of 80% AMI for at least half of residential units and with an active affordability covenant from one of the following federal or state housing assistance programs: (1) Low-Income Housing Tax Credit; (2) a housing assistance program administered by HUD, including Public Housing, Section 8 Project-Based Rental Assistance, Section 202 Housing for the Elderly, Section 811 Housing for Disabled, Housing Trust Fund, Home Investment Partnership Program Affordable Rental and Homeowner Units, Permanent Supportive Housing, and other programs focused on ending homelessness that are funded under HUD’s Continuum of Care Program; (3) a housing assistance program administered by USDA under Title V of the Housing Act of 1949, including under Sections 514 and 515; or (4) a housing assistance program administered by a tribally designated housing entity, as defined in Section 4(22) of the Native American Housing Assistance and Self-Determination Act of 1996 (25 USC § 4103(22))OR
  - (b) naturally-occurring (unsubsidized) affordable housing with rents not exceeding 30% of 80% AMI for at least half of residential units.

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- 100% of CCIA funds must go to LIDACs, but not a requirement for the entire CU - rest of CU lending does not have to meet LIDAC requirements
- Inclusiv created software and tools that will help CUs manage, track, report on lending to Low-Income and Disadvantaged Communities (LIDACs)?
- Inclusiv created FIDAP (Financial Inclusion Data Analytics Platform) to support CDFI certification.
- We analyzed where our member CDFIs are lending (using FIDAP) =  
Inclusiv's member CDFIs are ALREADY LENDING IN 79% of ALL LIDAC CENSUS TRACTS
- FIDAP is being expanded to support the CCIA program.

# What is FIDAP?

## Financial Inclusion Data Analytics Platform

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Home


**Welcome Back!**

prubenstein@inclusiv.org  
LOWER EAST SIDE PEOPLE'S (Charter #: 24232)

Find & Switch Credit Union


Welcome to  
**Inclusiv's Credit Union Data Analytics Platform**

Here, you can upload loan data anytime and access reports & data dashboards with point-in-time analysis & insights into your Credit Union's progress toward its CDFI Annual Certification Report.



**Dashboard & Reports**

Access your data dashboard & reporting at any point during a reporting period for point in time analysis.



**Download Templates & Upload Files**

Download templates and upload files at any point during a reporting period.



# Key Partnerships to Ensure Communities Can Benefit from CCIA Funding

CCIA dollars can be used to help your CU with local partnerships:

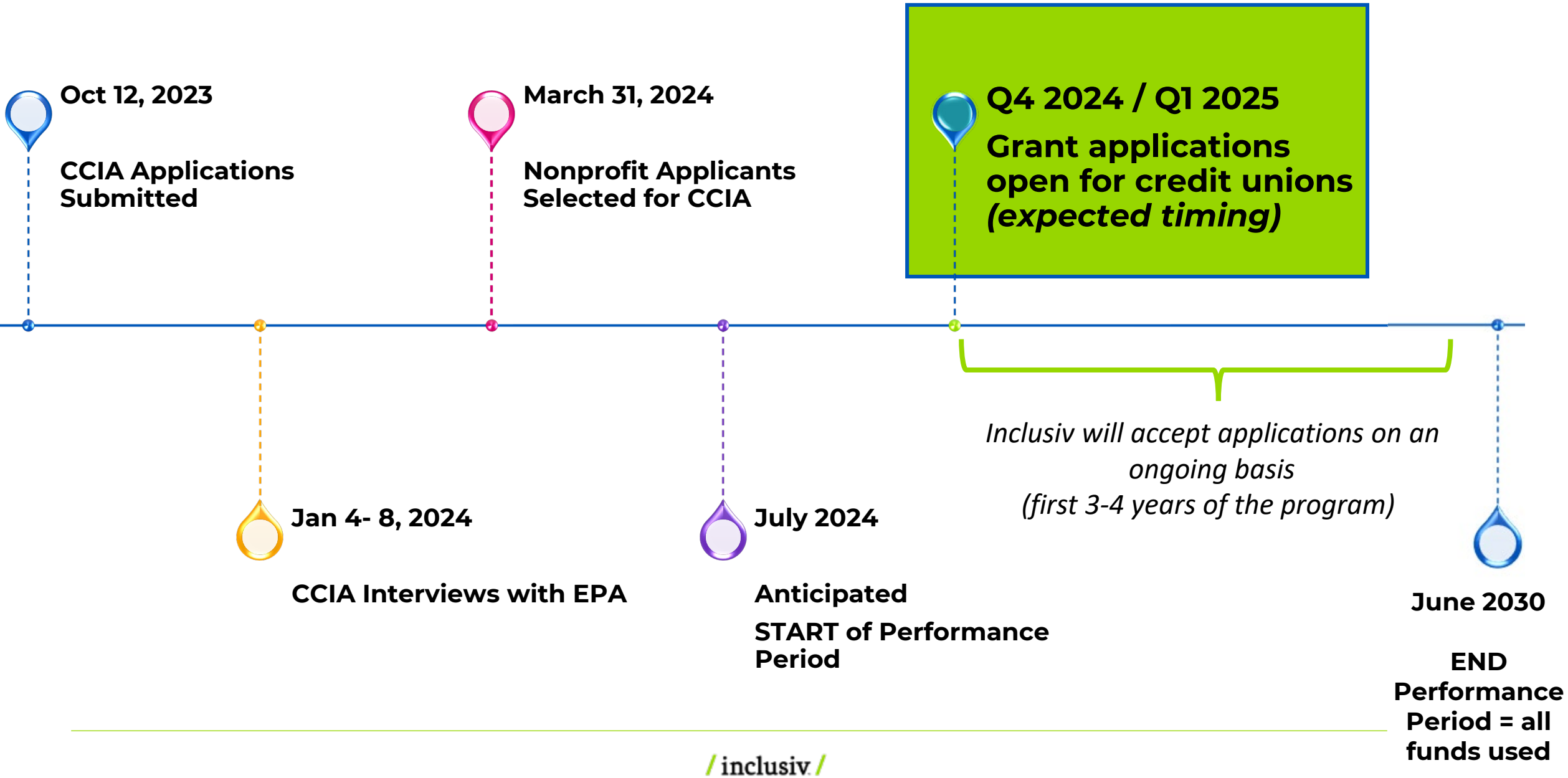
- develop local partnerships to ensure rebate, tax credit, and other incentive programs reach members, including:
  - Leveraging installer, state energy office, and local community-based organization partnerships to help credit union members access state energy rebate programs.
  - Supporting consumer education at credit unions on the benefits of and how to access the IRA's federal incentives that can help lower the costs of energy projects.
  - Driving local entrepreneurship and local business and worker support by working with credit unions to develop CU small business lending programs for clean energy
- Participate in Inclusiv-UNH Solar and Green Lending Professional Training and Technical Assistance for community lenders (credit unions, green banks, loan funds)
- Build additional partnerships with state energy offices, economic development organizations, and other local partners

Inclusiv will provide guidance and support for finding partners.

CUs will have CCIA grant dollars to pay for staff time spent on building critical green lending partnerships.



# Inclusiv's CCIA Program Timeline



# How Can Credit Unions Prepare for CCIA Grants and Other Green Lending Opportunities?

- Apply for an Inclusiv-UNH Solar and Green Lending Professional Training Course

<https://carsey.unh.edu/center-for-impact-finance/solar-lending-training-series>

- Sign-up for our Inclusiv GGRF Mailing List



**Inclusiv GGRF Mailing List**

# Upcoming Events

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# Upcoming Events

**/ inclusiv /** CU ops & compliance



## Inclusiv/CU Ops & Compliance Office Hours

An opportunity to discuss your Operations and Compliance questions with Inclusiv's experts.

Every third Tuesday of the month, 1pm – 3pm ET

To register:

<https://us02web.zoom.us/meeting/register/tZUlf-yuqj4pH9VUuRW0YIP3X1DpONR0AaKe>

# Upcoming Events



## Inclusiv CDFI Certification Office Hours

Wednesday afternoons at 3pm ET

To register for the series:

<https://us02web.zoom.us/meeting/register/tZUkceyuqzwwGtbpPQq4RidF3cH1ZwaJPqJy#/registration>

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# Upcoming Events



## Inclusiv Network Town Hall series

Tuesday, August 13<sup>th</sup>, 2024 at 1:15pm ET

To register for the series:

[https://us02web.zoom.us/webinar/register/WN\\_2jb18kqaQmWk3dGudEaxjA](https://us02web.zoom.us/webinar/register/WN_2jb18kqaQmWk3dGudEaxjA)

# Audience Discussion

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# *Thank you!*

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