

# / inclusiv / clean energy

## Solar Lending Training and Certificate Program guides 36 institutions in developing solar lending programs

Since November 2020, the Inclusiv Center for Resiliency and Clean Energy has been offering a highly popular Solar Lending Professional Training and Certificate Program. This virtual series, developed by Inclusiv and the Center for Impact Finance at the University of New Hampshire's Carsey School of Public Policy, offers training tracks in consumer and commercial solar lending. This training prepares and guides community-

based lending institutions seeking to offer solar financing. Designed for lending practitioners at credit unions, minority depository institutions, community development financial institutions (CDFIs), and community banks, the training is available at a subsidized cost, thanks to major funding from the U.S. Department of Solar Energy Technologies Office and the Hewlett Foundation.

Sharing best practices: Consumer Solar Lending Professional Training Weekly Zoom Meeting



Solar Lending Professional Training



Even before the coronavirus pandemic hit, 1 in 4 households struggled with high energy costs, according to research by US News and World Report. Low-income households, older adults, and people of color experienced the heaviest burden.

When consumers and businesses invest in renewable energy, the environment benefits and people become more energy independent. The Consumer Solar Lending Professional Training and Certificate Program promote green, affordable energy for all people. Training sessions bring together small cohorts with high capacity to implement solar loan programs at their institutions.

Compared with non-Hispanic white households, Black households spend 43% more of their income on energy costs, Hispanic households spend 20% more, and Native American households spend 45% more.

American Council for an Energy Efficient Economy, September 2020

Course assignments, lectures, and discussions are all designed to help participants build solar loan programs for their financial institutions.

Upon successful course completion, participants earn a Solar Lending Professional Certificate from the University of New Hampshire and Inclusiv.

Participants gain access to a network of peers at other institutions that share knowledge and best practices for implementing solar lending programs. Graduates receive ongoing support after course completion to help develop solar loan products, collaborate with other institutions to provide solar financing, and deploy loans or investments.

## Premier Consumer Lending program participants

- Bay Federal Credit Union
- CAP Services Inc. (Community Assets for People)
- Clean Energy Federal Credit Union
- DC Credit Union
- Genesee Co-op Federal Credit Union
- Jetstream Federal Credit Union
- Local Government Federal Credit Union
- MariSol Federal Credit Union
- Mascoma Bank
- Neighborhood Housing Service of South Florida
- NeighborWorks America
- NeighborWorks of Western Vermont
- Self-Help Federal Credit Union

- Stepping Stones Federal Credit Union
- Tricolor Holdings
- United Nations Federal Credit Union
- Vermont State Employees Credit Union

**"I know more about our market now, and I'll use what I learned in this course on future research projects. We met great institutions and heard about wonderful opportunities in solar lending. The Market Analysis, the Contractor Checklist, and Product Design contain information that we'll need for our business case."**

## Consumer Solar Lending Curriculum

Module 4: Solar Contractors & Providers



**Key Factors in Vetting Solar Installers:**

1. Experience
2. Work Quality
3. System Components Offered
4. Pricing / Cost Estimates
5. Project Management
6. Guarantees / Performance Warranties
7. Contractor Files / Evidence of Completed Vetting Process

Solar Lending Professional Training | inclusiv | University of New Hampshire

Each module provides the practical application skills and tools needed to design and implement solar lending programs. Learning activities include live Zoom discussions led by an expert in solar lending, self-paced recorded lectures, readings, expert mini-lesson videos, quizzes, and homework assignments guiding participants to build their institution's solar lending program. Course lectures are supplemented by video testimonials and case studies from solar lending experts at community-based financial institutions.

- MODULE 1: INTRODUCTION TO SOLAR FINANCE
- MODULE 2: CONSUMER SOLAR BASICS
- MODULE 3: SOLAR CONTRACTORS & PROVIDERS
- MODULE 4: SOLAR MARKET ANALYSIS

- MODULE 5: SOLAR LOAN PRODUCT DESIGN
- MODULE 6: SOLAR LENDING PROGRAM IMPLEMENTATION
- MODULE 7: LENDING DEEPER IN YOUR COMMUNITY



The Consumer and Commercial Solar Lending tracks will be offered periodically throughout 2021 and 2022. A two-hour self-paced, virtual Introduction to Solar Finance Course is also available to anyone interested in an overview on solar finance.

To request access to this complimentary two-hour introductory course offered by Inclusiv and the University of New Hampshire, email Neda Arabshahi, Director, Inclusiv Center for Resiliency and Clean Energy, at [narabshahi@inclusiv.org](mailto:narabshahi@inclusiv.org).

## Commercial Solar Lending Curriculum

The Commercial Solar Lending training program explores how solar energy fits into the larger context of the dynamic world of electricity generation, transmission, and distribution and how regulations and incentives shape opportunities for commercial solar development.

Even if one's financial institution is not yet able to be the lead expert in structuring its own solar deals, it can play a variety of other roles, including participating in larger project financing, helping small businesses go solar through their traditional lending products, servicing solar leases, and providing outreach and counseling to help customers and members access solar energy at the most affordable price.

This training is designed to help community-based lenders prepare for these kinds of roles while helping them understand other players who will be

involved and the kind of financing they will bring to a project's capital stack. Modules explore a range of topics, including:

- how to evaluate and work with project developers and the process they use to build their projects,
- the basics of how the capital stack for a commercial solar project works – including debt, tax equity, and sponsor equity - and an overview of common capital uses for different types of projects,
- the typical revenue and expense pro forma projections for different types of commercial projects and their underwriting norms and targets,
- the unique case of community solar, one of the most powerful tools for connecting low-income families to solar energy, and
- typical debt products used for solar lending.

MODULE 1: ASSESSING YOUR OPPORTUNITIES FOR COMMERCIAL SOLAR FINANCE  
 MODULE 2: REGULATORY CONTEXT FOR THE SOLAR BUSINESS  
 MODULE 3: SOLAR DEVELOPMENT: THE PLAYERS AND THE PROCESS  
 MODULE 4: THE SOLAR CAPITAL STACK  
 MODULE 5: UNDERWRITING A SOLAR DEAL: THE PROJECT MODEL  
 MODULE 6: CASE STUDY #1: COMMERCIAL AND INDUSTRIAL  
 MODULE 7: CASE STUDY #2: MULTI-FAMILY  
 MODULE 8: CASE STUDY #3: COMMUNITY SOLAR

## 2021 Training Dates

### CONSUMER LENDING

MAY 5 - JUNE 23, 2021  
 LIVE ONLINE SESSION  
 WEDNESDAYS  
 4:00 - 5:30 PM ET

### COMMERCIAL LENDING

SEPT 16 - NOV 4, 2021  
 LIVE ONLINE SESSION  
 THURSDAYS  
 4:00 - 5:30 PM ET



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

## About Inclusiv

At Inclusiv, we believe that financial inclusion is a fundamental right. We dedicate ourselves to closing the gaps and removing barriers to financial opportunities for people living in distressed and underserved communities through investments in and technology solutions for member credit unions, building financial capability, and programs promoting

financial inclusion. Inclusiv was instrumental in establishing the CDFI Fund in 1994, is a permanent member of the national CDFI Coalition, and is a certified CDFI intermediary. Founded in 1974, Inclusiv is headquartered in New York, NY, with offices in Madison, WI and Atlanta, GA.

Inclusiv's 300+ members have a total of \$101 billion in loans outstanding to seven million low-income workers and small businesses in communities of color across the country, including:

- \$54 billion in consumer loans, including affordable auto loans, personal loans, lines of credit, and small-dollar loans with flexible underwriting for credit challenged borrowers,
- \$35 billion in mortgages to low- and moderate income homeowners,
- More than \$11 billion in small business loans to community-based, women, and minority-led businesses.

## About Inclusiv's Center for Resiliency and Clean Energy

As financial cooperatives committed to investing in strong and healthy communities, credit unions are uniquely poised as vehicles for change, deploying capital to local community solutions toward seemingly intractable problems.

The Inclusiv Center for Resiliency and Clean Energy, created in partnership with the Center for Impact Finance at the Carsey School of Public Policy, University of New Hampshire, and the Hewlett Foundation, is designed to build a network of credit unions committed to jointly designing and scaling solutions to climate change, with a goal of promoting affordable and sustainable energy for all people.



## Contact Us

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