



INCLUSIVE
PROSPERITY CAPITAL™

Inclusive Shared Solar: Breakthroughs in State Policies, Programs, and Partnerships

NASEO Annual Meeting

October 2023

Inclusive Prosperity Capital, Inc. (IPC) is a nonprofit 501(c)3 corporation and an equal opportunity provider. Loans made by Inclusive Lending, LLC will be arranged or made pursuant to a California Financing Law License.

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INCLUSIVE PROSPERITY CAPITAL

We believe everyone should have access to the benefits of clean energy.

- A **cleaner, more resilient environment** in the face of climate change
- Healthier communities & buildings that create **positive social externalities**
- **Sustainable economic value creation:** reduced energy burdens, increased household/business savings, and enhanced community productivity
- We can **change the conversation** in underinvested neighborhoods and underserved markets, helping to deliver **Inclusive Prosperity.**

An aerial photograph showing several rows of blue solar panels installed on a green grassy field. The panels are arranged in a grid pattern, and the grass is vibrant green. A large, semi-transparent blue rectangle is overlaid on the left side of the image, containing the text 'What is Smart-E?'.

What is Smart-E?

Problem we're solving: Scaling green home upgrades



Homeowners: Who to trust? What to install? How to find a good contractor? How to pay for upgrades?



Lenders: What is green consumer lending? How to get started? Collateral and risk?



Contractors: Need convenient and affordable financing options, and working capital to handle multiple jobs with financing



Governments: Need all hands on deck to meet policy goals, particularly private capital partners



smart-e loan



National Platform

Smart-E mobilizes the lending capacity of local lenders, a vetted contractor network, and the experience of trusted program partners to scale clean energy home upgrades in a national residential loan platform using a proven, standardized product with credit enhancement that supports underserved borrowers.

Program Model Snapshot

- Over \$540M loans, 44,000 homeowners in 5 states (CT, MI, CO, NM, AZ)
- 21 community lenders
- 1,000+ contractors across all trades: solar, efficiency, HVAC and more
- Excellent portfolio performance

Backers & Partners



Smart-E Loan Product

Residential unsecured loan product for homeowners



- 1–4-unit, owner-occupied residential properties
- Low-interest financing with flexible terms, enabled by loss reserve
- All customers get the same interest rate, no matter their FICO

Term	5 years	7 years	10 years	12-20 years
Rate* (not to exceed)	6.49%	6.99%	6.99%	7.49%

* current rates, updated periodically

- Easy application through local lenders
 - 580+ FICOs
 - DTI up to 50% (screen waived with FICOs of 680+)
- 40+ energy improvements
 - Heating and cooling, solar, insulation, windows, etc.
- \$500 - \$50,000 loan amounts available
 - 25% of loan for “other”
- Progress payments built into the loan
 - 1/3 upon closing, 2/3 upon proof of completion



smart-e loan

Disclaimer: All information herein is for informational purposes only, and while every effort has been made to ensure accuracy, no guarantee is expressed or implied. Any programs shown do not demonstrate all options or pricing structures Rates, terms, programs and underwriting policies are subject to change without notice. This is not an offer to extend credit or a commitment to lend. All loans subject to underwriting approval. Some products may not be available in all state and restrictions may apply.

Benefits For All

We've solved the hard problems



Contractor recruitment, training, oversight, engagement, and project-level management

- Ensure a strong consumer protection orientation with a nonprofit, mission-driven platform partner

Standardized program design with meaningful impact reporting

- What measures are going to help customers invest in their homes and save money that can be used to pay back the loan

Effective leverage of your own program funds

- Reduce program costs over time as national platform volume scales
- Offer a best-in-class product at a fraction of the cost
- Leverages the millions of dollars and years of experience CT and MI have invested

How to scale and drive volume to help hit policy goals

- Market transformation by training contractors on specific technologies
- Online project management tool, NGEN, creates efficiencies

Access a passionate, experienced team who understands how to motivate contractors, lenders, and homeowners

Serve low-to-moderate income and credit-challenged homeowners

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Financing LMI Community Solar

Multi-State Coalition Application

Community Power Coalition's SFA program is focused on building the capacity, pipeline and production of mission-driven community solar developers who are:

Socially responsible organizations focused on developing projects providing **multiple meaningful benefits to low-income and disadvantaged communities.**

Working throughout the country in a variety of regulatory and policy environments.

Innovating on several fronts, including:

Community-owned models for wealth-building

Affordable multifamily housing models benefitting low-income tenants in regions without enabling community solar policy.

Community solar owned by **resident-owned manufactured housing communities.**

Rural models such as projects hosted by BIPOC farmers and landowners to generate additional wealth **and rural electric cooperative ownership** of community solar.

Community solar models that **integrate storage for resilience.**

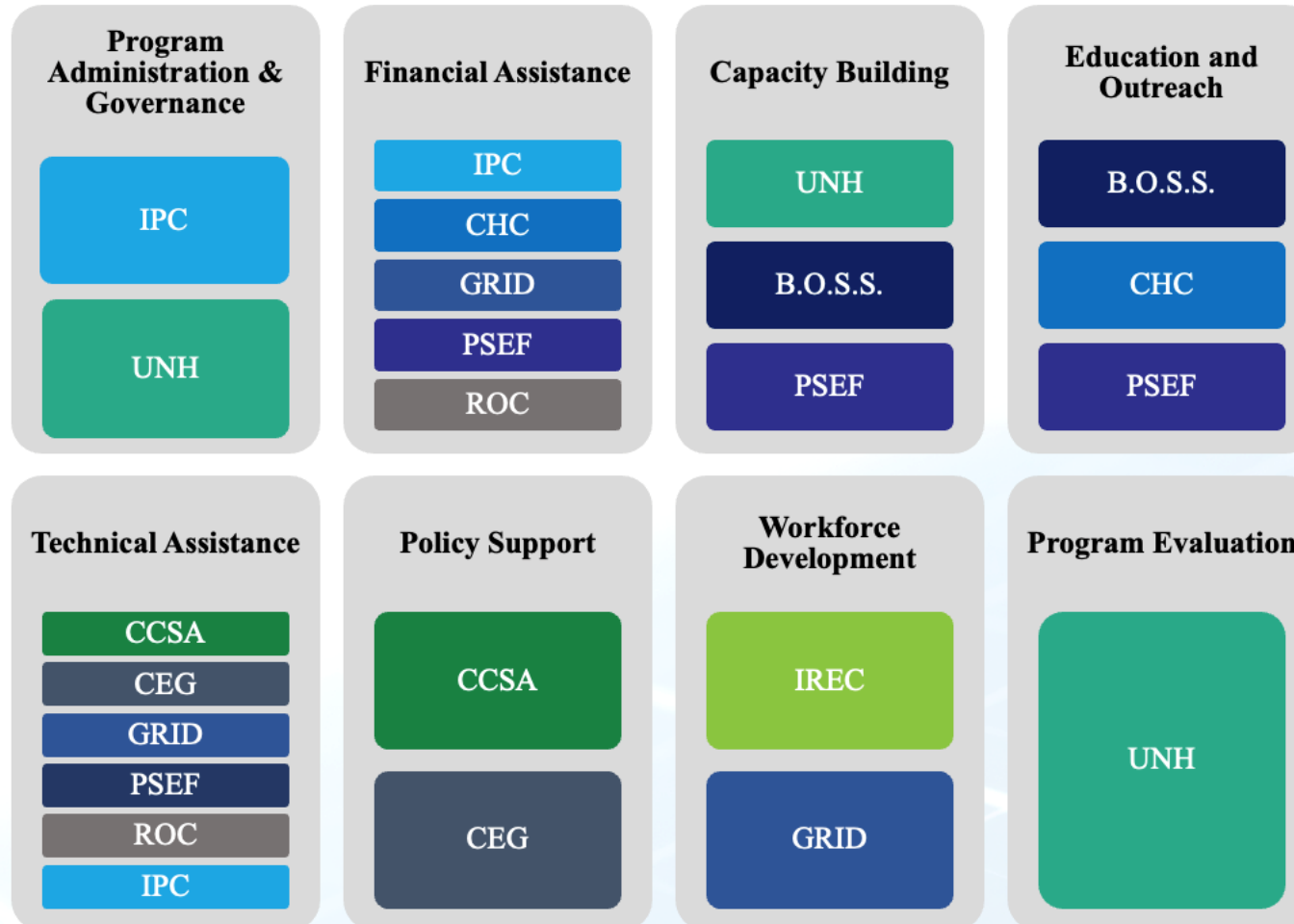
Models that closely link developers to **equitable workforce development programming.**

The Community Power Coalition Powering America Together Program

Application Amount: \$399M

Lead Applicant: **Inclusive Prosperity Capital**

Coalition Partners:



The Community Power Coalition Powering America Together Program

Geographies:

44 states + DC and Puerto Rico (all 10 EPA regions)

Aligned to and extending the impact of DOE's National Community Solar Partnership goals and the [Community Power Accelerator](#)

Program will include:

- Full range of financial assistance to projects
 - Pre-development (including recoverable grants), acquisition/construction financing, ITC and interconnection bridge financing, enabling T&D upgrades sited in LI/DAC tracts, permanent debt, grants (project and subscriber level)
- Promoting expansion of community solar to nascent state markets through TA and innovative delivery models
 - Race to the top" in years 4 & 5 (saving some "dry powder" to incent key states on policy)
- Building developer capacity and tackling barriers to development through training, TA, and peer-to-peer learning communities
- Helping developers coordinate with local workforce ecosystems
- Supporting community engagement through partnership development and culturally appropriate community outreach and education

Will integrate into NCIF (Justice Climate Fund) and CCIA (various) awards

Including co-investment opportunities for community lenders (green banks, CDFIs, MDIs) and secondary market solutions

National Community Solar Partnership (NCSP)

Pathway to Success

TECHNICAL EXPERTISE AND CAPACITY BUILDING



STATE ENGAGEMENT



ACCESS TO CAPITAL



CUSTOMER ENGAGEMENT



EDUCATION AND OUTREACH



Resulting in...

- ★ An average 20% energy bill reduction
- ★ 700% increase in community solar capacity
- ★ Meaningful benefits such as resilience, career opportunities, and community wealth building

COMMUNITY-BASED ORGANIZATIONS | STATE AND LOCAL GOVERNMENT | DEVELOPERS | LENDERS | PHILANTHROPISTS | UTILITIES | CUSTOMERS

Community Power Accelerator Elements

Online Platform with Partner Commitments

Credit-Ready Checklist, Organization and Project Profiles

Community Power Learning Lab

Philanthropy-Ready Guide

Technical Assistance Programming

Prize Funding



DOE's National Community Solar Partnership

Tremendous resources available for communities, developers, and states

Technical assistance for projects

Connections for financing

Training for developers and community-based projects

- Including how to get "credit ready" for financing

Get involved!



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