

Winter Quarterly Webinar

January 28, 2025



Welcome & Agenda



Introduction

Home Solutions

Building Solutions

Environmental Infrastructure

Investment Solutions

Closing Thoughts

Q&A



Mission & Vision



Connecticut Green Bank is the nation's first state level green bank. Established in 2011 as a quasi-public agency, the Green Bank uses limited public dollars to attract private capital investment and offers green solutions that help people, businesses and all of Connecticut thrive.

Our mission is to confront climate change by increasing and accelerating investment into Connecticut's green economy to create more resilient, healthier, and equitable communities.



Our Goals



Leverage limited public resources to scale-up and mobilize private capital investment in the green economy of Connecticut.

Pursue investment strategies that advance market transformation in green investing while supporting the organization’s financial sustainability goals.

Strengthen Connecticut’s communities, especially vulnerable communities, by making the benefits of the green economy inclusive and accessible to all individuals, families, and businesses.



Our Solutions

The Green Bank is helping Connecticut flourish by offering green solutions for homes and buildings, and by creating innovative ways to invest in the green economy.



CONNECTICUT GREEN BANK
HOME SOLUTIONS

The illustration shows two houses, one brown and one teal, both with solar panels on their roofs. People are walking around the houses, and there are trees and a fence in the foreground.



CONNECTICUT GREEN BANK
BUILDING SOLUTIONS

The illustration depicts a city street scene with a brown office building, a blue building with solar panels, a yellow storefront, and a white church with a steeple. A red car is parked on the street, and people are walking.



CONNECTICUT GREEN BANK
INVESTMENT SOLUTIONS

The illustration shows a green bank building with a dollar sign on its facade, a grey building with solar panels, and a wind turbine. People are standing near the bank, and a person is riding a bicycle.



CONNECTICUT GREEN BANK
COMMUNITY SOLUTIONS

The illustration features a large, classical-style building with a dome, likely a government or community center. A blue car is parked in front, and people are walking.



CONNECTICUT GREEN BANK
CONTRACTOR SOLUTIONS

The illustration shows a blue building with solar panels, a white contractor van, and a person working on a red house with a ladder. People are standing near the van.



energy storage SOLUTIONS

The illustration depicts a green house with solar panels, a pizza shop with a sign that says "PIZZERIA", and a dark storm cloud with lightning bolts. A person is walking near the house.

FY 2024 Annual Report Released



Access the report at - ctgreenbank.com/2024-annual-report



A letter from the Governor

Ned Lamont
Connecticut Governor

Looking back at 2024, it is difficult to ignore the changing climate on Connecticut. From devastating heat, damaging floods across the state to drought—all a reminder that we are in a crisis. At the same time, we grapple with high energy costs for households, businesses, and organizations.

As we enter 2025, I remain encouraged and committed to creating a more sustainable energy economy as a critical driver in creating a more sustainable future for our state and alleviating the energy burden for our residents. One of the front lines in this effort is the Connecticut Green Bank, bipartisan legislation nearly 14 years ago and has since made our state cleaner, more affordable, and more resilient through energy efficiency, and environmental infrastructure projects.

This past fall, we held Connecticut's first-ever Sustainability Conference, bringing several state agencies, UConn/CIRCA, and partners like the Connecticut Conference of Municipalities. Climate adaptation and resilience were at the center during the week of events, and it was great to see the scope of two important financing programs—the residential C-PACE and the new commercial C-PACE—to include resilience improvements, homes, and businesses. I look forward to watching the Green Bank continue to lead in more environmental infrastructure projects across the state with the CT Department of Energy and Environmental Protection Resilience Fund program.

Last year, I was also proud to see the Small Business Energy Efficiency program surpass \$100 million in loans for Connecticut small businesses. The program delivers real energy efficiency measures, the program delivers real energy efficiency measures, the program delivers real energy efficiency measures. It's exciting to see that the Green Bank led by GreenGain, a pilot program geared towards helping our small businesses enhance energy efficiency and sustainability while improving their competitiveness.

Additionally, I've been encouraged by both the popularity of the Solutions program among commercial customers and the progress into affordable multifamily housing. Both programs offer important benefits of solar and storage while delivering to our residents and businesses.

The Green Bank has helped more than 63,000 families and businesses reduce energy costs since 2011, and I look forward to 2025 to keep these numbers growing.

supporting Connecticut's fuel cell industry

grid resilience for the U.S. Navy at Groton base

Critical national security infrastructure needs reliable energy. A 74-megawatt fuel cell park at the U.S. Navy's submarine base in Groton provides grid resiliency, micro-grid-ready energy, and cleantech innovation to this key Connecticut asset. To make this happen, the Green Bank closed a \$20 million loan facility for the development of this project with Danbury-based FuelCell Energy (FCE) through partnership with Liberty Bank and Amalgamated Bank who provided a combined senior commitment of \$12 million for seven years. The Green Bank supported this private capital with an \$8 million subordinated loan with a 20-year term.

This project was part of other energy efficiency improvements at the base, which is one of the largest employers in the state with more than 1,000 civilian workers.

"This partnership exemplifies how the green bank model works to leverage public dollars to attract multiples of local and national-level private investment into clean energy infrastructure," said Bert Hunter, Executive Vice President of Chief Investment Officer of the Connecticut Green Bank. He also highlights the environmental, economic, and strategic value of distributed base load fuel cells, capable of operating as a microgrid, as a key to grid resilience, reliability, and energy security, especially for our nation's military defenses.

fuel cells in Derby

Fuel cells can also provide benefits to low-and-moderate income families in addition to the clean, resilient energy to the grid. The Green Bank and Liberty Bank supported two fuel cell projects in Derby developed by FCE, with each bank providing \$6.5 million in term loans.

The 14-megawatt project on Roosevelt Drive will supply power to thousands of families and will generate substantial tax revenue for the city. It is the second largest fuel cell park in North America (the largest is FCE's Bridgeport project, also financed by the Green Bank). Also, this was the first major project to come online since the state launched its new "It's Here" marketing campaign designed to show the strength of its manufacturing base. All the components of this facility were made in FCE's Torrington factory.

The second project was a 2.8-megawatt on Coon Hollow Road that was supported by the State's Shared Clean Energy Facility (SCEF) program and represents the first commercial fuel cell project in the country. A portion of the value of the SCEF project is shared with low-income households via electric bill credits.

customer stories

Meadow Ridge

The leadership at Redding Life Care and a group of resident champions took advantage of all the economic and environmental benefits of going solar at their senior care facility at Meadow Ridge in Redding. Working with Verogy, the project launched in the summer and was completed in December. At right, resident advocate Susan Auslander turns the ceremonial dirt at a groundbreaking for the solar project at Meadow Ridge as Chris Barstein, Executive Director of Meadow Ridge, and Bryan Garcia, President and CEO of the Green Bank, look on. Susan and her fellow residents wanted to leave a cleaner, green environment for future generations; her grandson was among those gathered at the ceremony.

Energy Upgrade: 732.48 kW solar photovoltaic system
Projected Energy Savings: \$3.5 million over the life of the upgrades



Sterling Engineering Corporation

Sterling Engineering Corporation, located in Barkhamsted, is part of Air Industries Group and traces its roots to 1941 when it began producing parts for WW-II fighter aircraft, most notably the Chance Vought assembled in Bridgeport. The company now produces parts and assemblies for Pratt & Whitney, GE Aviation and GE Power jet turbines and Sikorsky helicopters. C-PACE financing was used for a solar PV system, installed by Verogy, and roof upgrade.

"We are very pleased to participate with Connecticut Green Bank and Verogy in the solar project at our Sterling Engineering facility," said Lou Melluzzo, Chief Executive Officer of Sterling. "Working collaboratively, this team facilitated the smooth transition to renewable energy, which ensures that we will both reduce energy costs and support green initiatives. Programs such as this demonstrate why the state of Connecticut is at the forefront of U.S. manufacturing, producing vital products and services, and continuing to develop a dedicated and sustainable workforce. We have been manufacturing in Connecticut for over 80-years and look forward to a bright future."

Energy Upgrade: 293.76 kW solar photovoltaic system & roof upgrade
Projected Energy Savings: \$1.6 million over 20 years



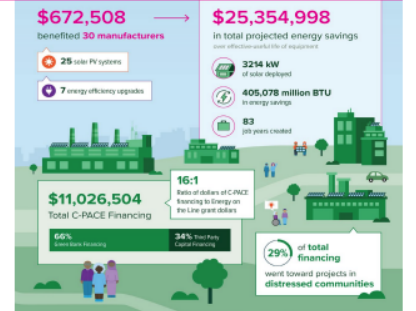
Photo courtesy of Verogy

Energy on the Line campaign success

The project at Sterling Engineering was the final project to receive a grant through the Energy on the Line campaign, which ran from 2016 to 2023. During this period, 30 Connecticut manufacturers were awarded \$672,508 in grants which enabled solar and energy efficiency projects that are projected to help these companies avoid more than \$25 million in energy costs over the effective-useful life of the new equipment.

Energy on the Line was funded by the Manufacturing Innovation Fund, which is administered by the Connecticut Department of Economic and Community Development (DECD).

"The Green Bank is a great partner for the Office of Manufacturing—Department of Economic and Community Development as we drive manufacturing growth and provide opportunities for manufacturing companies to grow, create jobs and reduce energy costs," said Paul S. Lavoie, Chief Manufacturing Officer, State of Connecticut.



Social and Environmental Impact



Since the Connecticut Green Bank's inception through the bipartisan legislation in July 2011, we have mobilized more than \$2.88 billion of investment into the State's green economy. To do this, we used \$409.4 million in Green Bank dollars to attract \$2.47 billion in private investment, a leverage ratio of \$7.00 for every \$1.00. The impact of our deployment of renewable energy and energy efficiency to families, businesses, and our communities is shown in terms of economic development, environmental protection, equity, and energy (data from FY 2012 through FY 2024*).

FY12
FY24

ECONOMIC DEVELOPMENT

JOBS The Green Bank has supported the creation of more than **29,248** direct, indirect, and induced job-years.



TAX REVENUES

The Green Bank's activities have helped generate an estimated **\$148.0** million in state tax revenues.



\$56.4 million
individual income tax

\$58.0 million
corporate taxes

\$32.0 million
sales taxes

\$1.5 million
property taxes

ENERGY

ENERGY BURDEN

The Green Bank has reduced the energy costs on families, businesses, and our communities.



63,300+
families



8,125+
businesses

DEPLOYMENT

The Green Bank has accelerated the growth of renewable energy to more than **707.2 MW** and lifetime savings of over **89.3 million MMBTUs** through energy efficiency projects.



Social and Environmental Impact (cont'd)

ENVIRONMENTAL PROTECTION

POLLUTION The Green Bank has helped reduce air emissions that cause climate change and worsen public health, including **7.0** million pounds of SOx and **8.7** million pounds of NOx lifetime.



11.4 MILLION
tons of CO₂ :
EQUALS



172 MILLION
tree seedlings
grown for 10 years

OR



2.3 MILLION
passenger vehicles
driven for one year

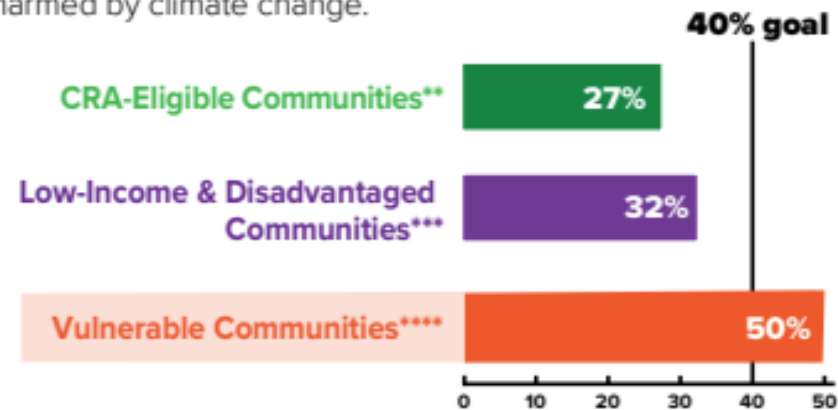
PUBLIC HEALTH The Green Bank has improved the lives of families, helping them avoid sick days, hospital visits, and even death.



\$218.9 – \$494.9 million of lifetime public health value created

EQUITY

INVESTING in vulnerable communities, The Green Bank has set **goals** to reach **40% investment** in communities that may be disproportionately harmed by climate change.



** Community Reinvestment Act (CRA) Eligible Communities – households at or below 80% of Area Median Income (AMI)

*** Low-Income and Disadvantaged Communities – those within federal Climate and Economic Justice Screening Tool and Environmental Justice Screening Tool

**** Vulnerable Communities – consistent with the definition of Public Act 20-05, including low- to moderate-income communities (i.e., less than 100% AMI), CRA-eligible communities, and environmental justice communities (e.g., including DECD distressed communities)

Access methodologies at - <https://www.ctgreenbank.com/strategy-impact/evaluations/>

FY24 Annual Comprehensive Financial Report



FY22-23 Auditors of Public Account



Annual Comprehensive Financial Report
 of
Connecticut Green Bank
 (a Component Unit of the State of Connecticut)
 For the Fiscal Year Ended June 30, 2024
 (With Summarized Totals as of and for Fiscal Year Ended June 30, 2023)

Department of Finance and Administration
 75 Charter Oak Avenue, Suite 1-103
 Hartford, Connecticut

STATE OF CONNECTICUT
Auditors of Public Accounts


www.ctauditors.gov

AUDIT SUMMARY

Connecticut Green Bank


Fiscal Years Ended June 30, 2022 and 2023

ABOUT THE AGENCY




The Connecticut Green Bank (Green Bank) supports the Governor's and Legislature's energy strategy to achieve cleaner, cheaper, and more reliable sources of energy while creating jobs and supporting local economic development. Its mission is to confront climate change and provide all of society a healthier and more prosperous future by increasing and accelerating the flow of private capital into markets that energize the green economy.

Pursuant to Section 1-120 of the General Statutes, Green Bank is a quasi-public agency.



Findings



Repeat Findings

Our audit did not identify internal control deficiencies; instances of noncompliance with laws, regulations, or policies; or a need for improvement in practices and procedures that warrant management's attention.

ABOUT THE AUDIT

We have audited certain operations of the Connecticut Green Bank in fulfillment of our duties under Sections 1-122 and 2-90 of the Connecticut General Statutes. The scope of our audit included, but was not necessarily limited to, the fiscal years ended June 30, 2022 and 2023. The objectives of our audit were to evaluate the:

- Agency's significant internal controls over compliance and its compliance with policies and procedures internal to the agency or promulgated by other state agencies, as well as certain legal provisions, including as applicable, but not limited to whether the agency has complied with its regulations concerning affirmative action, personnel practices, the purchase of goods and services, the use of surplus funds, and the distribution of loans, grants and other financial assistance.
- Agency's internal controls over certain financial and management functions; and
- Effectiveness, economy, efficiency, and equity of certain management practices and operations, including certain financial transactions.

We conducted this performance audit in accordance with generally accepted government auditing standards. Those standards require that we plan and perform the audit to obtain sufficient, appropriate evidence to provide a reasonable basis for our findings and conclusions based on our audit objectives. We believe that the evidence obtained provides a reasonable basis for our findings and conclusions based on our audit objectives.



[Link to full report](#)

2

prior audit

RECOMMENDATIONS

have been resolved

<p>The Connecticut Green Bank's contracts and agreements should identify false statements as a violation of Section 53a-157b of the General Statutes and a Class A misdemeanor to ensure compliance with Section 1-126 of the General Statutes.</p>	
<p>The Connecticut Green Bank should design and implement a system to identify and track any surplus funds generated by the sales of bonds and bond anticipation notes to ensure compliance with Chapter XIV of its operating procedures manual.</p>	

Access the report at - <https://www.ctgreenbank.com/strategy-impact/reporting-and-transparency/>

green solutions for homes

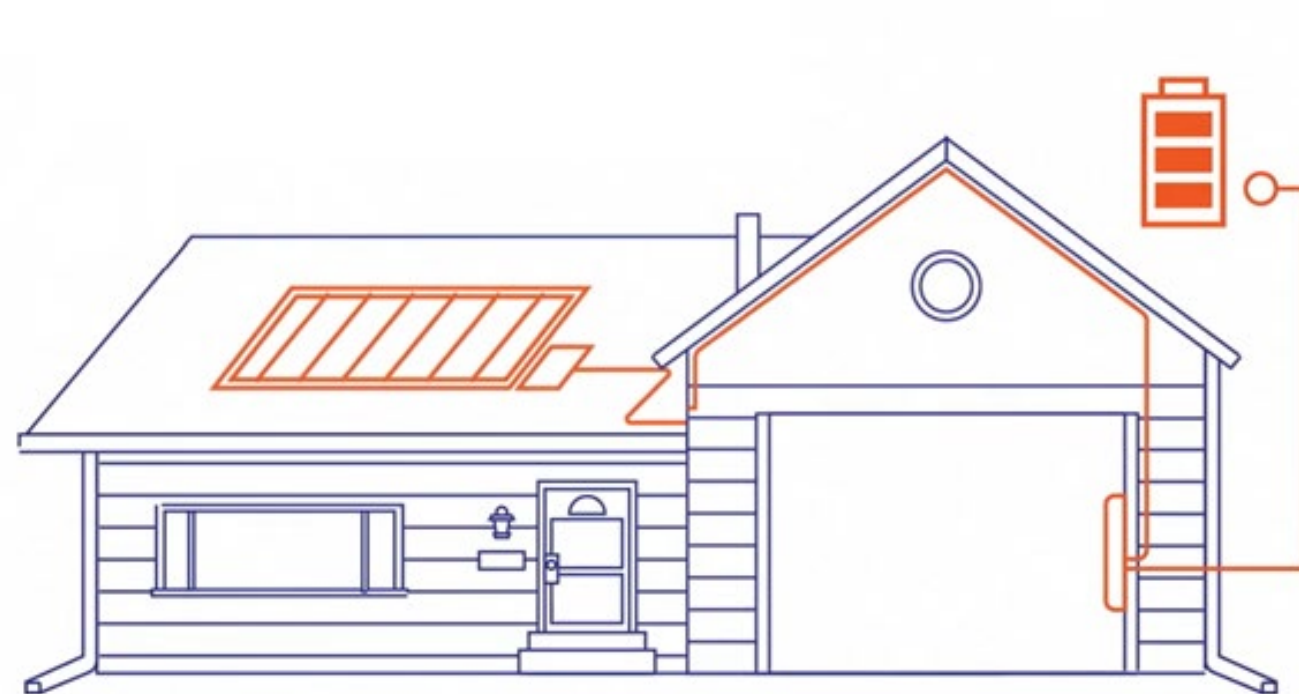


Energy Storage Solutions



Overview

- Energy Storage Solutions incentivizes homes and businesses to install battery backup systems – paired with or without solar panels
- Goal of 580 MW in 9 years
- Two incentive types:
 - Passive Dispatch
 - One-time upfront incentive
 - 10 years of daily dispatch June through August
 - Active Dispatch
 - Incentive paid after each Summer and Winter
 - 10 years of demand-response dispatch June - September and November - March



Updates for 2025



- Major changes for 2025!
 - Passive Dispatch window shortened to 3 hours
 - Simplified contractor, TPO, customer, and battery enrollments
 - New formula to measure compliance
 - Additional changes in May 2025 (TBD)
- New C&I incentives available as of 12/4/24
 - 9% decrease in each Step
- **Passive Dispatch Webinar** Feb 5 at 12:00 pm

Program Progress

Residential

- 772 units / 6.74 MW Approved (including Active-Only)
- Underserved / Low Income 272 units / 1.4 MW (including MFAH)

Commercial & Industrial

- 70 buildings / 142.2 MW Approved
- Tranche 3.1 opened 12/4/24

New Equipment Approved

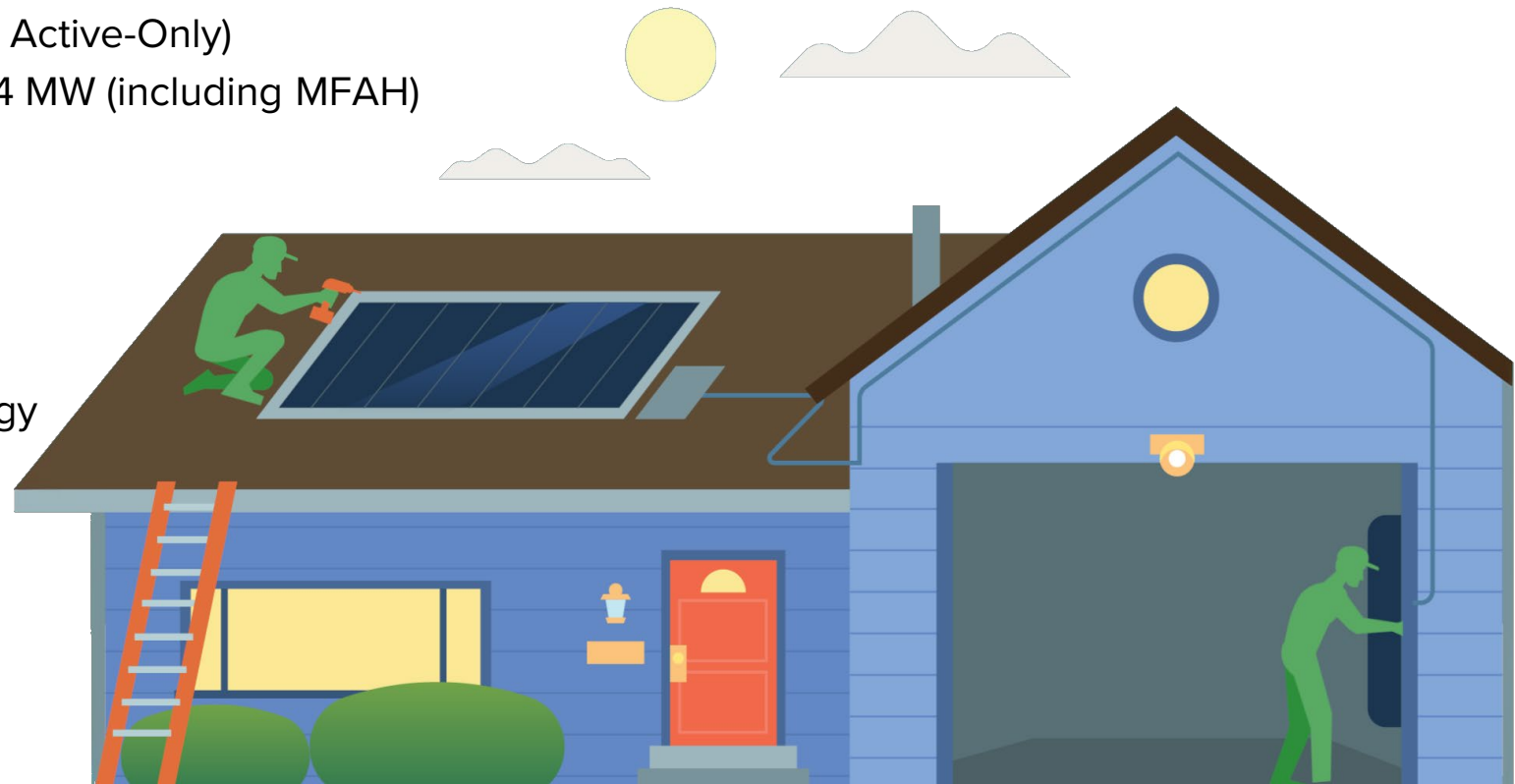
- SolarEdge, Briggs & Stratton, EndurEnergy

Upcoming Contractor Trainings

- Thursday, Jan 30 at Noon
- Thursday, Feb 27 at Noon

Visit energystorageCT.com for more info

Visit us at RE+ Northeast Feb 11-13!



smart-e loan



Smart-E Loan Updates

- Nearly \$13 million in loans since July
- First climate resilience projects completed
- Another new measure – septic systems
- Thank you to our lending partners (and contractors) for their performance in calendar year 2024



Make a plan for your home

Ron and his wife have been on a journey to improve their home.

It started with an energy audit and a plan.

Now, they've replaced windows, added insulation, switched to heat pumps, and gone solar with batteries.

To hear Ron's story, please visit
ctgreenbank.com/customer-story-ron

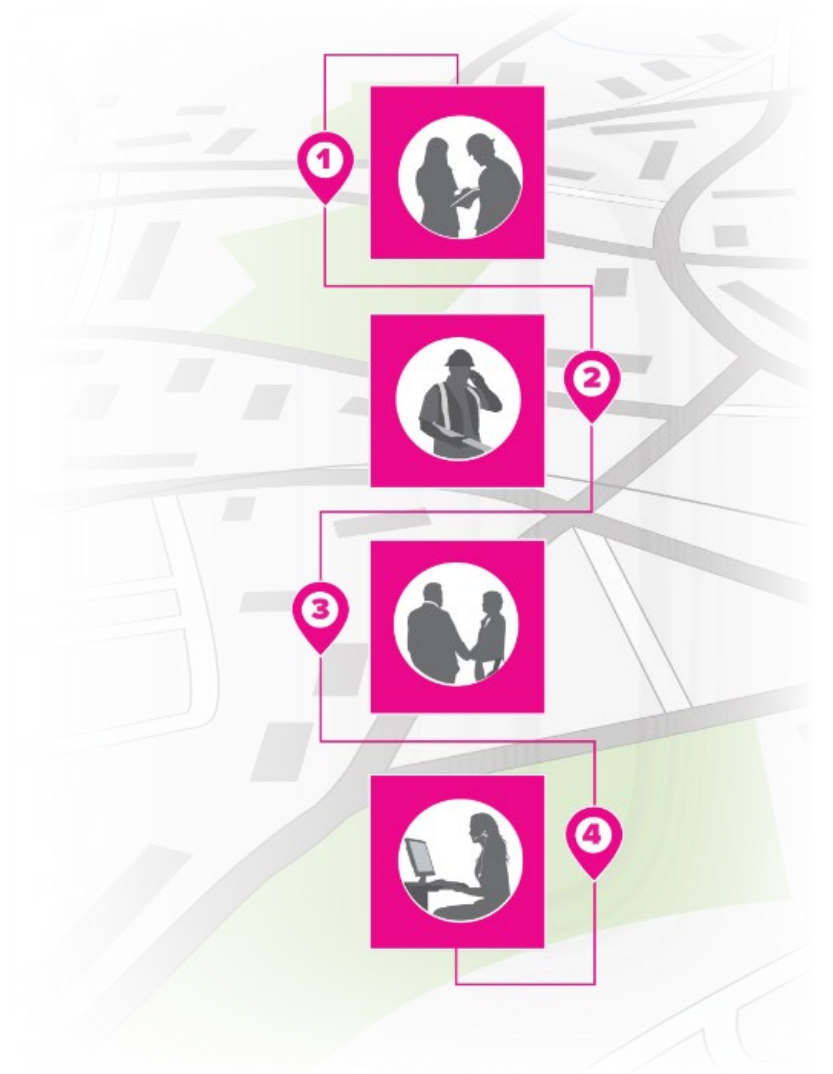


green solutions for buildings



Less work. More benefits. Now even easier to get solar and storage.

- Provides no-cost technical assistance support that simplifies every step of the process
- Flexible financing with no upfront investment required
- Supports State Agencies, Municipalities, and Affordable Multifamily Housing providers



Solar MAP Program Steps

1

Site Analysis. The Solar MAP team works with stakeholders to perform a **no-cost technical analysis** of all eligible locations **to identify opportunities** for solar and battery storage projects

2

Project Development. The Solar MAP team conducts **site visits and develops system designs** needed for each project to delivery energy cost savings.

3

Execute. The Solar MAP team will present **project specs and pricing to execute the project agreements (PPA or Lease).**

4

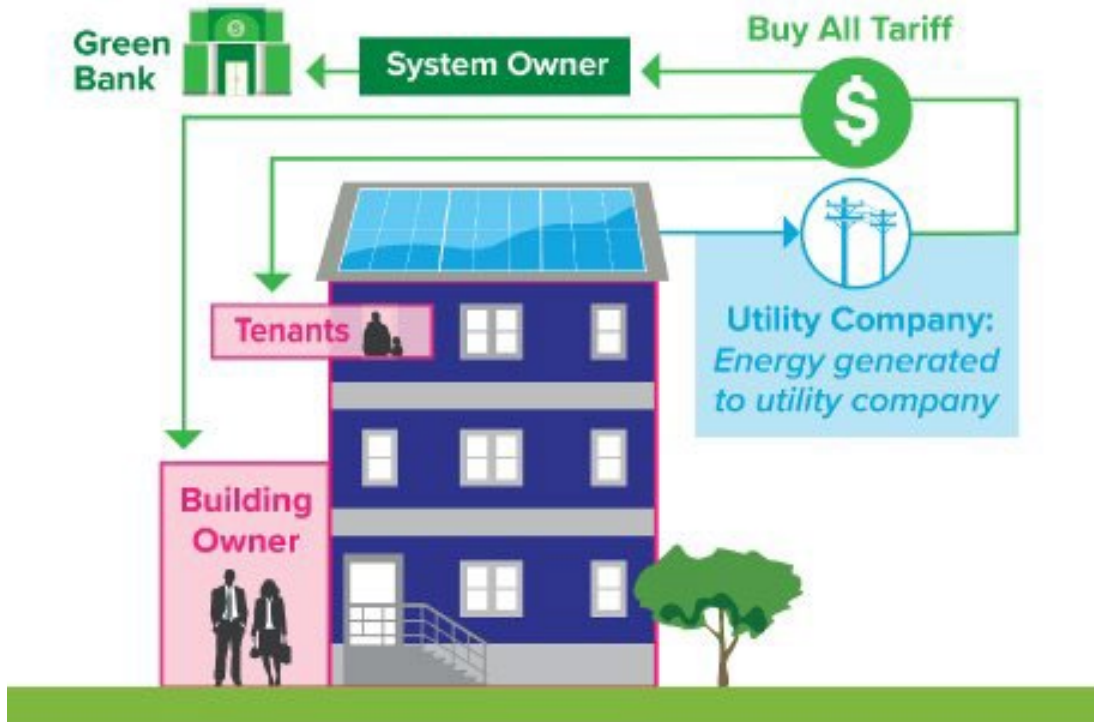
Competitive Partner. The Solar MAP team will solicit proposals from qualified solar contractors and select the best proposal, **bundling participating projects together** to achieve economies of scale. The team manages all steps of development, construction, and energization of the project. This includes submittal for eligible state and federal incentives.

Overview of CT's Affordable Multifamily Housing Program



- Affordable multifamily properties are allowed to access the **Residential** incentive program (NRES → RRES)
 - Residential Tariff is higher than the alternative commercial tariff
 - **\$0.3739/kWh VS ~\$0.20/kWh**
 - There is no cap on the number of Residential Tariff projects
 - One project to benefit all tenants and common space
- **Financial Benefit Must Be Shared With Tenants**
 - Housing with Tenant-paid utilities: Tenants receive **20% of tariff via on-bill credits** on their utility bill
 - Owner-Paid Utilities: the net present value of **25% of the tariff must be set aside for an upfront upgrade** to the facility.

Multifamily Affordable Housing Green Bank Solar Lease



- Structured as a revenue share agreement to allow tariff revenue to System Owner, Property Owner, & Tenants
- Green Bank owns and maintains asset, and bears risk
- No capital requirement from property owner
- Tenants receive credits on their electric bill from production or a building upgrade (i.e., RRES)

Sample AMFH project

System Size (kW)	300 kW dc
Year 1 Production (kWh)	345,000 kWh
Project Type	Rooftop

	30% ITC		40% ITC	
	Year 1	20 YR Term	Year 1	20 YR Term
Tenant Benefit	\$25,000 (20%)	\$475,000	\$25,000 (20%)	\$475,000
Property Owner Benefit	\$38,000 (30%)	\$725,000	\$45,000 (35%)	\$855,000
Cumulative Benefit		\$1,200,000		\$1,330,000



Environmental Infrastructure



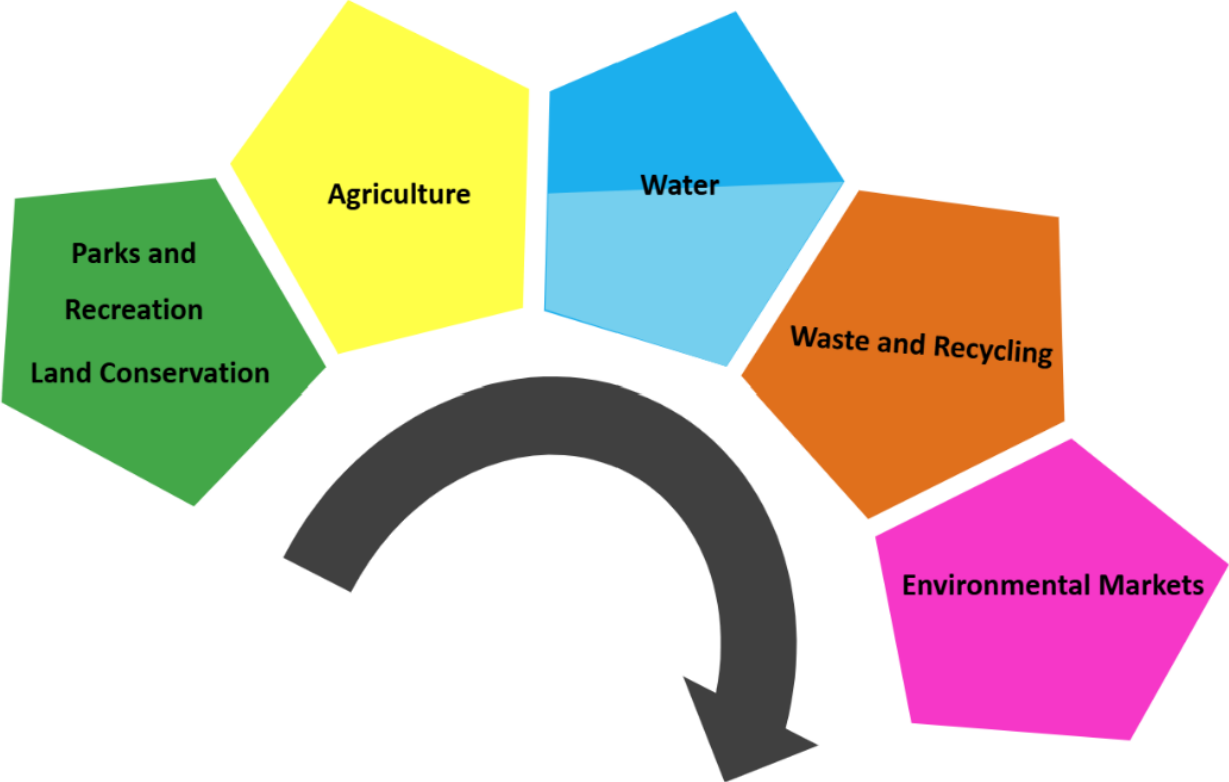
Waste & Recycling Primer Out Soon



Climate Adaptation & Resilience

Justice, Equity, Diversity, & Inclusion

Greenhouse Gas Mitigation



Waste & Recycling Priority Strategies



1

**Solar PV &
Battery Storage
End-of-Life**



2

**Expand & Scale
Organic Waste
Management**



3

**Support the
State**

Capital Solutions & Organic Waste Management



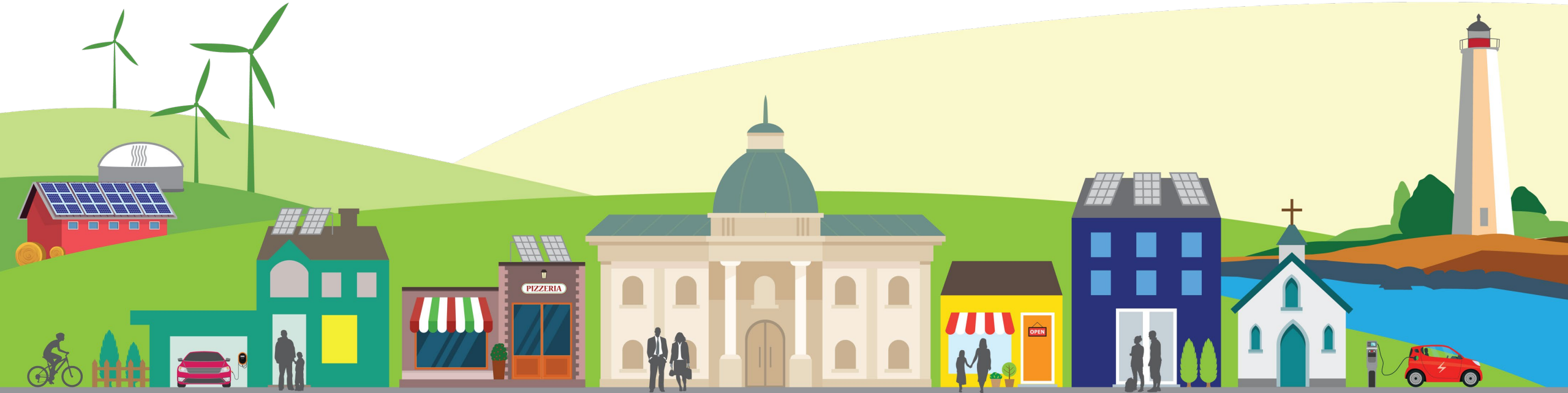
green bank capital solutions

Access financing for your unique project or business

The Green Bank is committed to investing in clean energy through our extensive financing products, but some projects don't quite fit the mold. If you have a project plan that needs an investment boost, the Green Bank may be able to help.



Green Liberty Notes



Green Liberty Notes

- 1yr fixed interest note (\$1,000 → \$1,050)
- Investments support CT small businesses pursuing energy efficiency projects
- Designated Green Bonds by Kestrel (independent verifier)
- Investment starts at just \$100!
- Next issuance launching mid-February



Raise Green is now HoneyComb Credit!



- Raise Green has been acquired by HoneyComb Credit!
- Green Liberty Notes will now be issued on HoneyComb
- HoneyComb has helped more than 400 businesses raise more than \$32M.
- The Green Bank is hosting a webinar on **February 11th, from 12:00pm to 12:45pm** to introduce HoneyComb Credit and answer investor questions about their account transfer and website navigation. The webinar recording will be available to those who register.

Raise Green is now part of Honeycomb Credit

Climate-focused meets local.

Welcome to the Hive! Join the 20,000 community investors growing the locally-owned business economy.

Introduction to Honeycomb Credit for Green Liberty Notes Investors

Tue, Feb 11, 2025 12:00 PM - 12:45 PM EST

Closing Thoughts



2025 Priority Areas of Focus



Invest in Resilience
(Support SB-9)



Invest in Affordable Housing
(Implement PA 21-48)



**Invest in Electric
School Buses**
(Implement PA 22-25)

Questions & Answers



Email us at info@ctgreenbank.com



Thank you for attending!

