



Montgomery County
GreenBank

Your partner for clean energy™

2021 ANNUAL REPORT

**BUILDING A PROSPERING, SUSTAINABLE, AND HEALTHY MONTGOMERY COUNTY
WHERE EVERYONE PARTICIPATES IN AND BENEFITS FROM CLEAN ENERGY AND
CLIMATE-RESILIENT SOLUTIONS**



"The Green Bank's innovative partnerships with civic and business leaders are key components in supporting the ambitious climate goals of the County and achieving our mission of equitably delivering clean energy and sustainability projects for all."

-Bonnie Norman, Board Chair

"The Green Bank team has worked diligently to develop commercial and residential programs to meet the energy saving and environmental needs of businesses and residents in the County. Collaborating with our financial partners, contractors, end users, stakeholders, and County leaders makes it all possible."

-Tom Deyo, CEO



FIRST LMI COMMUNITY SOLAR PROJECT LAUNCHED IN MONTGOMERY COUNTY



The Community Solar at Paddington Square Project is the first community solar project to serve low- and moderate-income (LMI) households in the County.

This 273 kW solar project is providing approximately 90 households with access to locally generated clean energy, with 30% for LMI households.

2021 MAJOR MILESTONES

PROGRAM HIGHLIGHTS

- Completed suite of 6 products to meet financing needs of homeowners, commercial property owners, nonprofits, and community solar.
- Launched a Commercial Solar Power Purchase Agreement program for nonprofits in June 2021 and have since engaged in rooftop solar reviews with more than 25 faith-based organizations for use of this no out-of-pocket cost product.
- Became program administrator for County's C-PACE program to make the Green Bank a one-stop shop for commercial clean energy financing with offerings of C-PACE, Commercial Loan for Energy Efficiency and Renewables, and Small Business Energy Savings Support loan products.
- Achieved approval from Maryland Public Service Commission to jointly offer our Clean Energy Advantage (CEA) homeowner program with Maryland Clean Energy Center as a statewide program under EmPOWER.

ADDRESSING EQUITY IN THE MARKETPLACE

- Launched the County's first community solar project at Paddington Square with a dedicated 30% of subscriptions available to low- and moderate-income households.
- Worked with over 20 stakeholders to design the concept for a low- and moderate-income household rooftop solar financing program slated to be available with County solar co-op program in 2022.
- Evaluated six affordably-priced condominium properties and two affordable multifamily rental portfolios for feasibility of energy efficiency improvements and solar PV, and furthering project development with several others.

OUR OUTREACH TO THE COMMUNITY

- Conducted over 50 educational meetings, webinars, and presentations to community groups, homeowner associations and stakeholder groups to increase knowledge and awareness of energy efficiency and solar PV and how the Green Bank can help them.
- Released three informational videos on homeowner solar, affordable condominium energy efficiency, and community solar to provide insights into why organizations pursued these efforts and the benefits obtained.
- Collaborated with the Metropolitan Washington Council of Governments to conduct an exchange of efforts and foster alignment on green bank activities occurring across the region.

*Portfolio as of
December 2021*

\$3.5MM

in closed project value

24 *unique transactions:*
16 homeowners
8 commercial

560

total households supported

550

*low- and moderate-income
qualified homes benefitting*

264

multifamily homes

943

*metric tons in annual
greenhouse gas reductions*

In the past year, the Green Bank accelerated its pace of facilitating energy efficiency and renewable energy projects to address the urgency in meeting the County's climate objectives, generating a pipeline of more than \$17 million in active project opportunities. Our active market engagement, a growing staff dedicated to community engagement, and improved connections with contractors, property owners, and developers have fueled the pipeline to help meet the County's greenhouse reduction goals.

MAJOR DEALS FOR THE YEAR

RESIDENTIAL SOLAR PV PROJECTS (CEA)



6 solar PV projects were financed using the CEA homeowner program.

OLNEY ALE HOUSE (CLEER)



The Olney Ale House is using CLEER financing for improvements to recover from a fire in 2019 and from the impact of the COVID-19 pandemic.

CLARKSBURG CONDOMINIUM II (SBESS)



Photos by Clarksburg Condominium II

Clarksburg Condominium II used an SBESS loan to install electric vehicle supply equipment (EVSE) and six electric vehicle (EV) chargers in the condominium's parking lot.

THE URBAN WINERY (SBESS)



The Urban Winery is using the proceeds of a SBESS loan to make key property improvements to meet energy efficiency code requirements and re-open to the public.

MEADOWBROOK STABLES (CSPPA)



Meadowbrook will use CSPPA financing to host a 113 kW rooftop solar array on the roof of its new indoor riding arena.

Suite of Products



HOMEOWNER PROGRAMS

- **Clean Energy Advantage (CEA)**
 - Energy Efficiency
 - Renewable Energy

COMMERCIAL & INDUSTRIAL PROGRAMS

- **Commercial Loan For Energy Efficiency and Renewables (CLEER)**
- **Commercial Property Assessed Clean Energy (C-PACE)**
- **Small Business Energy Savings Support (SBESS)**
- **Commercial Solar Power Purchase Agreement (CSPPA)**
- **Tailored Loan Offerings**

HOMEOWNER & RENTER PROGRAM

- **Community Solar**

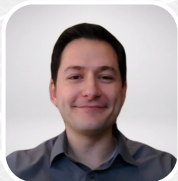
Financial Strength

FY 2021	(in 000s)
Assets	\$24,391
Liabilities	
Funds Held On Behalf of County for Energy Projects	\$6,285
Total Liabilities	\$6,322
Net Assets	
Without Donor Restrictions	\$10,411
With Donor Restrictions	\$7,657
Total Net Assets	\$18,069
Total Liabilities and Net Assets	\$24,391

MEET THE GREEN BANK TEAM



Tom Deyo
Chief Executive Officer



Stephen Morel
Chief Investment Officer



Jean Moyer
Business Operations
Manager



Cindy McCabe
Program Manager



Rokas Beresniovas
Director of
Commercial Business



Tyniah McDuffie
Communications and Community
Engagement Manager



Josh Myers
Administrative Specialist

[Learn more about
the Green Bank team.](#)

RECOGNIZING AND APPRECIATING OUR PARTNERS



7
Financial
Partners



41
Renewable and
Energy Efficiency
Contractors



3
Philanthropic
Partners

"Working with the Green Bank has helped us work better with our customers to achieve the best energy efficiency outcomes."

-Mike Cain
Era Building Solutions

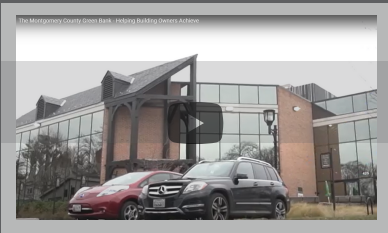
Check out our video library on making clean energy work in Montgomery County:



**Making Solar Affordable
for Homeowners**



**Providing Community
Solar for All**



**Helping Building Owners
Achieve Energy Savings**



**Helping Residential Properties
Achieve Energy Savings**

The Montgomery County Green Bank's mission is to help Montgomery County achieve its climate goals by leveraging capital and innovative partnerships to make clean energy and climate-resilient solutions more accessible and affordable for all residents and businesses.

155 Gibbs Street, Suite 407 • Rockville, MD 20850
240-453-9000 • www.mcgreenbank.org

