



*“Building Sustainable Communities for All”*



Non-Profit Green Bank - CDFI  
[solarenergyloanfund.org](http://solarenergyloanfund.org)

## Co-Creators and Co-Leaders



Duanne has over 15 years of international experience in strategic management, micro-finance operations, sustainability, and clean energy projects. She has helped SELF increase the investor pool from 1 to 25 current investors and developed proprietary underwriting methods that resulted in 98% repayment rate.

Andrade provides strategic financial and operational direction to SELF. She has a Bachelor's degree from NYU and an MBA from the Harvard Institute of International Development, in cooperation with the Bolivian Catholic University.

**Duanne Andrade –**  
Executive Director/CFO



Doug has three decades of professional experience in Florida as a planner, clean energy policy expert, small business owner, and elected official, including 12 years as a St. Lucie County Commissioner (1998-2010). He attended Florida State University earning a Master's Degree in Urban and Regional Planning.

Coward has worked as a Senior Environmental Planner, Environmental Specialist, and Clean Energy Executive in the private & non-profit sectors. Coward's background has been critical building strategic partnerships for expansion and in laying out the strategic direction of SELF.

**Doug Coward –**  
Founder, Dir. of National Expansion

# History and Context

## SELF is the “First Local Green Bank in America”

The Solar and Energy Loan Fund (SELF) was started in 2010 with a \$3 million seed grant from the U.S. Department of Energy (DOE) via the American Recovery and Reinvestment Act of 2009. SELF’s Green Community Development Financial Institution (CDFI) was selected to test in St. Lucie County, Florida.

## SELF’s Primary Innovations in the Clean Energy and Sustainability Lending Space:

- Green Inclusive Financing, based on Ability to Pay, *NOT* credit scores or home equity, with interest rates well below market rates.
- One of only a few CDFIs in America providing consumer loans directly to HOMEOWNERS (including disabled homeowners).
- One of the first CDFIs in America focused on sustainability, resilience, and energy equity, and one of the only Green Banks in America with special programs for Disabled Homeowners.
- SELF joined National Disability Finance Coalition in April 2017





# MISSION

Rebuild and empower underserved communities by providing access to affordable financing for sustainable property improvements, including energy efficiency; renewable energy (i.e., solar); storm resilience; water/sewer; health and safety; disabilities, and more.



SELF is a non-profit green bank certified as a CDFI by the U.S Treasury Department.



# SELF's Lending Programs

1

## Green Home Loans

HALO (disabilities)

KIVA (poor credit)

SELF's flagship **GREEN HOME LOANS** program focuses on Low- and Moderate-Income (LMI) homeowners through CDFI loans; HALO loans; and globally-crowd funded loans via KIVA.org, and we have special programs for seniors, women, veterans, frontline workers, disabled homeowners, and people with poor or no credit.

2

## Landlord Loans

HALO (disabilities)

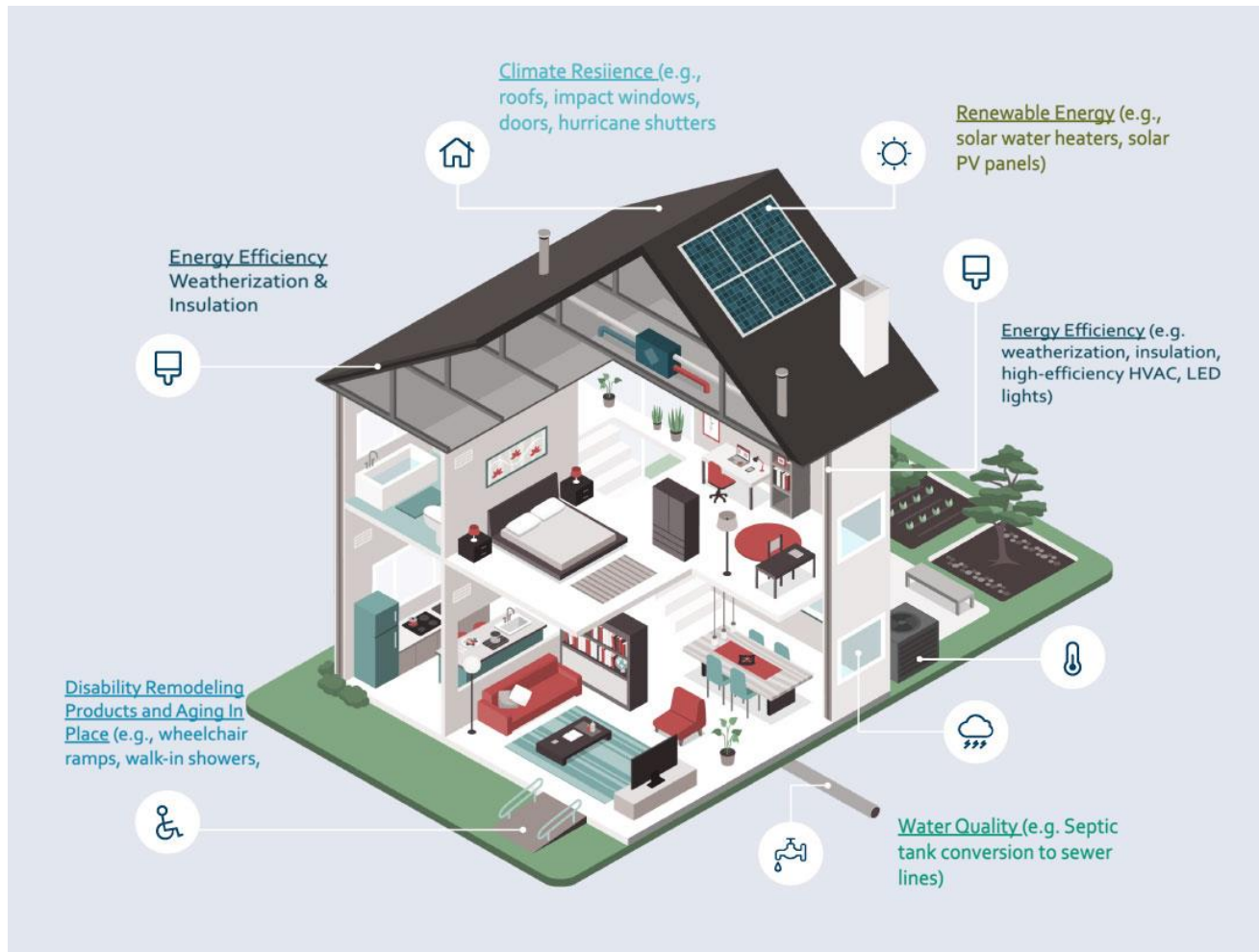
"SUSTAINABLE, ENERGY EFFICIENT RENTALS" (**SEER**) loan – Pilot program launched with the Atlanta Housing Authority to provide low-cost financing for Landlords with properties in high energy burden neighborhoods.


3

## Affordable Housing Developers Loans


Below market-rate loans for small to mid-size affordable and workforce housing developments (including mixed use developments). SAGE homes refers to 'wise' homes which have built in climate resiliency, energy efficiency, clean energy (solar) technologies and water conservation measures that will enable sustainable, safe, healthy and affordable homes.

# What Does SELF Finance?




-  Solar Products


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-  Sewer and Water


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-  Storm Resilience


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-  Roofing


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-  Weatherization and Insulation


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-  Lighting


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-  Health and Safety

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-  Disability Products

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-  Air Conditioning

# Green Home Loans: How Is SELF Different From Traditional Lenders?

SELF fills financing gaps with innovative lending programs for low credit-score, but credit-worthy individuals and families.

Underwriting Loans based on ABILITY TO REPAY, not credit scores or equity.

Pre-vetted contractor network to protect homeowners from unscrupulous contractors.

Project coordination to ensure quality work, fair pricing, and compliance with building codes.

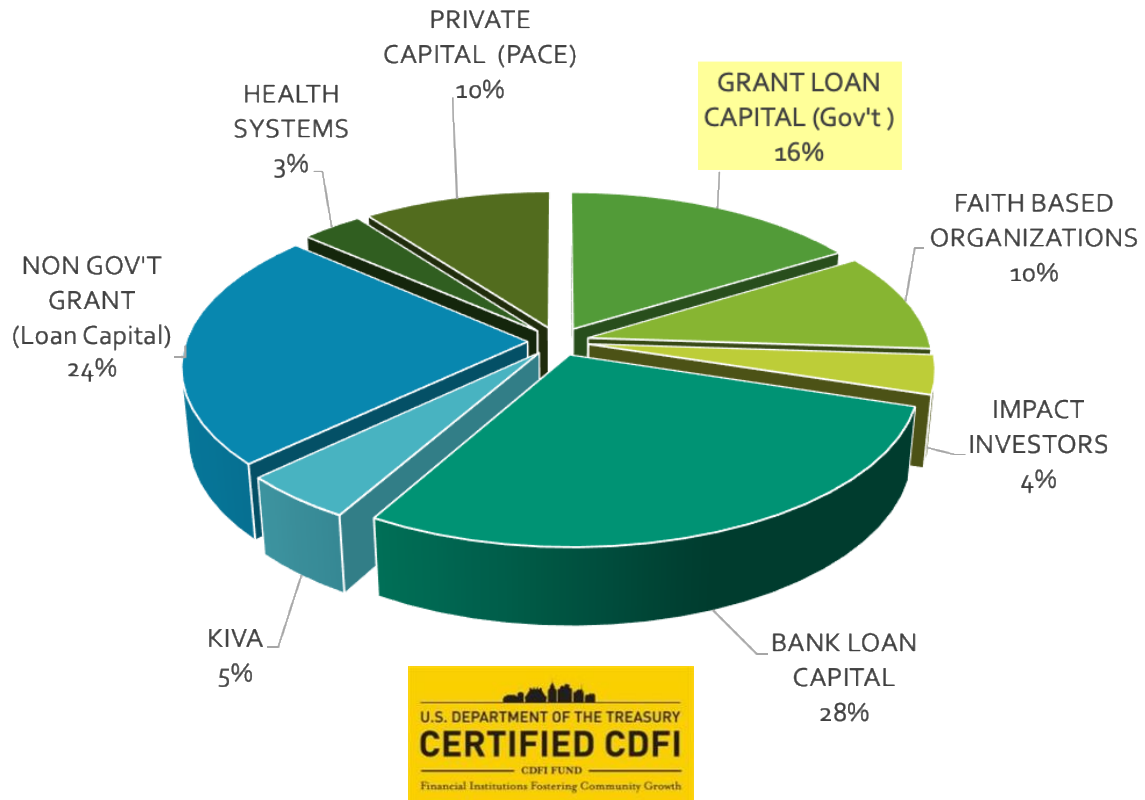
Credit rebuilding. SELF reports to Credit Bureau and works with Credit Rebuilders Alliance and others.

No risk of loss of home in case of default. No liens or tax liability on the home.



# SOURCES OF LOW-COST CAPITAL

SELF received a \$2 million investment from CNote to expand the scope and scale of lending for disability home improvements



## About

CNote is a social enterprise on a mission to close the wealth gap through financial innovation. Through technology and a community-first framework, CNote enables corporations, foundations, and individuals to deploy investments and deposits into financially under-resourced communities across the country. CNote is a Certified B Corporation that has earned "Best for the World" honors from B Lab and was named "Best Women-Owned Business" by the United Nations' Women's Empowerment Principles program.



# LOAN SUPPORT SERVICES



## ■ **FINANCIAL INCLUSION**

SELF approves loans based on the applicant's ABILITY TO PAY, not credit scores.

## ■ **LOW-COST LOANS**

SELF offers below market rate financing and often save our clients 10-20% on their interest rates.

## ■ **CONTRACTOR NETWORK**

SELF pre-screens contractors for proper licenses and insurance and solid track record. No cost to join and no dealer fees for contractors.

## ■ **PROJECT COORDINATION**

Oversee pricing and pay contractors directly after work signed off on by local building inspectors.



**Triple Bottom  
Line Impacts**

**SOCIAL IMPACTS-**

- Enhanced Health and Quality of Life
- Mobility/Aging in Place
- Safety (climate resilience)
- Productivity
- Credit rebuilding and Financial Inclusion
- Home Equity/Generational Wealth
- Neighborhood revitalization

**ENVIRONMENTAL  
IMPACTS**

- Reduction of CO2 Emissions
- Savings on Emergency Funds
- Healthier Cities
- Sustainable Farming

**ECONOMIC  
IMPACTS**

- Savings on energy & Insurance
- Access to fair capital
- Green jobs (contractors)
- Increased Property Equity
- Asset preservation/Generational Wealth
- Resilient affordable housing

# SELF RESULTS

\$40+ million raised to date; leveraging \$90 million in projects

\$32 million of unsecured loans deployed in 3,200+ home-improvement projects.

74% of SELF's clients have LMI as per HUD/Census tracts.

Average default rate is approximately 2%

950+ Contractors in SELF's 4-state contractor network (Green Jobs)

New satellite offices in St. Pete, Tampa, Orlando, Atlanta, and Miami.

# CONTACT INFORMATION

- SELF's website: [www.solarenergyloanfund.org](http://www.solarenergyloanfund.org)
- SELF's HQ – Tel. # (772) 468-1818

