

# Solar and Energy Loan Fund (SELF)

“CLIMATE EQUITY LOANS THAT TRANSFORM LIVES”



**America's first local, non-profit Green Bank (2009)**

**America's First Green Bank – CDFI (2012)**

501.C.3 was established in 2010. Currently serving FL, GA, AL, and SC.





# Co-Creators and Co-Leaders

**Duanne Andrade**  
Executive Director and  
Chief Financial Officer



Duanne has over 15 years of international experience in strategic management, micro-finance, 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.

**Doug Coward**  
Founder, Director of National  
Expansion and Partnerships



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.

A group of diverse women, including several older women, are seated in a room. Some are using wheelchairs. They appear to be engaged in a community meeting or discussion. The setting is indoors with a plain wall and a doorway in the background.

**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's MISSION**



# UNDERWRITING METHODOLOGY

## GREEN FINANCIAL INCLUSION

**42% of Americans Were Denied a Financial Product — Like a Credit Card or Personal Loan — in the Past Year Because of Their Credit Score (*Lending Tree Survey, Aug. 2022*)**

**KEY QUESTION:** How do we achieve Solar for All when 42% of Americans cannot access traditional financing?

**SELF REPLICATED AND EXPANDED GLOBAL MICROLENDING MODELS TO FILL THIS “GREEN” FINANCIAL GAP IN AMERICA, BY BUILDING SELF’S PROPRIETARY UNDERWRITING PROCESS (AND FINTECH PLATFORM) BASED ON THE APPLICANT(S)’ ABILITY TO PAY, NOT CREDIT SCORES.**

# LOAN PROGRAMS:



## HOMEOWNERS:

Unsecured loans for upgrades to single-family homes and residential units. Includes CDFI and KIVA



## LANDLORDS:

Unsecured Energy Efficiency and Resiliency Rehab Loans for Affordable Rental & workforce housing



## DEVELOPERS:

Predevelopment and Gap Funding for Green Affordable Housing New Construction and Rehabs



**SELF IS COMMITTED TO  
CREATING SAFE,  
HEALTHY, AND  
ENVIRONMENTALLY-  
FRIENDLY AFFORDABLE  
HOUSING TO ENSURE  
LONG TERM  
SUSTAINABILITY  
THROUGH ACCESS TO FAIR  
AND EQUITABLE CAPITAL**

# GREEN HOME LOANS: HOW IS SELF DIFFERENT FROM TRADITIONAL LENDERS?

1. Focus on LMI property owners (and renters): SELF fills financing gaps with innovative lending programs for low credit-score, but credit-worthy individuals and families.
2. Underwriting Loans based on ABILITY TO REPAY, rather than credit scores or equity.
3. Pre-vetted contractor network to protect homeowners from unscrupulous contractors.
4. Project Coordination to ensure quality work and compliance with codes.
5. Credit rebuilding. SELF reports to Credit Bureau and works with Credit Rebuilders Alliance and others.
6. Flexible Payment plans available.
7. No risk of loss of home in case of default. No liens or tax liability on the home.

# SUSTAINABLE BUILDING PRACTICES

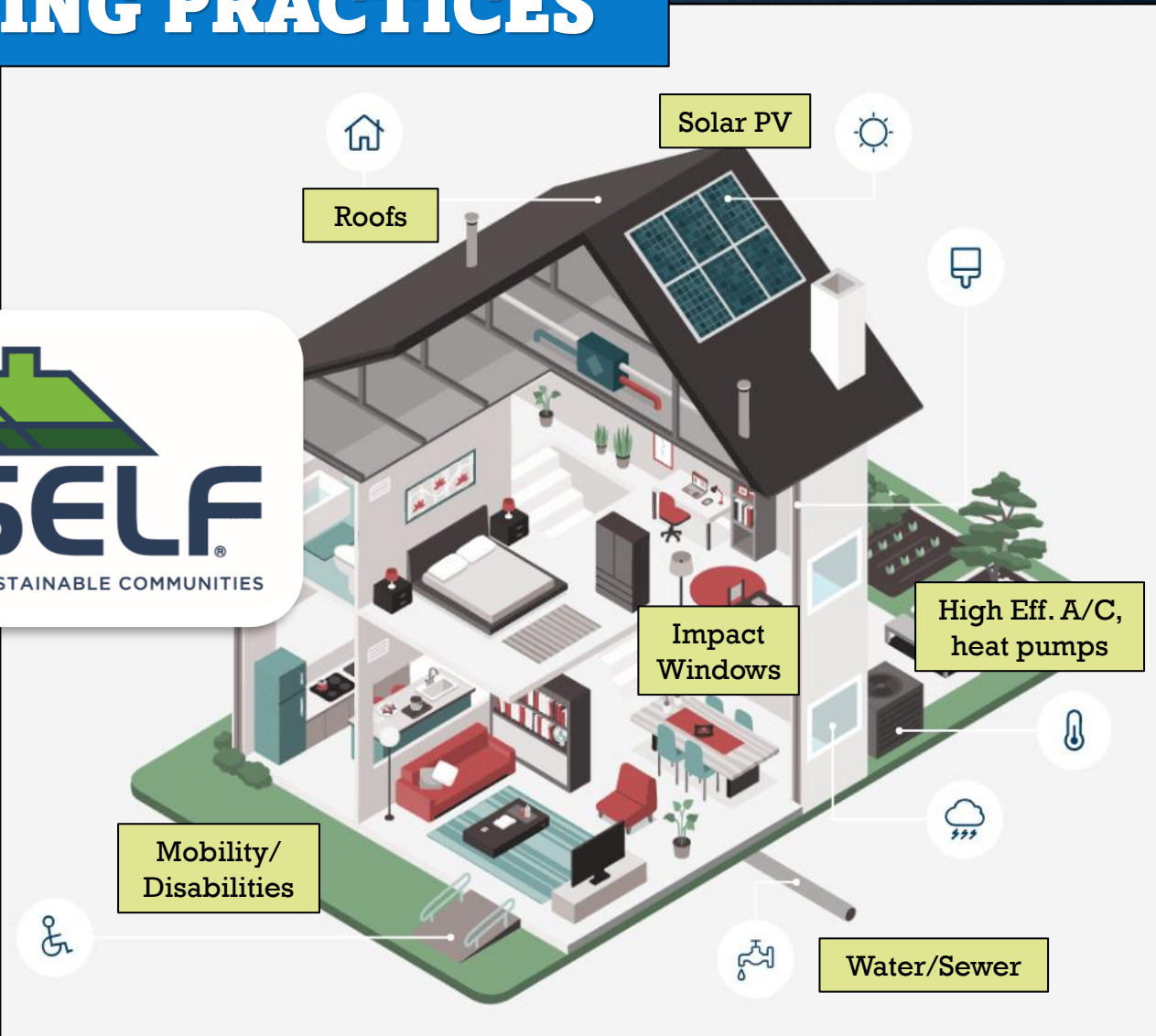
- ✓ Energy Conservation and Efficiency
- ✓ Climate Resilience
- ✓ Clean Energy/Solar PV/Batteries
- ✓ Clean Water/Sewer
- ✓ Health/Safety/Disabilities



**SELF** MAKE MORE MONEY,  
GET MORE LEADS

- NO DEALER FEES
- GUARANTEED PAYMENT
- FAST PAYMENT

**FREE**  
CONTRACTOR  
FINANCING





## Lending Products for **Disabled Households**

### **GREEN HOME LOANS (GHL):**

FOR FUNDAMENTAL HOME REPAIRS AND IMPROVEMENTS.  
SUCH AS ROOFS, ACS, SOLAR, ETC.

### **HOME ADAPTATION LOAN OPTIONS (HALO):**

WHEELCHAIR RAMPS, WIDENING HALLSWAYS, BATHROOM AND  
KITCHEN RETROFITS, AND ASSISTIVE TECHNOLOGIES





# OVERALL RESULTS

\$50+ million raised; leveraging \$90 Million in Total Projects

\$33 million of home-improvement projects (3,300 projects. Assisted 10,000+ people).

74% of SELF clients have been low- and moderate-income (LMI), 50+% Seniors, and **21% Disabled Households**

Average default rate is approximately 2%

Expanded to Florida, Alabama, Georgia, and South Carolina.

SELF has 1,200+ companies 4-state Contractor Network (Green Jobs)



## GETTING TO GIB”SUN”

DELIVERING ENVIRONMENTAL AND SOCIAL JUSTICE AND **EMERGENCY PREPAREDNESS AND RECOVERY** THROUGH SOLAR PV AND BATTERIES.

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# HURRICANE IRMA

- On September 10, 2017, Hurricane Irma made landfall in Florida as a category 4 storm.
- Researchers at the University of South Florida and Brown University found that there were 262 senior resident deaths at 30 days and 433 more died at 90 days from sweltering conditions post-Irma.
- Gibson Plaza is a Miami-Dade county-owned housing facility within the City of Miami. Gibson Plaza houses 90 low-income, elderly and disabled residents in its 65 units. 67% of the residents are female, 89% are Hispanic or Latino, and 96% of residents are 62 or older. 100% of the residents make less than \$10,000/year.
- Gibson Plaza was without electricity for 7 days after Irma, making it the perfect building for piloting a solar emergency response system.

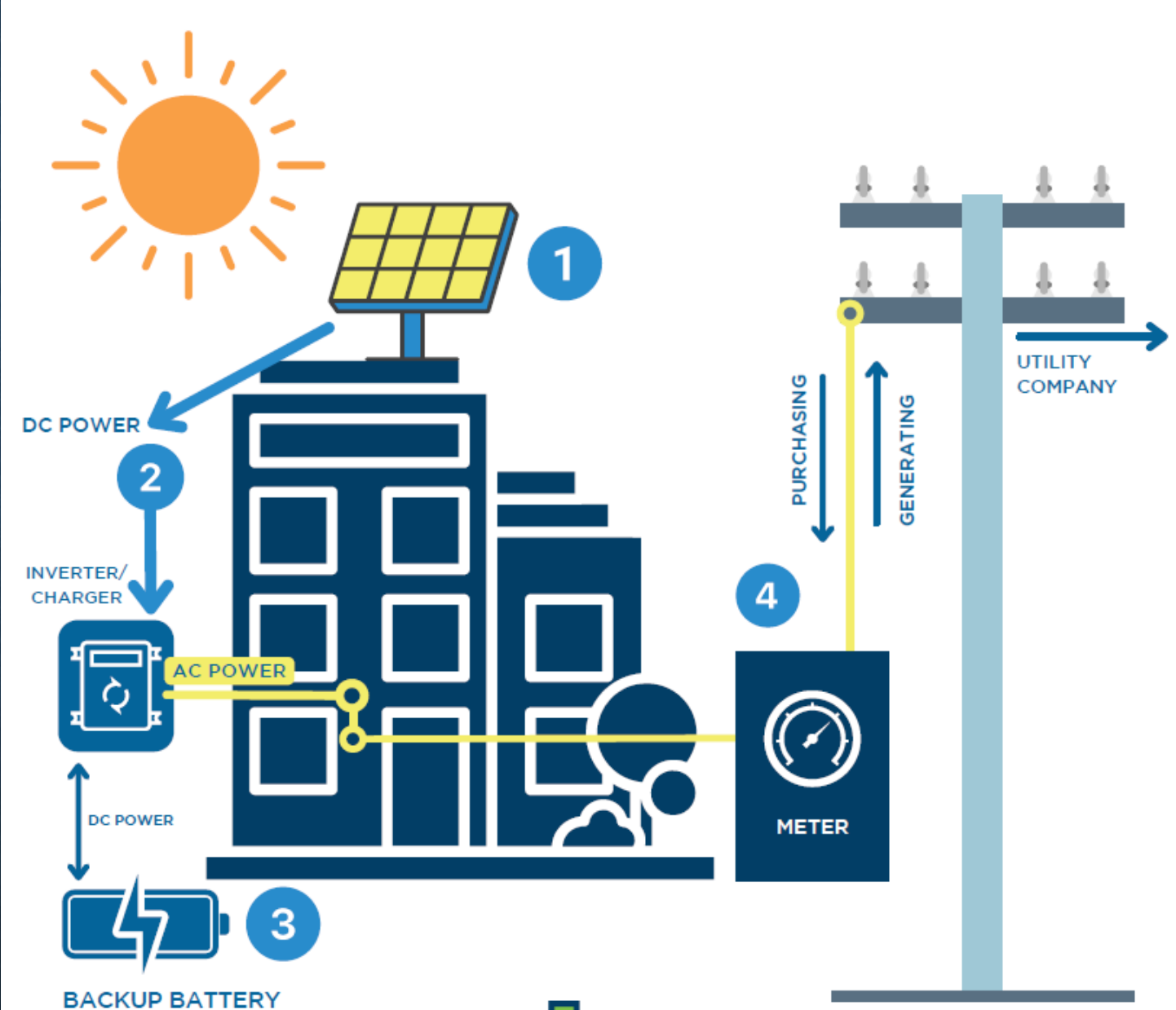


# PROJECT SCOPE AND GOALS



- SELF raised \$200,000 in grant funds from the **Leon Lowenstein Foundation**
- **Miami-Dade County** paid for a new roof.
- The grant funds paid for a new **solar PV system with battery storage for energy savings and emergency preparedness and recovery.**
- SELF focused on public health and safety needs during and after major storm events and power outages, with the primary goal of providing **Emergency Base Load Power.**
- This innovative project serves as a replicable model to promote solar energy, climate resilience, and social and environmental justice in other multi-family dwellings in Florida and beyond.

# HOW IT WORKS



# TIMELINE AND KEY COMPONENTS



RFP Released May 2021  
Mayor and Foundation  
site visit April 2022



February 2023 - Roof  
Installed

July 2023 - Solar and  
Battery Installed

March 2024 – Bi-Directional  
Meter Installed



## Hurdles

Supply Chain Disruptions  
for Roofing Material

40 Year Recertification

Permitting

FP&L

Bureaucracy



49.8kW solar PV array with a  
46.4kW battery backup system

## Emergency Base Load Power

100% of the backup lighting,  
administrative Offices (AC, ice,  
refrigeration for food and  
medicines, electricity for phones  
and medical devices, and elevator  
(periodically)

# OPPORTUNITIES

## HISTORIC CLIMATE BILL (GREENHOUSE GAS REDUCTION FUND)



On the 1-year anniversary of the

### INFLATION REDUCTION ACT (IRA)

the Biden administration is set to implement the

### GREENHOUSE GAS REDUCTION FUND (GGRF)

A critical tool for filling gaps in access to green capital, with almost 70% of funds dedicated to projects in low-income and disadvantaged communities that lack access to financing.



### PROJECT EXAMPLES



Community-Owned Solar



Small Business Loan - Transportation



Existing Building Decarbonization



Single-Family Home Loan

### BENEFITS



GHG and other air pollutant reduction



Improved health outcomes



Home energy savings



Job and business growth





**CONTACT INFORMATION:**  
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