



Montgomery County
GreenBank

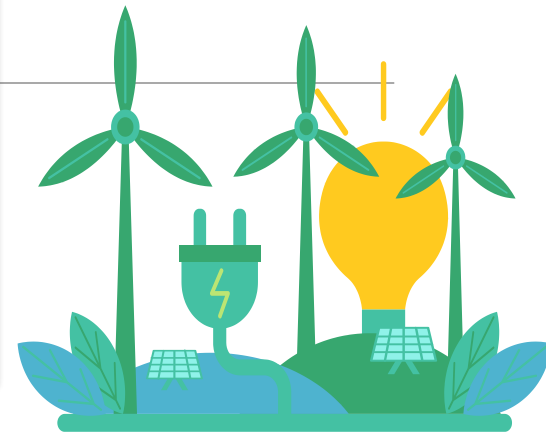
Your partner for clean energy™

JANUARY 24, 2021
07:00 PM

On Farm Solar

presented by

the Montgomery Countryside Alliance, the MC Office of Agriculture, and MC Green Bank



Who We Are

Montgomery County Green Bank



❑ Nonprofit Mission-Driven Organization:

- Chartered by Montgomery County. Independent, 501(c)3 non-profit corporation.
- Capital from settlement funds from the Pepco-Exelon merger.
- Purpose: Accelerate investment in energy efficiency and renewable energy in the County by partnering with the private sector.

❑ Approach

- **Find gaps** in the existing market for private sector clean energy financing products
- **Partner with private lenders** to co-invest Green Bank capital, reducing their risk in order to attract affordable capital into the market.
- **Build the market** by working with property owners and industry stakeholders to educate, support, and advance energy efficiency and renewable energy measures.



Why use renewable energy?



Lower your energy costs



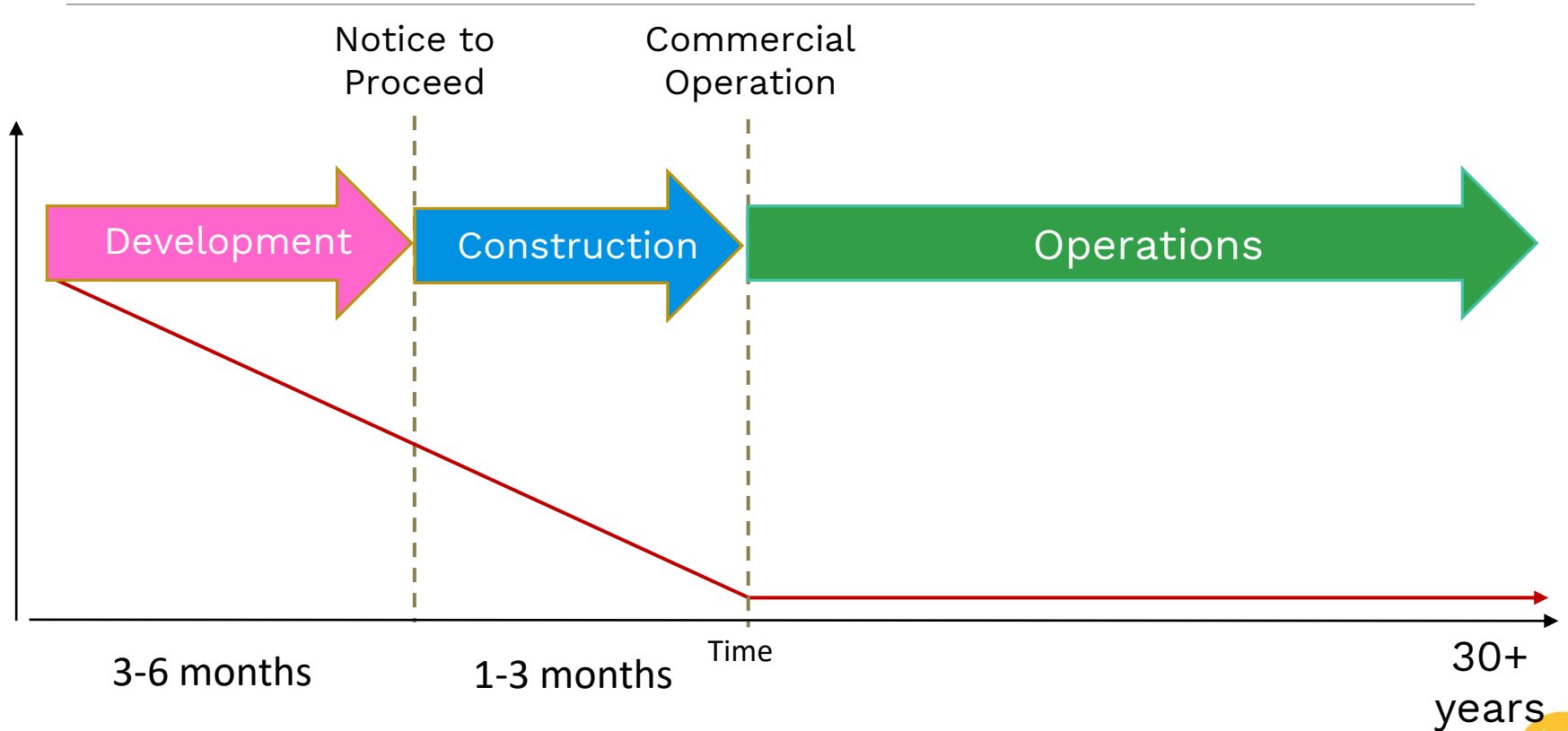
Help save the environment



Add value to your property



Solar Project Timeline



What To Expect During Installation

1. Installer submits permitting and interconnection requests
2. Permits approved and interconnection conditional approval
3. Installation is scheduled
4. Installation completed
5. County inspection (first through final)
6. Pepco interconnection
7. Final authorization to operate (ATO)
8. Turn system on and start saving (money and the planet)!



Commercial Solar Financing Options

Owning the System

❑ **Commercial Loan for Energy Efficiency and Renewables (CLEER)**

- Green Bank Offered in partnership with local banks
- Up to 12 years
- Up to 100% financing
- Low interest rates
- Secured by equipment
- No prepayment penalty

❑ **Commercial Property Assessed Clean Energy (C-PACE)**

- Capital Provider Offered
- Up to 20 to 25 years loan
- Lower interest rates
- Up to 100% financing
- Secured by Property Surcharge
- Loan debt service paid through your property tax bill



Commercial Solar Financing Options

Contracting for the System's Power

❑ **Commercial Solar Power Purchase Program**

- Green Bank Offered
- Solar PV system is third-party-owned, financed, and managed
- No out-of-pocket costs to property owner
- Up to 25 year contract to purchase power generated by system
 - Pay solar PV owner a per kWh price below what you pay the utilities
 - Get kWh credit on your electric bill for the amount generated
 - Save the difference between what you are paying to Solar PV owner and what you get as credit on your utility bill
- Maintenance/Operations responsibility of solar PV owner



Available Resources – Where to Find Help

☐ MC Office of Agriculture

- Solar PV Installer list
- County Regulatory info
- Soil condition review and reporting

☐ Montgomery County Green Bank

- Installer network
- Project Approach Guidance
- Financing options, review, and insights





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Q&A

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