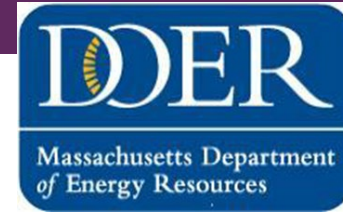


Solar Loans

Presented by Rich Kump
President & CEO



Mass Solar Loan (2015-2020)



The Challenge:

Expand ***Direct Ownership***
of Residential Solar
through Financing

How did they do it?

- 1. Interest Rate Buy down:** Paid lenders to reduce their rate by up to 3.00%
- 2. Income based Principal Reduction:** Paid down the loans of income-qualifying homeowners by up to 30%
- 3. Loan Loss Reserve:** Provided lenders with loan guarantees of up to 90% for credit-challenged homeowners

How did it go?

1. Completed nearly **6,000** residential solar projects
2. Over **3,000** income-qualified residents were assisted, of which **1,240** were located in *Environmental Justice* communities
3. **79%** of funds awarded went to support *income-qualified projects*
4. **60%** of low income homeowners said they could not have installed solar without the income-based loan support
5. Over **\$185 million** financed was leveraged by **\$42.3 million** awarded
6. The *Clean Energy States Alliance* presented MassCEC the prestigious 2020 **State Leadership in Clean Energy** award



Awards and Project Volume of Participating Lenders

Lender Name	Projects	Total Loan Amount	% Loans with IBL S	% Loans with LLR
UMassFive College Federal Credit Union	1,960	\$62,563,877	73%	21%
Avidia Bank	873	\$30,144,962	53%	12%
Coastal Heritage Bank		\$26,326,338	32%	13%
Nav		\$13,507,550	32%	12%
Firs		\$14,397,250	49%	
North	255	\$8,698,950		
Bank Five	242			
Franklin First Federal Credit Union	152			
North Easton Savings Bank	146			
Clinton Savings Bank	120			23%
Sharon and Crescent United Credit Union	110		32%	13%
Fidelity Cooperative Bank	70	\$1,875,916	50%	11%
Stoughton Co-Operative Bank	49	\$1,499,585	39%	10%
Shrewsbury Federal Credit Union	43	\$1,377,412	42%	14%
East Cambridge Savings Bank	17	\$347,870	41%	6%
Alltrust Credit Union	9	\$229,506	78%	33%
Greenfield Cooperative Bank	8	\$283,758	50%	0%
Totals	5,792	\$185,285,949	53%	16%

**# of Projects Financed = 1,960
 Total Loan \$ = \$62.6 million**

**73% of our loans funded
 projects for income-qualifying
 households**



1. No origination fees charged to installers or consumers
2. Max loan amount = \$100,000
3. Final disbursement not made until interconnectivity achieved
4. Interest-only period for up to 12 months
5. No mortgage placed against the home
6. No pre-payment penalties
7. Fully digital process...or fully in-person
8. Between 2017 and today, UMassFive financed over **5,600** projects for nearly **\$150 million** (Mass Solar + MySolar)

Equitable Access (low income, low FICO)

Low Income not a big problem...as long as the consumer is keeping up with their bills

Low credit score *is* a big problem...lenders won't finance without some sort of a 3rd party guaranty

Questions?

