

Outreach to Community Financial Institutions

As part of its [U.S. Department of Energy SunShot Initiative Rooftop Solar Challenge](#) grant work, DOER hired ICF International to support a solar lending outreach effort to community financial institutions.

DOER hosted two regional workshops (in Springfield on December 4, 2012 and in Boston on January 22, 2013) and a webinar (on January 31, 2013) for lenders throughout the Commonwealth.

Workshop Materials

Below are the presentation and handout materials from the January 22, 2013 workshop held in Boston.

Presentations:

[Welcome and Introduction](#) (Dwayne Breger, DOER)
[Summary of Bank Survey Findings](#) (Lise Dondy, ICF)
[Solar Systems 101](#) (Matt Arner, Solar Flair)
[Financing Solar Projects](#) (Robert Wigmore, Farm Credit East)
[Solar System Financing](#) (Michael Kuhn, Cambridge Savings Bank)
[Incentives, Rebates, and Solarize Mass](#) (Elizabeth Kennedy, MassCEC)
[Net Metering and SRECs](#) (Sarah Cassanego, DOER)

Handouts:

[Glossary of Solar PV Terms](#)
[Solar Carve-Out Program Overview](#)
[Solar PV Financing Bankers'™ Project Checklist](#)
[Sample Commercial PV Cash Flow](#) (Farm Credit East)
[Sample Residential PV Cash Flow](#)

[Workshop Attendees](#)

Webinar

A condensed version of the workshop material was presented in a webinar on January 31, 2013. Please visit our [Webinars: Upcoming & Archived](#) page to access the recording and webinar materials. The sample cash flow documents used in the webinar were the same documents presented at the January 22 workshop (see links provided above under Handouts).

Final Report

To inform the development of the above-mentioned workshops and webinars, ICF interviewed 22 bank representatives about their experience with and perceived barriers to solar PV lending in Massachusetts.

[List of Bank Interviewees](#)

ICF's final report includes a summary of the interview results, an evaluation of the two workshops conducted, and recommendations for future engagement with bankers and programs to support solar lending.