



Practical Steps for Microgrid Financing

WEBINAR PRESENTATION

MARCH 24, 2026

Information Purposes Only

What we'll cover today...

1. Reframing the Opportunity for Microgrids
2. Attracting New Capital Partners
3. Development & Planning Steps that Matter
4. Case Example & Market Signal
5. Closing



Safe Harbor Statement

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Reframing the Opportunity for Microgrids

Reframing the Opportunity for Microgrids

Our objective is to discuss how to position projects so that mission-driven capital partners and community development stakeholders see the Microgrid first as an economic development platform and second as an energy asset.

- The approach that unlocks new capital sources such as NMTC and OZ-aligned relationships, the winning story is:

microgrid + jobs + economic revitalization + community services

- For community finance partners, the core question is often not “How many solar panels?” but “What lasting economic activity, services, and employment does this project enable?”
- This sets the tone of developers translating the energy infrastructure into a broader **community-based development thesis**.

Reframing the Opportunity for Microgrids

How do these new capital partners and community development stakeholders view project & business models?

- The Microgrid Developer's role is to interpret the project design through a single lens of community project development...
- **NMTC investors & CDE's** need strong evidence of community impact, job creation, service delivery, and a credible business or operating plan in eligible low-income communities. CDEs mandates and strategy focus on deploying NMTC-supported capital into projects that can demonstrate community benefit and economic revitalization and activity. Attracting new sources of private and public capital.
- **Opportunity Zone investors** typically want a scalable operating business, real estate or infrastructure project with a durable value-creation pathway, and credible management with a longer-term growth plan.

Reframing the Opportunity for Microgrids

A Resiliency Hub Project Thesis Outline...

Frame the project around three stacked outcomes:

1. **Resilience outcome:** backup power, sheltering capacity, continuity for community services, health, food, water, communications, or emergency response.
2. **Economic outcome:** permanent jobs, construction jobs, workforce pathways, support for local businesses, lower energy cost volatility, attraction of tenants and services.
3. **Site outcome:** productive redevelopment of underutilized or challenged real estate, neighborhood stabilization, and catalytic reuse.

Key point: the best resiliency hub concepts are attached to extending operating uses such as light manufacturing, food systems, cold storage, health/community services, workforce training hubs, logistics, and other essential commercial uses/platforms that can grow over time.



Development & Planning Steps that Matter...

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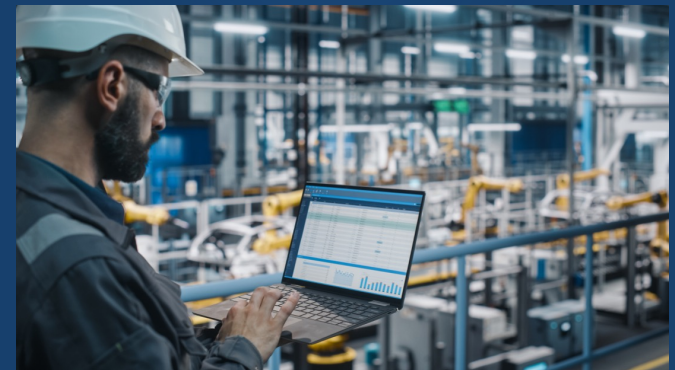
Assemble capital around the business case and not the technology

A. Start with community and operating partners first:

- Identify anchor users that already serve the neighborhood or can grow there: workforce nonprofits, health operators, food distributors, small manufacturers, schools, community facilities, business incubators, and mission-aligned employers.
- Incorporate where they can translate resilient power into business continuity, more jobs, longer operating hours and community support.

B. Build the “jobs and impact” case before the engineering case is final:

- Define permanent jobs, construction jobs, training slots, vendor opportunities, and business services that the project enables.
- Separate direct project jobs from enabled jobs created by regional growth, up & down stream activity, or expanded service delivery.
- Show why those jobs are durable, connect to accessible jobs in the target community and connected to real market demand.



Development & Planning Steps that Matter...

Translate the business model & vision into investor ready metrics

- Jobs created and retained
- Quality of jobs and training pathways
- Tenant or service growth
- Community access and resilience benefits
- Site reuse and neighborhood/regional spillover effects
- Business durability over incentive periods & sensitivity to longer-term value creation



Development & Planning Steps that Matter...

Finding capital partners that align

- A smaller subset of **CDE Allocatee's** focus on operating business investment projects, work with CDFI partners and advisors to target the right NMTC partners. Some online resources are available also.
- **Local economic development organizations**, workforce development groups, community facility operators, and Brownfield redevelopment entities that already prioritize jobs and revitalization over pure climate outcomes are great advocates & partners.
- Developers should lead with a **partner map** that includes:
 - site owner / Brownfield stakeholder
 - community operating partner
 - job training or workforce intermediary
 - CDE / NMTC intermediary
 - municipal / quasi-public support partner



Case Example and Market Signal

Case Example – stacking NMTC's & ITC's

Coastal Community Action Program (CCAP) - Using NMTC + Energy Tax Credits to Fund Community Services

Washington based community services organization needed long term stable funding for services. Designed a 6 MW wind project structured to create recurring revenue for CCAP serving distressed communities in southwest Washington.

Project Overview : CCAP Energy Project

- Sponsor / Community Beneficiary: Coastal Community Action Program
- Asset: 6 MW wind farm (4 turbines)
- Output: Estimated 13.5 million kWh annually
- Revenue Model: Power sold to the local public utility district, generating approximately \$500,000 per year to support CCAP's nonprofit services



Case Example – stacking NMTC's & ITC's

The CCAP project is a strong example of how renewable infrastructure was positioned not primarily as a “green energy” story, but as an economic and community services platform.

The recurring project revenue was designed to help fund core programs including low-income energy assistance, rental support, emergency food, weatherization, in-home healthcare, medical transportation, HIV/AIDS services, and job training.

Capital Stack / Financing Highlights

Total Project Cost: \$18.8 million
NMTC Allocation: \$15.2 million
Renewable Energy Investment Tax Credits: \$3.6 million

Key Partners

- CDE's: National Community Fund I, LLC & Craft3
- Site Host: CCAP Coastal Energy Project, LLC
- Advisor: US Bancorp CDC
- Investor: Wells Fargo Community Investment Holdings, LLC



Case Example – stacking NMTC's & ITC's

Community Impact

- 133 construction jobs created; 40 + permanent jobs created
- Enhanced CCAP's ability to serve 1,000 additional low-income families per year
- Located in a state-designated distressed community with elevated poverty and unemployment metrics
- Structured as a long-term funding engine for essential community services and regional stabilization

The project blended community development capital with energy tax credit financing to support an infrastructure asset whose economic value flowed back to a mission-driven nonprofit. That is the key for microgrid developers: the capital stack worked because the project was tied to community impact and durable service delivery, not just energy production & storage.



Closing

Community Development Drivers

Opportunity to partner with new capital



The Coastal Energy Project illustrates that mission-driven capital partners will support infrastructure when it is clearly linked to job creation, community services, and sustained economic benefit in distressed areas. For **microgrid and resiliency hub developers**, the lesson is to build the story around community outcomes, operating partners, and durable local impact first — with the energy asset as the enabler.



Jetrise Overview

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- ▶ **Gain Valuable Insights** – Jetrise has collective decades of experience in financial engineering and provides the insights needed to make strategic decisions in capital planning.
- ▶ **Financial Market Expertise** – we have a deep understanding across the financial markets and tax incentive structures, including tax credits programs, partnership frameworks, and optimization strategies. Exceptional quality with end-to-end execution across all aspects of the capital strategy is our focus.
- ▶ **Project Development Know-how** – we understand the intricacies of project development, from design & feasibility analysis to engineering, construction, commissioning and ongoing operations and maintenance, a partner that has the background to ensure success is critical.
- ▶ **Continuous dialogue with major market participants** – getting the big picture to engage with all stakeholders is important, Jetrise has touch with key investors and partners.

Jetrise Principal



Pete Fitzsimmons, Jetrise Ventures - Pete has more than 30 plus years of executive experience as a leader in technology and financial services industries. Over the past ten years his leadership roles have spanned CEO roles at technology services solutions and senior transaction and strategy advisory to mid-market and early-stage businesses.

As a CEO and CFO, Pete leverages his extensive business, technology, financial and operations experience with growth-oriented companies to create strategic value for all stakeholders.

Thank you!!



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