

Green Loan Fund Project Guidelines

Overview

In partnership with The Associated: Jewish Community Federation of Baltimore (The Associated), Pearlstone is proud to administer and offer the Green Loan Fund for qualifying organizations within the Baltimore not-for-profit community.

What Projects will be considered?

Loans will be given for capital improvements that improve the efficiency of the facility. A return on investment (ROI) must be predicted and calculated before the project begins and after the project is completed. Projects must have a *payback period of under five years* for consideration. Example projects are:

- Lighting improvement/upgrades/retrofits
- Mechanical equipment upgrades/retrofits/replacements
- Automation and controls for lights and/or mechanical equipment
- Geothermal installation
- Solar or wind generation
- Generators/battery back-up

How will a Loan determination be made?

Loans are facility dependent, to be determined on a case-by-case basis. Issues to be considered:

- What is the environmental benefit and/or carbon footprint reduction?
- What is the financial stability of the institution and the of ability/feasibility to pay back the loan?
- How many projects is the institution considering? Is this a multi-phase upgrade, or one project?
- How much is the institution investing in the proposed project(s) (resources, capita, etc.)?
- What is the likelihood of project moving forward if full requested amount is not loaned?
- Is the institution leveraging rebates/other funding sources to reduce net out of pocket expense?
- Is the project addressing large one-time capital investment due to end-of-life equipment? Would the failure of this equipment cause significant financial detriment to the institution?
- Does the institution have a plan, fund or reserve for capital improvements?
- Notes on loan determination:
 - ✓ If the loan is covering amount of rebate or grant, that amount would be paid back in one lump sum payment to the Associated.
 - ✓ If multiple loan requests are received at once, the best ROIs will be considered first.
 - ✓ Short ROIs may make for easier paybacks.

Loan Size

Loans are facility dependent and will be determined on a case-by-case basis. *Loan size is capped at \$170,000.*

Loan Fees

All loans will be subject to a 2% administrative fee, payable to the Associated.

Green Loan Fund Application Requirements

1. Any request for a loan (or loan guarantees) must be made in writing, and shall include, at a minimum:
 - The amount of the requested loan
 - The proposed use of the loan amount
 - Other attempts to obtain financial assistance
 - Proposed terms of the loan including:
 - Collateral offered
 - Payback terms
2. Any request shall be accompanied, at minimum, by:
 - The attached application
 - A current budget
 - A current business plan
 - Financial statements for the prior three (3) years
3. Any request shall include contact information for institutional representatives to:
 - Participate in the Pearlstone Sustainability Coalition
 - Assist in writing a case study that promotes the Green Loan Fund
 - Promote the project and participation in the Green Loan Fund via social media

Green Loan Fund Application

Contact Information and Summary	
Name of Organization	
Project Manager	
Phone Number	
E-mail Address	
Project Summary/Proposed Use of Loan (100 words)	
Cost Information	
Total Materials Cost and Labor	\$
Less Rebates/Incentives	\$ (provide documentation of attempts to obtain financial assistance)
Net Cost of Project	\$
Annual Savings	\$
Payback Period	
Total Loan Amount Requested	\$

Please attach at least 2 quotes from vendors for the work you'd like to do and send information to:

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