



Oweesta Corp.

Native CDFI Capital Access Convening

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Powering Communities: The Solar Revolution

1. **Joining Forces** - FFI & TBL Fund's collaborative vision
2. **Beyond the Rooftop** - Why Community Solar changes the game
3. **Green Light or Red Flag?** - Critical feasibility checkpoints
4. **Blueprint to Bright Future** - From empty land to energized grid
5. **Success in Action** - Real-world impact & lessons learned



Who We Are

- Finance for Impact – national 501c3 NPO
 - ✓ TA Provider - Technical and Business Advisor
 - ✓ Equity Provider / ITC monetization
 - TBL Fund, a national CDFI
 - ✓ Financial Advisor
 - ✓ Bridge and Energy financing
 - Turn-Key Implementers of Clean Energy Solutions
 - ✓ Solar, Storage, EV, Energy Efficiency, Electrification,...
 - ❖ Community Scale / Microgrids
- ➔ **One-Stop-Shop for Clean Energy Project Development**



Triple Bottom Line
Foundation



CS vs. Rooftop

- ❖ MW scale
- ❖ Volume Efficiencies
- ❖ Ability to monetize ITC
- ❖ Utility Approval Needed
- ❖ Job opportunities
- ❖ Energy Sovereignty
- ❖ Longer Process
- ❖ Financing is easier
- ❖ kW scale (1/1000)
- ❖ Cost Inefficient
- ❖ Harder to monetize ITC
- ❖ Utility approval may be needed
- ❖ No Job opportunities
- ❖ No Energy independence
- ❖ Shorter Process
- ❖ Harder to finance



CS Process

Go-no-Go

- ✓ Is your utility on board?
- ✓ Can you monetize ITC?
- ✓ Do you have appetite for debt?

1. Feasibility Assessment
 - ✓ Technical and Business viability
 - ✓ Access to appropriate partners
2. Development Phase
 - ✓ Land acquisition
 - ✓ Permits, EA, Engineering, Geotech, Interconnection study
 - ✓ Line up EPC and Financing
3. Construction Phase
4. O&M and M&V

Success in Action – CS 1

Sample Project: 5 MW solar + 10 MWh battery storage

- ✓ \$20M capital investment
 1. TBL Fund – Bridge financing w/ partners
 2. FFI – Project Developer
- ✓ Owned by FFI until:
 1. ITC holding period OR Debt Free
 2. Ownership transfers to Tribe
- ✓ Off-taker is local utility
 - Tribal or REC or IOU...
- ✓ # of Families Benefit: 1,000
- ✓ **25X25:** ~25% Utility Cost Savings/Family for 25 Years



Success in Action – CS 2

- ✓ Tribal Entity is Project Owner
- ✓ FFI is TA provider (owner's rep.)
 1. Manage pre-development phase
 2. Apply for grants and incentives
 3. Issue RFP for required services
 - ❖ Technical and Financial
 4. Oversee development and installation
 - ❖ Negotiate PPA with utility
 - ❖ Manage PWA
 - ❖ QA/QC the install
 5. Train for L/T ownership



Finance For Impact
Investing in Clean Energy Assets

Triple Bottom Line
Foundation

Benefits

- ❖ No Capital Investment Needed
- ❖ Income for 25 Years
- ❖ Energy Cost Savings for Tribal Members (25x25)
- ❖ Local Energy Production → Money Stays in Community
- ❖ PWA: Workforce training and apprenticeship opportunities
- ❖ Energy Resiliency and Sovereignty
- ❖ Future Opportunities from Experience Gained
- ✓ **Additional Projects – EERE**

1. Tribal Facilities





Thank You

Questions?

