

*SEF 3<sup>rd</sup> Year Annual Plan  
Year Ending June 2003*

- Grants and PRI commitments will equal income, \$3,240,000. In future years, as we are able to recruit additional, external funds, we will increase our PRI commitments; but we do not expect that until year 4.
- Grants equal 7.5% or \$240,000. (Actually 10% or \$320,000 if we can recruit an \$80,000 match for educational efforts)
- Grants are planned as:
  - 1/3 or \$80,000 education but raise an additional \$80,000 match externally to give us \$160,000 grant budget (and actual total commitments at 10%)
    - 1/3 for general curriculum development, teaching aids, exhibits.
    - 1/3 to fund specific grant applications
    - 1/3 open
  - 1/3 or \$80,000 for green building including energy efficiency improvements to existing buildings or process improvements
  - 1/3 opportunistic but targeted to jump start new enterprises into our territory
- \$2,000,000 for loans averaging 6% and 5 years. ½ targeted to clean and/or renewable energy and ½ targeted to energy conservation and/or efficiency.
- \$1,000,000 for equity and near equity (especially subordinated debt with royalty payback which acts more like equity, from a risk and a reward standpoint than does secured debt)

In any given year, we are prepared to go to 150% of disbursements as special needs or opportunities present themselves. We will most likely have opportunities in the next two years to finance new wind projects. These will require significant funding but have great mission fit and stakeholder appeal. Also attractive are investments in energy load management, job creation, and green buildings.

All Grants and Program Related Investments are made in accordance with our published Policies and Investment Criteria. These may be found on line at [WWW.SustainableEnergyFund.org](http://WWW.SustainableEnergyFund.org).