

A primer on Firn Financing for potential project sponsors



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About Firn

Firn is a sustainable investment startup. Our mission is to democratize investment access to clean energy assets, like solar, battery storage, and heat pumps.

We are looking to invest in small commercial and industrial (“C&I”) projects, like the kind that your company is helping facilitate through its marketplace. Firn will consider all investment opportunities.

Firn offers flexible financing options (e.g., debt or equity investments) and complementary risk analysis of proposals.



For Project Sponsors...

Firn can help finance your renewable energy project. Most commonly, we will do so with a loan.

In certain circumstances, we will consider alternative arrangements, like a power-purchase agreement or sale lease-back. For more information on those arrangements, users can contact us at info@firninvestments.com and mention your company in the email.

Interest: Firn offers negotiable fixed interest rates (APYs). We target the 7% to 10% range, depending on the sponsor’s creditworthiness.

Term Length: If the loan term is ten years or less, it might be a great fit for us. We will consider longer loan terms for select projects.

Loan amount: Firn’s sweet spot is under \$500,000 in loan size, but we will consider larger loans depending on the project.

Loan type: Firn prefers to issue mortgage style loans (where the project owner pays portions of interest and principle every quarter).

If raised, here are other deal terms:

- Firn prefers to issue secured loans, which will treat the equipment itself as collateral. Sponsors will have to represent that there are no other loans on the project senior to Firn’s loans.
- Early repayment incurs a small penalty, equivalent to 3% of the principal.

Next Steps for Project Sponsors

Please put any interested parties in touch with us or ask them to reach out to us directly at info@firninvestments.com. Just remind them to mention your company in their email.

We will ask them for some standard information, which includes:

Business/entity information: Their business or entity's name, entity type (e.g., non-profit, business, government agency, and so forth), and principal address;

Financial information: Income statements, balance sheets, and credit score;

Loan information: The size of the loan sought, its percentage of the project cost, and desired disbursement date;

Project information: The size of the project, equipment, expected production, project status (e.g., exploration, designed, permitted, in-construction, or completed), and any rebates or incentives they're expecting;

Partner information: The name and contact information of your developer or installer; and,

Site information: The site address, the site's ownership, and any restrictive covenants or zoning codes.



For Renewable Energy Developers...

Firm can help finance the renewable energy projects of developers' clients, so developers can get more fees, faster. Additionally, Firm may consider purchasing existing projects in their portfolio.

How Firm invests: Firm can make debt or equity investments.

- **Debt:** Firm can supply bridge loans or construction loans to developers or offer secured loans to their clients.
- **Equity:** Firm can also co-invest or serve as the lead cash equity investor, especially if there is a tax equity investor already lined up. Partial interests are also on the table.

How Firm works:

- **Underwriting, fast turnaround, dedicated experience:** Firm specializes in funding renewable energy initiatives, featuring a team of in-house experts. We offer an easy-to-use online application process and have underwriting designed specifically for the clean energy sector. Throughout the financing journey, Firm assigns a committed account representative to offer continuous assistance.
- **Repeat financing made easy:** Firm offers a "rinse and repeat" model, where financing is streamlined for developers already onboarded into its system.

Partnering with Firm:

You can put them in touch with us or have them directly reach out at info@firninvestments.com.

Firm will be an excited partner with developers to help them get their projects off the ground!

