

Financing options for your programs

Programs administered by the State and supported by the IOUs bring private capital to customers for energy efficiency upgrades.

The California Public Utilities Commission (CPUC) authorized the creation of energy efficiency financing programs designed to attract private capital. The programs are developed by the California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA), a state agency, along with the four investor-owned utilities (IOUs). CAEATFA and the IOUs engage finance companies, contractors, and other stakeholders in a partnership referred to as the California Hub for Energy Efficiency Financing (CHEEF). Implementer programs can be easily integrated with the CHEEF's financing options and help you meet your program goals.

How is CHEEF financing different from walking into a bank?

CHEEF provides participating finance companies a credit enhancement in the form of a loss reserve contribution for every enrolled project. This contribution enables finance companies to improve product terms or expand underwriting. Customers are able to access benefits that would otherwise be unavailable, such as:

- ✓ Credit approvals for a broader range of customers
- ✓ Lower interest rates
- ✓ Longer terms yielding lower monthly payments
- ✓ Larger amounts available

Present customers with a financing option when OBF won't work:

- ✓ Projects that don't meet payback requirements or are not bill-neutral
- ✓ Projects under \$5,000 or larger than OBF limits
- ✓ Projects with non EE measures
- ✓ Projects not eligible for a rebate or incentive
- ✓ Customer wants a positive cash flow option

Program Features



All IOU customers are eligible



Any energy efficiency or demand response measure that is part of a utility-approved program qualifies for financing



Up to 30% of financing can be used for non-EE project scopes (e.g. water efficiency or painting)



Product options: traditional loans and leases, service agreements, and savings-based payment agreements



No cash outlay or upfront investment for customers

Financing options for all sectors

	RESIDENTIAL LIVE NOW	COMMERCIAL LAUNCHES IN 2019	MULTIFAMILY LAUNCHES IN 2019	PUBLIC BUILDINGS TBD
Eligible borrowers & properties	Homeowners or renters Single-family properties including townhomes, condos, and manufactured homes	Businesses or nonprofits owning or leasing their property Businesses that either: (1) have less than 100 employees, or (2) have annual revenues less than \$15MM, or (3) meet SBA NAICS size requirements.	Property owners Buildings where at least 50% of the units are income-restricted affordable housing	Property owner or lessee Public buildings, nonprofits, commercial of all sizes
Amount available	\$2,500-\$50,000	Up to \$5MM	No limit	Up to \$5MM
Repayment options	Off Bill <input checked="" type="checkbox"/>	Off Bill <input checked="" type="checkbox"/>	Off Bill <input checked="" type="checkbox"/>	Off Bill <input type="checkbox"/>
	On Bill <input type="checkbox"/>	On Bill <input checked="" type="checkbox"/>	On Bill <input checked="" type="checkbox"/>	On Bill <input checked="" type="checkbox"/>

FIND OUT HOW THESE PROGRAMS CAN WORK FOR YOU

Email us to learn more about each program.

Commercial financing

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Residential or Multifamily financing

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ALREADY WORKING WITH FINANCE COMPANIES OR CONTRACTORS?

Connect your program partners with the CHEEF so they can take advantage of benefits like:

- ✓ Be featured on GoGreenFinancing.com and as part of statewide marketing campaigns
- ✓ Affiliate with a state administered financing program
- ✓ For finance companies: get access to a credit enhancement in the form of a loss reserve contribution for every enrolled project