

At-A-Glance Eligibility Checklist for Finance Companies

GoGreen Business Energy Financing Program

For Financing Agreements \$10K - \$5MM



CUSTOMER

- Finance Company conducted credit check
- No bankruptcies within last 5 years, no outstanding judgements or liens
- Small Business Qualification: A non-profit or for-profit meeting one of the following:
 - 100 or fewer employees
 - Annual revenues less than \$15 million
 - SBA size standard requirement for the customer's industry
- For financing from \$10,001 to \$350,000: Customer meets one of the following:
 - Positive EBIT, EBITDA or taxable income for last 2 years
 - Been in business for at least 5 years
 - Provides a personal guarantee
- For financing > \$350,000: Customer meets both of the following:
 - Positive EBIT, EBITDA or taxable income for at least 2 of the last 5 years
 - Debt service coverage ratio is > 1.10:1 for at least 2 of the last 5 years

PROJECT

- Energy efficiency retrofit projects (includes DR) consisting of at least one ESM
- Total cost for non-lighting ESMs installed utilizing the Pre-qualified ESM List does not exceed \$350,000
- Contractor(s) is(are) enrolled in the Program prior to completing their scope of work(s)

PRODUCT

- Finance Company disclosed to the customer **one of**:
 - APR inclusive of fees as well as any advance payments
 - Total cost of the project: (monthly payment amount * number of months) + fees
- If financing > \$50k, security interest taken (non-real property except for a UCC-1 fixture filing)
- Product, rate, terms and underwriting are in line with Program term sheet approved by CAEATFA

ENERGY SAVING MEASURES (ESMs)

- Each measure qualifies either through the [Pre-qualified ESM list](#) or through the Professional Certification method.
- Must save energy corresponding to the fuel provided by an IOU
- Must be installed by a Participating Contractor, unless self-install eligible per the Pre-qualified ESM list
- If customer is self-installing, Project Developer on project

PROPERTY

- Must be used for business activities
- At least one IOU provides fuel to each property

Finance company receives a credit enhancement based on up to \$1MM of claim-eligible financing. Claim-eligible financing must be comprised of at least 70% ESMs and up to 30% non-ESMs. Additional non-ESMs and DG may be financed, but that portion is not claim-eligible nor credit enhanced.

At-A-Glance Eligibility Checklist for Finance Companies

GoGreen Business Energy Financing Program

For Microloans up to \$10,000



CUSTOMER

- Finance Company conducted credit check or verified 12 months of IOU bill payment history
- For-profit or non-profit organization

PRODUCT

- Finance Company disclosed to the customer **one of**:
 - APR inclusive of fees as well as any advance payments
 - Total cost of the project: (monthly payment amount * number of months) + fees
- Product, rate, terms and underwriting are in line with Program term sheet approved by CAEATFA

Finance company receives a credit enhancement based on claim-eligible financing amount which must be comprised of at least 70% ESMs and up-to 30% non-ESMs.

PROPERTY

- Must be used for business activities
- At least one IOU provides fuel to each property

ENERGY SAVING MEASURES (ESMs)

- Measures are included on [Pre-qualified ESM list](#)
 - Option to qualify custom projects through verification of a Certified Energy Manager
- Must save energy corresponding to the fuel provided by an IOU
- Must be installed by a Participating Contractor, unless self-install eligible per the Pre-qualified ESM list

PROJECT

- Energy efficiency retrofit projects (includes DR) consisting of at least one ESM
- Contractor(s) is(are) enrolled in the Program prior to completing their scope of work(s)