

# At-A-Glance Eligibility Checklist for Finance Companies

## Small Business Energy Efficiency Financing (SBF) Program



### CUSTOMER

- Finance Company conducted credit check
- No bankruptcies within last 5 years, nor 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
- Underwriting check**  
**For financing ≤ \$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 out of the last 5 years
  - Debt service coverage ratio is > 1.10:1 for at least 2 out of the last 5 years

### 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)
- Product, rate, terms and underwriting are in line with Program term sheet approved by CAEATFA

### PROPERTY

- Must be used for business activities
- At least one IOU provides utility bill for service to each property

### ENERGY SAVING MEASURES (ESMs)

- Each measure must qualify using **one of** the following methods:
  - Included on Pre-qualified ESM list
  - IOU Custom-approved measure
  - Professionally certified measure
- 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

### 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)

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.