

**CALIFORNIA ALTERNATIVE ENERGY AND
ADVANCED TRANSPORTATION FINANCING AUTHORITY**

Board Meeting Date: Tuesday, October 21, 2025

***Request to Approve a Time and Money Extension of a Contract
with Concord Servicing LLC as On-Bill Repayment (OBR) Servicer
for the GoGreen Business Program***

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REQUEST

CAEATFA staff (“Staff”) requests approval of an 18-month extension to the California Alternative Energy and Advanced Transportation Financing Authority (“CAEATFA”) CHEEF OBR Servicer Contract No. CAEATFA01-24 (the “Contract”) with Concord Servicing LLC (“Concord”) to provide ongoing servicing for loans repaid through CAEATFA’s On-Bill Repayment (“OBR”) feature of the GoGreen Business program, as well as ongoing development of system improvements, in the amount of \$274,500 through July 31, 2027.

Contract Amount. Funds for this Contract are paid from a receivables contract between CAEATFA and the four IOUs. The Department of General Services (“DGS”) Procurement Division’s Purchasing Authority Unit approved the Contract, including the extension option described below.

Term of Contract. The initial Contract term is for a period beginning August 1, 2024 and ending January 31, 2026, for a total not-to-exceed cost of \$274,500. CAEATFA has the option to execute one 18-month extension for an additional \$274,500.

The Contract was executed under delegated authority and reported to the Board of the Authority (the “Board”) on October 15, 2024. Upon such reporting, the Board had not questions or objections to entry into the Contract. CAEATFA’s option to extend for 18 months and an additional \$274,500 would bring the total Contract amount to \$549,000. The Board previously delegated authority to the Executive Director to enter into contracts up to \$300,000. Board approval for entry into the Contract extension is now sought because the Contract amount will exceed the delegated authority amount.

SUMMARY

Background. The GoGreen Business Energy Financing Program includes On-Bill Repayment, the ability for customers to repay financing agreements for energy-saving and clean energy retrofits through a line item on the customer’s Investor-Owned Utility (IOU) bill. Under previous contracts, CAEATFA worked with Concord to develop functions allowing remittance of funds from IOU billing systems to Concord and disbursement of those funds from Concord to participating lenders.

Agenda Item – 4.A
Resolution No. 25-10-4.A

Request for Proposal Process. On June 20, 2024, Staff advertised a Request for Proposal (“RFP”) through the Department of General Services Contracts Register, as well as on the CAEATFA website. At the proposal deadline, July 8, 2024, CAEATFA received one proposal which was considered responsive to the RFP.

The OBR Servicer scope of work is similar to a subset of tasks from earlier CAEATFA contracts for a Master Servicer. As the CHEEF Programs were developed from pilots to full programs, and CAEATFA staff was increased, certain functionality was brought in house. However, even with the much narrower scope of this RFP for the OBR Servicer, the complexity of remitting payments from customers through four different utility billing systems to any number of participating lenders presents enough of a challenge that no other organizations submitted proposals. This form of On-Bill Repayment is the first of its kind in the nation in its ability to link multiple lenders through multiple billing systems, and presents a significant opportunity for growth of this program.

Staff developed an evaluation process that included an evaluation committee consisting of CAEATFA staff and management. Concord’s proposal was evaluated based on pre-determined scoring criteria for a possible 100-point maximum, and received a total score of 85 from the evaluation committee.

Initial Contract Term. Despite receiving fewer than three bids, Staff determined to proceed with the selection with confidence that with its years as the contracted Master Servicer, Concord could provide OBR services at a fair value. Concord has performed under the Contract, and to maintain continuity of service, CAEATFA seeks to exercise the option to extend for the additional time and cost approved by DGS.

Recommendation. Staff recommends the approval of Resolution No. 25-10-4.A authorizing the Chair of the Board, the Executive Director, or their respective delegees, to amend the Contract and execute an 18-month, \$274,500 extension to the CHEEF OBR Servicer Contract No. CAEATFA01-24 with Concord Servicing LLC.

**RESOLUTION AUTHORIZING THE TIME AND MONEY EXTENSION OF A
CONTRACT WITH CONCORD SERVICING LLC AS ON-BILL REPAYMENT (OBR)
SERVICER FOR THE GOGREEN BUSINESS PROGRAM**

October 21, 2025

WHEREAS, the California Alternative Energy and Advanced Transportation Financing Authority (the “Authority”) was created under the provisions of the California Alternative Energy and Advanced Transportation Financing Authority Act (Division 16 (commencing with Section 26000) of the California Public Resources Code) (the “Act”); and

WHEREAS, Section 26011(h) of the Public Resources Code authorizes the Authority to “do all things generally necessary or convenient to carry out the purposes of this division”; and

WHEREAS, Section 26008 of the Public Resources Code authorizes the Authority to employ an Executive Director and any other persons as are necessary to enable it to properly perform the duties imposed upon the Authority by the Act, and authorizes the Authority to delegate to the Executive Director the power to enter into contracts on its behalf; and

WHEREAS, the Authority has determined it requires an On-Bill Repayment (“OBR”) Servicer to continue to assist it with administration of the GoGreen Business Program currently in implementation within the territories of the California investor-owned utilities and authorized by the California Public Utilities Commission; and

WHEREAS, the Authority has undergone a competitive process to identify an appropriate contractor to perform OBR Servicer functions, including, but not limited to, ongoing servicing for loans repaid through CAEATFA’s OBR feature of the GoGreen Business program, as well as ongoing development of system improvements (the “OBR Services”); and

WHEREAS, the Authority previously executed a contract (the “Concord Servicing Contract”) to retain Concord Servicing LLC for 18 months and \$274,500, to provide OBR Services in connection with the California Hub for Energy Efficiency Financing (CHEEF) Programs; and

WHEREAS, the Concord Servicing Contract includes an option to extend the agreement term for 18 months for an additional \$274,500; however, the exercise of such option will increase the total contract price to \$549,000, which sum exceeds the contracting authority amount (\$300,000) delegated to the Executive Director;

NOW, THEREFORE, BE IT RESOLVED by the California Alternative Energy and Advanced Transportation Financing Authority the following:

Agenda Item – 4.A
Resolution No. 25-10-4.A

Section 1. The Chair of the Authority or the Executive Director, or their respective delegees, each individually are hereby authorized to execute an amendment to the Concord Servicing Contract to extend the contract term by 18 months for an additional \$274,500 (the “Extension Modification”).

Section 3. The Chair of the Authority or the Executive Director, or their respective delegees, each individually are hereby authorized for and on behalf of the Authority to take actions and negotiate, execute, and deliver any agreements or documents they may deem necessary or desirable to effect the Extension Modification or otherwise effectuate the purposes of this Resolution.

Section 4. All actions heretofore taken by the Authority with respect to the negotiation, entry into, and performance of the Contract are hereby approved, confirmed and ratified.

Section 5. This Resolution shall take effect immediately upon its approval.