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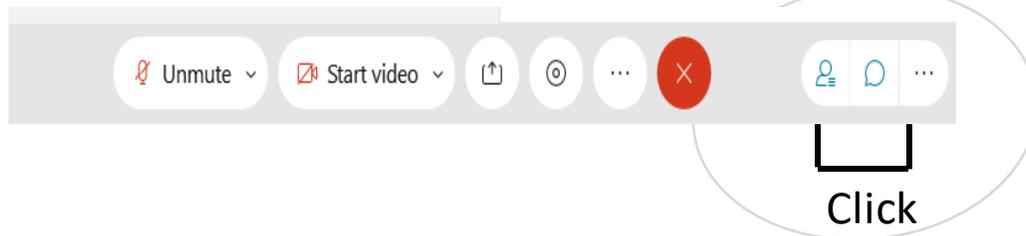
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Please introduce yourself in the CHAT window



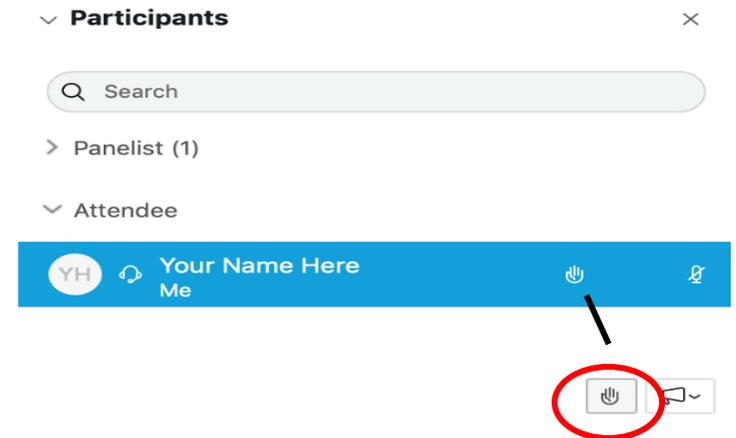
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with your name and organization

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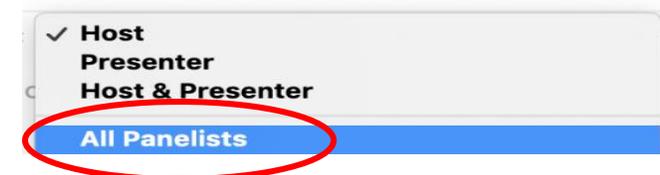
- 1 **Locate this toolbar** at the bottom of your WebEx window.
Click Participants and Chat icons to open those panels.



- 2 **Raise your hand**
By clicking the hand icon. Lower it by clicking again.



- 3 **For assistance/questions**
select TO: **ALL PANELISTS**
When providing chat feedback
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Thank You for joining the 2023 Q1 webinar – Creating A Low Carbon Future For CA Communities: Benefits of electrification and how to get there

Local Government and Community Liaisons

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Working Together

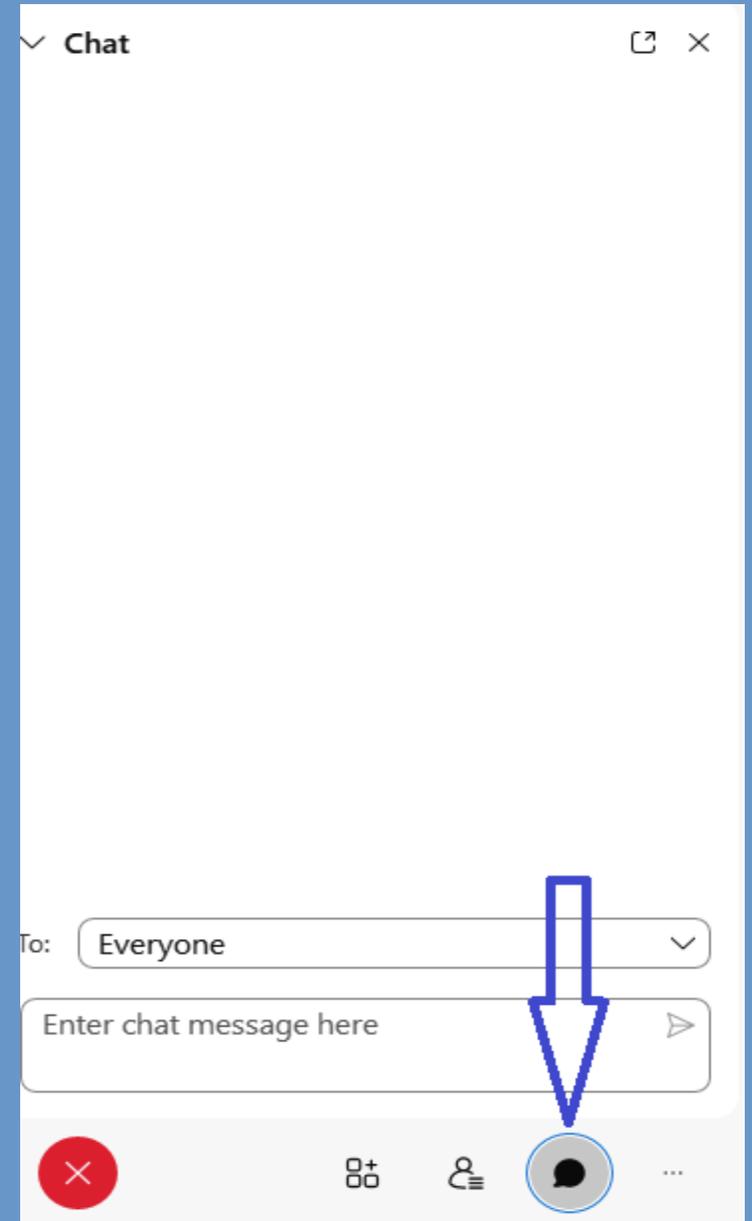
Questions?

Please type your questions in the chat box at any time during the presentation.



Please only submit questions that are relevant to the presentation and topics being presented.

Please avoid using acronyms.



Creating a Low Carbon Future for California Communities...

Benefits of

Building Electrification

and how to get there

Abhilasha Wadhwa, *Senior Analyst*

CPUC Energy Division

Building Decarbonization Section

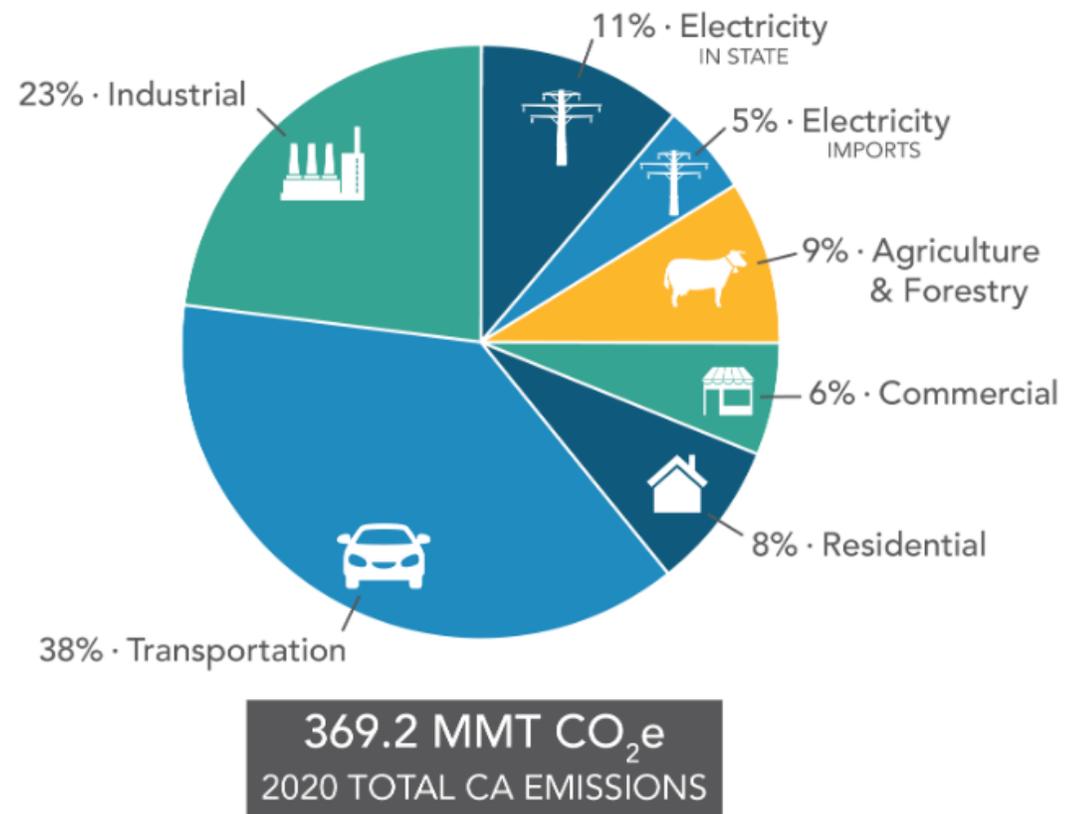
Abhilasha.Wadhwa@cpuc.ca.gov

Overview of Program

- CPUC Building Decarbonization & Renewable Gas Section – Abhilasha Wadhwa, CPUC Senior Analyst
 - Q&A
- Building Decarbonization Coalition – Beckie Menten, Senior Regulatory and Policy Specialist
 - Q&A
- CA State Treasurer, CAEATFA – Kelly Delaney, Energy Efficiency Specialist for the GoGreen Financing program
 - Q&A
- Closing Comments - Nick Zanjani

Why Electrify Buildings:

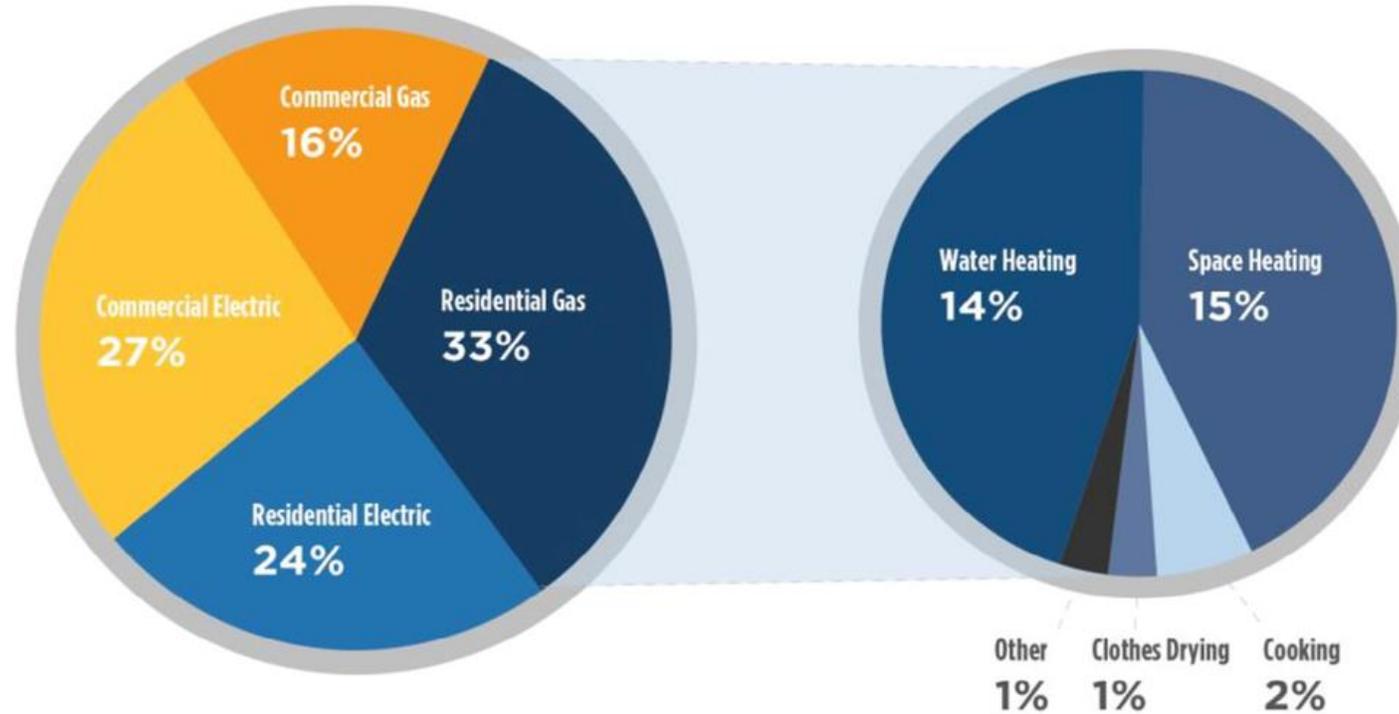
Buildings account for 14% of California's GHG emissions



- 85% of building emissions come from space and water heating

Why Electrify Buildings:

Natural gas accounts for 49% of building energy use



Source: California Energy Commission

Building Electrification Decarbonizes...

- Building Electrification is the electrification of building end-use appliances that currently use natural gas, propane, or other fossil fuels to operate.
- Common end use appliances in order of annual fuel consumption include:
 - Furnaces
 - Water heaters
 - Stove tops and ovens
 - Clothes dryers
 - Pool pumps
 - Fireplaces

Renewable Gas Also Decarbonizes...

- The decarbonization of fuels serving gas-powered appliances can lower GHG emissions. Examples of decarbonized fuels include:
 - Biomethane/Renewable Natural Gas (RNG)
 - Renewable Hydrogen
 - Bio-syngas
- Decarbonized fuels still contribute to indoor and outdoor air pollution via combustion and are limited in supply.
- Many environmental advocacy groups are opposed to the development of decarbonized fuels to achieve building decarbonization goals.

Building Decarbonization Efforts in California



- Grid safety and reliability
- Rates
- Technology adoption programs



- Building Energy Code + Approve Local/Reach Code
- Demand Analysis
- Technology adoption programs



- Cap and Trade Regulations
- Zero GHG-Emission Standards
- Refrigerants

Building Decarbonization



Zero-emission standard for space and water heaters

- Stakeholder engagement to begin in 2023. CARB staff plan to take a proposed regulation to the Board for consideration no later than 2025 with any implementation beginning in 2030.



Embodied carbon of building materials

- Preparing to implement requirements of Assembly Bill (AB) 2446 to measure and reduce carbon intensity of construction materials for new buildings

HFC Regulation GWP Prohibitions (2020)

Stationary Air-Conditioning

New Equipment, GWP < 750

- Room AC and other small equipment: January 1, 2023
- Other residential and commercial AC: January 1, 2025
- Variable Refrigerant Flow Systems: January 1, 2026

Room ACs + Dehumidifiers



AC Equipment used in Residences



AC Equipment used in Commercial/ Non-residential Buildings



SB 1206 (Skinner, 2022)

- Prohibits the sale of virgin bulk high global warming potential (GWP) hydrofluorocarbons (HFCs). reclaimed HFCs will be allowed to service existing equipment. This will incentivize recovery and reuse of HFCs from existing equipment.

2025	2030	2033
> 2,200 GWP	> 1,500 GWP	> 750 GWP

- Requires CARB to post an assessment by 2025 on how to transition the state to ultra-low GWP (GWP < 10) or no-GWP alternatives no later than 2035.

CPUC Activities for Building Electrification

- Building Decarb Proceeding: Incentive Programs + Line Extension Rules
- Long-term Gas Decommissioning Proceeding
- Mobilehome Park Utility Conversion Program
- San Joaquin Valley Affordable Energy Pilots
- Wildfire and Natural Disaster Resiliency Recovery Program (WNDRR)
- Energy Efficiency Fuel Substitution Measures
- Self-Generation Incentive Program: Solar, Storage, Water Heaters

CPUC Building Electrification Pilot Programs

In March 2020, the CPUC adopted D.20-03-027 allocating \$200 million in funding approved pursuant to SB 1477 (Stern, 2018).

- **BUILD – Building Initiative for Low Emissions Development Program**
 - \$78 million
 - New construction, mostly low-income
 - CEC is administrator
- **TECH – Technology and Equipment for Clean Heating Initiative**
 - \$117 million + \$50 million (+ potential \$95 million envisioned for 2023 - 2024)
 - Focus on market development, midstream activities
 - Energy Solutions is implementer:
 - www.switchison.org
 - www.techcleanca.com

The screenshot shows the website 'THE SWITCH IS ON' with a navigation bar containing 'Learn More', 'Make the Switch', 'About', 'Contact', and 'FAQs'. A dropdown menu is open under 'Make the Switch', listing 'Incentives', 'Find a Contractor', 'Income Qualifying Programs', 'Financing Options', 'Speak With an Expert', and 'Be an Ambassador'. The main content area is titled 'Why You Should Go Electric' and features six icons with corresponding text:

- ENERGY EFFICIENT HOME**: We're talking appliances that are 3-5 times as efficient as their gas counterparts
- REDUCE YOUR ENERGY BILL**: Appliances that use less energy and could save you nearly \$500 a year
- MAKE YOUR HOME MORE RESILIENT**: Have power during outages and be self-reliant when it matters
- IMPROVE INDOOR AIR QUALITY AND SAFETY**: No more indoor air pollution and fewer safety risks
- TAKE ADVANTAGE OF LIMITED TIME INCENTIVES**: Use **incentives** to lower the cost of replacing your old appliances

Other Equity-Related CPUC Programs

~\$335 million in additional funding to support building electrification

• **San Joaquin Valley (SJV) Pilots**

- SJV Pilots approved in December 2018 with \$56 million in funding
- 1,715 homes are eligible for the pilot
- Installations currently forecast to be completed in Q3 2023
- As of the end of November, there have been 1024 applications submitted, and a total of 628 homes have been retrofitted (79 natural gas line extension/549 electrified homes).

• **Mobilehome Park (MHP) Electrification Standard**

- Phase 2 will review electrical service size to support future electrification of existing and new manufactured homes.
- Will determine if it is appropriate to adopt this service size as a standard for all future MHP utility conversions.

Wildfire and Natural Disaster Resiliency Rebuild (WNDRR)



Photo: <https://www.cnn.com/2018/08/08/us/california-wildfires-santa-rosa-redding-lessons/index.html>

- Incentivizes rebuilding homes destroyed by natural disaster to all-electric and beyond Title 24 code.
- Uses flat base incentive structure for single family home or unit in multi-family building
- Equity incentive is 1.5X greater than the market rate incentive
- Program to be available in 2023

CEC Activities for Building Electrification

- Building Energy Standards + Local Reach Code Adoption
- BUILD Program (ongoing; low-income new construction)
- CalEHP Program (upcoming; market rate new construction)
- Equitable Building Decarbonization Program (upcoming; low-income existing buildings)
- Building Decarbonization Statewide Incentive Program (upcoming; market rate existing buildings)

Q&A

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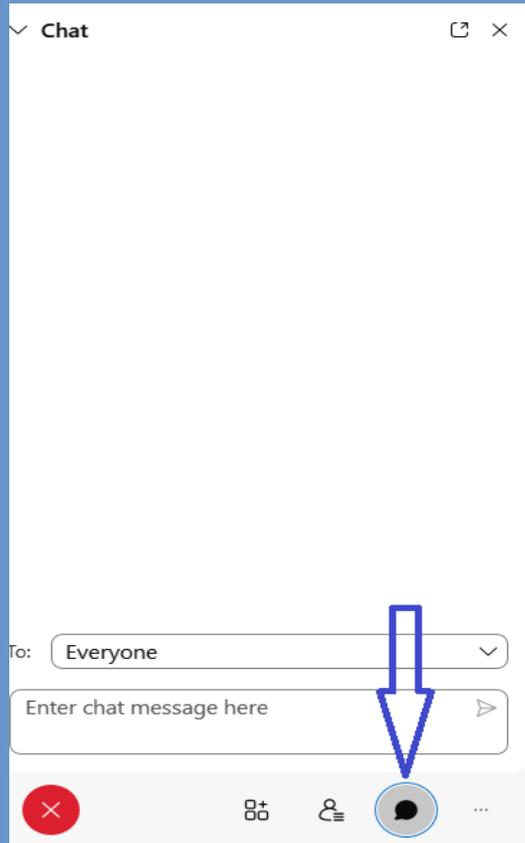
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Building Electrification

What is it all about? Is it right for me?

Electrification: Healthier for You and the Planet

- Methane Gas Linked to Indoor Air Quality Impacts
 - Growing evidence linking indoor air pollution from combustion with asthma and other respiratory impacts.
- Buildings are Now Responsible for 25% of California's GHG Emissions
 - Electrification of buildings is one of the most cost effective methods to achieve carbon reduction targets.



Electrification Can Stabilize Rates

- Gas Price Volatility
 - Gas prices increased significantly this past fall
- Demand Flexibility
 - With load control devices, you can use your appliances when energy is cheap and clean
- New All-Electric Rates
 - All IOUs will be offering out energy rates that are favorable for those will electric appliances (PG&E E-ELEC, SCE TOU-PRIME)



Meet Your New All-Electric Appliances!



Heat Pump Water Heater



Heat Pump HVAC



Induction Cooktop

Deep dive: induction!

Induction works by heating your magnetic cookware directly through an electromagnetic field.

Because induction heats cookware directly there is no waste heat or pollutants from fossil gas combustion into the working environment.

This makes induction kitchens cheaper to cool and ventilate and more comfortable to work in.



Benefits of Electric Kitchens



Performance

Appliances like induction cooktops and high-powered combination ovens use the power, control, and convenience you need to create the delicious home-cooked meal you crave.



Safety

In an all-electric kitchen, safety comes first. No open flames mean safer workspaces for everyone and peace of mind without concern of a left on burner or clothing catching fire.



Health

Open flames in your kitchen release harmful air pollutants including carbon monoxide, formaldehyde, and nitrous oxides. With electric cooktops, there is no more open flame.



Sustainability

Electric kitchen appliances can be powered with 100% renewable energy. Plus, they are significantly more efficient, leading to less wasted energy and costs.

Chefs love induction!



Chef Jon Kung



Chef Katie Chin



Chef David Wei



Chef Reem Assil



Chef Rachelle Boucher

Myth-Busting: Breaking Down Misconceptions

- Resiliency
 - What about power outages?
- Panel Upgrades
 - I've heard panel upgrades are expensive and time consuming.
- Induction Cooking
 - Will I be able to use my wok with induction?
 - I've tried electric cooking and it is inferior to gas.
- Too Expensive
 - The cost of heat pump technology is prohibitive.

Leading Locally: Reach Codes

- Local governments in California can adopt building codes that go beyond the State code
- **75 California jurisdictions** have already adopted some form of electric-preferred local building codes
- Track progress here:
<https://buildingdecarb.org/zeb-ordinances>



State and Local Government Decarbonization Efforts

Total Number of U.S. Jurisdictions: 104

Number of Local Governments with Policies: 100 | Number of States with Statewide Policies: 4

Total Number of States where Local Governments have taken action: 11



Select Categories to Display State

(All) (All)

			Project Phase				Occupancy				Scope			
			By Specific Date	New Construction	Remodel Renovation	Upon Equipment Replacement	Commercial / Industrial / Institutional	Multifamily (3 units or more)	Public / Municipal	Single Family (up to 2 units)	All-Electric Readiness	All-Electric Requirement	Benchmarking / Building Emissions Standard	Encouraging the Elimination of Fossil Fuel
City and County of Denver	CO	🔗				x	x	x	x	x				x
City and County of Denver	CA	🔗		x			x	x				x		
City and County of San Fr..	CA	🔗		x			x	x	x	x		x		
City of Agoura Hills	CA	🔗		x			x	x	x	x		x		
City of Alameda	CA	🔗		x			x	x	x	x		x		
City of Albany	CA	🔗		x			x	x	x	x				x
City of Aspen	CO	🔗		x	x					x		x		
City of Bellingham	WA	🔗		x			x	x				x		
City of Belmont	CA	🔗		x			x	x	x	x		x		
City of Berkeley	CA	🔗		x			x	x	x	x		x		x
City of Boston	MA	🔗	x				x	x	x				x	
City of Boston	MA	🔗		x					x			x		
City of Boulder	CO	🔗	x				x	x		x			x	
City of Boulder	CO	🔗		x	x					x				x
City of Brisbane	CA	🔗		x			x	x	x	x		x		
City of Burlingame	CA	🔗		x			x	x	x	x		x		
City of Burlington	VT	🔗		x			x	x	x	x		x		
City of Campbell	CA	🔗		x				x		x		x		
City of Carlsbad	CA	🔗		x			x		x	x		x		
City of Chicago	IL	🔗		x						x				
City of Cupertino	CA	🔗		x			x	x	x	x		x		
City of Daly City	CA	🔗		x			x	x	x	x		x		
City of Davis	CA	🔗		x					x					x

Switch is On: For Everyone



THE SWITCH IS ON

English

Learn More

Make the Switch

About

Contact

FAQs

GET INVOLVED

Take action without leaving your home

DISCOVER >

Switch is On: For Contractors



Tech Clean California

See how our program and incentives can help build your business.

DISCOVER >



Connect With Customers

Join our contractor directory to make it easy for customers to find you for their electrification needs.

SIGN UP >



Beckie Menten

Senior Regulatory and Policy Specialist
bmenten@buildingdecarb.org

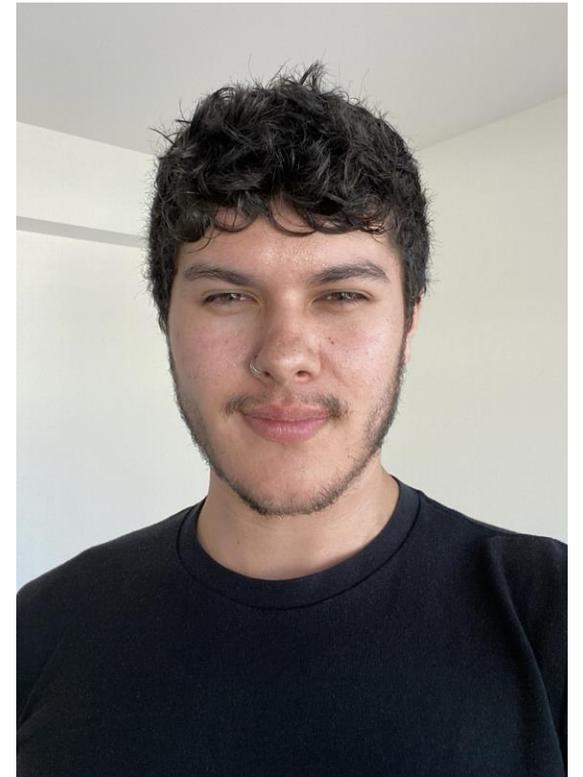
Building Decarbonization Coalition

**Chef Rachelle
Boucher**



Noah Cordoba

**Senior Kitchen Electrification
Associate**



Q&A

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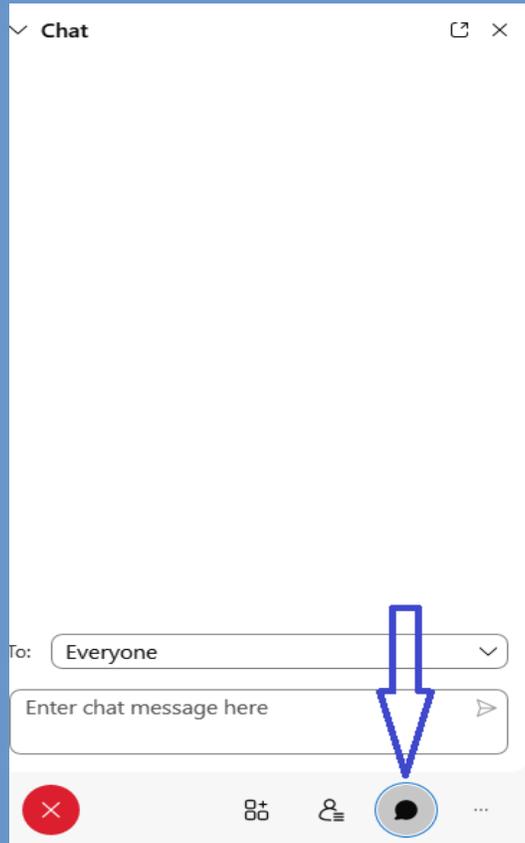
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gogreen
FINANCING™

GoGreen Financing

State-Run Energy Efficiency Financing Programs

CPUC BCO Informational Webinar

March 22, 2023

Public Private Partnership Financing for Energy Efficiency Retrofits

- Facilitates attractive financing options by **leveraging private capital**
- California has aggressive climate goals including reduction in gas and electricity consumption
- **Supports efficiency measures in existing buildings** in residential, small business and affordable multifamily sectors
- Works to **remove the upfront cost barrier** preventing customers from making energy efficiency retrofits
 - Energy projects using financing tend to have deeper energy savings and greater scopes of work
 - 75% of energy improvement projects over \$10,000 and 90% of projects over \$15,000 are financed.





California State Treasurer's Office houses CAEATFA



California Alternative Energy & Advanced Transportation Financing Authority (**CAEATFA**) administers the CHEEF

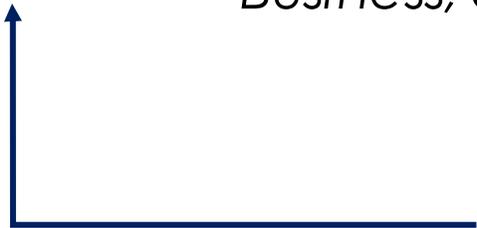


California Hub for Energy Efficiency Financing (CHEEF) →

- *GoGreen Home, GoGreen Business, and GoGreen Multifamily*



Public facing platform



California Public Utilities Commission authorized the CHEEF to bring private capital into the energy efficiency marketplace and asked CAEATFA to be administrator

Credit enhancement leverages private capital for energy efficiency

Lenders receive a loan loss reserve contribution on every loan enrolled, and are able to claim up to 90% of any defaulted amount.



What Finance Companies Offer in Exchange for the Credit Enhancement

	<i>Market-Rate Product</i>	<i>GoGreen Home Loan</i>
Lower rates:	As high as 21%	2.95% - 8.12%
Longer repayment terms:	Often limited to 5 years	Up to 15 years
Larger amounts of financing:	Typical maximum of \$25,000-\$35,000	Up to \$50,000 per loan
Broader approval criteria:	640 minimum credit score Unsecured or equipment secured – no property liens Able to be used in combination with utility rebates, incentives, and programs	580 minimum credit score

Hundreds of millions of \$ in private capital



A broad range of projects are eligible

- Get started quickly - Customers can apply for financing directly or work with participating contractors on their project scope
- Flexibility to finance most energy-saving measures
 - Prequalified list of eligible energy efficiency measures
 - Any measure that is part of an IOU, REN or CCA energy efficiency program is eligible to be financed
 - “To code” measures and projects eligible
- Legally or practically necessary to install measure included
- 30% of credit-enhanced financed amount can be spent on non-energy measures, like renovations, landscaping, wheelchair ramps
- Distributed generation and storage can be included at lenders' discretion, but isn't credit-enhanced



GoGreen Business

Requirements

- Must save gas or electricity for an IOU
- \$5,000 - \$5MM
- Small and medium businesses (\leq 100 employees or \$15MM annual revenue)

Works for:

- Borrowers who don't own their property
- Industries typically considered "risky" to finance (e.g. restaurants, houses of worship, cannabis businesses)
- **Borrowers seeking access to a variety of financing structures**, including loans, leases, and energy service agreements
- **Borrowers who also have non-energy upgrade needs**, such as wheelchair ramps or outdoor seating
- **Borrowers seeking rapid approval for credit**; as fast as 24 – 48 hours

Additional benefits:

- **New On-Bill Repayment feature allows payback on utility bill**

GoGreen Multifamily

Requirements

- Must save gas or electricity for an IOU
- \$10MM maximum
- At least 50% of the units are income-restricted
- 5 years remaining on affordability covenant

Works for:

- **Property owners looking for in-unit upgrades**, not just common area measures
- **Properties who also have non-energy upgrade needs**, such as needed repairs or playground equipment
- **Property owners who would like to use their own contractors** and/or project developers
- **Property owners seeking to fill gaps** left by or are otherwise unable to access rebates and grants such as LIWP/ESA funds

GoGreen Home

Works for:

- **Borrowers who don't want to place a lien on their property** or who are renters
- **SoCal Gas and SoCal Edison customers** purchasing efficient appliances through their utility marketplaces
- **LMI borrowers** who have the cash flow to repay their loan
- **Borrowers with lower credit scores** who may not qualify for traditional financing products at affordable rates
- **Borrowers who need an extended term** beyond what traditional unsecured loans provide (which helps reduce the monthly payment)

Requirements

- Single family home, apartment units, mobile homes, etc
- **Receives gas or electricity from an IOU**
- \$50,000 loan maximum

What's new? Program eligibility expansion



Geographic expansion resolves complexity for financing projects in joint IOU/POU territories for **GoGreen Home** and allows for easier financing of heat pump technologies

Partnership with statewide TECH initiative will support financing for electric and decarbonization measures for joint IOU/POU customers. Eg:

- SMUD, LADWP
- Municipal utilities (Anaheim, Roseville, Redding, and Pasadena)
- Irrigation districts (Imperial County, Modesto, Turlock)

Let's collaborate

Multiple ways to help your community reach decarbonization and other energy goals:

- GoGreen Home: POU/MUNI customers can now finance up to \$50,000 in decarbonization measures such as heat pumps
- GoGreen Business: Small businesses can use the new On-Bill Repayment option to make their payments directly on their utility bill

How can we help get GoGreen Financing in front of your constituents and customers?

- CAEATFA can provide marketing support, e.g. flyers, copy for websites and newsletter blurbs, utility bill inserts, etc.
- Access to local contractors?
- Access to local lenders / credit unions?

Looking forward

As part of Financing Proceeding (R. 20-08-022), CAEATFA proposed:

- Expansion of GoGreen Financing to include comprehensive technologies (e.g. solar and storage)
- Re-authorization of a Nonresidential Program (e.g. MUSH market)
 - Allow large public buildings to finance energy efficiency + comprehensive clean energy tech – repaid on bill

We are seeking additional sources of funding to further support statewide eligibility

- Funding relationships with POUs, municipalities, etc. are possible. Contact us to discuss.

Thank You

Kelly Delaney
Staff Services Manager

kelly.delaney@treasurer.ca.gov



For more information, please visit:

- GoGreenFinancing.com
- treasurer.ca.gov/caeatfa/cheef

Or, Subscribe to [Watts Happening](#), the GoGreen Financing Newsletter

Q&A

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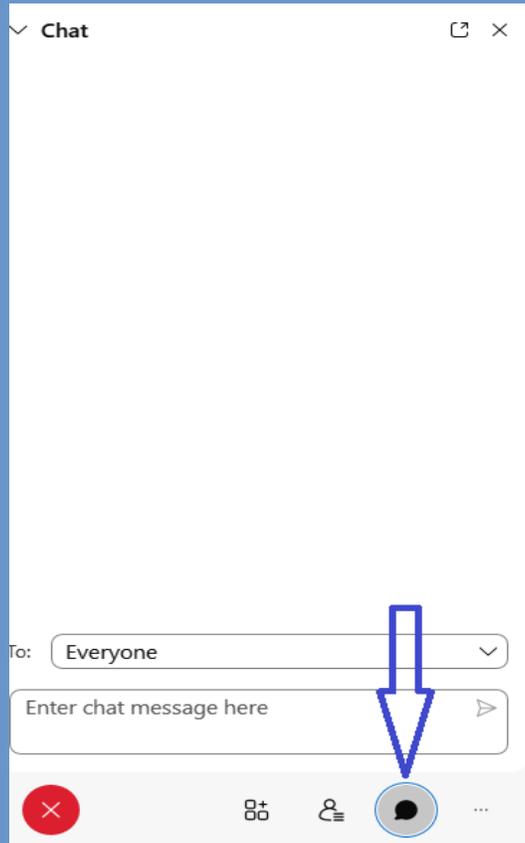
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Closing Remarks

Nick Zanjani,

Supervisor

Building Decarbonization & Renewable Gas Section

CPUC Energy Division



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Hope Christman: 213-266-4731 hope.christman@cpuc.ca.gov



Working Together



California Public Utilities Commission

Appendix A / Additional Resources

CPUC Activities for Building Electrification

- Building Decarb Proceeding: Incentive Programs + Line Extension Rules
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- BUILD Program (ongoing; low income new construction)
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- Equitable Building Decarbonization Program (upcoming; low income existing buildings)
- Building Decarbonization Statewide Incentive Program (upcoming; market rate existing buildings)

CARB Resources

- 2022 CARB Scoping Plan:
- Cap and Trade Regulations:
- Refrigerant Standards:

<https://ww2.arb.ca.gov/our-work/programs/refrigerant-management-program>



✓ No closing costs or annual fees ✓ No collateral required ✓ Terms up to 15 years **Start today!** GoGreenFinancing.com

	Lending Area	APR ¹ (3/7/2023)	Loan Size	Minimum Credit Score	Pre-Approval	Contact Info
STATEWIDE LENDERS		Available to borrowers in:				
	Anywhere in California	3.98% - 5.48% Terms beyond 30 months: 4.38% - 7.88%	\$2,500 - \$50,000	600	Instant pre-approval for qualified borrowers (up to \$25,000)	(858) 495-1637 CCCU Energy Group: Ray, Zak, Bill & Katya energy@calcoastcu.org
	Anywhere in California	4.99% Terms beyond 60 months: 5.99% - 6.99%	\$2,500 - \$50,000	580	Within one business day	(818) 993-6328, option 4 MCCU Consumer Lending energy@matadors.org
REGIONAL LENDERS		Available to borrowers in:				
	Indian Wells Valleys, Searles Valley, Kern River Valley, Bishop, Barstow, and parts of Kern and Inyo counties	5.00% - 8.00% Terms beyond 60 months: 6.0% - 9.0%	\$2,500 - \$50,000	580	Within one business day	(866) 743-6497 Eric Bruen REEL@desertvalleys.org
	Sacramento, Placer, Nevada, El Dorado, Amador, Yuba, Yolo, Sutter, San Joaquin, Solano, Sierra, and Contra Costa counties ³	2.95% - 4.95% Terms beyond 36 months: 3.99% - 7.99%	\$2,500 - \$50,000	580	Within one business day	(800) 556-6768 x2009 First US Consumer Lending energy@firstus.org
	Pasadena, Covina, Vernon, and the greater San Gabriel Valley	4.99% - 7.49% Terms beyond 60 months: 5.99% - 8.10%	\$2,500 - \$30,000	600	Within one business day	(626) 351-9651 PSFCU Lending lending@myspsfcu.org
	Alameda, Colusa, Contra Costa, Merced, Napa, Placer, Sacramento, San Joaquin, Solano, Sonoma, Stanislaus, and Yolo counties	3.99% - 7.99% Terms beyond 48 months: 4.99% - 8.99%	\$1,000 - \$50,000	600	Instant pre-approval for qualified borrowers	(707) 392-9277 Carla Eaton ceaton@traviscu.org
	Tulare County and Madera County ⁴	5.62% - 8.12%	\$1,500 - \$50,000	580	Within one business day	(559) 688-5996 x2315 Kiersty Vaughan kvaughan@valleyoak.org

¹ APR = Annual percentage rate. May include .5% auto-pay discount. Rates are subject to change at any time. Check with lender for the most up-to-date rate information. ²30-month rates limited to \$15,000 or \$30,000, depending on credit score. ³Existing and retired federal employees throughout the State of California are also eligible. ⁴Valley Oak can lend to select employee groups in Kings and Fresno counties. Please see Valley Oak's website for membership det.

GoGreen Business Energy Financing

Energy efficiency financing options for commercial retrofits

Want your small or medium-sized California business or nonprofit to perform better? New, more energy-efficient equipment may be the key. GoGreen Financing can put the energy retrofit you're seeking within reach. We make it easy!



gogreen
FINANCING™

	FINANCING AVAILABLE	FEATURES	A GREAT OPTION FOR	CONTACT
	\$20K - \$2M Equipment finance agreements 12 - 60 months	Rapid credit approvals (within 2 hours up to \$350K) Reduced monthly payments (\$29) for first 3-6 months Will extend terms to 72 months if needed for cash flow	When you want to get started on your project right away.	Kristin McRoberts (714) 309-5301 kristinmcroberts@ascentiumcapital.com
	\$10K - \$5M Equipment leases 12 - 120 months	12-month minimum time in business Cannabis grow operations may qualify Credit approval within 24 hours (up to \$300K)	New businesses looking to save energy.	David Goldstein (714) 450-1026 dgoldstein@alliancefunds.com
	\$5K - \$5M Equipment leases, service agreements, loans 12 - 84 months	Highly competitive interest rates Multiple financing mechanisms to meet your needs Will extend terms to 10 years if needed for project cash flow	Small projects (starting at \$5K) and when you need low monthly payments.	Mike Ossolinski (610) 316-5695 mossolinski@leasedirect.com
	\$100K - \$5M Equipment leases, loans 36 - 120 months	On-bill repayment option Cannabis industry customers may qualify Extended terms out to 10 years	Large projects and when you want affordable monthly payments.	Scott Pinckard (630) 200-7376 scottpinckard@primecapitalfunding.com
	\$250K - \$5M Efficiency service agreements 60 - 120 months	Energy savings guaranteed to exceed payments – your project pays for itself On-bill repayment option Ongoing service and maintenance included	A major retrofit that will yield significant energy savings.	Michael Savage (888) 938-6256 x703 msavage@renewep.com
	\$150K - \$350K Loans 84 - 120 months	Low interest rate of a regulated depository Property owners and commercial real estate investors eligible Benefits of credit union membership	Customers in Northern California seeking the personalized service of a credit union.	Frank Suarez (707) 392-9767 fsuarez@traviscu.org
	\$25K - \$5M Equipment finance agreements, leases 12 - 84 months	On-bill repayment option Rapid credit approvals (within 2 hours up to \$250K) No payments for first 6 months for qualified customers	When you want the convenience of on-bill repayment and want to start your project right away.	Jonathan Wickersham (248) 860-0013 jwickersham@verdantcc.com

All financing is subject to credit approval and compliance with the program terms. Rates and terms are subject to change. Please contact the finance company representatives above for up-to-date information.

GoGreenFinancing.com

01/27/23

GoGreen Home Standard Loan Outcomes

Q3 2016 – Jan 2023

2,908
loans enrolled

\$51.26MM
total amount financed

106 months
average term length

\$17,627
average loan size

5.11%
average interest rate

\$6.40
private capital leverage ratio

500+
participating contractors

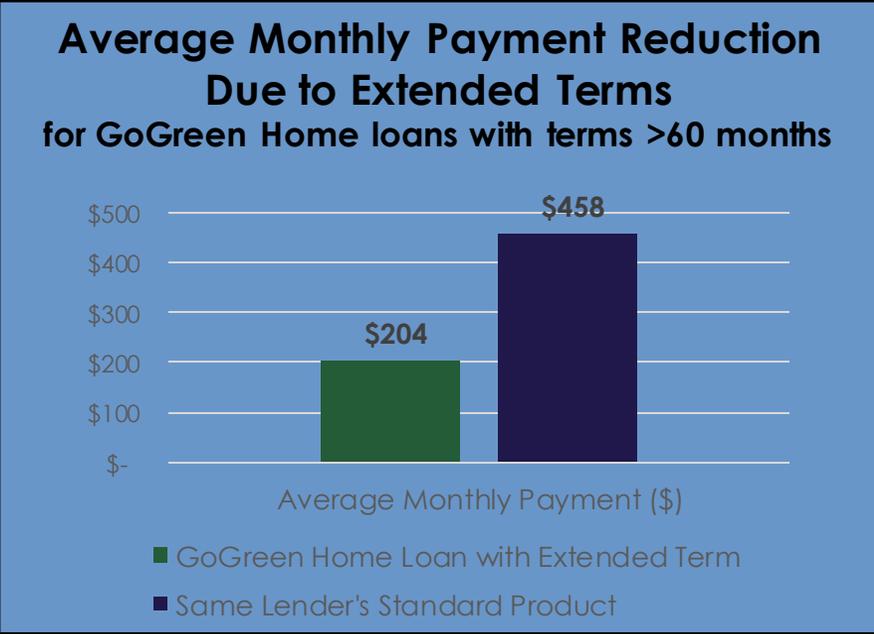
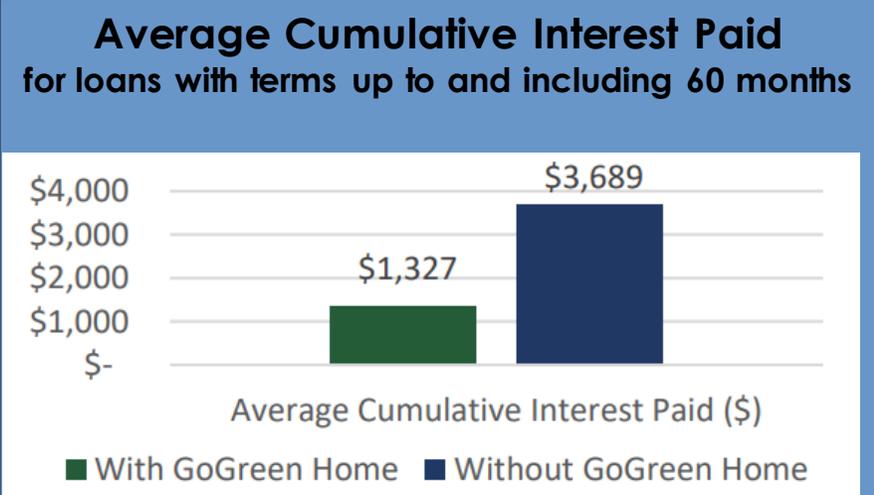
9
participating finance companies

Top Measures Installed:


HVAC
Equipment and ductwork


Building envelope
Air sealing, insulation, cool roofs, windows

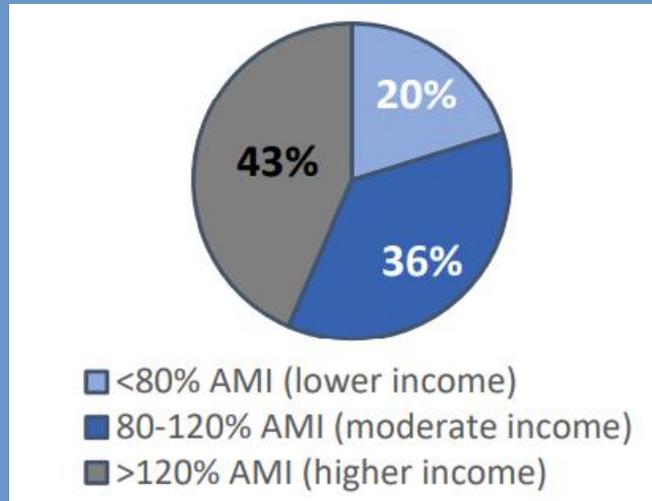

Water heating
Water heaters, low-flow fixtures



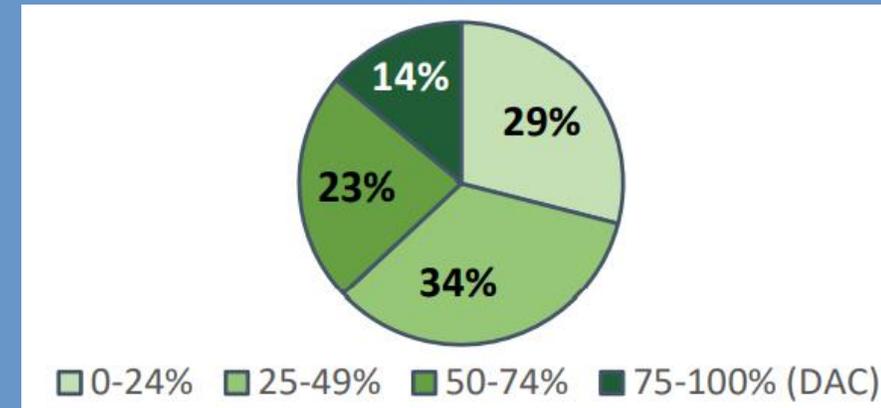
Appendix: How GoGreen Home Serves Underserved Borrowers

GoGreen Home
metrics as of
12/31/21

Percentage of Loans Made to Upgrade Properties by **Census Tract Income**



Percentage of Loans Made to Upgrade Properties by **CalEnviroScreen Score**



Appendix: Marketplace microloans for efficient appliances are reaching underserved borrowers

- Since Q3 2021, GoGreen Home finances appliances purchased via online IOU marketplaces
 - Recently re-launched after a brief pause
 - Currently available to SoCalGas and SoCal Edison customers
- Early outcomes show significant interest from property renters and credit-challenged borrowers

496 microloans enrolled	\$1,463 average microloan size	36% microloans made to property renters
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Percentage of Microloans Enrolled by Borrower Credit Score

