

Selling Solar with Home Energy Loans

June 22, 2016

About us



- Authorized by CPUC
- Implements rebates & financing:
 - Home Upgrade
 - Home Energy Loans



- Not-for-profit
- Specializes in EE, solar, Home Equity Line of Credit (HELOC) and auto financing



Today's Presentation

Expect to learn:

- Program overview
- Home Energy Loans + Solar: A natural sales tool

Home Energy Loans

Streamlined financing for your Home Upgrade project.

No Money Down / No Fees

Low Monthly Payments

Instant Online Credit Approval



Only \$135/month for a \$14,000 energy upgrade¹

How to Apply

1. Apply online
2. Provide the Home Upgrade "Notice of Incentive Approval" (your contractor will do this) and receive a "Notice to Proceed" with construction.
3. Submit closing documents to Matusiers after project completion, and receive your funding!

Apply today
<http://henms.com/financing>

What started out as a minor AC repair turned into several home upgrades thanks to the low interest 10-year financing.

— Dan, Santa Clarita Valley

Qualifying Projects

- Only available for participants in the Energy Upgrade California[®] Home Upgrade rebate and incentive program.
- Once you qualify, you can also finance other energy upgrades. If financing a solar project, it must be permitted and installed concurrently with the Home Upgrade project.
- Residential, single-family detached properties only. The property must be served by SoCalGas[®] and/or Southern California Edison. Not available in Santa Barbara, Ventura, or San Luis Obispo counties.

Financing Terms

- 4.99% APR² for 5-year term; 5.99% for 10-year term; 6.99% for a 15-year term.
- Unsecured loan from \$2,500 up to \$50,000³.
- Minimum of 660 FICO score, debt-to-income (DTI) ratio maximum of 50%.
- No prepayment penalties or closing costs. Loan value may equal full amount of qualifying scope of work (not including rebates and incentives).
- The financed project can also include selected eligible energy measures, including solar: visit <http://henms.com/financing> for more details.



Contact Us: (877) 785-2237 <http://henms.com/financing> homeupgrade@theenergynetwork.com

¹Under \$2,000 rebate; 10 year term; 5.99% APR; 140% LTV Annual Percentage Rate. Financed per \$1,000 funded: 4.99% - \$16.67; 5.99% - \$21.13; 6.99% - \$25.58. Rates are subject to change during term. Rates include a 20% discount for automatic payments. Must meet credit and income criteria. Membership required. Equal opportunity lender. No L.T.C. fee will be assessed. This Energy Network is administered by the County of Los Angeles and Merced by California city participants under the direction of the California Public Utilities Commission. Home Energy Loans uses special lending from California utility regulators to offer affordable financing for Energy Upgrade California[®] Home Upgrade projects. This program is available through Matusiers Community Credit Union and is sponsored by The Energy Network, an energy efficiency organization.

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The go-to financing solution for your Home Upgrade and Advanced Home Upgrade projects, *including solar*.



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The go-to financing solution for your Home Upgrade and Advanced Home Upgrade projects, *including solar*.

- Loan amounts: from \$2,500 up to \$50,000
- Can finance solar projects
- Property must be serviced by SCE or SoCalGas® (ineligible: Ventura, Santa Barbara or San Luis Obispo county)

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 the energy network
ADVANCING THE WAY WE LIVE

 Go Green Financing
Financing your California home
www.gogreenfinancing.org

 Matadors Community Credit
COMMUNITY CREDIT

 Home Upgrade
ENERGY EFFICIENT HOMES



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¹After \$2,200 rebate, 10 year term, 5.99% APR, 14% Annual Percentage Rate. Financed per \$1,000 funded, 4.99% - \$16.67, 5.99% - \$11.11, 6.99% - \$8.89. Rates are subject to change at any time. Rates include a 20% discount for automatic payments. Must meet credit and income criteria. Borrowers required. Equal opportunity lender. N.C.C.U. has been approved by the California Department of Industrial Relations. This Energy Network is administered by the County of Los Angeles and funded by California state resources under the direction of the California Public Utilities Commission. Home Energy Loans uses special lending from California utility regulators to offer affordable financing for Energy Upgrade California® Home Upgrade projects. This program is available through Matadors Community Credit, which is approved by The Energy Network, an energy efficiency organization.

The Difference

-  **Low rates.** Low monthly payments and APR (Annual Percentage Rate).

Rate	Term (years)	Monthly Payments for \$15,000 loan
4.99%	5	\$283
5.99%	10	\$166
6.99%	15	\$135

-  **No risk-based pricing.** Same rates whether the credit score is 660 or 800.
-  **No fees or pre-payment penalties.** Homeowner or contractor.

The Difference



Easily estimate monthly payments. Online payment calculator for homeowners at <http://tenres.com/financing>

PAYMENT CALCULATOR

Loan Amount*

50000

Home Energy Loan range: \$2,500 to \$50,000

APR; Term*

- ☐ 4.99%; 5 years
- ☐ 5.99%; 10 years
- ☒ 6.99%; 15 years

Estimated Monthly Payments

\$449.15

* Required fields.

Who is Eligible

- **Must** participate in Home Upgrade or Advanced Home Upgrade
- Minimum FICO: **660**
- Maximum Debt to Income **(DTI) Ratio: 50%**
- Exceptions are made case-by-case
- ✓ Instant credit pre-approvals online; final loan decision based on scope of work within 1 day

Simple Process

Step 1

Submit Application

- Apply www.tenres.com/financing

Step 2

Install Project

Begin work after you receive:




- Loan: “Commitment to Lend”
- Rebate: “Notice to Proceed”

Step 3

Sign Loan Docs & Receive Funds

- Submit final invoice & rebate confirmation
- Sign loan documents
- Receive funds (no progress payments)

Home Energy Loans & Solar

-  Low rates & no fees.
-  Rebates = bigger jobs + happier customers.
-  Build your credibility as an energy expert.
 - Solar customers want to be energy savvy.
 - Teach customers “Reduce before you produce.”



\$30K job

Monthly payments:

- 5yrs: \$566
 - **10yrs: \$333**
 - 15yrs: \$270
- + \$9K in incentives

Items	Amount
Solar System	\$25,000
Home Upgrade Measures (Attic, Wall and Duct Insulation)	\$4,500
Permits	\$500
Job total	\$30,000
Total Financed	\$30,000
<i>Home Upgrade rebate</i>	<i>(\$1,500)</i>
<i>Solar investment tax credit (30%)</i>	<i>(\$7,500)</i>

\$50K job

Monthly payments:

- 5yrs: \$943
 - **10yrs: \$555**
 - 15yrs: \$449
- + \$15K in incentives**

Items	Amount
Solar System	\$45,000
Home Upgrade Measures (Attic, Wall and Duct Insulation)	\$4,500
Permits	\$500
Job total	\$50,000
Total Financed	\$50,000
<i>Home Upgrade rebate</i>	<i>(\$1,500)</i>
<i>Solar investment tax credit (30%)</i>	<i>(\$13,500)</i>

\$50K job – partial financing

Monthly payments:

- 5yrs: \$755
 - **10yrs: \$444**
 - 15yrs: \$360
- + \$15K in incentives**

Items	Amount
Solar System	\$45,000
Home Upgrade Measures (Attic, Wall and Duct Insulation)	\$4,500
Permits	\$500
Job total	\$50,000
Total Financed	\$40,000
<i>Home Upgrade rebate</i>	<i>(\$1,500)</i>
<i>Solar investment tax credit (30%)</i>	<i>(\$13,500)</i>

Get started

- Share collateral and website with customers
- Request demo or 1:1 training with sales team



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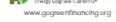

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www.go-green-financing.org www.homeupgrade.com

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Learn More



Information on eligibility requirements available from
The Energy Network at

- **Phone:** (877) 785-2237
- **Email:** homeupgrade@theenergynetwork.com or
- **Online:** <http://tenres.com/financing>

