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GoGreen Business

Clean Energy Generation & Storage

July 31, 2024



GoGreen Business Overview

- Financing for energy efficiency and clean energy projects or equipment
- Credit enhanced private financing with improved rates and terms
- Serves **broad range** of businesses by size and industry
 - From mom & pop outfits to enterprises that meet SBA definition
 - Retail, food service, agriculture, offices, manufacturing, cannabis, etc.
- Open to **businesses and nonprofits** that **own or lease**
- **Go Low Rates promotion: up to \$7,500 from GoGreen Business to buy down interest rates** (launched April 2023; potential to run through 2026)





Why use this program?

- ✓ Participating lenders offer **pre-funding and progress payments**
- ✓ **Rapid pay-outs**
 - Program approval in ten business days, finance companies release funds quickly
- ✓ **Fast project approval** that a private finance company can provide
 - Initial credit approval within 48 hours
 - Program approval within 5 business days
- ✓ **Complementary to utility incentive programs**
- ✓ Your customer wants to choose from **various financing products**
 - Traditional loans and equipment leases
 - Energy service agreements
- ✓ Your customer has a hard time **qualifying for financing**
 - Credit challenged, no borrowing history
 - Restaurants, houses of worship, cannabis growers
- ✓ Finance full installation with **no capital outlay**

No cost to participate for you or your customer

Which businesses are eligible?

Utility customers who are:

✓ For-profit
businesses

or

✓ Nonprofit
organizations

Businesses that own or lease their space are eligible

As long as they meet **one** of the following size requirements:

100 or fewer employees, **or**

Annual revenues of less than \$16 million, **or**

Meet SBA small business size requirements for their industry



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New Feature: On-Bill Repayment

- GoGreen Business now has the option for customers to repay their financing agreement through their utility bill
- This option will soon be available across all four of California's Investor-Owned Utilities
- Customers are more likely to say yes to financing if they don't have to cut a check, and this can be treated as an operating expense



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GoGreen Multifamily Overview

- Financing for energy efficiency and clean energy projects or equipment
- In-unit and common area installations both qualify
- May use On-Bill Repayment if the property is master metered
- Market Rate and Naturally Occurring Affordable Housing
 - Eligibility same as GoGreen Business requirements
 - Loss Reserve Contribution structure same as GoGreen Business
- **Affordable Properties**
 - Customer must have a recorded affordability deed restriction or covenant with at least 5 years remaining
 - Customer restricted to occupancy for at least 50% of the total units to households meeting the requirements of the income limits no greater than “moderate”
 - Not required to meet definitions of SMB
- If you are signed up for GoGreen Business, you can engage in MF installations





New: Clean Energy Generation and Storage



What can be financed through GoGreen Business?



1. Energy efficiency measures

- Examples: Efficient HVAC units, LED lighting, insulation, controls, energy recovery, VFD pumps and fans, ground-source heat pumps, energy management systems

2. All necessary work related to installation

- Examples: code-required repairs, upgraded electrical panels, permits

3. Non-energy improvements (can comprise up to 30% of total financed amount and still be eligible for full credit enhancement)

- Examples: building repairs, remodel, wheelchair ramp, landscaping

4. New: Financing for clean energy measures like solar PV and battery storage



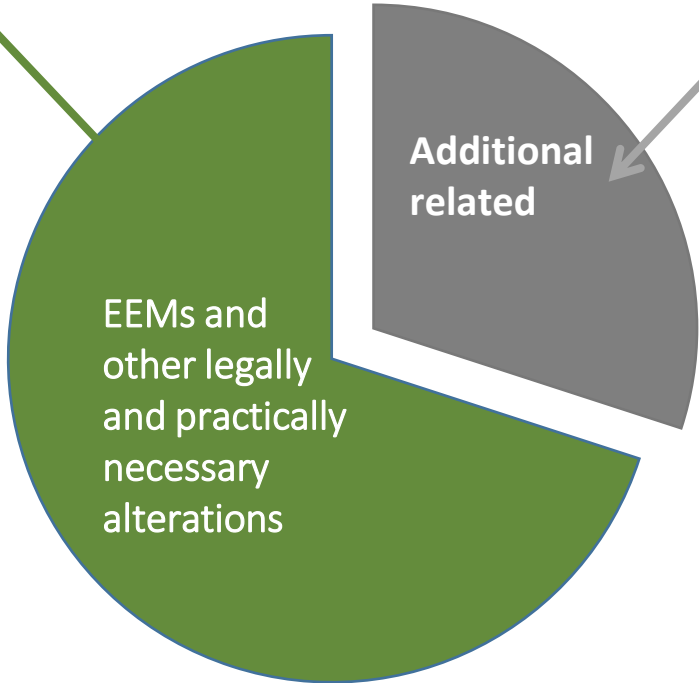
What Can Be Financed

At least 70%

Up to 30%

Eligible Measures

- On the list of eligible measures
 - [GoGreen Business list](#) (or custom approach)
 - [GoGreen Multifamily list](#) (or custom approach)
- Total cost can include legally required costs to install the measures (permits, etc.) or practically necessary construction costs (installation, panel upgrades, enclosures or fire detection systems for batteries, roof upgrades for solar PV, etc.)



Additional Related Property Improvements

- Cabinets, fixtures, water efficiency measures, repairs, landscaping, ADA compliance etc.

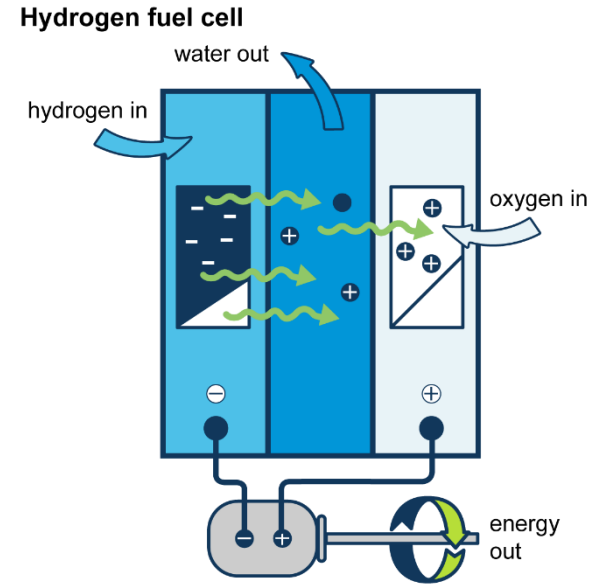
Roof repairs qualify as practically necessary costs. If a complete roof replacement is required, it must be a cool roof installed by a [GoGreen Business](#) roofer

GGB is expanding into clean energy generation and storage

We have recently expanded into financing for clean energy measures which reduce GHG

Measures include:

- Solar PV
- Stand-alone packaged solar/storage
 - E.g. street lights, pumps
- Solar Hot Water
- Battery Storage
- Microgrid Infrastructure
- Smart EV Charging
- Anaerobic Digestion
- Power to Gas/Hydrogen Fuel Cells
- Wind Turbines







A CEM or PE can certify large custom projects

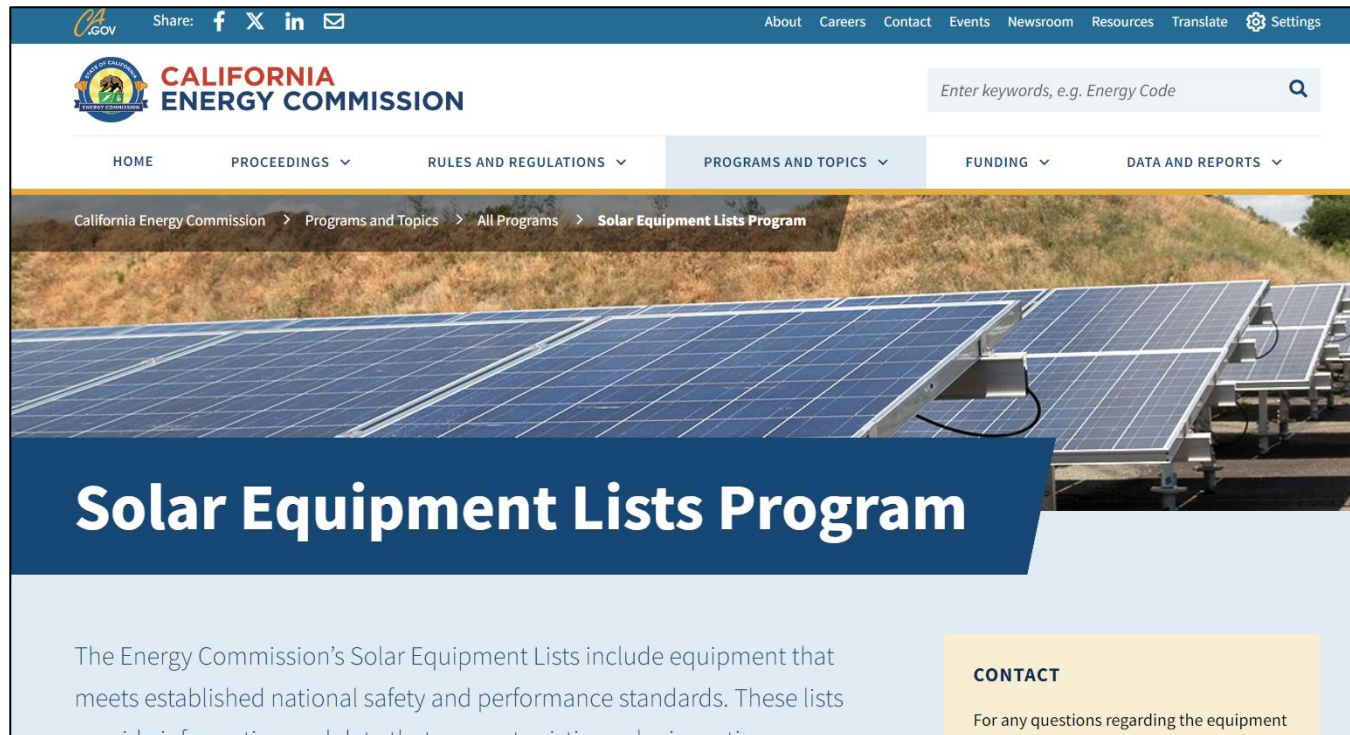
A Professional Engineer (PE) or an Association of Energy Engineers Certified Energy Manager (CEM) can qualify projects to the program.

- A CEM or PE can certify that the installation of the measure will result in energy savings or a reduction in GHG emissions compared to existing conditions
- Can be part of your organization or a 3rd party
- This method is used to qualify non-lighting projects greater than \$350,000
- This method will also apply to clean energy installations such as generation and storage such microturbines, CHP, biomass, and thermal storage

California PE	AEE CEM
	
Look up eligible professionals at https://portal.aeecenter.org/custom/cpdirectory/index.cfm	



Equipment Eligibility Requirements



<https://www.energy.ca.gov/programs-and-topics/programs/solar-equipment-lists>

- Lists of both solar PV and battery storage systems can be found on the California Energy Commission (CEC) website
- Only equipment that is specifically listed on the CEC website is eligible for grid interconnection
- Note that solar panels and battery storage must be installed together if qualifying via the Eligible Energy Measures list (up to \$350k)

Utility Requirements



Currently, solar PV and battery storage measures are only available to customers who receive electricity from PG&E, SDG&E or SCE.





Documentation Requirements

Our Contractor Manager, EGIA, may reach out to you as part of our QA/QC process

- Project documentation must be retained for a period of 18 months after installation
- Documentation you may be asked to provide includes:
 - ✓ Customer invoice
 - ✓ Permit information
 - ✓ CEM/PE calculations determining energy savings, generation, or GHG emissions reduction
- Additional required documentation for Solar PV/Battery Storage projects:
 - ✓ Proof of an Interconnection Application w/PG&E, SCE, or SDG&E
- EGIA may also work with you on photo or video verification of installation



Project Process and Next Steps



Project Process

1

Borrower submits credit application directly to **Lender** by applying online.

2

Lender and **Contractor** submit utility bill, financing terms, and install info to **GoGreen Business** for pre-approval.

3

After **GoGreen Business** issues pre-approval, **Lender** approves loan docs with **Borrower** and begins releasing pre-funding or progress payments to **Contractor**.

4

Contractor pulls required permits and begins installation.

- *For Solar PV and/or Battery Storage EEM(s), **Contractor** submits Interconnection Application to utility.*

5

Upon project completion, **Contractor Borrower**, and **Lender** certify the project to the program.

6

Lender remits remaining payment to **Contractor** within 24 hours.

Next Steps



gogreen@egia.org
Phone: 888-987-3443

If you are not already signed up:

- GoGreen Business: [Submit application](#) and [take training](#)
- [GoGreenFinancing.com Contractor Page](#)

If you are already signed up, update your contact info!

- We would like to represent which of our contractors are installing generation/storage, and which work on multifamily installations

Find a contractor for your upcoming business project

If you have a specific upgrade in mind for your business, nonprofit or market-rate multifamily property, a GoGreen Business contractor can help.

Search by name Zip code




Types of upgrades Spoken language

0 selected ^

- Agriculture
- Appliances
- Building Envelope
- Water Heating
- Data Centers
- HVAC



Choosing a Lender

	<p>\$20K - \$2M Equipment finance agreements 12 - 60 months</p>	<p>Rapid credit approvals (within 2 hours up to \$350K) Reduced interest rates - as low as 0% Will extend terms to 72 months if needed for cash flow</p> <p style="text-align: right;">Go Low</p>	<p>When you want to get started on your project right away.</p>
	<p>\$10K - \$5M Equipment leases 12 - 120 months</p>	<p>12-month minimum time in business Cannabis grow operations may qualify Credit approval within 24 hours (up to \$300K)</p>	<p>New businesses looking to save energy.</p>
	<p>\$5K - \$5M Equipment leases, service agreements, loans 12 - 84 months</p>	<p>Reduced interest rates - as low as 0% Multiple financing mechanisms to meet your needs Will extend terms to 10 years if needed for project cash flow</p> <p style="text-align: right;">Go Low</p>	<p>Small projects (starting at \$5K) and when you need low monthly payments.</p>
	<p>\$100K - \$5M Equipment leases, loans 36 - 120 months</p>	<p>On-bill repayment option Cannabis industry customers may qualify Extended terms out to 10 years</p>	<p>Large projects and when you want affordable monthly payments.</p>
	<p>\$250K - \$5M Efficiency service agreements 60 - 120 months</p>	<p>Energy savings guaranteed to exceed payments – your project pays for itself On-bill repayment option Ongoing service and maintenance included</p>	<p>A major retrofit that will yield significant energy savings.</p>
	<p>\$150K - \$350K Loans 84 - 120 months</p>	<p>Low interest rate of a regulated depository Property owners and commercial real estate investors eligible Benefits of credit union membership</p>	<p>Customers in Northern California seeking the personalized service of a credit union.</p>
	<p>\$25K - \$5M Equipment finance agreements, leases 12 - 84 months</p>	<p>On-bill repayment option Reduced interest rates - as low as 0% Rapid credit approvals (within 2 hours up to \$250K)</p> <p style="text-align: right;">Go Low</p>	<p>When you want the convenience of on-bill repayment and want to start your project right away.</p>



New URL, Same Platform

The GoGreen Business online platform for project submission has a new URL:

gogreen-prod.appiancloud.com

- You will need to set up a new password
- Your existing projects will appear in your dashboard

Starting August 1st, this is the URL to submit projects to the program

[GoGreen Financing Contractor Liaison](#)

gogreen@egia.org

Phone: 888-987-3443

Thank You

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Program Specialist

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For more information, please visit:

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

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