

At-A-Glance Eligibility Checklist for Finance Companies

GoGreen Multifamily

For Financing Agreements greater than \$10,000 to \$5,000,000



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FINANCING™

CUSTOMER CHECKLIST

- Finance Company conducted credit check.
- No bankruptcies within last 5 years, no outstanding judgements or liens.
- A non-profit or for-profit organization meeting one of the following:
 - 100 or fewer employees.
 - Annual revenues less than \$15 million.
 - SBA size standard requirement for the customer's industry.
- For financing greater than \$10,000 to \$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 greater than \$350,000: Customer meets both of the following:
 - Positive EBIT, EBITDA or taxable income for at least 2 of the last 5 years.
 - Debt service coverage ratio is greater than 1.10:1 for at least 2 of the last 5 years.

PROJECT CHECKLIST

- 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).

PRODUCT CHECKLIST

- 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 greater than \$50,000, security interest taken (non-real property except for a UCC-1 fixture filing).
- Product, rate, terms and underwriting are in line with Program term sheet approved by CAEATFA.

ENERGY SAVING MEASURES (ESMs) CHECKLIST

- Each measure qualifies either through the [Pre-qualified ESM list](#) or through the Professional Certification method.
- 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.

PROPERTY CHECKLIST

- Five or more units.
- At least one IOU provides fuel to each property.

Finance company receives a credit enhancement based on up to \$1 million 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.