



GoGreen Business Energy Financing Program Data Summary Q3 2019 – Q4 2024

This stand-alone report supplements the <u>CHEEF's quarterly reports</u> to provide the most recent data on the progress of the GoGreen Business Energy Financing Program (GoGreen Business).

To learn more, visit **GoGreenFinancing.com**.

Private Capital Leveraged

For every \$1 of credit enhancement allocated, \$9.83 in private capital is leveraged

\$8.09 million

Total Amount Financed

\$886,312

Total Loan Loss Reserve Contributions

Program Activity

Financing Agreements Enrolled Q3 2019 - Q4 2024	83
Total Amount Financed Q3 2019 – Q4 2024	\$8.09 million

Participating Contractors ² as of 12/31/2024	196
Participating Project Developers ³ as of 12/31/2024	41
Participating Finance Companies as of 12/31/2024	9

Loan Size Q3 2019 – Q4 2024	Average \$97,530	Median \$62,485
Term Length in Months Q3 2019 - Q4 2024	Average 52	Median 60
Interest Rate Q3 2019 – Q4 2024	Average 9.83%	Median 10.70%

¹ GoGreen Business uses a credit enhancement in the form of a Loan Loss Reserve to leverage private capital at reduced rates and extended term lengths for borrowers. The credit enhancement is provided by utility ratepayer funds.

² The number of contractors/project developers enrolled in GoGreen Business as of December 31, 2024. Over time, some contractors/project developers are suspended or removed from the program as part of routine quality checks for reasons such as license expirations.

GoGreen Business Data Summary

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Average Interest Rate by Term Length

<=48 months	12.61%
60 months	9.57%
>=72 months	8.40%

Financing Agreements enrolled by Dollar Amount

<\$10,000	3
\$10,000 - \$50,000	33
\$50,000 - \$150,000	33
\$150,000 - \$350,000	12
>\$350,000	2

Financing Agreements enrolled by Region of Installation³

Northern California	4
Central Coast /Bay Area	24
Central Valley	19
Southern California	36

Financing Agreements enrolled by IOU

PG&E	38
SCE	21
SCG	18
SDG&E	6

Financing Agreements enrolled by Finance Company

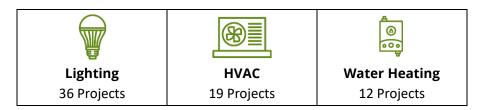
Ascentium	23
DLL	7
Verdant	52
Travis	1

³ Counties for Bay Area are now categorized and included in Central Coast.

GoGreen Business Data Summary

Q3 2019 - Q4 2024

Top 3 Energy Efficiency Measure Categories



Top 3 Categories of Industries Served⁴

Retail with Storefront Hardware Store, Dry Cleaner	16 Projects
Grocery & Food Distribution Groceries, processing, distribution	11 Projects
Office Space Offices	11 Projects

Loan Portfolio Performance as of December 31, 2024

Paid in Full	7 Loans	\$525,926
Current Outstanding ⁵	69 Loans	\$3,445,805
30 -60 Days Past Due	4 Loans	\$ 1,469,217
90-120 Days Past Due	0 Loans	\$0

Charged off: 3 Loans	\$202,338
Claims Paid	\$182,104
Recoveries ⁶	\$0
Net CE Funds Expended ⁷	\$182,104

Go Low Rates Promotion

IRBD Promotion	57
Financing Agreements Enrolled	Q2 2023 – 12/31/2024
IRBD Promotion	\$4,711,703
Total Amount Financed	Q2 2023 – Q4 2024
IRBD Promotion Funds Allocated	\$415,839
	Q2 2023 – Q4 2024

⁴ Industry categories correlate with North American Industry Classification System (NAICS) codes.

⁵ Reflects the outstanding, unpaid principal balance for the 69 loans, as reported by the participating lenders to CAEATFA.

⁶ Recoveries reimbursed to GoGreen Business from participating lenders.

⁷ Net credit enhancement (CE) funds expended is calculated as Claims Paid less Recoveries.

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Comparison between Average Original Rates and Average Promotional Rates by Term Length

Term length	Average Original Rates	Average Promotional Rates
<=48 months	12.7%	0.9%
60 months	10.1%	2.2%
>=72 months	9.1%	5.9%