



CHEEF

**CALIFORNIA HUB FOR
ENERGY EFFICIENCY FINANCING**

ENERGY EFFICIENCY FINANCING PROGRAMS

QUARTERLY REPORT & PROGRAM STATUS SUMMARY

SECOND QUARTER 2024

gogreen
FINANCING™

Prepared by the California Alternative Energy and
Advanced Transportation Financing Authority
(CAEATFA)

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Financing Programs to gogreen@treasurer.ca.gov or (916) 651-8157.

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Introduction

The State of California has ambitious goals to reduce greenhouse gas emissions and address climate change.

In 2006, the Legislature passed the California Global Warming Solutions Act (Assembly Bill 32), which created a comprehensive, multi-year program to reduce greenhouse gas (GHG) emissions in California. In the subsequent Scoping Plans, intended to describe the approach California will take to reduce GHGs, one of the primary methods identified is increasing efficiency in existing buildings. Senate Bill 32, passed in 2016, sets the goal of reducing GHG emissions to 40% below 1990 levels by 2030.

With so many headlines about electric vehicles, rooftop solar and other renewables, it is easy to forget how important energy efficiency is to the GHG reduction mix. Billions of square feet of existing commercial and residential properties, and the equipment and appliances vital to them, are in need of energy upgrades.

With this awareness, the California Public Utilities Commission (CPUC) allocated funds to launch several pilot programs designed to attract private capital to finance energy efficiency (EE) upgrades in Decision (D.)13-09-044. In its guidance decision, the CPUC acknowledged that EE measures are important tools for addressing greenhouse gas emissions, and that lowering the financial barriers to EE retrofits—particularly in underserved market sectors—is critical to reaching the state’s goals of reduced energy consumption and spreading benefits of energy efficiency to all Californians.

Regulatory Background

D.13-09-044 authorized a series of financing programs designed to attract private capital to finance EE upgrades and established the California Hub for Energy Efficiency Financing (CHEEF) to administer the new programs. The CPUC requested that the California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) assume the administration of the CHEEF, and directed the investor-owned utilities (IOUs) and CPUC staff to assist CAEATFA with implementation.

The financing programs incentivize private finance companies to enter the EE market and improve terms or expand credit criteria for the financing of EE projects by providing a credit enhancement funded with IOU EE ratepayer funds. Financing that covers 100% of project costs removes the upfront cost barrier for many Californians to undertake EE retrofits. A key objective is to test whether ratepayer support for credit enhancements can lead to self-supporting EE finance programs in the future.

In D.17-03-026, the CPUC committed to continued funding for CAEATFA to administer the CHEEF Programs through the life of the pilots, and Resolution E-4900 established metrics for evaluating the Programs. In 2020, the Commission issued Resolution E-5072 transitioning the Residential Energy Efficiency Loan Assistance Program (now known as GoGreen Home Energy Financing) from a “pilot” to a “Program” and further clarifying the goals and metrics under which the CHEEF Programs would be evaluated. D.21-08-006 authorized up to \$75.2 million in incremental funding for the CHEEF Programs to support their administration through June 30, 2027, authorized CAEATFA to incorporate non-IOU ratepayer funds to support program expansion into non-IOU customer territories, and imposed new reporting requirements. D.23-08-026 authorized the CHEEF Programs to offer financing for comprehensive energy measures such as EV charging infrastructure and rooftop solar in combination with battery storage. Staff launched financing for these measures through the residential program in Q2 and hopes to launch them for the small business program in Q3.

This report is prepared in alignment with D.13-09-044 and D.21-08-006, which directs CAEATFA, in conjunction with the IOUs (Pacific Gas & Electric [PG&E], Southern California Edison [SCE], San Diego Gas & Electric [SDG&E] and Southern California Gas [SoCalGas]), to issue quarterly reports on the progress of the CHEEF Programs. These reports contain quarter highlights and other items to keep interested parties informed as to the Programs’ challenges and successes.

Program Names and Public Platform

“GoGreen Financing” is the name of the website and marketing platform that has been used to publicly identify the CHEEF Programs since 2017. In Q2 2021, CAEATFA and its stakeholders began referring to the CHEEF Programs as the GoGreen Financing Programs, and the names of the individual Programs were updated to align with the platform as follows:

- **GoGreen Home Energy Financing**, or **GoGreen Home**, replaced the Residential Energy Efficiency Loan Assistance Program (REEL)
- **GoGreen Business Energy Financing**, or **GoGreen Business**, replaced the Small Business Energy Efficiency Financing Program (SBF)
- **GoGreen Affordable Multifamily Energy Financing**, or **GoGreen Multifamily**, replaced the Affordable Multifamily Energy Efficiency Financing Program (AMF)

Reporting Updates in Response to D.21-08-006

D.21-08-006 requires CAEATFA to report on several new metrics and key performance indicators, as well as those previously outlined in Resolution E-4900. Many of these metrics were already included in [quarterly reports and data summaries](#) prior to D.21-08-006. CAEATFA will continue to report on these metrics.

New metrics, including expanded reporting on geographic distribution of loans and non-energy benefits for borrowers, are now included in quarterly reports, while energy savings are covered in biannual reports. To report on ethnicity and socioeconomic data, CAEATFA has instituted a post-project survey for GoGreen Home and is collecting this data on a voluntary basis from participants.

Please see Appendix 9 for a detailed breakdown of reporting requirements and CAEATFA’s compliance status.

Summary – Q2 2024

Outreach Highlights

- **CAEATFA staff promoted the programs at multiple in-person and virtual events.** Highlights included the California Efficiency and Demand Management Council Spring Symposium, the California Climate and Energy Collaborative Forum, the Association of Energy Engineers western conference, and regional chapter meetings of the California Solar and Storage Association. Program and marketing staff met with numerous solar and storage installers and distributors in preparation for the launch of clean energy measure eligibility in June (residential) and July (small business).
- **The “Green Means Go” marketing campaign was recognized with two prestigious Drum Awards for Marketing Americas.** The Drum recognizes effectiveness in ad campaigns that promote positive social and behavioral change.

Regulatory Developments

- **The CAEATFA Board passed approval for final rulemaking for two recent regulatory packages for GoGreen Home, one governing modification to the credit enhancement structure and the other governing the launch of clean energy measures.** The action paved the way for the June launch of clean energy measures such as solar photovoltaic and battery storage, battery storage for properties with preexisting solar, and EV chargers.
- **The Office of Administrative Law approved emergency regulations to modify the GoGreen Business program to include clean energy measures.** The modifications allow solar panels, battery storage, anaerobic digesters and other clean energy measures; increase the loss reserve contribution for affordable multifamily properties; and add options for alternate sources of program funding.

GoGreen Home Energy Financing Program Developments

- **The CPUC-authorized Impact Evaluation Report for GoGreen Home was released.** Evaluators concluded that the program “experienced significant growth” since the last evaluation, “influences customer decision-making,” and “achieves environmental impacts beyond energy savings.” Recommendations included “identify(ing) opportunities to increase program activity among less active contractors,” “develop(ing) marketing collateral that emphasizes the benefits of fuel substitution,” and for the CPUC to “establish targets for the Resolution E-4900 metrics based on baseline evaluation results (during the current evaluation period) or benchmarked data,” noting that these metrics will allow future evaluators to “adequately measure if the GGH Program is operating as intended.”
- **GoGreen Home began publicly offering financing for clean energy measures.** Financing for bundled solar + storage projects, battery storage for existing solar, and EV chargers was made available through lenders and contractors via soft launch in May; a full public rollout followed in June.
- **GoGreen Home standard loan enrollments neared \$120 million.** As of June 30, the program had helped 6,116 Californians make a combined \$117 million in home energy efficiency improvements.
- **Self-Help Federal Credit Union went public with its GoGreen Home offerings.** Self-Help is the program’s third statewide lender.

GoGreen Business Energy Financing Program Developments

- **GoGreen Business finance companies enrolled 11 projects representing \$677,798.** The Q2 activity brings the total amount financed since program launch in 2019 to just over \$5.3 million.
- **GoGreen Business enrolled its second CDFI microlender, TMC,** with a statewide self-install loan product for projects \$10,000 and under.

GoGreen Home Energy Financing Program

Key GoGreen Home Metrics – Q2 2024 (April 1 – June 30, 2024)

609 New Loans Enrolled	\$20,169 Average Loan Size	\$12.28 million Amount Financed
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View the latest [monthly data summaries](#) for GoGreen Home.

GoGreen Home Updates

In Q2 2024 GoGreen Home lenders enrolled 609 new standard loans worth \$12.28 million at an average project size of \$20,169. The quarter’s activity pushed standard loan enrollments well past the \$115 million mark; by quarter’s end, a total of 6,116 California households had invested \$117.80 million in energy upgrades using the reduced interest rates, extended terms and broader eligibility afforded by the GoGreen Home credit enhancement.

Compared with Q1 2024, Q2 standard loan enrollments were 4.3% higher in number and 1.6% lower in amount financed. Compared with Q2 2023, however, loan enrollments rose 48.2% in number and 42.1% in amount financed, underscoring strong year-over-year growth. Q2 was the third-highest-performing quarter in program history.

During Q2, GoGreen Home staff worked closely with lenders on their solar + storage financing products ahead of the soft launch of clean energy financing capability in late May; most lenders closed the quarter offering unsecured financing for up to 20 years and \$75,000 for projects that included solar + battery storage, with slightly elevated interest rates for the higher ceiling and longer term. The rollout to contractors and lenders made it possible for the first time for borrowers to finance bundled solar and battery storage, battery storage for properties with existing solar, and EV chargers through GoGreen Financing. A full consumer-facing rollout with updated collateral and website followed in June.

The program also continued supporting the State’s efforts to decarbonize by financing heat pump technologies. In Q2, 119 of the 609 projects enrolled (19.5%) included heat pumps or heat pump water heaters.

Also in Q2, staff completed onboarding of the program’s third statewide lender, Self-Help Federal Credit Union. Self-Help launched with interest rates of 5.0% to 8.5% for loans of up to \$50,000, and interest rates up to 9.25% for 20-year solar + storage loans of up to \$75,000.

Staff worked on operational improvements to GoGreen Home during Q2, putting the finishing touches on an online portal for GoGreen Home contractors in preparation for a July launch. The NGEN platform is designed to

streamline processes for contractors and remove the burden of project approval from lenders. It is anticipated to enable a greater volume of loan processing.

Channel partners Lewis & Clark Bank and Enervee enrolled 435 new marketplace microloans representing \$668,110 in financing for energy-efficient appliances over the course of the quarter. Microloans are currently available to customers of any IOU.

GoGreen Home Borrower Demographics

Total Surveys Sent	Total Number of Responses & Response Rate	Number & Rate of Very Satisfied + Satisfied
4976 – All time¹	707 (14.21%)	668 (94.48%)

During Q2, CAEATFA staff continued to survey customers with enrolled GoGreen Home loans to gather customer data as required by the CPUC in Decision 21-08-006. The GoGreen Home Post Project Survey gathers demographic and socioeconomic data, as well as information on project motivation and satisfaction, that will inform marketing efforts. The survey is sent within six weeks of loan enrollment to all customers who provide an email address on the borrower form. Participation in the survey is voluntary.

Of the customers who have responded to the survey since its launch in Q1 2023, more than half (56%) have identified as White or Caucasian, while 16% have identified as Hispanic/Latino, 5% as Asian or Asian American, and 5% as Black or African American. Nearly one-third (28%) reported income above \$150,000, while 24% reported household income of \$100,000-\$149,000 and 32% reported income of under \$100,000. Many respondents declined to provide race or income information.

Of 707 respondents surveyed thus far, representing a 14.21% response rate, 668 (94.48%) described themselves as “very satisfied” or “satisfied” with the program when asked, “Overall, how satisfied are you with your GoGreen Home experience?” Updating old equipment and saving on energy bills are the most commonly cited motivations for undertaking a GoGreen Home project. See tables on subsequent pages for details.

¹ The GoGreen Home Post Project Survey launched in Q1 2023 with an initial survey of customers of GoGreen Home’s predecessor program, the Residential Energy Efficiency Loan (REEL) Assistance Program, from inception in Q3 2016 through Q3 2021, when the program name changed. In Q2 2023, staff issued a survey of GoGreen Home borrowers from Q4 2021 through Q1 2023 before establishing a monthly cadence.

Table 1: Race & Ethnicity of GoGreen Home Customers, Q3 2016–Q2 2024

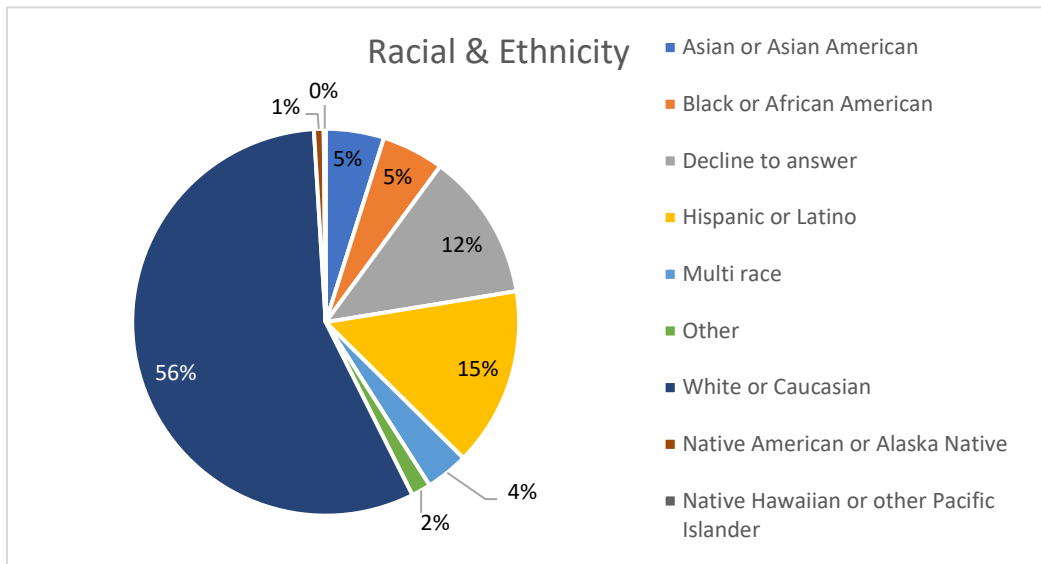


Table 2: Household Income of GoGreen Home Customers, Q3 2016 – Q2 2024

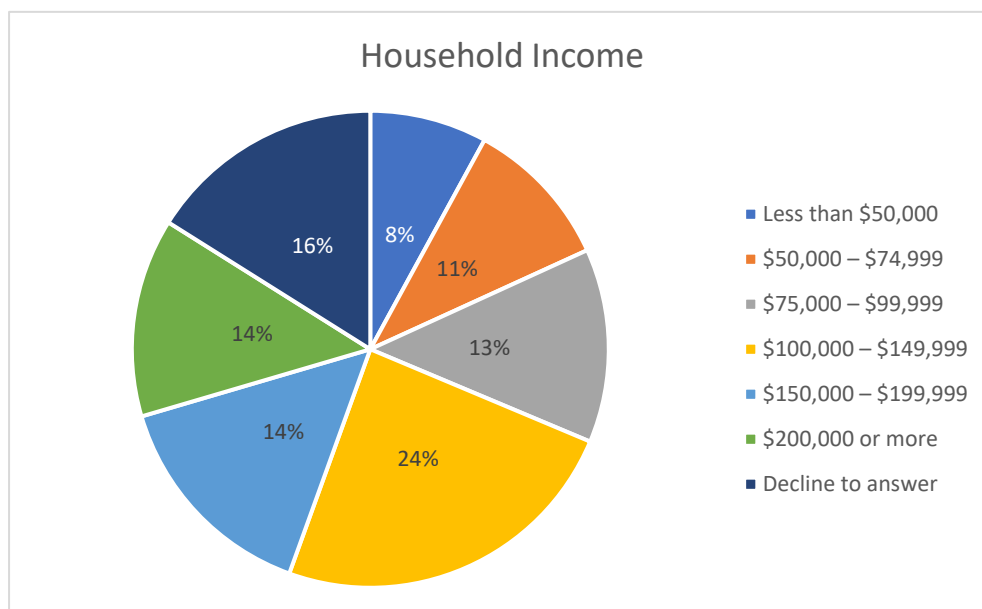


Table 3: GoGreen Home Customer Satisfaction, Q3 2016 – Q2 2024

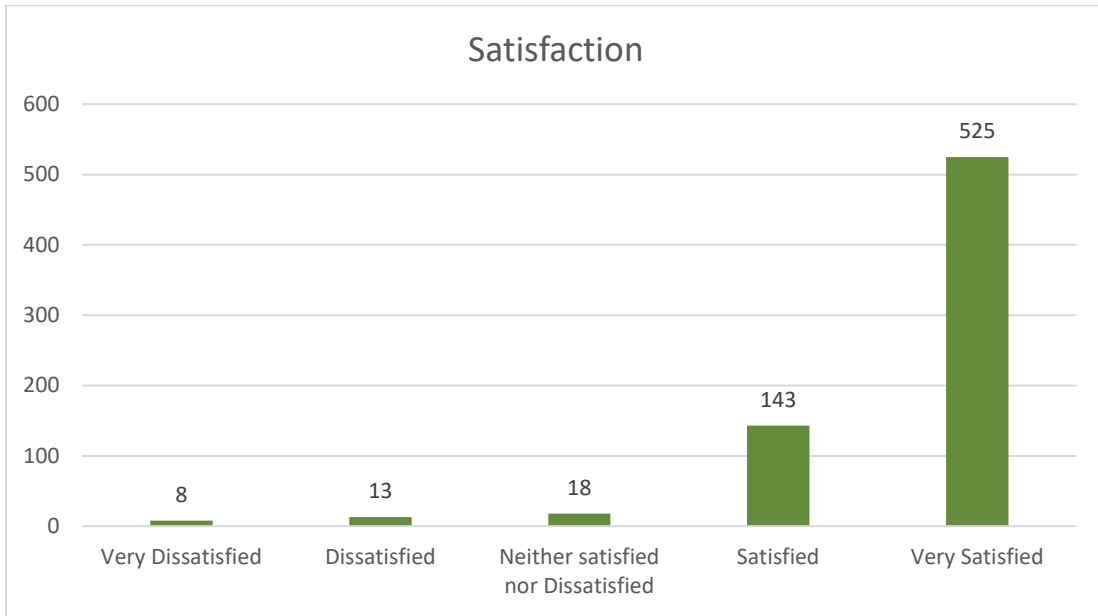
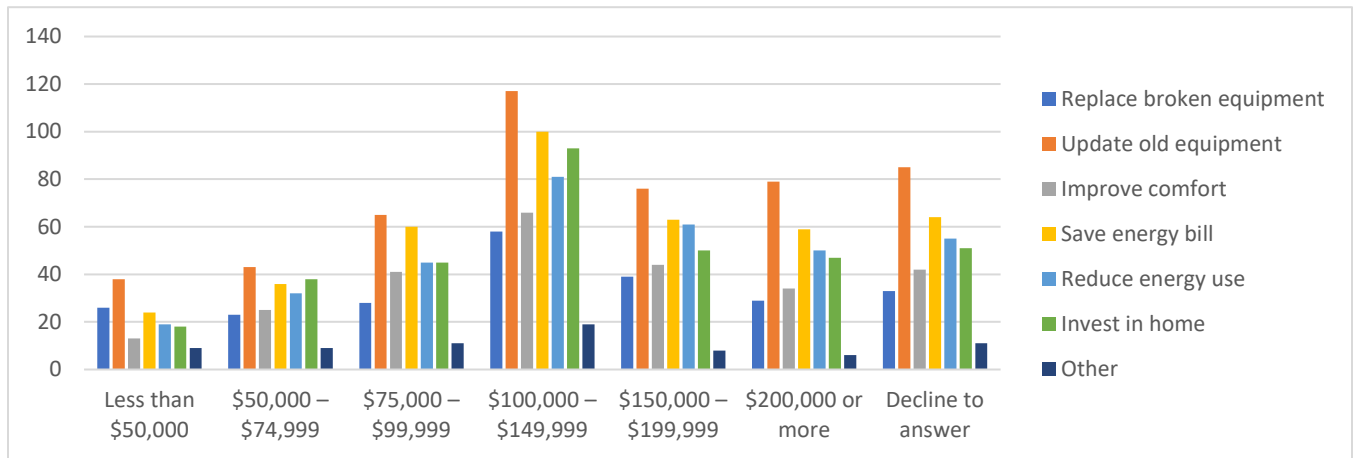


Table 4: Customer Motivation by Household Income, Q3 2016 – Q2 2024



For information about GoGreen Home program structure and eligibility, see Appendix 7.

GoGreen Home Reporting

Data reported on pages 12-22 represents standard GoGreen Home loans enrolled through the eight current and two past participating credit union lenders. For data on marketplace microloans, see pages 23-24.

Project Enrollment and Activity Data

Table 5: GoGreen Home Financing Activity

	Q2 2024		All Time ²	
Loans Enrolled	609		6,116	
Total Amount Financed	\$12.28 million		\$117.80 million	
	Average	Median	Average	Median
Loan Size	\$20,169	\$18,100	\$19,262	\$16,884
Term Length in Months	118	120	111	120
Interest Rate³	5.61%	5.99%	5.16%	4.99%
Finance-Only Projects⁴	91%		87%	

Table 6: GoGreen Home Loan Loss Reserve Contributions Metrics⁵

	Q2 2024	2016-2023	All Time
Total Loan Loss Reserve Contributions⁶ <i>All contributions made by CAEATFA to loan loss reserve accounts for all enrolled standard loans.</i>	\$746,663	\$14,873,689	\$16,662, 153
Average Loan Loss Reserve Contribution <i>The average contribution made by CAEATFA to a loan loss reserve account upon standard loan enrollment.</i>	\$1,226 per loan	\$3,021 per loan	\$2,724 per loan
For every \$1 of ratepayer-funded credit enhancement, the amount of private capital leveraged is:	\$16.45	\$6.26	\$7.07

² The date of Program inception is marked by the first loan enrollment in GoGreen Home (July 2016).

³ GoGreen Home interest rates are currently equivalent to the Annual Percentage Rate (APR) as no additional fees, such as origination fees, are charged by participating lenders for these loans. Some lenders charge a membership fee, which tends to be around \$5 and is de minimis for reporting APR.

⁴ Cases in which a borrower made upgrades using GoGreen Home without a rebate or incentive.

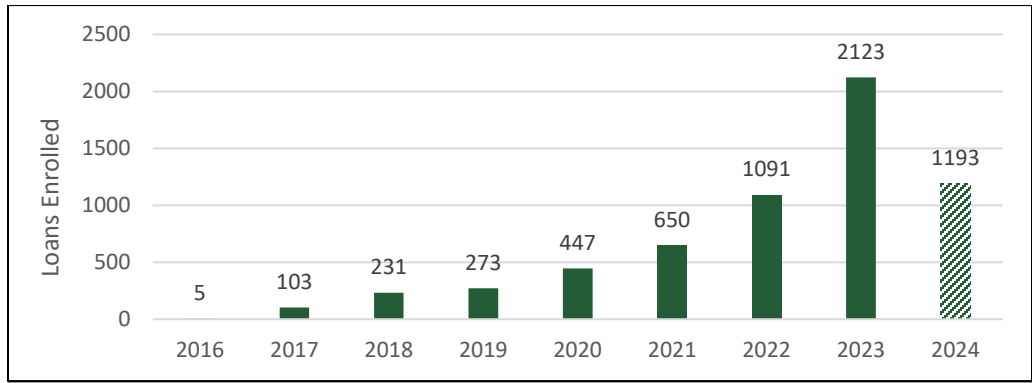
⁵ On Jan. 1, 2024 a new Loan Loss Reserve Contribution structure took effect. Designed to extend the impact of available credit enhancement funds, the new structure is projected to result in an average LLR contribution rate of 7.8% compared with the historic program average of 15.8%.

⁶ These contributions include those from IOU ratepayer funds as well as external funding sources, including funds from TECH Clean California.

Table 7: GoGreen Home Loans Enrolled by IOU⁷

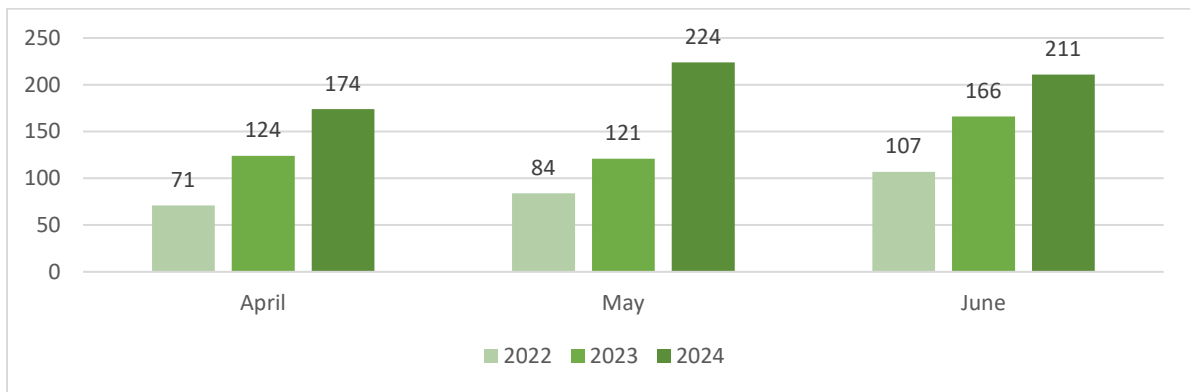
Utility	Loans Enrolled	
	Q2 2024	All Time
Pacific Gas & Electric	519 (\$10.26 million)	4,527 (\$84.80 million)
San Diego Gas & Electric	36 (\$0.66 million)	349 (\$6.61 million)
Southern California Edison	54 (\$1.33 million)	1,115 (\$22.47 million)
Southern California Gas	55 (\$1.31 million)	1,261 (\$27.01 million)

Table 8: GoGreen Home Loan Enrollment Volume (Q3 2016 – Q2 2024)



The final column reflects the loans enrolled thus far in 2024, which will increase in future quarters.

Table 9: GoGreen Home Loan Enrollment Volume Comparison (Q2 2022, Q2 2023 and Q2 2024)



⁷ Some properties are served by more than one IOU, meaning the total of loans enrolled per IOU will not match the total number of loans enrolled. Loans enrolled by IOU are reported regardless of what measures are installed.

Table 10: GoGreen Home Loan Enrollments by Participating Lender

Lender	Loans Enrolled		Total Amount Financed <i>in thousands</i>	
	Q2 2024	All Time	Q2 2024	All Time
California Coast Credit Union	147	2,306	\$3,054	\$43,914
Desert Valleys Federal Credit Union	5	75	\$106	\$1,342
Diablo Valley Federal Credit Union	3	3	\$59	\$59
Eagle Community Credit Union servicing loans only as of Q1 2023	0	12	\$0	\$210
First US Community Credit Union	67	1,124	\$1,115	\$18,614
Matadors Community Credit Union	40	813	\$930	\$17,298
Pasadena Service Federal Credit Union servicing loans only as of Q1 2024	0	4	\$0	\$72
Travis Credit Union	347	1,739	\$7,012	\$35,694
Valley Oak Credit Union	0	40	0	\$601
Self-Help Federal Credit Union	0	0	0	0
	609	6,116	\$12,276	\$117,795

Financing Data and Loan Portfolio Report

Table 11: Summary of Active GoGreen Home Loans by Status through June 30, 2024

	Number of Loans	Original Total Principal Amount	Outstanding Total Principal Amount
Paid in Full	1,157	\$17,868,770	\$0
California Coast Credit Union	608	\$9,185,297	\$0
Desert Valleys Federal Credit Union	21	\$254,943	\$0
Eagle Community Credit Union	7	\$138,792	\$0
First US Community Credit Union	155	\$2,175,910	\$0
Matadors Community Credit Union	222	\$4,005,748	\$0
Pasadena Service Fed. Credit Union	1	\$19,319	\$0
Travis Credit Union	128	\$1,926,863	\$0
Valley Oak Credit Union	15	\$161,897	\$0
Current	4,840	\$97,811,102	\$81,462,447
California Coast Credit Union	1,625	\$33,418,343	\$26,493,573
Desert Valleys Federal Credit Union	51	\$1,013,292	\$764,524
Diablo Valley Federal Credit Union	3	\$58,947	\$65,449
Eagle Community Credit Union	5	\$71,556	\$45,397
First US Community Credit Union	964	\$16,378,253	\$12,719,569
Matadors Community Credit Union	570	\$12,911,677	\$10,467,774
Pasadena Service Fed. Credit Union	2	\$42,378	\$29,852
Travis Credit Union	1,597	\$33,516,885	\$30,663,241

Valley Oak Credit Union	23	\$399,771	\$243,040
30 DPD	19	\$368,117	\$335,791
California Coast Credit Union	7	\$152,801	\$135,505
First US Community Credit Union	1	\$11,051	\$9,721
Matadors Community Credit Union	3	\$86,437	\$79,477
Pasadena Service Fed. Credit Union	1	\$10,000	\$7,319
Travis Credit Union	7	\$107,827	\$103,769
60 DPD	6	\$104,053	\$90,089
California Coast Credit Union	4	\$62,193	\$49,231
Travis Credit Union	2	\$41,860	\$40,857
90 DPD	1	\$31,624	\$31,361
Desert Valleys Federal Credit Union	1	\$31,624	\$31,361
120 DPD	1	\$15,005	\$14,033
Travis Credit Union	1	\$15,005	\$14,033
Total	6,116	\$117,795,307	\$82,015,431

Table 12: Summary of GoGreen Home Charge-Offs, Claims Paid, Recoveries and Net Loss rate through June 30, 2024

	Number of Loans	Charge-Off Amount at Time of Claim	Claims Paid ⁸	Recoveries Paid to Program
Charged-Off	92	\$1,327,214	\$1,058,270	(\$120,260)
California Coast Credit Union	62	\$896,542	\$702,449	(\$120,260)
Desert Valleys Federal Credit Union	2	\$39,853	\$35,867	\$0
First US Community Credit Union	4	\$44,965	\$40,469	\$0
Matadors Community Credit Union	18	\$240,815	\$213,595	\$0
Travis Credit Union	4	\$76,908	\$40,571	\$0
Valley Oak Credit Union	2	\$28,132	\$25,318	\$0
Net Credit Enhancement Funds Expended (Claims Paid minus Recoveries Paid to Program)				\$938,009

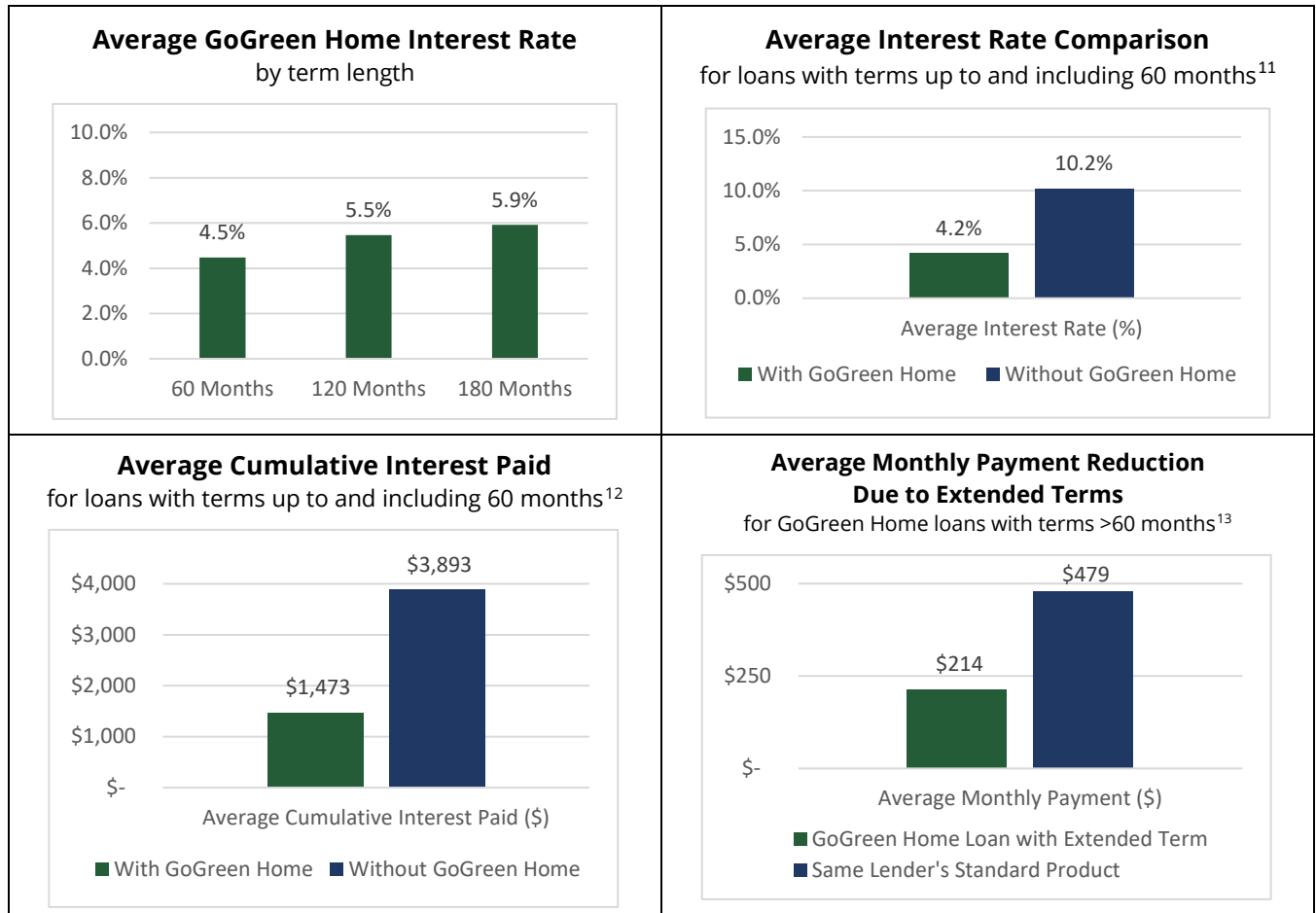
Cumulative Net Loss Rates by Years of Seasoning (Standard Loans)⁹						
Seasoned 0 Years	Seasoned 1 Year	Seasoned 2 Years	Seasoned 3 Years	Seasoned 4 Years	Seasoned 5 Years ¹⁰	Seasoned 6 Years
0.31%	0.82%	1.38%	2.92%	3.60%	4.72%	0.90%

⁸ Through GoGreen Home, participating lenders may submit a claim for reimbursement for up to 90% of the outstanding Claim Eligible Principal Amount in the event of a charge-off. The Claim-Eligible Principal amount may be less than the Total Principal Amount. The Claims Paid column reflects the amount that GoGreen Home Lenders were paid on the claim.

⁹ CAEATFA has adjusted loss rate reporting to align with methodology used by the State and Local Energy Efficiency Action Network (SEE Action) in their 2021 report: *Long-Term Performance of Energy Efficiency Loan Portfolios*. Prepared by: Jeff Deason, Greg Leventis, and Sean Murphy of Lawrence Berkeley National Laboratory. “The **cumulative gross loss rate** is the total dollars charged off after some number of years for loans originated at least that long ago (but not past their term) as a share of the original balance of those loans.” The Cumulative Net Loss Rates shown here are calculated for each year of seasoning (i.e., how much time has passed since the program issued the loan), and reflect recoveries made after charge-off, for all standard loans.

¹⁰ Vintages are pooled by the fiscal year that financings enrolled in the Program. Charge-offs of any of the 25 loans enrolled in the vintage for the first fiscal year of the Program (FY 16-17) can disproportionately affect the Cumulative Net Loss Rate for that period.

Table 13: Interest Rate and Monthly Payment Benefits for GoGreen Home Borrowers (Q3 2016 – Q2 2024)

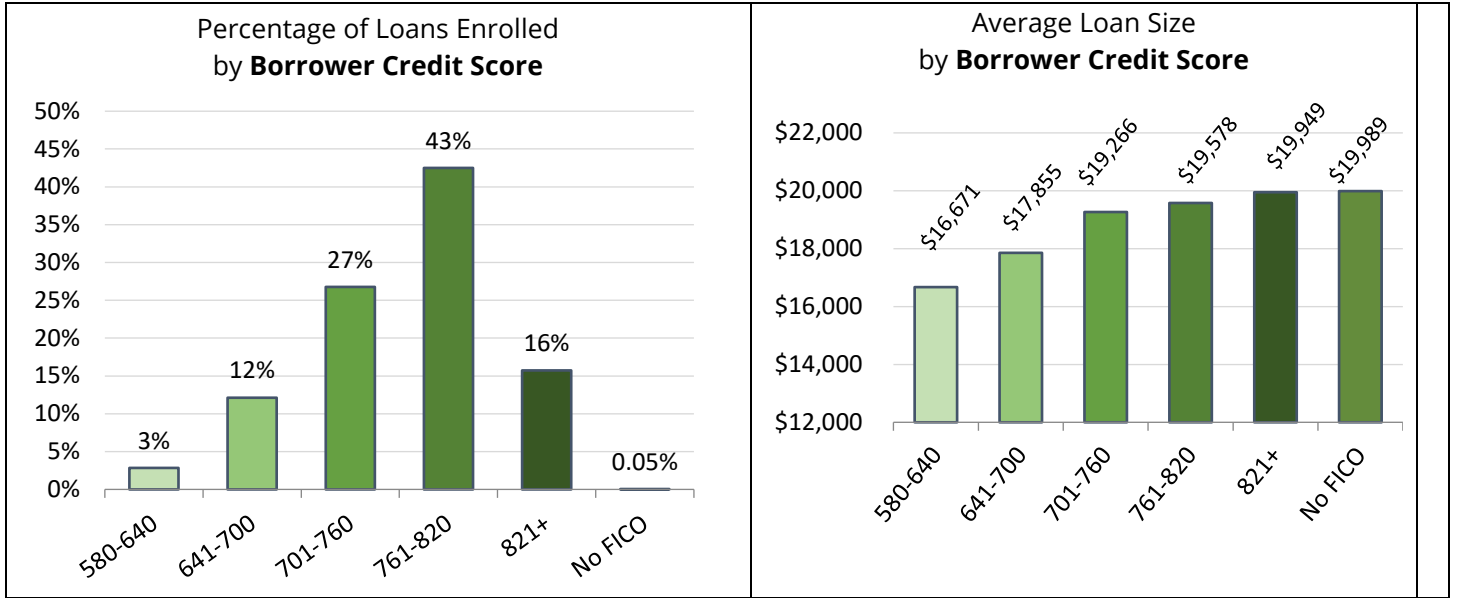


¹¹ These charts compare interest rates between GoGreen Home loans and the equivalent non-GoGreen Home signature products offered by the Program’s participating lenders, using a data set for loans with terms up to 60 months for borrowers who would have qualified for non-GoGreen Home loans.

¹² These charts compare actual interest rates between GoGreen Home loans and the interest rates of equivalent non-GoGreen Home signature products offered by the Program’s participating lenders (as reported by the lenders to CAEATFA), using a data set for loans with terms up to 60 months for borrowers who would have qualified for non-GoGreen Home loans.

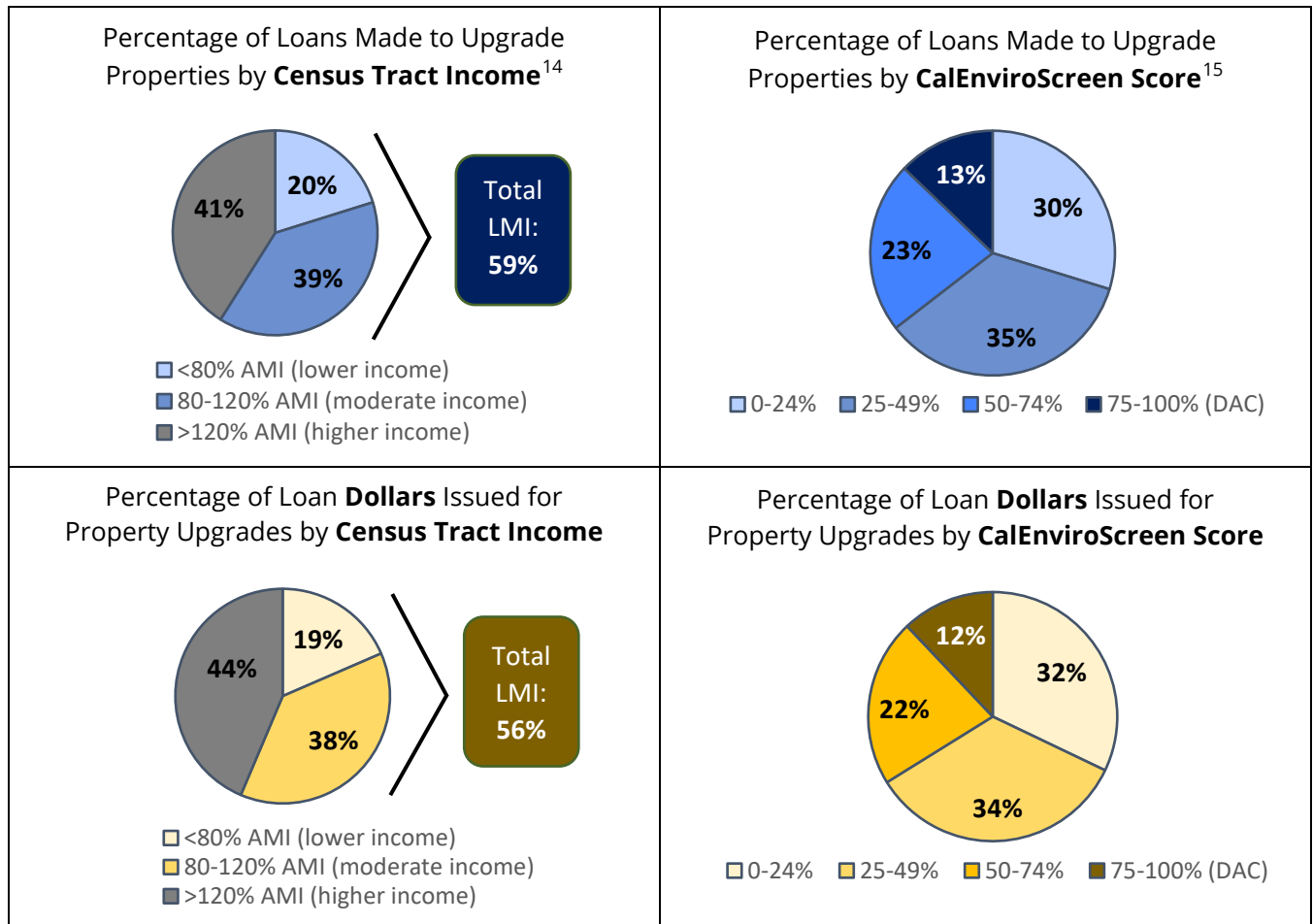
¹³ This chart compares monthly payments between GoGreen Home loans with terms greater than 60 months and what monthly payments would have been if the borrower had used the same lender’s non-GoGreen Home signature product limiting them to shorter term lengths. Loans from one participating lender who currently offers signature products with terms greater than 60 months are excluded from this comparison. Signature product terms from participating lenders are updated quarterly.

Table 14: GoGreen Home Borrower Credit Score Metrics (Q3 2016 – Q2 2024)



How GoGreen Home Serves the Underserved

Table 15: Loan Activity by Census Tract Income and CalEnviroScreen Score



¹⁴ Low-to-Moderate Income (LMI) census tracts, for the purpose of this reporting and providing a 20% loss reserve contribution for the lender, includes tracts with median income that falls below 120% of the Area Median Income (AMI).

¹⁵ [CalEnviroScreen](#) is a pollution burden mapping tool that uses environmental, health, and socioeconomic data to produce scores for every census tract in California; CAEATFA is reporting loans for properties in tracts scoring in the top quartile (75-100%) as loans for projects in disadvantaged communities (DACs). This data uses the most recent version of CalEnviroScreen available at the time of publication.

Table 16: GoGreen Home Financing Feasibility Metrics

<p>Access to Credit: Borrower Credit Score under 700 Lenders typically require borrowers to have a minimum credit score of around 640 for unsecured loans of any significant value. CAEATFA has designated borrowers with scores below 700 as underserved and offers a higher loan loss reserve contribution rate for those loans.</p>	Loans Enrolled to Borrowers with Credit Score under 700	
	<p>8 Q2 2024</p>	<p>174 All Time</p>
<p>Affordable Monthly Payments: Term Lengths >5 Years The vast majority of lenders typically offer a maximum term length of 5 years for unsecured loans. Through GoGreen Home, lenders are able to extend terms out to 15 years, which significantly lowers monthly payments for borrowers. Loans for bundled solar + storage may be repaid over 20 years.</p>	Loans Enrolled to Borrowers with Term Lengths >5 Years	
	<p>401 Q2 2024</p>	<p>3,819 All Time</p>
<p>Access to Capital: Loan Amounts >\$25,000 Sufficient access to capital is needed for deeper energy retrofits. While lenders typically limit unsecured loans to about \$25,000, most GoGreen Home lenders are able to offer up to \$50,000 for all; with the launch of clean energy financing, many offer up to \$75,000 if the project includes bundled solar + storage.</p>	Loans Enrolled to Borrowers with Total Financed Amount >\$25,000	
	<p>147 Q2 2024</p>	<p>1,314 All Time</p>

Measures Installed

Table 17: Top Energy Efficiency Measures Installed through GoGreen Home (Q3 2016 – Q2 2024)







 <p>HVAC Equipment 3,978 Projects</p>	 <p>Cool Roofs 1,120 Projects</p>	 <p>Windows 1,053 Projects</p>	 <p>HVAC Ductwork 831 Projects</p>	 <p>Insulation 593 Projects</p>
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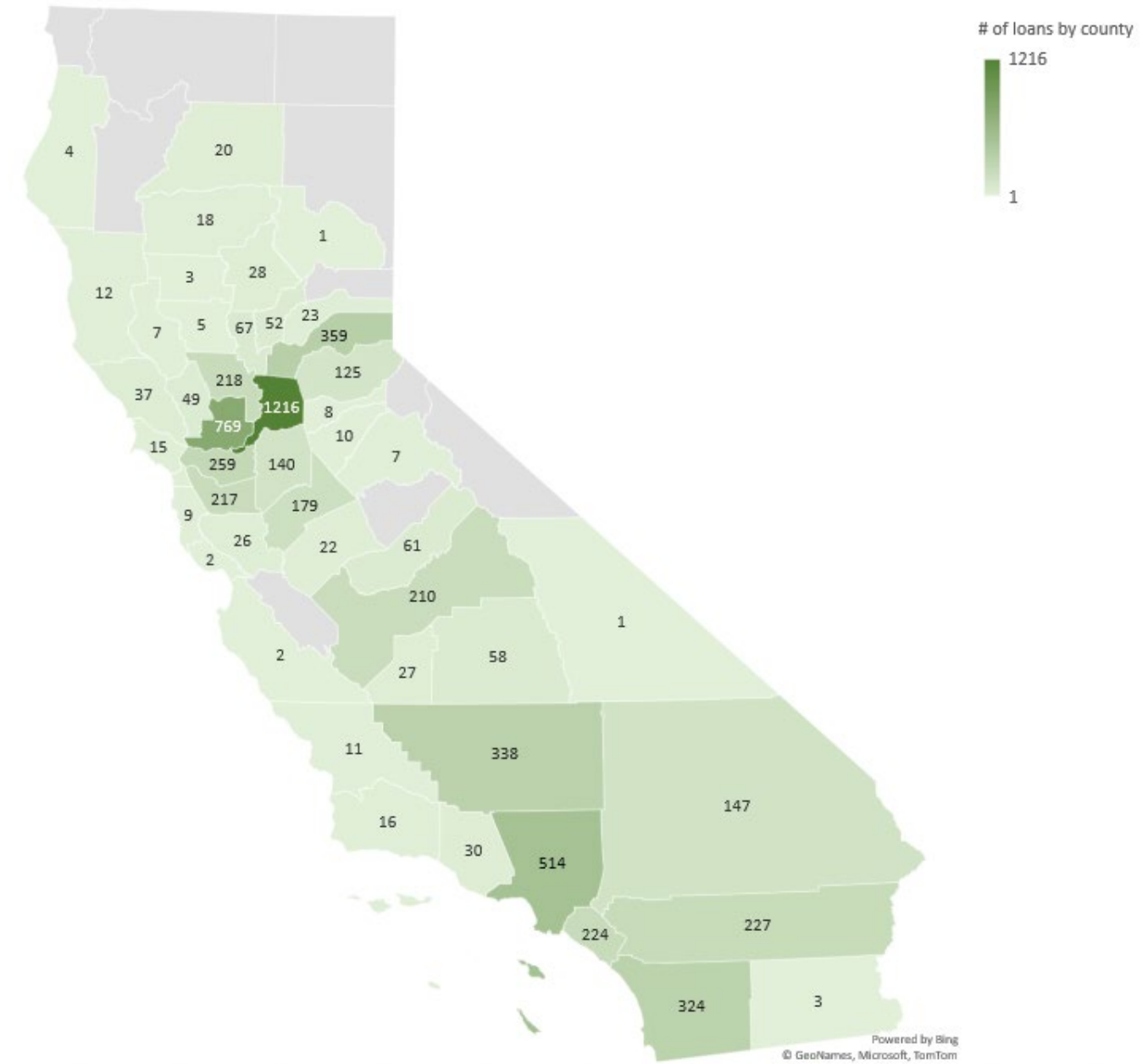
Table 18: Heat Pump Measures Installed through GoGreen Home (Q3 2016 – Q2 2024)

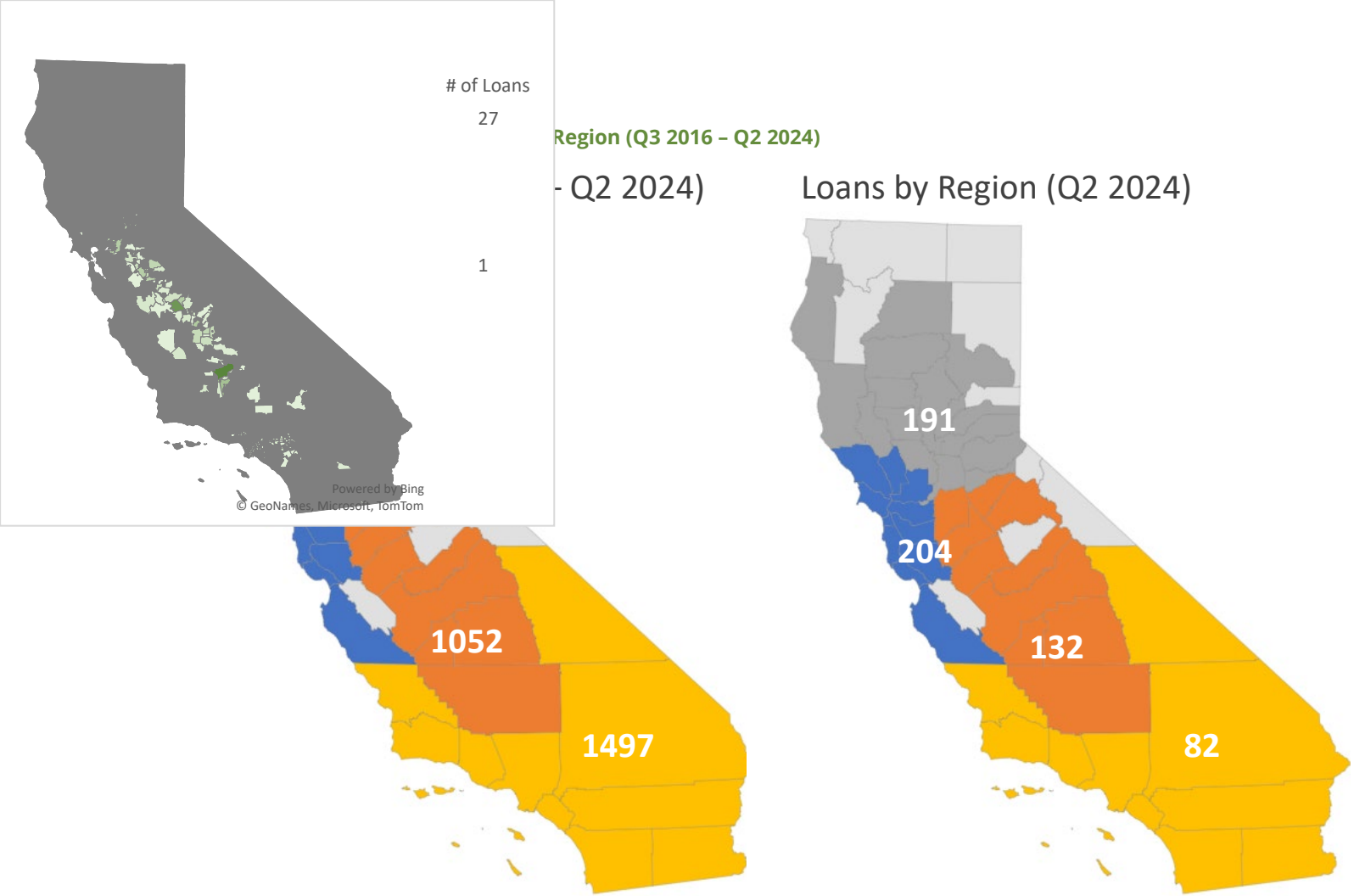
 <p>Heat Pumps</p>			
Space Heating		Water Heating	
112 Projects Q2 2024	1,214 Projects All Time	15 Projects Q2 2024	144 Projects All Time

Maps

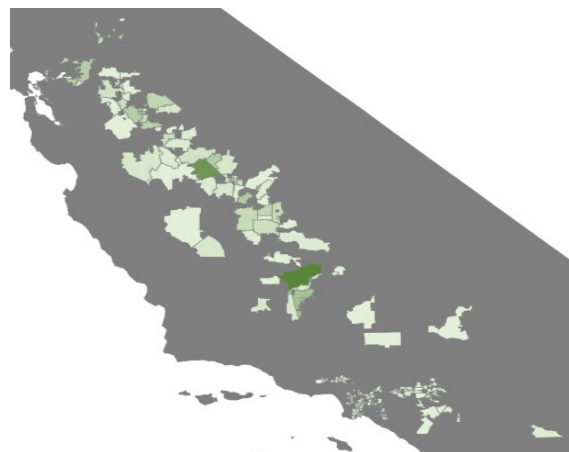
Map of GoGreen Home Loans Enrolled by County (Q3 2016 – Q2 2024)

Of the 10 counties where GoGreen Home has enrolled 0 loans, IOU service is limited or nonexistent in eight: Alpine, Del Norte, Lassen, Modoc, Mono, Sierra, Siskiyou, and Trinity.





Map of GoGreen Home Loans for Properties in Disadvantaged Communities¹⁶ by Zip Code (Q3 2016 - Q2 2024)



¹⁶ For reporting purposes, CAEATFA considers properties in zip codes in the top quartile (75-100%) of CalEnviroScreen scores to be disadvantaged communities (DACs). This data uses the most recent version of CalEnviroScreen available at the time of publication.

Marketplace Microloan Reporting

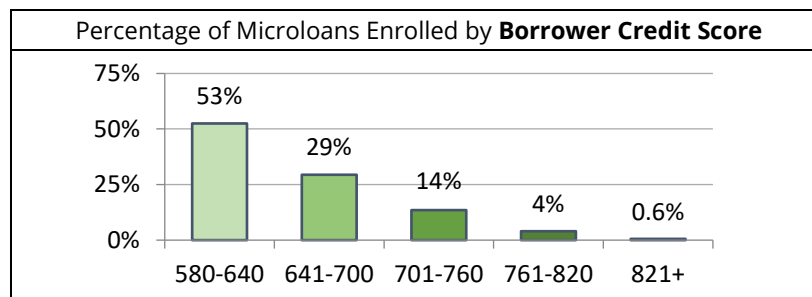
This section reports on microloans enrolled by Enervee and its lender partners through the utility marketplaces. Microloans, per the GoGreen Home regulations, are limited to \$5,000 and are reported separately so as not to skew data presented for full-size (“standard”) loans.

Between Q3 2021 and Q2 2022, Enervee and One Finance offered a product with a 60-month term length and a single interest rate of 9.02% for customers making purchases on the SoCalGas utility marketplace.¹⁷ In Q2 2022, Enervee paused microloan financing in order to onboard a new lender to replace One Finance; activity resumed in Q2 2023 with Lewis & Clark Bank. Together Enervee and Lewis & Clark offer a 60-month term with a single interest rate of 9.99% for borrowers making purchases on the SoCalGas utility marketplace; additionally, customers who receive electricity from PG&E, SCE and SDG&E may finance appliances through Eco Financing. In Q2 2024, 435 microloans were enrolled for an all-time total of 1,421.

Table 19: Marketplace Microloan Financing Activity (All Time)

Microloans Enrolled	1,421 ¹⁸		
Total Amount Financed	\$2,118,788		
Loan Size	\$1,540 <i>Average</i>	\$1,296 <i>Median</i>	
Borrower Relationship to Property	872 <i>Owners</i>	549 <i>Renters/Lessees</i>	
Total Loan Loss Reserve Contributions	\$413,839		
Average Loan Loss Reserve Contribution	\$291 per microloan		
Top 3 Appliances Purchased	527 <i>Washer</i>	496 <i>Dryer</i>	410 <i>Refrigerator</i>

Table 20: Marketplace Microloan Borrower Credit Score Metrics (Q3 2021 – Q2 2024)



¹⁷ One Finance’s offer of marketplace microloans ended in June 2022. Enervee’s loan enrollments resumed in June 2023 through a new lender, Lewis & Clark Bank.

¹⁸ As part of this financing option, customers may return their appliance within the supplier's return window. In the event of a return, their debt obligation becomes cancelled, and therefore the total number of microloans reported as enrolled each month will include a small percentage of loans that will be cancelled. CAEATFA processes these removals on an ongoing basis as needed, and the “All Time” totals reflect any previously enrolled loans that have since been cancelled.

Table 21: Marketplace Microloan Enrolled by IOU

Utility	Loans Enrolled	
	Q2 2024	All Time
Southern California Edison	315 (\$517,548)	690 (\$1,148,824)
Southern California Gas	120 (\$150,562)	731 (\$1,039,964)

Table 22: Marketplace Microloan Portfolio Summary (Q3 2021 - Q2 2024)

Marketplace Microloan Portfolio Summary as of June 30, 2024		
Paid in Full	160 Loans	\$207 K
Current Outstanding ¹⁹	842 Loans	\$988 K
30-60 Days Past Due	74 Loans	\$79 K
90-120 Days Past Due	30 Loans	\$36 K
Charged Off	315 Loans	\$386 K

¹⁹ Reflects the outstanding, unpaid principal balance for the 842 microloans.

GoGreen Business Energy Financing Program

Key GoGreen Business Metrics – Program Inception through Q2 2024

11 Projects Enrolled in Q2	\$677,798 Amount Financed in Q2	19 Financing Agreements Pre-Approved ²⁰	\$2.69 million Total Amount Pre-Approved for Financing
59 Total Projects Enrolled (all time)	\$5.29 million Total Amount Financed (all time)	181 Enrolled Contractors and Project Developers	8 Enrolled Finance Companies

View the GoGreen Business [quarterly data summaries](#).

GoGreen Business Updates

Eleven new projects representing \$677,798 in upgrades were enrolled in GoGreen Business during Q2, bringing the total amount financed since program inception in 2019 to \$5.29 million. The quarter closed with 19 preapproved financing agreements representing \$2.69 million in projects; these are anticipated to be completed and enrolled in future quarters.

The Go Low Rates marketing promotion, or “Go Low,” which offers an interest rate buy-down (IRBD) for projects financed by one of the promotion’s three participating lenders, continued driving activity in Q2, with five enrolled projects benefitting from the promotion before funds ran out in June. Through Go Low, up to \$10,000 is available to buy down interest rates for eligible projects; depending on project size and at the lender’s discretion, this can result in 0% interest financing.

With On-Bill Repayment (OBR) functionality currently available in three of the four IOU service areas (SCE, SoCalGas and SDG&E), staff continued to coordinate with PG&E on finalizing the tariff governing OBR availability in the utility’s service area. CAEATFA staff hopes to launch OBR in PG&E territory in 2024.

CAEATFA staff worked on a planned mid-2024 launch of clean financing capability, including solar PV with battery storage, EV charging, and anaerobic digesters.

²⁰ Projects that have been pre-approved for GoGreen Business have passed a preliminary evaluation and are expected to be enrolled in the program after further development, installation, and review.

Table 23: GoGreen Business Finance Agreement Status by Lender as of June 30, 2024

	Finance Agreements Enrolled	Total Amount Financed (in thousands)
Accessity²¹	0	\$0
Alliance Funding Group	0	\$0
Ascentium Capital	19	\$1,289 K
DLL Financial Solutions Partner	6	\$1,236 K
Prime Capital Funding	0	\$0
Renew Energy Partners	0	\$0
Travis Credit Union	0	\$0
Verdant Commercial Capital	34	\$2,768 K
	59	\$5,292

For information about GoGreen Business program structure and eligibility, see Appendix 7.

GoGreen Affordable Multifamily Energy Financing Program

GoGreen Multifamily Updates and Challenges

Since launching the program in Q2 2019, staff has worked diligently with affordable multifamily property owners and program partners to identify and overcome barriers, within the allowable framework of CPUC Decisions, to undertaking energy upgrades. To date, no projects have been enrolled in the GoGreen Multifamily program. GoGreen Multifamily has been incorporated into, and is now part of, GoGreen Business.

In Q2 2024, staff continued outreach to prospective customers as well as program partners with an eye toward facilitating projects.

For information about GoGreen Multifamily program structure and eligibility, see Appendix 7.

²¹ Accessity enrolled in GoGreen Business as a Participating Finance Company in Q2 2021. Accessity planned to offer loans through the Program via SDG&E’s Small Commercial Program, operated by Willdan. However, in Q1 2022, the SDG&E program was closed due to low activity. CAEATFA staff are discussing alternate options for a GoGreen Business product offering with Accessity.



Screenshot from GoGreenFinancing.com

Marketing and Outreach

Consumer Marketing

In Q2 the Statewide Marketing Implementer continued the “Green Means Go” campaign via paid search, programmatic ads (digital banners placed on open ad spaces) and paid advertising on Facebook. These efforts were buttressed by numerous IOU marketing activities:

- PG&E included GoGreen Home in its April, May and June Home Energy Reports.
- SDG&E continued the four-month digital campaign it launched in March using cobranded GoGreen Financing assets across programmatic, YouTube, NextDoor and Meta channels. The campaign included both home and business. The campaign was scheduled to end June 30 and resume Aug. 1, concluding Dec. 31.
- SCE launched paid social campaigns on Meta for home and business (including LinkedIn for business). Begun in April, the campaigns were planned to run through September and used GoGreen Financing assets.
- SoCalGas included GoGreen Home messaging on its Home Energy Report in April and on bill envelopes going to 2.3M residential customers in both April and May.

Activity from all sources drove 119,000 users to GoGreenFinancing.com during the quarter and resulted in more than 6,500 clicks to lenders or contractors. GoGreen Home lenders reported 2,404 loan applications received during the quarter, more than double a year ago (1,141 applications in Q2 2023). CAATFA staff plans to begin querying GoGreen Business finance companies on applications received in Q3.

The Green Means Go marketing campaign was recognized with two prestigious Drum Awards for Marketing Americas, receiving Gold in the Sustainability and Bronze in the Public Sector categories. The Drum is an international organization that recognizes the efficacy of marketing campaigns in support of positive social and behavioral change. The campaign was also featured in the Illustration Annual 65 issue of *Communication Arts Magazine* (May-June), the preeminent publication of the advertising industry. The campaign was displayed in the Institutional category as an example of excellence in animation.

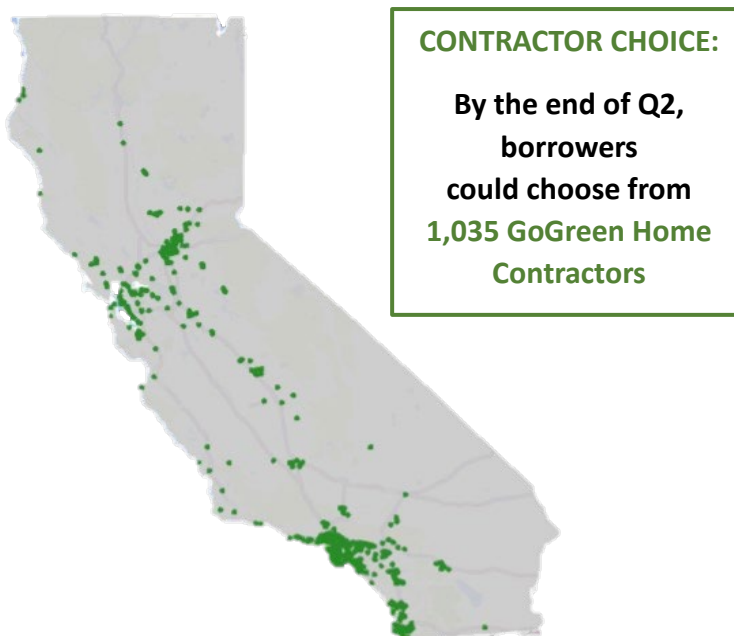
CAEATFA staff promoted the programs at numerous events throughout the quarter. Highlights included the California Efficiency and Demand Management Council Spring Symposium, the California Climate and Energy Collaborative Forum, the Association of Energy Engineers (AEE) western conference, the Stanford Latino Entrepreneurship Initiative Program, Hispanics in Energy Conference, the Sustainable Facilities Forum and small business workshops hosted by Senators Anna Caballero (SD-14, Fresno) and Aisha Wahab (SD-10, Fremont).

Contractor and Stakeholder Outreach

Contractor Manager EGIA continued outreach to contractors via newsletters featuring program updates and contractor education, including the availability of clean energy financing for GoGreen Home; the launch of an online project portal designed to streamline processes for GoGreen Home contractors; and the relaunch of a replenished Go Low interest rate buy-down promotion.

At the end of Q2, a total of 1,035 contractors were enrolled in GoGreen Home, and borrowers could choose from 181 contractors and project developers enrolled in GoGreen Business. One contractor was removed from the program in Q2.

Staff reached out to contractors through various events, including regional chapter meetings of the California Solar and Storage Association and a PG&E Trade Pro workshop. Program and marketing staff met with numerous solar and storage installers and distributors in preparation for the launch of clean energy measure eligibility in June (residential) and July (small business).



Appendices

Appendix 1: Budget and Expenditures

Budgetary Authorization

D.13-09-044 directed the IOUs to allocate a total of \$75.2 million to finance the programs over the initial period ending June 30, 2022, referred to as the “Pilot Phase” below. In August 2021, the CPUC issued Decision D.21-08-006 authorizing up to an additional \$75.2 million in incremental funds to support existing CHEEF programs for an additional five-year period from July 1, 2022 through June 30, 2027 (FY 22-26), referred to below as the “Program Phase.”

As of June 30, 2022, a total of \$26.4 million of the original \$75.2 million authorized for the Pilot Phase period remained which had not been either expended or allocated as loan loss reserves. After carrying over the remaining \$26.4 million in authorized funds from the Pilot Phase budget into the Program Phase, the IOUs are authorized to collect up to \$48.7 million in incremental funding from IOU ratepayers to support the CHEEF programs through June 30, 2027. Table 24 provides a final breakdown of the original Pilot Phase budget allocations, expenditures, and remaining funds to carry over to the Program Phase. Table 25 shows incremental funding needed for the Program Phase budget through the end of FY 26.

Table 24: Pilot Phase Budget from 2014 through June 30, 2022

Item	Original Authorized Budget
CHEEF Administration (CAEATFA)²²	
<i>Start-up costs, Hub administration, direct implementation, outreach, and training</i>	
Allocated to CAEATFA for administration of the CHEEF	23,060,000
Expended through 6/30/22	(17,674,005)
Net CHEEF administration funds available to carry over to "Program Phase": FY 22-26 budget	5,385,995
Marketing, Education, Outreach (ME&O)	
Statewide ME&O plan initial allocation	8,000,000
Expended through 9/30/20	(7,954,727)
Net ME&O funds available to carry over to "Program Phase": FY 22-26 budget¹	45,273
Credit Enhancement (CE)	
Funds available for CEs after allocations for IOU and CAEATFA administration ²	25,336,024
Funds expensed for loan losses from claims ³	(252,467)
CE funds encumbered as of 6/30/22 ⁴	(5,070,010)
Unallocated CE funds available to carry over to "Program Phase": FY 22-26 budget	20,013,547
IOU Administration	
<i>Start-up costs, On Bill Repayment (OBR) build-out, direct implementation</i>	
Allocated for IOU administration ⁵	17,863,976
Expended through 6/30/22 ⁶	(17,863,976)
Net IOU administration funds available to carry over to "Program Phase": FY 22-26 budget	-
CHEEF Pilot Reserve	
Net pilot reserve funds available to carry over to "Program Phase": FY 22-26 budget⁷	984,931
Total Original Authorized Budget from "Pilot Phase" through FY 21	75,244,931

²² Total CHEEF Administration spend was previously reported as \$17,234,807 as of the end of the Pilot Phase period on the Quarter 2 2022 report. Due to a lag in invoice submittals, CAEATFA received an additional total cost of \$439,197 after the start of the Program Phase period, which CAEATFA allocated to the Pilot Phase budget. This brings the total CHEEF Administration spend for the Pilot Phase to \$17,674,005.

Total of Original Authorized Budget Expended or Allocated	(48,815,185)
Total remaining from original funds authorized in D.13-09-044	26,429,746

Table 25: New Incremental Funding for CHEEF Expenditures in "Program Phase" (July 1, 2022 – June 30, 2027)

Item	FY 22-26 Authorized Budget
Total Budget authorized in D.21-08-006 for CHEEF "Program Phase": FY 22-26	75,174,526
Original funds available to carry over to "Program Phase": FY 22-26 budget	(26,429,746)
Total new incremental funding for the CHEEF programs needed through FY 26⁸	48,744,780

Table 26 provides an itemized breakdown of initial allocations for the \$75.2 million Program Phase budget, current expenditures, and remaining balance. As of June 30, 2024, CAEATFA had expended \$6,809,335 of the \$23.3 million allocated for CHEEF administration, direct implementation, and outreach to finance companies and contractors.

Table 26: Budget for CHEEF "Program Phase" Expenditures (July 1, 2022 – June 30, 2024)

Item	FY 22-26 Authorized Budget
CHEEF Administration, Direct Implementation, Outreach and Training	
Allocation for CAEATFA administration of the CHEEF ⁹	23,255,041
Expended through 6/30/24 ¹⁰	(6,809,335)
CHEEF Administration funds remaining	16,445,706
Marketing, Education, Outreach (ME&O)	
Allocation for Statewide ME&O	8,000,000
Expended through 6/30/24 ¹¹	(3,236,099)
ME&O funds remaining	4,763,901
Credit Enhancement (CE)	
Allocation	43,919,485
Total CE funds released to CAEATFA from IOUs as of 6/30/24 ¹²	(10,364,395)
CE budget funds that remain available for release from IOUs	33,555,090
Total Authorized Budget for FY 22-26	75,174,526
Total FY 22-26 Budget Expended or Released	(20,409,829)
Total FY 22-26 Budget Remaining	54,764,697

The total cost of operating the CHEEF was \$5,250,718²³ over the past four quarters (Q3 2023 through Q2 2024). This includes CAEATFA personnel costs, overhead costs such as rent and services received from the State Treasurer's Office and other state agencies, operating expenses, expenditures for CHEEF contracted vendors, and Statewide Marketing Implementer expenditures. Relative to CHEEF program participation over this period, this means that there was \$0.09 in program spending for each \$1.00 in private capital leveraged and \$0.73 in program spending for each \$1.00 in CE funds allocated. This represents a 52% decrease in administrative

²³ The total cost for operating the CHEEF includes personnel costs, overhead, expenditures for CHEEF contracted vendors, and Statewide Marketing Implementer expenditures. To improve accuracy of actual operating costs, infrequently or periodically invoiced costs (e.g., CHEEF portion of annual rent expenses) are assigned or prorated for the applicable month(s) in which services were rendered, or estimated based on anticipated costs if not yet invoiced. As a result, this total may deviate from the actual expenditures paid in the period shown in Table 25.

spending per dollar of private capital leveraged and a 37% decrease in administrative spending per dollar of CE funds allocated compared with the four quarters before that (Q3 2022 through Q2 2023). See Table 27 for details.

Table 27: CHEEF Operating Costs and Expenditures Year Over Year

	Q3 2022 – Q2 2023	Q3 2023 – Q2 2024
CHEEF Expenditures	\$5,351,847	\$5,250,718
Private Capital Leveraged	\$28,426,328	\$57,534,888
CHEEF Cost Per Dollar of Private Capital Leveraged	\$0.19	\$0.09
Credit Enhancement Funds Allocated	\$4,584,846	\$7,145,098
CHEEF Cost Per Dollar of Credit Enhancement	\$1.17	\$0.73

Beginning in Q2 2022, CAEATFA began extending electric measure eligibility to IOU gas customers who receive electric service from a non-IOU provider. In accordance with Decision D.21-08-006 and cost allocation methodology subsequently approved by the CPUC, CAEATFA separately tracks the cost allocations associated with this extension of eligibility for GoGreen Home and entered into an agreement with Energy Solutions under the TECH Clean California Initiative to fund those costs with non-IOU PPP funds. Table 28 provides a summary of the current expenditures and Credit Enhancement contributions.

Table 28: TECH Clean California Expenditures and Allocations (through June 30, 2024)

Administrative Costs	
Start-up and fixed costs (e.g., initial outreach, accounting set-up, reporting)	\$45,273
Variable, per loan costs (e.g., loan reviews, processing & compliance verifications)	\$39,957
Administrative Total	\$85,230
Credit Enhancement Allocations	
Currently encumbered as of 6/30/24	\$1,390,785

Budget End Notes

1. Net ME&O funds are the \$8 million initially allocated for statewide ME&O minus \$7,954,727 expended by the Marketing Implementer through 9/30/2020, as reported to CAEATFA. The previous contract for the Marketing Implementer administered by SoCalGas ended on 9/30/2020. Resolution E-5072 permitted a new contract to be issued with spending at previous levels and using funding from other energy efficiency funding already approved and unutilized, under which the Marketing Implementer spent an additional \$1,484,643 from 10/1/2020 through 6/30/2022. Additionally, the initial allocation for ME&O also included \$2 million to CAEATFA for outreach to finance companies and contractors and is included in the total allocated to CAEATFA administration of the CHEEF.
2. Initial CE allocation per D.13.09.044 was \$42.9 million. Program Implementation Plans (PIPs) filed by the IOUs and CHEEF in 2014 and 2015 earmarked \$9,863,976 for Admin and Direct Implementation by the IOUs, and Resolution E-5072 allowed CAEATFA to re-allocate \$7.7 million of CE funds for CAEATFA administrative purposes while awaiting an initial long-term budget from the CPUC.
3. Funds expensed are claims paid out when a lender submits a claim for an enrolled loan default minus subsequent recoveries reimbursed back to the program.
4. Credit Enhancement funds are allocated to Lender Loss Reserve accounts and recaptured for future redeployment when loans are paid off.

5. Net IOU administration funds are the \$9,863,976 earmarked in the Program Implementation Plans (PIPs) filed by the IOUs and CHEEF in 2014 and 2015 for Admin and Direct Implementation by the IOUs, plus an additional \$8 million allocated for IOU IT costs.
6. CAEATFA does not have access to IOU expense details and assumes that all originally allocated IOU administration funds were spent. Decision 17.03.026 approved additional expenditures of up to \$500,000 per year, per IOU (and \$800,000 for SoCalGas) from 2017 through 2020, using funding from energy efficiency funding already approved or for incremental funding, subject to the Advice Letter process. Resolution E-5072 authorized the IOUs to continue supporting the CHEEF Programs using their Annual Budget Advice Letter, or separate advice letter processes, and include funds in future business plan filings.
7. Net pilot reserve funds are the initial allocation of \$9,344,931 minus \$8.36 million re-allocated to CAEATFA administration of the CHEEF, as authorized by the Joint Ruling of Assigned Commissioner and Administrative Law Judge on Financing Pilots and Associated Marketing Education and Outreach Activities, November 2016.
8. This represents the maximum incremental funding from IOU ratepayer customers for implementation of the CHEEF programs through 6/30/2027, as directed in Decision D.21-08-006. The joint IOU and CAEATFA budget Advice Letter 5883G, submitted 10/8/2021 and accepted by the CPUC effective 11/08/2021, approved an incremental funding request of \$51,187,749 based on the spending and loan activity forecasts through 6/30/2022 that were made at that time. Actual expenditures turned out to be lower.
9. Funds were authorized per Joint Advice Letter 5883G, filed October 8, 2021 and accepted November 8, 2021.
10. Quarterly expenditures are based on good faith estimates due to a lag in invoice submittals.
11. The contract for the statewide Marketing Implementer is administered by SoCalGas, and numbers reflect data reported to CAEATFA.
12. Once released to CAEATFA, Credit Enhancement funds are allocated to Lender Loss Reserve accounts and recaptured when loans are paid off. They may also be paid out if a lender submits a claim for a default. Encumbered CE funds from the Program Phase budget are intermixed with previously encumbered CE funds from the Pilot Phase budget, so CE funds under the Program Phase budget are expressed according to their release to CAEATFA from the IOUs. For more detail, see Table 12 (Summary of Charge-Offs, Claims Paid and Recoveries) and Appendix 2 (Loss Reserve Account Beginning and Ending Balances).

Appendix 2: Loss Reserve Account Beginning and Ending Balances

IOU Holding Accounts

The IOUs release funds into their respective holding accounts upon approval of CAEATFA staff requests. CAEATFA staff coordinates with the IOUs to ensure acceptance of the funds from the IOUs and transfer of these funds to the appropriate Program account.

Table 29: Balance of IOU Holding Accounts

	SoCalGas	PG&E	SCE	SDG&E
Beginning Balance (4/1/2024)	\$251,113	\$4,003	\$1,417	\$1,124
Release of CE Funds from IOUs	\$250,000	\$250,000	\$0	\$0
Transfer of CE Funds to GoGreen Home Account	(\$375,000)	(\$250,000)	(\$0)	(\$0)
Transfer of CE Funds to GoGreen Business Account	(\$125,000)	\$0	(\$0)	(\$0)
Transfer of CE Funds to Operational Reserve Fund Account	\$0	\$0	\$0	\$0
Interest Accrued	\$706	\$417	\$56	\$15
Ending Balance (6/30/2024)	\$1,819	\$4,419	\$1,473	\$1,139

GoGreen Home-Related Accounts

There are two GoGreen Home-related accounts administered by CAEATFA:

- The **GoGreen Home Program Account** holds the available portion of the requested CE funds that are used to credit enhance projects enrolled in the Program. Once a project is enrolled in the Program, the CE portion of the Claim Eligible Amount is transferred to the Participating Lender’s Loan Loss Reserve (LLR) Account. The IOUs hold additional funds budgeted for the Program, and those funds are available to be released to the holding account when needed, then transferred to the Program account.
- The **GoGreen Home Interest Account** holds the interest swept²⁴ from the GoGreen Home Program Account and all the GoGreen Home Lender Loan Loss Reserve Accounts. See Table 30.

²⁴ Interest earned in all GoGreen Home-related accounts is swept on a monthly basis into the GoGreen Home Interest account. For Q2 2024, interest earned on GoGreen Home-related accounts totaled \$201,393 of which \$3,287 was earned and retained in the GoGreen Home Interest account, \$10,496 was earned and swept from the GoGreen Home Program account, and \$187,610 was earned and swept from the twelve GoGreen Home Lender LLR accounts.

Table 30: Balance of GoGreen Home-Related Accounts

	GoGreen Home Program	GoGreen Home Interest
Beginning Balance (4/1/2024)	\$789,300	\$184,347
Credit Enhancement (CE) Funds Released from IOUs	\$625,000	\$0
Contributions to Lender Loss Reserve Accounts	(\$876,066)	\$0
Funds Recaptured from Recoveries	\$0	\$0
Funds Recaptured from Annual Rebalance	\$0	\$0
Funds Transferred from Other Accounts	\$0	\$0
Net Interest Earned	\$10,496	\$3,287
Net Interest Swept	(\$10,496)	\$198,106
Ending Balance (6/30/2024)	\$538,234	\$385,740

GoGreen Home Lender Loan Loss Reserve Accounts

Each time a lender enrolls a project, a loss reserve contribution of either 5% or 20% (depending on whether the loan was made to a credit challenged borrower) is transferred from the GoGreen Home Program Account into the respective lender’s LLR Account. The ending balance on the table below shows the amount the lender has available to offset a borrower defaulting on a loan.

Annual Rebalance of Lender Accounts

D. 13-09-44 directs CAEATFA to recapture funds periodically when loans are paid off to meet the goal of developing a sustainable program, and D. 17-03-026 gives CAEATFA the ability to true up its credit enhancement funds at its discretion. CAEATFA has chosen to complete the recapture of Credit Enhancement funds through an annual rebalance. The rebalance occurs annually in August for the previous fiscal year running July 1-June 30; the rebalance appears in the Q3 report. Recaptured funds are transferred from the Lenders’ LLR Accounts back to the Program Account. Claims made by a Lender during the fiscal year reduce the amount of funds recaptured.

Table 31: Balance of GoGreen Home Lender Loss Reserve Accounts²⁵

	California Coast Credit Union	Desert Valleys Federal Credit Union	Eagle Community Credit Union	First U.S. Community Credit Union	Matadors Community Credit Union	Pasadena Service Federal Credit Union	Travis Credit Union	Valley Oak Credit Union	One Finance	Lewis & Clark Bank	Diablo Valley Community Credit Union
Beginning Balance 4/1/2024	\$4,774,272	\$97,535	\$16,101	\$2,471,948	\$1,939,738	\$9,047	\$4,368,170	\$65,770	\$40,769	\$148,173	\$0
Claims Paid	(\$91,587)	\$0	\$0	(\$21,094)	(\$55,584)	\$0	(\$27,583)	\$0	(\$29,922)	\$0	\$0
Loss Reserve Contributions²⁶	\$171,662	\$5,293	\$0	\$62,225	\$76,968	\$0	\$428,399	\$0	\$0	\$128,573	\$2,946
Other – Transfers/Errors in Period	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Interest Earned	\$64,021	\$1,310	\$215	\$33,150	\$25,852	\$121	\$59,248	\$879	\$391	\$2,423	\$0
Net Interest Swept	(\$64,021)	(\$1,310)	(\$215)	(\$33,150)	(\$25,852)	(\$121)	(\$59,248)	(\$879)	(\$391)	(\$2,423)	\$0
Ending Balance 6/30/2024	\$4,854,347	\$102,828	\$16,101	\$2,513,079	\$1,961,122	\$9,047	\$4,768,986	\$65,770	\$10,847	\$276,746	\$2,946

²⁵ Self-Help Federal Credit Union has not yet enrolled a project and therefore is not included in this chart.

²⁶ A net total of \$876,066 in Loss Reserve Contributions were made in Q2 2024, of which all \$876,066 were IOU PPP funds from the GoGreen Home Program Account and \$0 were from credit enhancement funds provided by the TECH Clean California Initiative in accordance with CPUC-approved cost allocation methodology.

GoGreen Business-Related Accounts

Loss reserve accounts for GoGreen Business operate under a similar process as those for GoGreen Home loss reserve accounts. Each time a finance company enrolls a project, 20% of the first \$50,000 of the agreement and 5% of the next \$950,000 is transferred from the GoGreen Business Program account into the respective finance company's loss reserve account. The ending balance in the table below shows the amount the finance company has available in the loss reserve to offset a customer defaulting on a finance agreement.

Table 32: Balance of GoGreen Business-Related Accounts

	GoGreen Business Program	GoGreen Business Interest
Beginning Balance 4/1/2024	\$340,540	\$39,272
Credit Enhancement funds released from IOUs	\$112,627	\$0
Contributions to Loss Reserve Accounts	(\$86,957)	\$0
Net Interest Earned	\$4,798	\$563
Net Interest Swept²⁷	(\$4,798)	\$9,416
Ending Balance 6/30/2024	\$366,209	\$49,251

Table 33: Balance of GoGreen Business Lender Loss Reserve Accounts²⁸

	Ascentium Capital	DLL Financial Solutions Partner	Verdant Commercial Capital
Beginning Balance 4/1/2024	\$6,387	\$37,086	\$258,882
Claims Paid	(\$0)	(\$0)	\$0
Contributions to Loss Reserve Accounts	\$25,799	\$1,915	\$71,617
Net Interest Earned	\$236	\$508	\$3,874
Net Interest Swept	(\$236)	(\$508)	(\$3,874)
Ending Balance 6/30/2024	\$32,187	\$39,001	\$330,498

²⁷ Interest earned in all GoGreen Business-related accounts is swept on a monthly basis into the GoGreen Business Interest account. For Q2 2024, interest earned on GoGreen Business-related accounts totaled \$9,979 of which \$563 was earned and retained in the GoGreen Business Interest account, \$4,798 was earned and swept from the GoGreen Business Program account, and \$4,618 was earned and swept from the three funded GoGreen Business Finance Company LLR accounts.

²⁸ Loss reserve accounts exist for all eight Finance Companies participating in GoGreen Business. Account activity will be reported for the remaining Finance Companies upon enrollment of their first financing agreement with the Program.

Appendix 3: Impact of the Credit Enhancement

The credit enhancement mitigates risk for lenders, yielding better loan terms for customers and encouraging more energy efficiency lending that will help California achieve its greenhouse gas reduction goals. The information below is based on GoGreen Home, the longest-running CHEEF Program.

Based on CAEATFA’s agreements with GoGreen Home lenders, the credit enhancement has resulted in better terms and approval rates for customers. When interested financial institutions submit an application to become a lender, CAEATFA asks them to describe their most similar loan product (typically an unsecured personal loan) and to describe their current interest rate, minimum credit scores, maximum loan amounts and maximum terms for these loans. With this information, CAEATFA is able to ensure that the final and approved GoGreen Home product offers appropriate benefits for borrowers in exchange for lender access to the credit enhancement.

How the Credit Enhancement Makes Financing Feasible for Borrowers

Lenders have made improvements to their existing underwriting criteria as a result of the credit enhancement (which takes the form of a loan loss reserve) that significantly benefit potential borrowers. Private capital leveraged through the Program not only offers improved rates and terms, but often renders energy efficiency projects feasible. Monthly payments are reduced by more than \$300 on average for borrowers who take advantage of the 15-year term length offered by the majority of participating lenders, when compared with a standard 5-year unsecured loan. Coupled with lower interest rates and broader approval criteria, this greatly enhances the appeal and viability of financing for most borrowers and frequently makes the difference between completing or not completing an energy retrofit. This example illustrates these features in practice, using current rates and terms from a Participating Finance Company:

	Without GoGreen Home	With GoGreen Home
Loan Details	Borrower has a credit score of 600 and seeks \$15,000	
Financing Product	Unsecured personal loan	GoGreen Home Energy Loan
Interest Rate	21.88%	7.88%
Term Length	5 years	15 years
Monthly Payment	\$413	\$142

Feasibility of financing is measured in a number of ways:

- **Access to credit:** Lenders typically require borrowers to have a minimum credit score of around 640 for unsecured loans of any significant value. Through GoGreen Home, lenders are able to approve loans for borrowers with credit scores as low as 580.
- **Affordable monthly payments:** The vast majority of private lenders typically offer a maximum term length of 5 years for unsecured loans. Through GoGreen Home, lenders are able to extend terms out to 15 years and, for bundled solar + storage, even 20 years, which significantly lowers monthly payments for borrowers.
- **Access to capital:** Sufficient access to capital is needed for deeper energy retrofits. While lenders typically limit unsecured loans to about \$25,000, most lenders are able to offer up to \$50,000 for all borrowers through GoGreen Home, with \$75,000 available when the project includes bundled solar + storage.

See Table 16 (Financing Feasibility Metrics) in the GoGreen Home reporting section for tracking of GoGreen Home loans enrolled that demonstrate these criteria.

Table 34: Impact of the Credit Enhancement on Loan Terms by GoGreen Home Lender

Because lenders are free to set their own underwriting criteria within program guidelines, individual products vary from lender to lender. The table below provides some highlights of changes that resulted from the credit enhancement. When a range is stated below, it generally ties back to the borrower’s credit score.

	Interest Rate	Minimum Credit Score	Maximum Loan Amount	Maximum Loan Term
STATEWIDE LENDERS				
California Coast Credit Union	<i>Reduced by:</i> 50 – 1600 basis points (bps) ²⁹	No change from existing 600	<i>Increased:</i> \$30,000 to \$75,000	<i>Increased:</i> 5 years to 20 years
Matadors Community Credit Union	<i>Reduced by:</i> 591 – 841 bps	<i>Reduced:</i> 660 to 580	<i>Increased:</i> \$15,000 to \$50,000	<i>Increased:</i> 5 years to 15 years
Self-Help Federal Credit Union	<i>Reduced by:</i> 775 – 950 bps	No change from existing 580	\$50,000 to \$75,000	<i>Increased:</i> 4 years to 20 years
REGIONAL LENDERS				
Desert Valleys Federal Credit Union	<i>Reduced by:</i> 749 – 1000 bps	No change from existing 580	<i>Increased:</i> \$15,000 to \$50,000	<i>Increased:</i> 5 years to 15 years
Diablo Valley Federal Credit Union	<i>Reduced by:</i> 300 - 1224 bps	No change from existing 580	<i>Increased:</i> \$15,000 to \$50,000	<i>Increased:</i> 5 years to 15 years
First US Community Credit Union	<i>Reduced by:</i> 499 – 1099 bps	<i>Reduced:</i> 640 to 580	<i>Increased:</i> \$25,000 to \$50,000	<i>Increased:</i> 5 years to 15 years
Lewis & Clark Bank	<i>Reduced by:</i> With Autopay, 2000 bps; without Autopay, 1790 bps	<i>Reduced:</i> 640 to 580	No change from existing \$5,000	No change from existing 5 years
Travis Credit Union	<i>Reduced by:</i> 150 bps	<i>Reduced:</i> 680 to 600	<i>Increased:</i> \$35,000 to \$50,000	15 years to 20 years
Valley Oak Credit Union	<i>Reduced by:</i> 333 – 883 bps	No change from existing 580	<i>Increased:</i> \$20,000 to \$75,000	<i>Increased:</i> 5 years to 20 years
<i>The interest rates reflected in this table are effective as of June 30, 2024.</i>				

²⁹ “bps” = Basis point, a common unit of measure for interest rates. A single basis point is equal to 1/100th of 1% (e.g., 100 bps = 1%).

How the Credit Enhancement Helps Achieve Program Goals

The credit enhancement is more than just a financial mechanism. For CHEEF Programs, it means the difference between achieving program goals—increasing the availability of attractive financing for energy investments throughout California, including for underserved borrowers—and not. The table below demonstrates the impact of the credit enhancement in several scenarios:

Table 35: Impact of the Credit Enhancement on Achieving Program Goals

	Without GoGreen Home	With GoGreen Home
Borrower has a credit score of 600	Borrower would be unlikely to qualify for a personal loan.	Borrower may qualify for a GoGreen Home loan with a term of 5, 10 or 15 years, paying an interest rate as low as 4.99% for a 5-year term and 5.99% for 15 years.
Borrower wants a 5-year repayment term	Assuming a credit score of 600, borrower could take out a personal loan with a rate of 21.88% ³⁰ using a GoGreen Home lender’s market-rate product. The resulting payment on a \$25,000 loan would be \$689 per month. Borrower may not be able to afford the high monthly payment.	Assuming a credit score of 600, borrower could qualify for a GoGreen Home loan with interest as low as 5.88% for a 5-year term using the same lender’s GoGreen Home product. Borrower’s payment on a \$25,000 loan would be \$482 each month, a \$207 monthly savings from the lender’s market-rate product.
Borrower wants the lowest monthly payment	Unsecured personal loans with 15-year terms are largely unavailable in today’s market.	Borrowers can spread out monthly payments up to 15 years through GoGreen Home. Assuming a credit score of 600, a \$25,000 loan with a 15-year term could receive a rate as low as 7.88% from the same GoGreen Home lender, resulting in payments of only \$237 per month, a reduction of \$452 per month from the lender’s 5-year market-rate product.






³⁰ The rate of the equivalent non-GoGreen Home signature loan product offered by a Participating Finance Company.

Appendix 4: Participating Finance Company Overview

All CHEEF Programs leverage private capital through participating Finance Companies. Each Finance Company enrolls in a CHEEF Program through an application process, and subsequently receives credit enhancements for the financing they enroll that meets program criteria. There are currently:

- **12 participating GoGreen Home Lenders:** California Coast Credit Union, Desert Valleys Federal Credit Union, Diablo Valley Federal Credit Union, Eagle Community Credit Union (servicing loans only), First US Community Credit Union, Matadors Community Credit Union, One Finance (servicing loans only), Pasadena Service Federal Credit Union(servicing loans only), Travis Credit Union, Lewis & Clark Bank, Self-Help Credit Union and Valley Oak Credit Union
- **9 participating GoGreen Business Finance Companies:** Accessity, Alliance Funding Group, Ascentium Capital, DLL Financial Solutions Partner, Prime Capital Funding, Renew Energy Partners, Travis Credit Union, TMC Community Capital and Verdant Commercial Capital
- **5 participating GoGreen Multifamily Finance Companies:** Ascentium Capital, DLL Financial Solutions Partner, Prime Capital Funding, Renew Energy Partners and Verdant Commercial Capital.

Table 36: Participating GoGreen Home Finance Companies

	Date Enrolled	Areas Served	Type of Institution	Total Loans Enrolled	Loans Enrolled in Q2 2024
	September 2016	Statewide	Credit Union (185,000 members)	2,306	147
	September 2016	Portions of Inyo, Kern, and San Bernardino counties	Credit Union (4,000 members)	75	5
	August 2023	Central Contra Costa County	Credit Union (2,400 members)	3	3
	March 2018	Servicing loans only	Credit Union (20,000 members)	12	0
One Finance with 	July 2021	Servicing loans only	FinTech	496	0








Lewis & Clark Bank with 	February 2023	SoCalGas & Southern California Edison territories	Bank	925	435
	June 2018	12 counties in Northern California	Credit Union (25,000 members)	1,124	67
	March 2016	Statewide	Credit Union (20,000 members)	813	40
	April 2018	Pasadena and neighboring parts of LA County, statewide federal employees	Credit Union (11,000 members)	4	0
	March 2024	Statewide	Credit Union (100,000 members)	0	0
	March 2021	12 counties in Northern California	Credit Union (135,000 members)	1,739	347
	August 2015	Madera and Tulare counties, employer groups in Kings & Fresno	Credit Union (6,700 members)	40	0

Table 37: Participating GoGreen Business Finance Companies












	Date Enrolled	Areas Served	Type of Institution	Products Offered	Financing Limits	Total Projects Enrolled
	May 2021	Southern California (San Diego County)	Community Development Financial Institution (CDFI)	Loans	\$500 - \$5,000	0
	May 2019	Statewide	Specialty Finance Company	Equipment leases	\$10,000 - \$5 million	0
	March 2019	Statewide	Specialty Finance Company	Equipment finance agreements	\$20,000 - \$2 million	18
	March 2019	Statewide	Specialty Finance Company	Equipment leases, service agreements, loans	\$5,000 - \$5 million	6
	February 2022	Statewide	Specialty Finance Company	Equipment leases, loans	\$100,000 - \$5 million	0
	January 2021	Statewide	Specialty Finance Company	Efficiency service agreements	\$250,000 - \$5 million	0
	June 2024	Statewide	CDFI	Loans	\$5,000 - \$10,000	0
	February 2022	12 Counties in Northern California	Credit Union	Loans	\$100,000 - \$350,000	0
	March 2022	Statewide	Specialty Finance Company	Equipment finance agreements, leases	\$25,000 - \$5 million	32


Table 38: Participating GoGreen Multifamily Finance Companies

Note: The two finance companies listed below were formally enrolled in the GoGreen Multifamily program. Three other finance companies have indicated willingness to finance upgrades for affordable multifamily properties; these are shown on Table 40.

	Date Enrolled	Areas Served	Type of Institution	Products Offered	Financing Limits	Total Projects Enrolled
	August 2020	Statewide	Specialty Finance Company	Equipment finance agreements	\$10,000 - \$250,000	0
	August 2019	Statewide	Specialty Finance Company	Efficiency service agreements	\$250,000 - \$10 million	0









Appendix 5: Enrolled Finance Company Product Features


Table 39: Enrolled GoGreen Home Lender Product Features





GoGreen Home Energy Financing


Lending options for residential energy upgrades

	LENDING AREA	TERMS (IN YEARS)	APR ¹ (IN YEARS)	LOAN SIZE	CONTACT INFO
STATEWIDE LENDERS	Available to borrowers in:				
	Anywhere in California	20	3.98% - 8.88%	\$2,500 - \$75,000	(858) 495-1637 CCCU Energy Group Ray, Zak, Toni & Katya energy@calcoastcu.org
	Anywhere in California	15	4.99% - 6.99%	\$2,500 - \$50,000	(818) 993-6328, #4 MCCU Consumer Lending energy@matadors.org
	Anywhere in California	20	5.00% - 9.25%	\$2,500 - \$75,000	(877) 369-2828 x7230 Sandra Suyematsu SHFCU-GreenLending @self-help.org
REGIONAL LENDERS	Available to borrowers in:				
	Indian Wells Valleys, Searles Valley, Kern River Valley, Bishop, Barstow, and parts of Kern and Inyo counties Valley	15	6.00% - 10.00%	\$2,500 - \$50,000	(866) 743-6497 Eric Bruen REEL@desertvalleys.org
	Central Contra Costa County	15	3.75% - 8.99%	\$2,500 - \$50,000	(800) 375-6077 John, Maria & Naqiyba gogreen@diablovalleyfcu.org
	Sacramento, Placer, Nevada, El Dorado, Amador, Yuba, Yolo, Sutter, San Joaquin, Solano, Sierra, and Contra Costa counties ²	20	4.50% - 9.00%	\$2,500 - \$75,000	(800) 556-6768 x2009 First US Consumer Lending energy@firstus.org
	Alameda, Colusa, Contra Costa, Merced, Napa, Placer, Sacramento, San Joaquin, Solano, Sonoma, Stanislaus, and Yolo counties	20	5.74% - 10.99%	\$1,000 - \$75,000	(707) 392-9277 Carla Eaton ceaton@travisfcu.org
	Tulare County and Madera County ³	20	5.62% - 8.12%	\$1,500 - \$75,000	(559) 688-5996 x2315 Kiersty Vaughan kvaughan@valleyoak.org

 **Solar + Battery financing**

-  **No collateral required**
-  **FICO starting as low as 580**

GoGreenFinancing.com



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¹APR = 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. ² Existing and retired federal employees throughout the State of California are also eligible. ³ Valley Oak can lend to select employee groups in Kings and Fresno counties. Please see Valley Oak's website for membership details.

05/28/24

Table 40: Enrolled GoGreen Business Finance Company Product Features

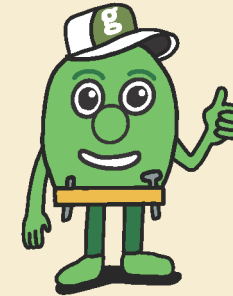
<h1 style="margin: 0;">GoGreen Business Energy Financing</h1> <p style="margin: 0;">Financing options for commercial energy upgrades</p>				
			<p style="margin: 0;">GoGreen Financing is working with select participating lenders to reduce their already low interest rates—sometimes as low as 0%! Find your Go Low lender on the list below.</p> <p style="margin: 0; text-align: right;">Promotion resumes on July 1, 2024.</p>	
	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 interest rates - as low as 0% 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	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	Small projects (starting at \$5K) and when you need low monthly payments.	David Ingram (610) 299-6996 dingram@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.	Lindsey Brist (208) 631-7601 projects@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 Reduced interest rates - as low as 0% Rapid credit approvals (within 2 hours up to \$250K)	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.







Table 41: Enrolled GoGreen Multifamily Finance Company Product Features

GoGreen Multifamily Energy Financing



Financing options for energy upgrades to market-rate and affordable multifamily properties

	PRODUCTS ¹	FINANCING AVAILABLE	TERM LENGTH	WILL FINANCE IN-UNIT IMPROVEMENTS	ON-BILL REPAYMENT	A GOOD FIT FOR PROPERTIES SEEKING...	CONTACT
	Equipment Finance Agreements	\$20K - \$2M	12 - 60 months (84 months on case-by-case basis)	Yes	No	Quick payback and competitive rates	Kristin McRoberts (714) 309-5301 kristinmcroberts@ascentiumcapital.com
	Loans, Leases, Service Agreements	\$5K - \$5M	12 - 84 months (120 months on case-by-case basis)	Yes	No	Quick payback or low monthly payments; ongoing service and maintenance	Mike Ossolinski (610) 316-5695 mossolinski@leasedirect.com
	Equipment Leases, Loans	\$100K - \$5M	36 - 120 months	Yes	Yes	Option to pay down principal	Scott Pinckard (630) 200-7376 scottpinckard@primecapitalfunding.com
	Efficiency Service Agreements	\$250K - \$5M	60 - 120 months	Some master-metered	No	Guaranteed savings on the bill and ongoing service and maintenance ²	Nathan Montgomery (888) 938-6256 projects@renewep.com
	Equipment Finance Agreements, Leases	\$25K - \$5M	24 - 84 months	Yes	Yes	Flexible approvals	Jonathan Wickersham (248) 860-0013 jwickersham@verdantcc.com

¹All listed finance companies offer financing for distributed generation and storage such as solar panels and batteries. However, finance companies will not receive a credit enhancement for that portion of their financing. As such, these installations may be financed at the discretion of the finance company. ²Please note, properties that already have HUD-backed financing cannot be considered.



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Appendix 6: CHEEF Infrastructure

CAEATFA is creating a statewide platform for finance companies and contractors to participate in the uptake of energy efficiency projects through increased access to financing. As the administrator of the CHEEF, CAEATFA is responsible for developing uniform program requirements, standardized documentation and processes, and acting as a central entity to facilitate investment in energy efficiency projects and implementation of the programs.

Key infrastructure elements needed to implement the CHEEF include a Master Servicer, Trustee Bank, Contractor Manager, Marketing Implementer, and Technical Advisors. Below are descriptions of each of these roles and information regarding their current status.

Master Servicer

<i>Organization</i>	Concord Servicing Corporation
<i>Duties</i>	The Master Servicer plays a key role in the daily administration of the programs, accepting loan enrollment applications and processing on-bill repayment transactions.
<i>Contract Term</i>	10/22/20 – 7/31/22
<i>Notes</i>	Option for two one-year extensions. In Q2 2023, CAEATFA exercised the option to extend the contract for one year, through 7/31/2024.

Trustee Bank

<i>Organization</i>	Zions Bank
<i>Duties</i>	The Trustee Bank holds the ratepayer funds provided by the IOUs to serve as Credit Enhancements under the various programs. CAEATFA provides direction to the Trustee Bank to transfer CE funds between various accounts.
<i>Contract Term</i>	1/1/24 – 12/31/26
<i>Notes</i>	No option for extension.

Contractor Manager

<i>Organization</i>	Electric & Gas Industries Association (EGIA)
<i>Duties</i>	The Contractor Manager recruits, enrolls, trains, and supports contractors and conducts quality control oversight of projects enrolled in the GoGreen Financing Programs.
<i>Contract Term</i>	5/29/22 – 5/28/25
<i>Notes</i>	This contract was approved by the Department of General Services on 5/31/22. This contract has an option for up to two one-year extensions.

Contractor Portal SaaS Provider

<i>Organization</i>	Inclusive Prosperity Capital, Inc.
<i>Duties</i>	The Contractor Portal SaaS Provider provides a customized workflow management and data collection tool for the processing of project information. The NGEN platform streamlines operations for contractors and lenders in the GoGreen Home program.
<i>Contract Term</i>	2/1/24 – 1/31/25
<i>Notes</i>	No options for extension

Marketing Implementer

<i>Organization</i>	Riester
<i>Duties</i>	The Marketing Implementer is responsible for leading statewide marketing campaigns and administers GoGreenFinancing.com, the customer-facing platform for information on CHEEF programs. The contract for the Marketing Implementer is held by SoCalGas and is not administered by CAEATFA nor represented in CAEATFA’s administrative costs. However, the Marketing Implementer works closely with CAEATFA and the IOUs to manage customer marketing for the programs.
<i>Contract Term</i>	7/1/22 – 6/30/25
<i>Notes</i>	This contract has an option for up to two one-year extensions.

Technical Advisor

The Technical Advisor provides expertise to CAEATFA in the development and implementation of the CHEEF programs.

<i>Organization</i>	Energy Futures Group (EFG)
<i>Duties</i>	Provides technical assistance for program research development and implementation.
<i>Contract Term</i>	4/19/22 – 4/18/25
<i>Notes</i>	This contract does not have an option for extension.

Appendix 7: Program Design

GoGreen Home Energy Financing

The GoGreen Home Energy Financing Program (GoGreen Home) provides attractive financing to owners and renters of existing residential properties who select from a broad list of energy measures intended to reduce energy consumption. Customers may upgrade a single-family home, townhome, condominium, duplex, triplex, fourplex or manufactured home. Renovations for up to four units can be bundled into the same loan.

As with all CHEEF programs, eligibility requires that the property receive electric or natural gas service from at least one of the IOUs: PG&E, SDG&E, SCE or SoCalGas. Properties in areas served by community choice aggregators (CCAs) or energy service providers (ESPs) qualify. Those in areas served by publicly owned utilities (POUs) qualify only if they also receive energy service from an IOU (for example, electricity from the Sacramento Municipal Utility District and natural gas from PG&E).

Previously, when lending to IOU gas customers who receive electric service from a non-IOU provider, lenders were limited in terms of the credit enhancement they would receive; only 30% of the “claim-eligible loan amount” (the portion of the loan that could be recouped through the loss reserve in the event of a default) could finance electric measures. Beginning in Q2 2022, funding from CAEATFA’s agreement with Energy Solutions under the TECH Clean California Initiative expands financing eligible for the credit enhancement to include any electric measure for a customer who receives gas service from an IOU.

The fuel source-related limitation described above still applies for loans made to IOU electric customers who receive gas from a non-IOU provider: in these cases, no more than 30% of the “claim-eligible” financed amount may be used to fund the installation of gas measures.

CAEATFA staff strive to make GoGreen Home financing available to underserved borrowers while also ensuring that credit is extended appropriately and without unintended negative consequences for the borrower. GoGreen Home loans are approved for customers with the cash flow to repay them, and customers who are eligible for free services are directed to them rather than encouraged to take on debt.

The CPUC directed CAEATFA to ensure that a third of credit enhancement funds support loans to Low-to-Moderate Income (LMI) customers when GoGreen Home launched. To support and drive this, an 11% contribution was made for standard Borrowers and a 20% credit enhancement was provided for loans to customers who met criteria for household income or credit score, or where the property met census tract income criteria. To date, 59% of GoGreen Home Borrowers have resided in LMI Census Tracts.

In December 2023, responding to the need to extend the availability of allocated credit enhancement funds, and in light of low default rates, CAEATFA reconfigured the loan loss reserve methodology. The new methodology took effect Jan. 1, 2024. In the current iteration, the default contribution rate is 5% (rather than 11%), with 20% contributed in cases where borrowers have a credit score of 700 or lower (rather than 640 or lower). The new methodology is projected to reduce the average contribution percentage from 15.8% to 7.8%; coupled with a new annual rebalancing schedule, it is designed to more efficiently deploy credit enhancement funds and to recapture them sooner from paid-off loans to make them available for redeployment while ensuring that Lenders continue to receive adequate risk mitigation via the Loan Loss Reserve Accounts.

At the same time that the Program seeks to make financing available to underserved customers, GoGreen Home is a debt-based financing program, and borrowers, no matter their income or credit score, need to have adequate monthly cash flow to repay loans to avoid negative consequences. This is achieved through required debt-to-income limits and the fact that lenders have “skin in the game” on every loan that they issue. Lenders can access up to 90% of the claim-eligible charged-off principal amount in the event of a default provided they have the funds in their loss reserve account.

GoGreen Home launched in July 2016, and the current Program regulations were adopted in May 2021. Current Program regulations may be viewed on [the CAEATFA website](#).

GoGreen Business Energy Financing

The GoGreen Business Energy Financing Program (GoGreen Business) provides financing to help small business property owners and tenants upgrade their equipment or buildings. Financing through GoGreen Business is available to small businesses, nonprofits and market-rate multifamily properties (5 or more units) that meet at least one of the following business size requirements: Employ 100 or fewer individuals; receive annual revenue of less than \$16 million; and/or fall within SBA size guidelines (annual revenue limits up to \$41.5 million, depending on industry).

Business owners are able to finance 100% of project costs and may finance a single measure project or a comprehensive and deep energy retrofit. There are three methods of project qualification for GoGreen Business:

1. The Program has published a searchable and downloadable [list of pre-qualified eligible energy measures \(EEMs\)](#). Measures on the EEM list can be financed without any additional approval. This includes any measure that qualifies for an IOU, REN or CCA program.
2. Any measure approved by an IOU, REN, or CCA custom incentive program for the property within the last 24 months is eligible.
3. For any measures that are not listed on the EEM list or tied to a custom incentive program, an Energy Professional can certify that the installation of the measure will result in energy savings compared to existing conditions. For GoGreen Business, an eligible Energy Professional is a California licensed Professional Engineer (PE) or an Association of Energy Engineers Certified Energy Manager (CEM).

As with all CHEEF Programs, eligibility requires that the property receive electric or natural gas service from at least one of the IOUs: PG&E, SDG&E, SCE or SoCalGas. Properties in areas served by community choice aggregators (CCAs) or electric service providers (ESPs) located within IOU territories qualify. Those in areas served by publicly owned utilities (POUs) qualify only if they also receive energy service from an IOU.

To best accommodate the small business energy efficiency market, GoGreen Business facilitates a variety of financing instruments for potential customers to consider, including loans, equipment leases, service agreements and savings-based payment agreements; each participating Finance Company offers products from this menu of authorized instruments. Several Finance Companies offer the option to repay financing through the utility bill using the program's On-Bill Repayment functionality. Small business owners may finance up to \$5 million. Available financing options are viewable on the [GoGreen Financing website](#).

For participating finance companies, up to \$1 million of the financed amount is eligible to receive a credit enhancement in the form of a loss reserve contribution, as follows:

- The first \$50,000 of claim-eligible financing will receive a loss reserve contribution at 20%
- Remainder (up to an additional \$950,000) will receive a loss reserve contribution at 5%
- Maximum loss reserve contribution per agreement will be \$57,500

Lenders are able to access up to 90% of the claim-eligible charged-off principal amount in the event of a default provided they have the funds in their loss reserve account.

GoGreen Business launched in July 2019, and current Program regulations went into effect in August 2022. Program regulations may be viewed on [the CAEATFA website](#).

GoGreen Affordable Multifamily Energy Financing

GoGreen Affordable Multifamily Energy Financing (GoGreen Multifamily) seeks to facilitate energy efficiency retrofits in multifamily properties of five or more units where at least 50% of the units are income-restricted at

low to moderate (80-120% of area median income). To be eligible, properties must remain affordable for at least five years.

GoGreen Multifamily will fund any energy efficiency or demand response measure approved for rebate and incentive by any IOU, REN or CCA, as well as any measure from the Eligible Energy Measures list developed for use in GoGreen Business. In-unit as well as common area measures are eligible. The financed amount may include non-energy efficiency improvements; solar photovoltaic and distributed generation may be financed but will not receive a credit enhancement.

Key GoGreen Multifamily features include:

- Maximum financing amount is \$5 million, with \$1 million of each financing agreement eligible for a claim in the case of a charge-off.
- Credit enhancement structure for deed-restricted affordable properties:
 - The first \$200,000 of the first two financed projects will be credit enhanced at 30% of the claim-eligible amount, and 15% for subsequent projects.
 - The remaining \$200,000 to \$800,000 of the financed amount shall receive a 5% credit enhancement.
- Credit enhancement structure for market rate properties:
 - The first \$50,000 of each financed amount will be credit enhanced at 20%.
 - The next \$950,000 shall receive a 5% credit enhancement.
- Fixed or variable rates allowed
- No underwriting requirements imposed on the Finance Company
- Designed to integrate with existing affordable multifamily housing energy programs such as the Low-Income Weatherization Program (LIWP) and Solar On Multifamily Affordable Homes (SOMAH)

Like GoGreen Business, GoGreen Multifamily supports traditional loans and leases as well as energy service agreements and savings-based payment agreements. Available financing options are viewable on the [GoGreen Financing website](#).

As with all CHEEF Programs, eligibility requires that the property receive electric or natural gas service from at least one of the IOUs: PG&E, SDG&E, SCE or SoCalGas. Properties in areas served by community choice aggregators (CCAs) or electric service providers (ESPs) located within IOU territories qualify. Those in areas served by publicly owned utilities (POUs) qualify only if they also receive energy service from an IOU.

GoGreen Multifamily regulations were combined with the GoGreen Business Program regulations in May 2024 to support combined credit enhancement coverage. Program regulations may be viewed on [the CAEATFA website](#).

Nonresidential Program

Launch of the Nonresidential Program, originally authorized in 2013, was dependent on the development of On-Bill Repayment (OBR) functionality, which was not available until 2022. Because D.17-03-026 from the CPUC required all CHEEF programs to be launched by the end of 2019, the Nonresidential Program was effectively canceled at that point.

In Q2 2022, CAEATFA submitted a proposal to the CPUC for reauthorization of a Public Buildings and Large Commercial Program modeled after the Nonresidential Program, which was authorized in 2013. In Q3 2023, the CPUC responded with Decision 23-08-026 declining to reauthorize the program.

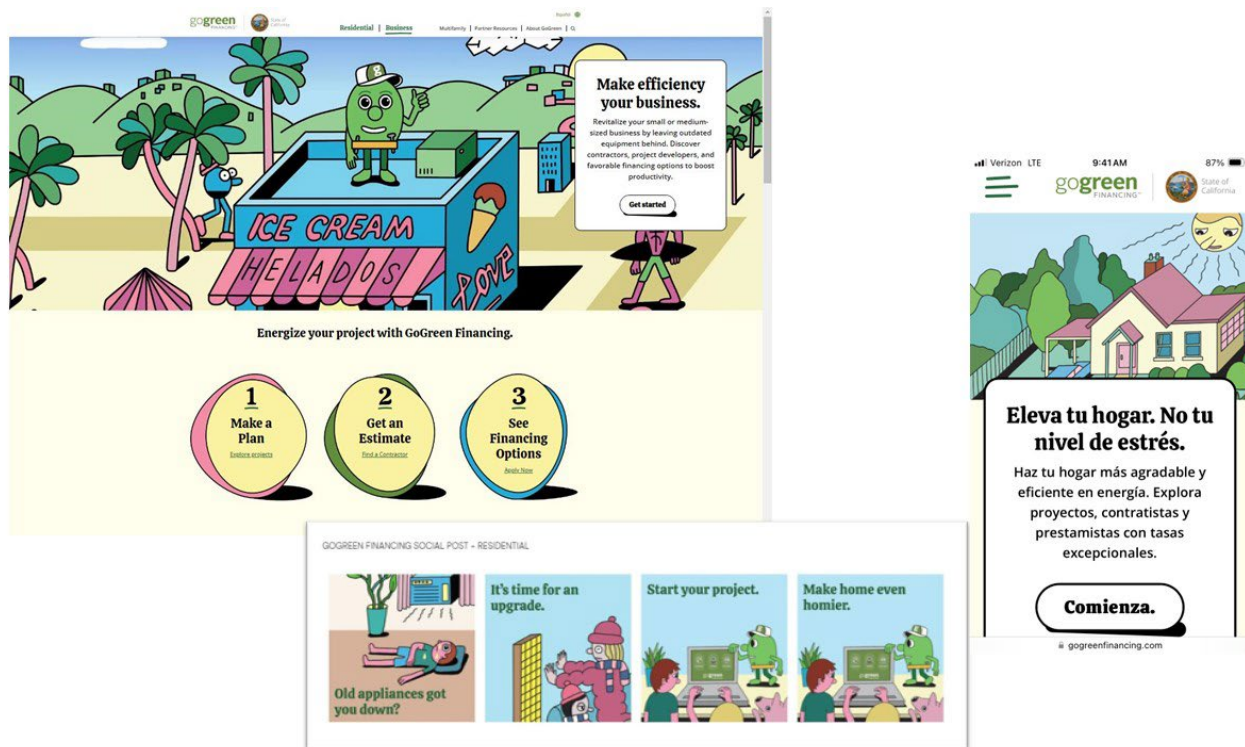
Appendix 8: Customer-Facing Products

Customer-facing products are discussed throughout this report, but this Appendix functions as a summary.

gogreen FINANCING™ Maintained by the Marketing Implementer, Riester, with input and direction from CAEATFA and the IOUs, GoGreen Financing (www.gogreenfinancing.com) serves as the primary customer-facing platform for the financing programs. The platform was translated into Spanish in November 2020 (www.gogreenfinancing.com/es), and was relaunched with a new look and a simplified user journey in October 2023.

GoGreen Financing contains information for end users (customers), contractors and finance companies for each of the programs. Some of the resources on the website include:

- Pages that allow potential borrowers to find a local participating contractor, review the rates of participating lenders, and apply for a GoGreen Financing loan through the participating lender's website
- Program descriptions and benefits of GoGreen Multifamily and information about products offered by participating finance companies
- Partner resources for interested contractors and finance companies, including:
 - Customer-facing flyers and online platform, available in both English and Spanish
 - Finance company comparison charts
 - GoGreen Home and GoGreen Business case studies



Clockwise from top: Screenshot from GoGreen Business main page on GoGreenFinancing.com; mobile view of GoGreen Home main page in Spanish; GoGreen Home social media carousel post.

Appendix 9: Reporting Requirements

CPUC Decision 21-08-006 requires CAEATFA to report on metrics and key performance indicators from the CHEEF Programs, including performance metrics previously adopted for financing evaluations in Attachment 1 of Resolution E-4900. The tables below outline these reporting requirements and CAEATFA’s compliance with them.

Table 42: CHEEF Program Reporting Requirements from Resolution E-4900, Attachment 1

	Current Reporting Status	Target Reporting Timeframe	Notes
Number of loans issued: <ul style="list-style-type: none"> Monthly growth Total amount financed Geographic distribution of loans 	Included in quarterly reports and monthly data summaries	Reporting pre-dates requirement	
Private capital participation: <ul style="list-style-type: none"> Number of participating lenders Types of financial institutions participating Amount of private capital attracted 	Included in quarterly reports and monthly data summaries	Reporting pre-dates requirement	
Reach to underserved Californians: <ul style="list-style-type: none"> Credit scores of loan recipients Payback term length Percentage of participants deemed “underserved” by CalEnviroScreen data Whether participants would have qualified for or been able to accept loans from existing programs 	Included in quarterly reports and monthly data summaries	Reporting pre-dates requirement; additional data on participant qualification added in Q3 2021	New data has been added to the quarterly reports and monthly data summaries as of September 2021 to provide insight into whether financing would have been feasible for borrowers without the program and the products borrowers would have been able to qualify for from participating lenders without the CHEEF Programs.
Energy savings³¹: <ul style="list-style-type: none"> Through customer meter data Through NMEC analysis Comparison of energy savings from other loan programs 	Included in a standalone, bi-annual report	Q2 2022	The first GoGreen Home Deemed Energy Savings Report was published in April 2022, with biannual updates following. CAEATFA will not be able to provide an NMEC analysis until limitations with the IOUs’ ability to share actual energy usage data and challenges around data security are resolved.

³¹ D.21-08-006 allows for flexibility in how CAEATFA reports on this metric; while all three metrics adopted in Resolution E-4900 are required for formal evaluations of the Programs, D.21-08-006 asks CAEATFA to report on “annual estimated energy savings from installed measures.”

Table 43: CHEEF Program Reporting Requirements from D.21-08-006

	Current Reporting Status	Expected Reporting Timeframe	Notes
Customer participation	Included in quarterly reports	Reporting pre-dates requirement	Several data points are provided, including loan volume and enrollment maps.
Loan performance statistics	Included in quarterly reports and monthly data summaries	Reporting pre-dates requirement	Currently reported for GoGreen Home, as other programs have not yet experienced any defaults or recoveries.
Costs associated with service of non-IOU customers	Included in quarterly reports	Q1 2022	Reporting began in Q1 2022, when the first expenses supported by a non-IOU funding source (in this case, TECH Clean California) were paid.
Administrative costs of the CHEEF (in nominal dollars and as a % of program spending)	Included in quarterly reports	Reporting pre-dates requirement for nominal dollar; improvements coming in Q3 2022	Administrative costs have been reported as part of the budget table in Appendix 1. Administrative costs as a percentage of Program spending can be derived from the budget table, but will be shown more clearly as new budget reporting is developed.
Annual estimated energy savings from installed measures	Included in a standalone, bi-annual report	Q2 2022	The first GoGreen Home Deemed Energy Savings Report was published in April 2022, with the second report published in September 2022. The report will be updated on a bi-annual basis.
Annual estimated non-energy benefits from installed measures	Financial benefits are currently reported	Reporting pre-dates requirement	Interest rate savings and monthly payment reductions due to the credit enhancement are currently reported for GoGreen Home (see Table 13).
Geographic breakdown of financing that includes, to the extent possible, ethnicity and socioeconomic data of loan recipients	Included in quarterly reports as of Q1 2023	Q1 2023	Staff launched a post-project customer survey to collect this data (to the extent possible) in Q1 2023. The survey is voluntary and goes to GoGreen Home customers who provide an email address on the borrower form.
Mean and median loan values	Included in quarterly reports and monthly data summaries	Reporting pre-dates requirement for mean values; median values included as of Q3 2021	
Mean and median Annual Percentage Rates (APRs)	Included in quarterly reports and monthly data summaries	Reporting pre-dates requirement for mean values; Q3 2021 for median values	GoGreen Home interest rates are currently equivalent to the APR as no additional fees are charged by participating lenders for these loans.