

# Financing

Eversource | UI | NEIF

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# We look forward to hearing from you

Please put all your questions into the questions section with this icon.



Q&A



# C&I Financing- Current Structure

**Program Description:** The Companies provide various financing options for Energy Efficiency projects to qualifying customers.

Available Financing options:

- On-Bill, 0% interest rate loans for the following programs
  - Small Business Energy Advantage(SBEA)
  - Business Energy Advantage (BEA)
  - Municipal and State projects
- Off-Bill, low interest rate loans

## Who's Eligible:

For 0% interest rate – All SBEA, BEA (ES only), Municipal and State projects that are qualified based on the program requirements

For low interest rate – All C&I customers



# On-Bill Financing

**Program Description:** The Companies program offerings for interest free loans are as following:

- Maximum loan amount for SBEA and BEA (ES only) customers is \$100K
- Maximum loan amount with 0% interest rate for Municipal including State projects
  - ES is \$1 Million
  - UI is \$500K
- **NEW** Maximum loan term 60 months

**Who's Eligible:** All SBEA, BEA (ES only), Municipal and State customers that participate in the EE programs and meet the following the program criteria for financing

- Good utility payment history (no more than 4 late payments in 1 year)
- An active account with 1 year's worth of utility history



# C&I Financing (Off-Bill)

## C&I Retrofit; SBEA (Small Business Energy Advantage), BEA (Business Energy Advantage) and MUNI (Municipal) customers

National Energy Improvement Fund “NEIF” is an approved vendor selected through an RFP process and has developed an online financing portal to provide direct financing to C&I customers that are not served by our existing SBEA/Muni & BEA (Eversource only) on bill programs. This includes the following:

- C&I Retrofit projects (all sizes) qualifies for 1.99% or 2.99% financing, up to \$100,000
  - Includes small business projects not part of the SBEA program
- SBEA/MUNI & BEA (Eversource only) projects that do not qualify for on-bill program financing



# Administered by Connecticut Green Bank (CGB) and Connecticut Hospital Association (CHA)



## C-PACE

Energy improvements \$30K and above

5-25 years | 5% to 5.99%

Peter Ludwig

[peter.ludwig@ctgreenbank.com](mailto:peter.ludwig@ctgreenbank.com)

(860) 258-7806



## Connecticut Hospital Association (CHA) Trust Loan

CHA member not-for-profit acute care  
hospitals, electric efficiency only, up to \$1M

Eversource electric customer

5 to 7 years | 0%

[cayer@chime.org](mailto:cayer@chime.org)

(203) 294-7215

# How it works for On-Bill Financing

1

The SBEA, and Municipal Contractor initiates the project into the Utility Tracking System

2

EEC reviews the project and notify the contractor that financing is approved for on-bill

3

Contractor presents to Customer all the project documentation including the financing.

4

Upon project completion, contractor submit all the documentation to Utility for review

- EEC reviews the Invoice Package
- Utility processes the incentive and loan payment
- Loan is created in the utility billing system
- Customer repays the loan on the utility bill

# How it works for Off-Bill: NEIF Process

1

A retrofit project needs an approved LOA by the Company

2

Designated contractor needs to be set-up in the portal

(i.e. registered with NEIF) [neifund.org](http://neifund.org)

3

For an approved retrofit project, EEC notifies the contractor/customer that financing is available through this portal with varying loan terms

4

If customer is interested in financing, the ECC directs the contractor/customer to NEIF portal and provide to the contractor the following loan information:

- Project ID
- Total project cost, broken down by Incentive and loan cost
- Energy savings (Dollars)
- Interest rate applicable



# Third Party Financing Program (off-bill) NEIF

## Key information:

- NEIF will fund the loan, so the contract is between the lender and customer
- Customer must qualify for financing based on NEIF credit standards (not utility bill payment history)
- The Interest Rate Buy-down is provided directly to the lenders by the Companies (i.e., CT Energy Efficiency Fund) since customers still receive low/no-cost financing below market rates.
- Lenders are fully responsible for loan defaults
- Contractors must be registered with NEIF (no cost): [neifund.org/become-approved-contractor](https://neifund.org/become-approved-contractor)

## Important links:

- For more information on the program: [neifund.org/energize-ct/](https://neifund.org/energize-ct/)
- NEIF Financing Portal (Contractors): [neifcommercial.org](https://neifcommercial.org)
- Customer Financing Application: [commercial.neifund.org/apply](https://commercial.neifund.org/apply)





# Financing the transition to efficient and resilient homes & buildings

Committed to affordability, climate impact & job development



SIMPLE • TRANSPARENT • EXPERT • TRUSTED

## National Energy Improvement Fund

Low financing rates for qualifying Eversource & UI customers

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## About the National Energy Improvement Fund

- With a management and lending heritage dating to 1947, NEIF is organized as a for-profit Benefit Corporation
- Providing fair, transparent financing for essential energy and resilience improvements like HVAC, roofing, lighting & battery storage.
- Led by a seasoned team of energy financing innovators responsible for over \$800 million in financing.
- Delivered through partnerships with contractors, distributors, manufacturers, utilities and governments.
- Supervised as a consumer lender and servicer in 22 states and operating a commercial financing platform nationally in partnership with 12 utilities
- Acquired the MyStrongHome financing and insurance platform in May 2020, providing services to the growing resilience market in the Southeast U.S.
- Earned Certified B Corporation® status and was named a Home Improvement Expert Partner by the U.S. Department of Energy in 2019.

The National Energy Improvement Fund, LLC (NEIF) is the nation's only Certified B Corp™ lender specializing in improvements that make homes and buildings stronger and more energy efficient. NEIF is committed to affordability, climate impact and job development.

NEIFUND.org  
Allentown, PA | Denver, CO





# Program Details

## Basic Program Terms

<b>Rate</b>	<b>C&amp;I Financing:</b> 1.99% (comprehensive) or 2.99% (non-comprehensive) rates up to \$100,000, low-rates for projects > \$100,000.
<b>Repayment</b>	Terms between <b>12 and 60 months</b>
<b>Amount</b>	<b>\$2,000 and up.</b> Financed amount is net of program rebate.
<b>Eligibility</b>	<ul style="list-style-type: none"> <li>• <b>Work qualify for an Eversource or United Illuminating (UI) rebate</b></li> <li>• Work must be performed by a NEIF-Approved Contractor</li> </ul>
<b>More Info</b>	Learn more at: <a href="https://www.neifund.org/energize-ct">https://www.neifund.org/energize-ct</a>



### Online Financing

NEIF’s easy-to-use financing tools deliver simple, transparent, and fast financing options, on-demand reporting, and more.



### Sales Support

NEIF provides expert sales support to close deals. NEIF ensures the finance process runs quickly, efficiently, and effectively.



# Two Ways to Access an Application

## 1. Initiated by a NEIF-Approved Contractor

- ✦ NEIF **makes it easy** for contractors to integrate financing into their sales process
- ✦ **Create a monthly payment proposal in 2-minutes or less** and send your customer an application via NEIF's secure Commercial Financing Portal
- ✦ **Manage the project with full transparency** from proposal to final funding

## 2. Initiated by a Customer

- ✦ **Direct-to-Customer Credit Application** (<https://commercial.neifund.org/apply>) accessed from NEIF's Website or NEIF-Approved Contractor Custom URL, etc.
- ✦ NEIF-Approved Contractor status must be **verified** prior to credit approval.

**Contractors:** Register as a NEIF-Approved Contractor



## NEIF-Approved Contractor Standards

There is **no charge** to become a NEIF-Approved Contractor

- \* Minimum 3 years in business, history of financial stability and your certification of a minimum \$50,000 company net worth or compensating factors
- \* Satisfactory company, Better Business and personal credit (if required) histories
- \* Overall reputation for a high level of service and workmanship

**Get started at:**

<https://www.neifund.org/become-approved-contractor>

**Once you're approved, we'll follow up with your NEIF Portal Login!**



# Thank you!

## Any Questions?

We'd love to hear from you.



### Your Primary Point of Contact

Contact Chris Schielke, Senior Director, Business Development  
p: (646) 315-0469 | e: [cschielke@neifund.org](mailto:cschielke@neifund.org)

### Important Links

- ✦ Become a NEIF-Approved Contractor → <https://www.neifund.org/become-approved-contractor>
- ✦ More information on the program → <https://www.neifund.org/energize-ct/>
- ✦ NEIF Commercial Portal → [www.neifcommercial.org](http://www.neifcommercial.org)
- ✦ Direct to Customer Application → [commercial.neifund.org/apply](http://commercial.neifund.org/apply)

# Thank you

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Program	LOAN LIMITS	TERMS	INTEREST RATE	Contact
<p align="center"><b>SMALL BUSINESS &amp; MUNICIPAL FINANCING</b></p>	<p>On-Bill Repayment for electric and natural gas measures            SBEA loans, \$500 to \$100,000            Eversource Municipality and/or State project up to \$1,000,000 (ES)            UI Municipality up to \$500,000 (UI)            UI State agency \$250,000(UI)            Projects that do not qualify for on-bill repayment may be eligible for financing benefits through the National Energy Improvement Fund (NEIF). For more information, contact NEIF</p>	<p align="center">Max. 60 Months</p>	<p align="center">0% up to project caps</p>	<p align="center">Eversource            Gentiana Darragjati  <a href="mailto:gentiana.darragjati@eversource.com">gentiana.darragjati@eversource.com</a></p> <p align="center">UI            Colleen Morrison  <a href="mailto:Colleen.Morrison@uinet.com">Colleen.Morrison@uinet.com</a></p> <p align="center">NEIF            Christina Brenner  <a href="mailto:cbrenner@neifund.org">cbrenner@neifund.org</a></p>
<p align="center"><b>BUSINESS ENERGY ADVANTAGE (EVERSOURCE ONLY)</b></p>	<p>On-bill Repayment for electric and natural gas measures)            BEA loans \$500 to \$100,000            Projects that do not qualify for on-bill repayment may be eligible for financing benefits through NEIF.            For more information, contact NEIF</p>	<p align="center">Max. 60 Months</p>	<p align="center">0% up to project caps</p>	<p align="center">Eversource            Mark Rubano            (860) 665-6943  <a href="mailto:mark.rubano@eversource.com">mark.rubano@eversource.com</a></p> <p align="center">NEIF            Christina Brenner  <a href="mailto:cbrenner@neifund.org">cbrenner@neifund.org</a></p>

## On-Bill Financing Options

LOAN PRODUCT	LOAN LIMITS	TERMS	INTEREST RATE	FOR MORE INFORMATION
COMMERCIAL & INDUSTRIAL FINANCING	\$2,000 and up	Max. 60 Months	Rates as low as 1.99% (comprehensive) or 2.99% (non-comprehensive) up to \$100,000 Low-rate financing for projects above	<p>Eversource Gentiana Darragjati (860) 665-4757 <a href="mailto:gentiana.darragjati@eversource.com">gentiana.darragjati@eversource.com</a></p> <p>UI Gary Pattavina <a href="mailto:Gary.Pattavina@uinet.com">Gary.Pattavina@uinet.com</a></p> <p>NEIF Christina Brenner <a href="mailto:cbrenner@neifund.org">cbrenner@neifund.org</a></p>
C-PACE	For energy improvements \$30,000 and above	5 to 25 years	5% to 5.99%	<p>Connecticut Green Bank Peter Ludwig (860) 258-7806 <a href="mailto:peter.ludwig@ctgreenbank.com">peter.ludwig@ctgreenbank.com</a></p>
CONNECTICUT HOSPITAL ASSOCIATION TRUST	Up to \$1,000,000 to not-for-profit, -Limited to Eversource service territory -Limited to electric energy efficiency	5 to 7 years	0%	<p>Connecticut Hospital Association Trust (CHAT) Doug Cayer (203) 294-7215 <a href="mailto:cayer@chime.org">cayer@chime.org</a></p>

# Off-Bill Financing Options

LOAN PRODUCT	LOAN LIMITS	TERMS	INTEREST RATE	FOR MORE INFORMATION
<p>Multifamily Financing</p> <p>EVERSOURCE UNITED ILLUMINATING (UI)</p>	<p>\$2,000 and up</p>	<p>Up to 5 years</p>	<p>1.99% (comprehensive) or 2.99% (non- comprehensive) up to \$100,000 Low-rate financing for projects above</p>	<p>EnergizeCT.com EnergizeCT.com/your-home/solutions-list/multifamily</p> <p>Eversource Contact:Gentiana Darragjati gentiana.darragjati@eversource.com</p> <p>UI Contact:Alysse Rodrigues Multifamily.Initiative@uinet.com</p>
<p>Low-Income Multifamily Energy (LIME) Financing</p> <p>CAPITAL FOR CHANGE</p>	<p>None</p>	<p>Up to 20 years</p>	<p>4.50% – 6.00% (lower rates may be available by exception) For properties serving low- and moderate-income and market rate residents</p>	<p>Capital for Change</p> <p>Matt Liebel 203-789-8690 x1240 mliebel@capitalforchange.org</p>

## Multifamily Financing Options