



## On-Bill Loan Repayment: Savings Within Reach, OR and WA



# Agenda

- On-Bill Loan Repayment overview
- Lenders: Craft3 and Puget Sound Cooperative Credit Union (PSCCU)
- Enrollment process and workflows
- How to enroll

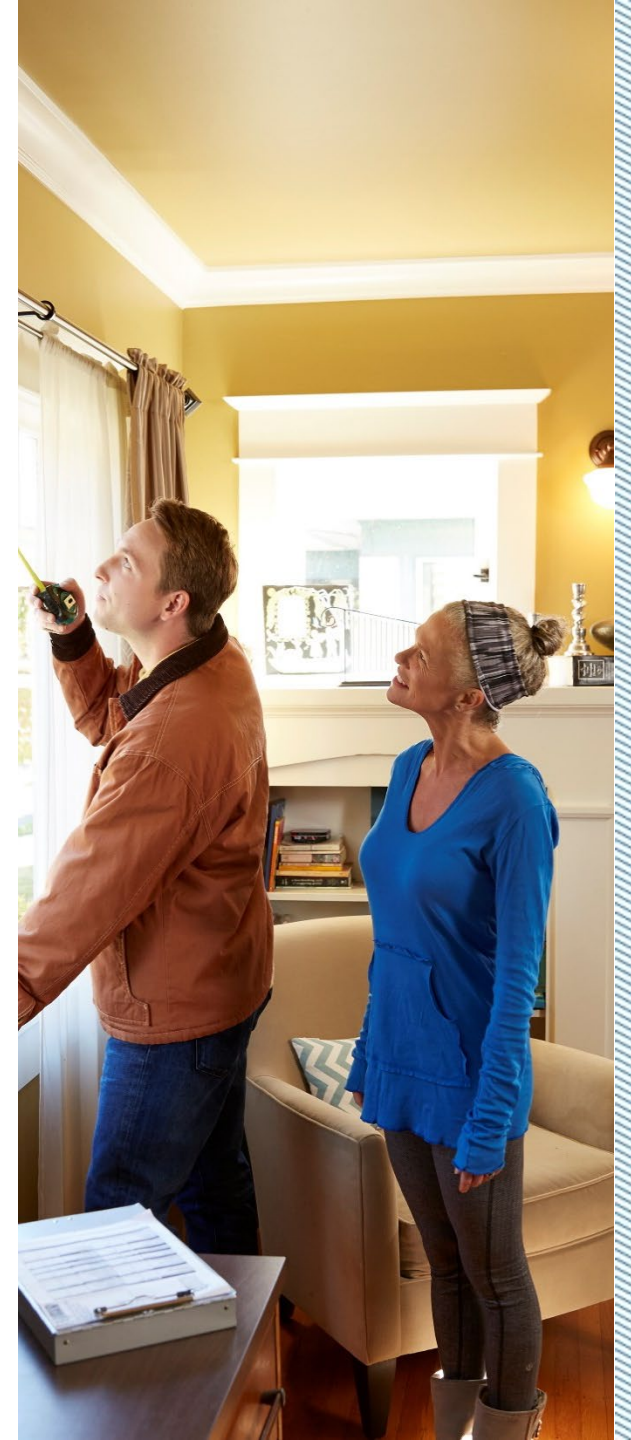
# On-Bill Loan Repayment Overview

# What is On-Bill Loan Repayment?

- A loan for incentive-eligible projects
- Payments are made via utility bill

## Customer Benefits

- Incentives reduce upfront project costs
- Energy cost savings help offset the loan payment, so customers may see little to no increase in their energy bill



# Advantages of On-Bill Loan Repayment



Inclusive

Higher approval rates than traditional lenders; interest rates do not increase for lower credit scores



Convenient

No additional bills to manage



Big savings, small bill

Energy savings may offset loan payments meaning little to no increase in bills



Craft3 and PSCCU are experienced lenders in the Pacific Northwest

# On-Bill Loan Repayment Offers

Offer	State	Participating Utilities
Savings Within Reach (income qualified)	OR	PGE Pacific Power NW Natural Avista
Standard track (Oregon)	OR	PGE Pacific Power NW Natural
Standard track (Washington)	WA	NW Natural



# Eligible Housing Types

Offer	Multifamily Residence	Home Retrofit
Savings Within Reach	<ul style="list-style-type: none"><li>• Attached side-by-side unit, such as a townhome</li><li>• Duplex, triplex or fourplex</li></ul>	<ul style="list-style-type: none"><li>• Single-family home</li><li>• Manufactured home</li></ul>
Standard track (Oregon)	<ul style="list-style-type: none"><li>• Attached side-by-side unit, such as a townhome</li><li>• Duplex, triplex or fourplex</li></ul>	
Standard track (Washington)	<ul style="list-style-type: none"><li>• Attached side-by-side unit, such as a townhome</li><li>• Duplex, triplex or fourplex</li></ul>	

# Measures Eligible for Financing

Measure	Savings Within Reach	Standard Track (Oregon)	Standard Track (Washington)
Attic, Wall or Floor Insulation	X	X	X
Central Air Conditioner	X	X	X*
Ductless Heat Pump	X	X	
Extended Capacity Heat Pump	X	X	
Gas Furnace	X		X
Gas Fireplace			X
Gas Tank Water Heater			X
Gas Tankless Water Heater			X
Heat Pump	X	X	
Heat Pump Advanced Controls	X	X	
Hybrid Water Heater	X		

*Includes multifamily incentives which vary by measure and offering*



# Energy Trust Instant Incentives

- Discounted from customer's invoice
- Paid directly to the trade ally by Energy Trust
- Cannot exceed cost of materials and installation
- Lender (Craft3 or PSCCU) pays remaining invoice total to trade ally



Lenders:

Craft3 and Puget Sound Cooperative Credit Union (PSCCU)

# Working Together: Energy Trust, Craft3 and PSCCU

- Energy Trust works with regional nonprofit lenders, Craft3 and PSCCU, to offer On-Bill Loan Repayment options
- Qualifying customers may apply for a loan with affordable rates for energy-efficient home improvements that are eligible for Energy Trust incentives





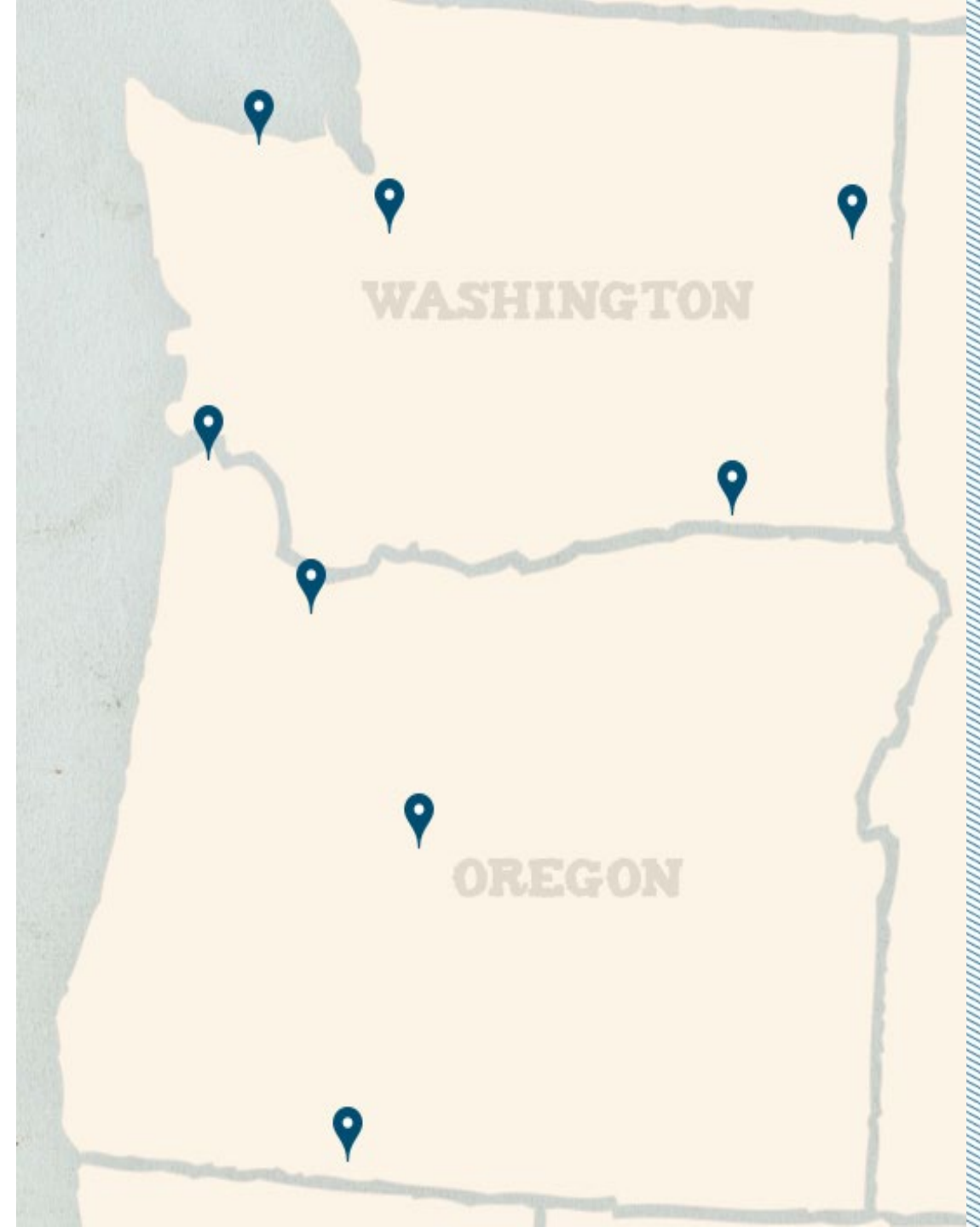


Regional nonprofit lender providing equitable, affordable loans to a variety of households, including those unable to obtain traditional financing

On-Bill Loan Repayment lender  
since 2014

Nearly 6,000 on-bill home energy loans in the  
Pacific Northwest  
(\$60 million)

Trusted Partner of PGE, Pacific Power,  
NW Natural, many community  
organizations





## Craft3 Now Offers Spanish Language Brochures

- Craft3 received feedback from contractors and customers about the need for Spanish Language loan information
- Craft3 created a brochure in both English and Spanish to respond to that need





Since 1934, PSCCU has proudly served Washington and our neighbors throughout the PNW. PSCCU is member owned financial cooperative that strives to be the Region's Green Credit Union.

- Zero Down loans.
- Low Fixed Rates, Flexible Terms, and No Pre-Payment Penalties.
- Easy On-Line Application and Signing Process.
- Loan repayment directly on the Avista Bill.
- Submit bid (contractor) and application (customer) to PSCCU.
- Review by PSCCU, approval decision and notification (normally within 1 – 2 days).
- Project complete and final funds dispersed.

[psccu.org](http://psccu.org) | [askus@psccu.org](mailto:askus@psccu.org) | 425-283-5151 or 800-273-1550



# Oregon Avista Service Areas



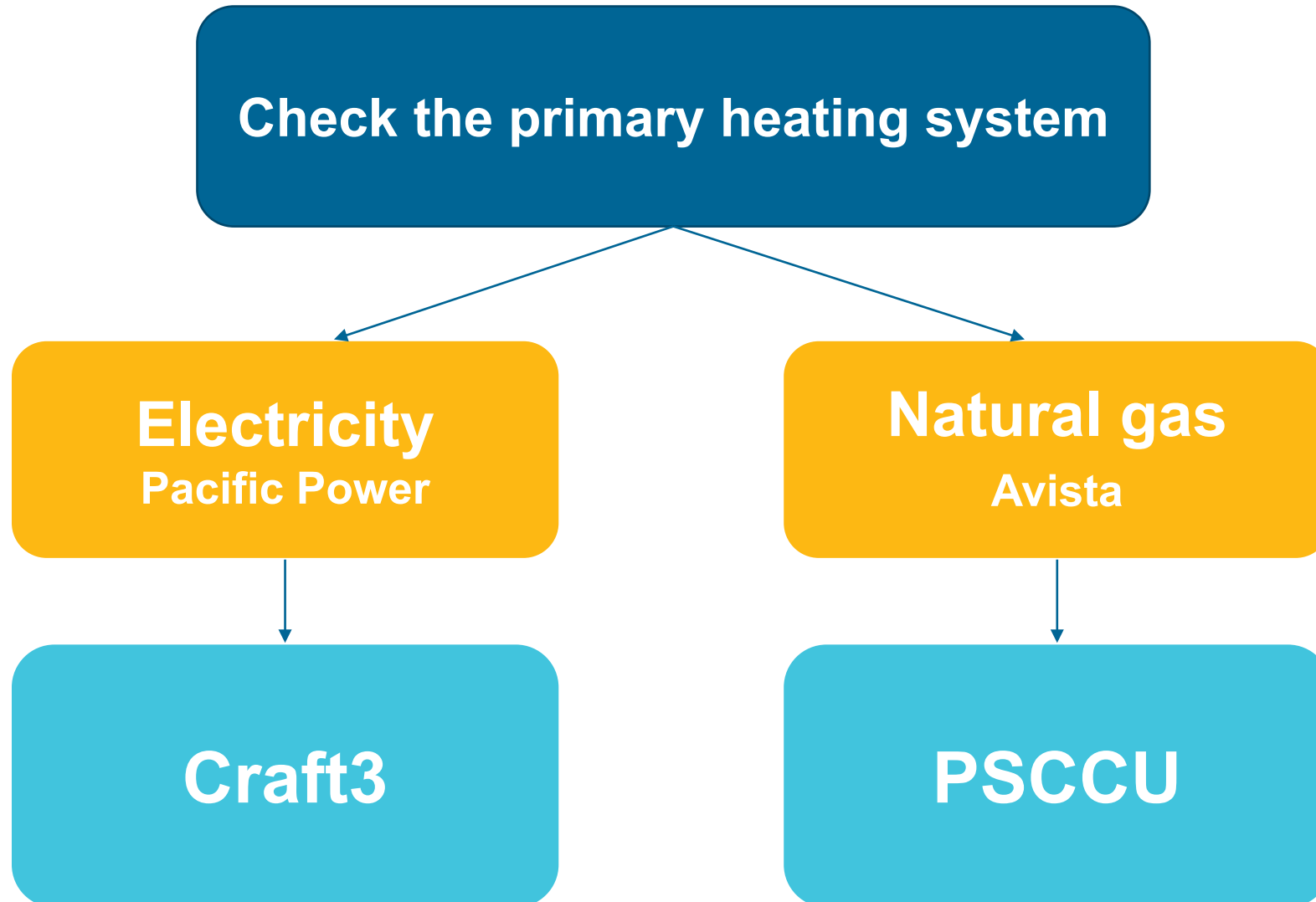
# Savings Within Reach On-Bill Participating Utilities

- PGE
- Pacific Power
- NW Natural
- Avista

# Process for Determining Lender

Lender	Utilities (primary heat source)	Submission Process
Craft3	PGE Pacific Power NW Natural	Submit to Craft3 for: 1. Project prequalification 2. Loan application (customer)
PSCCU	Avista	Submit to PSCCU for: 1. Project prequalification 2. Loan application (customer)

# How to Choose Your Lender in Avista Territory





# On-Bill Loan Repayment Participation and Workflow

# Trade Ally Participation Requirements

**1**

**Active Home  
Retrofit or  
multifamily  
trade ally**

**2**

**Be in good  
standing**

**3**

**Attend  
orientation**

**4**

**Submit  
enrollment  
agreement**

# Enrollment Process

- Enroll as a trade ally, if you are not already enrolled
- Notify your account manager if you are interested in enrolling in one or more of the OBR offerings
- Attend a training, provided by your account manager
- Sign a participation agreement



Questions?

# Contact

- Craft3
  - 1.888.231.2170 ext. 225
  - [homeenergy@craft3.org](mailto:homeenergy@craft3.org)
  - [Craft3.org/HomeEnergy](http://Craft3.org/HomeEnergy)
- PSCCU
  - 1.800.273.1550
  - [askus@psccu.org](mailto:askus@psccu.org)
  - [psccu.org/energy-smart](http://psccu.org/energy-smart)
- Energy Trust
  - 1.866.365.3526
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# Thank you

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