

Craft3 Home Energy Loan Updates and Improvements

Energy Trust of Oregon affiliates

April 2018

Lending to people. Investing for resilience



A lender that thinks and acts differently.



Since 1994, Craft3 has invested over \$470 million in entrepreneurs, nonprofits and individuals – including over \$48 million for 3,700+ home energy upgrades.

- Lending throughout Oregon and Washington.
- Offices in Astoria, Bend, Klamath Falls, Portland, Port Angeles, Seattle, Spokane, Walla Walla.
- Capital from over 120 public/private grants and loans, including from banks, foundations, governments, and individuals.



Serving many sectors and industries.



- Home energy upgrades
- Septic system repair/replacement
- Urban small business, including retail and service industry
- Community facilities
- Established nonprofits
- Clean energy, clean tech, and energy-efficiency
- Agriculture and fisheries
- Food systems and value-added processing
- Manufacturing
- Land and water conservation



Our Home Energy Loan, through Energy Trust's on-bill incentive offer helps make homes more energy efficient

100 percent financing (no out-of-pocket expenses). Up to:

- \$7,500 for Savings Within Reach projects for NW Natural, PGE, and Pacific Power
- \$10,000 for heat pump projects for PGE and Pacific Power
- \$15,000 for Southwest Washington NW Natural projects

Credit scores as low as 590, no equity required

Straightforward rates at no cost to the contractor

- Universal rates for all approved applicants, no rate hikes for lower credit scores
- No teaser rates with hidden costs

Easy repayment on heating bill for NW Natural, PGE and Pacific Power

The process keeps getting faster!

- Online and paper applications
- Electronic document signing
- Electronic payment to contractors
- Improvement: Craft3 now evaluates incentive eligibility! Email all project related documents to Craft3.



a constant	Craft3 Energy Efficiency Loan Application
mmi	Energy Trust Oregon, Savings Within Reach (SWR) On-Bill Repayment Progra
and Shipman	Please answer all the questions below.
	How did you find out about Craft37
	If possible, please provide the specific name of the person or organization who referred you to Craft3:
	Participants in the Savings Within Reach On-Bill Repayment program must read and agree to the payback information contained in Energy Trust of Dregons Incentive Application (321MIT) and Psyback Estimator (321MITs).
ALL	I confirm that I have reviewed and agreed to the ONO Ves terms and conditions in the 311/6(7/321/6(Ta cocuments.
	If you are already working with a SVR.On-Bill Resement Program contractor and have determined the work to be performed, please enter the loan amount needed here (bid smouth - less incentives), Otherwise, please enter an amount you would like us to pre-quality us for (the maximum loan amount is 37,000).
frust	Loan Amount \$ (Required)
frust und Unit Unit	
	Trade Ally Contractor Information Contractor Company Name
	Contractor Contact Person
	Contact Phone Number
	Contact Phone Number
	Property Information
	The home is owner occupied
	The nome is a single-family, detached dwelling
	Is the home a manufactured/mobile home
	Address 1
	Address 2
	Oby
	State OR Zip
	Year home was So, feet of
	built home
	Utility Information
	What is your primary heat source? Gas 👻
	Are you currently using a primary heat source that coes not involve a utility company? (wood, I No Ves processe.etc)

New and improved process for Energy Trust programs.

1. Customer applies for financing with Craft3 in less than 10 minutes www.Craft3.org/HomeEnergy

(Trade Ally simultaneously submits incentive application and bid to homeenergy@craft3.org for processing)

- 2. Craft3 emails decision on project and financing within 3-5 business days of loan application
- 3. Customer signs loan documents electronically
 - Up to 50 percent of loan may be available up-front to contractors
- 4. Contractor completes work
 - <u>Submit final signed invoice and Craft3 invoice summary to</u> <u>homenergy@craft3.org</u>
- 5. Craft3 pays remaining balance to the contractor.
 - Please allow six to eight weeks for incentive processing and payment
 - Customer repays loan via their primary heat source utility bill.



What people say about the Home Energy Loan.



The Heat Pump Store

The process and communication from Craft3 have been great. They keep me informed about how far along in the process my customer is and let us know when we can schedule the installation. I recommend the Home energy Loan at every sales proposal. The customer is excited to learn that they have an option to get the system financed and pay through their power bill.



Melissa McVicker

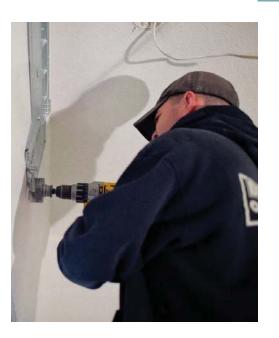
The Home Energy Loan program will make a HUGE impact on our lives. I couldn't afford to pay cash up front for this heat pump. Last winter, we used a single space heater to heat the house after the cadet heater quit working. My heating bill was outrageous. (Savings Within Reach On Bill Repayment) have been remodeling for a vest pe

Frank and Shellie Vedack

We have been remodeling for a year now and through everything Craft3 are the only ones that had an easy process and did exactly what they said they would do. It was very nice to have it all taken care of so seamlessly. (Heat Pump On Bill Repayment)

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Interested in offering On-Bill Repayment to your customers?

To participate in On-Bill Repayment offerings, you must:

- have a Trade Ally Star rating of 2.5 or higher
- complete all Energy Trust necessary training
- sign a Energy Trust participation agreement before beginning any work or installing qualifying upgrades

To enroll in any of the on-bill repayment offerings and receive a custom training, contact your Energy Trust account manager or the existing homes trade ally team at 1.866.365.3526



We look forward to working with you

Tawny Reader

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Erik Lantz

VP, Consumer Portfolio Manager 888-231-2170 x505 <u>elantz@craft3.org</u>

Leanna Yenney

Consumer Lender 888-231-2170 X 221 lyenney@craft3.org

Website and Application

www.Craft3.org/HomeEnergy HomeEnergy@Craft3.org

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