



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



Agenda

- On-Bill Loan Repayment Overview
- Avista Joins Savings Within Reach On-Bill Loan Repayment
- Meet the lenders: Craft3 and Puget Sound Cooperative Credit Union (PSCCU)
- Workflows and application process
- Incentives by Offering
- How to Enroll

Questions for Trade Allies

- How many of you are new to OBR; i.e., not participating yet?
- Why do you want to use OBR?
- If you offer OBR, why do you find it valuable?

Please type answers into chat

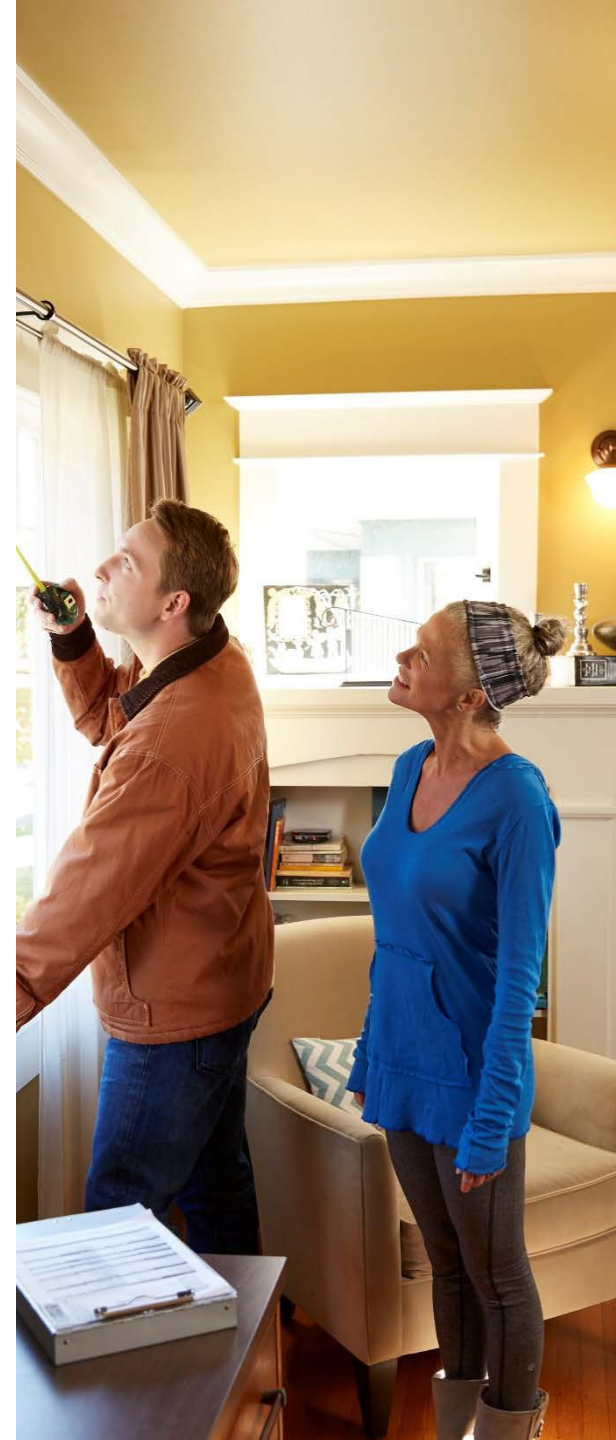
On-Bill Loan Repayment

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 can offset loan payments for 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
Oregon	OR	PGE Pacific Power NW Natural
Washington	WA	NW Natural

On-Bill Loan Repayment Offers by Housing Type

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

Energy Trust Instant Incentives

- Discounted from customer's invoice
- Paid directly to the trade ally
- Cannot exceed cost of materials and installation
- Lenders Craft3 or PSCCU pays trade ally remainder of invoice total



Avista Joins SWR OBR
February 2022

Oregon Avista Service Territory



Savings Within Reach On-Bill Loan Repayment Utilities

- PGE
- Pacific Power
- NW Natural
- Avista – effective February 2022

New Lender

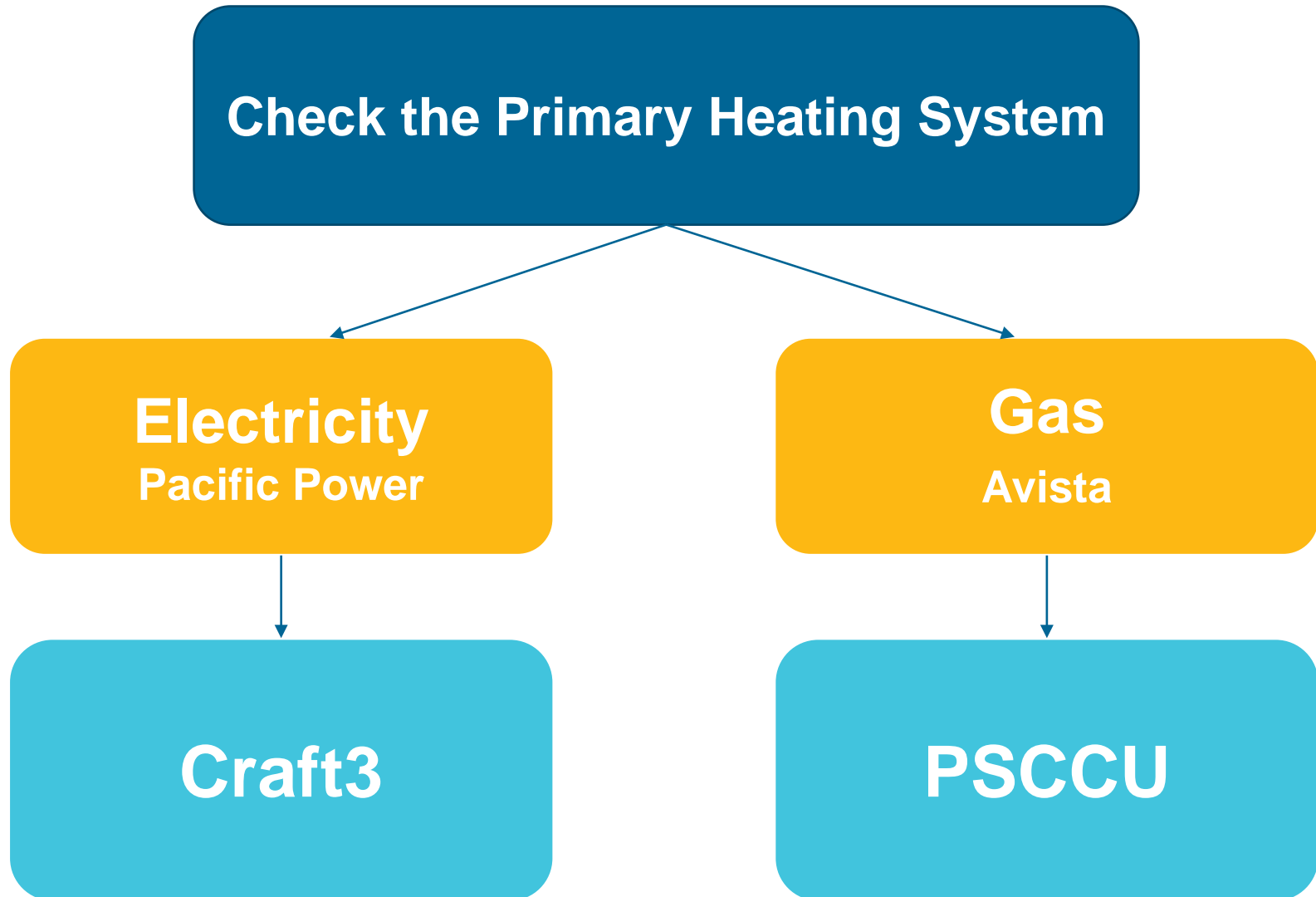
- Avista is working with Puget Sound Cooperative Credit Union (PSCCU)
- Homes that are heated by gas provided by Avista will work with PSCCU for loans



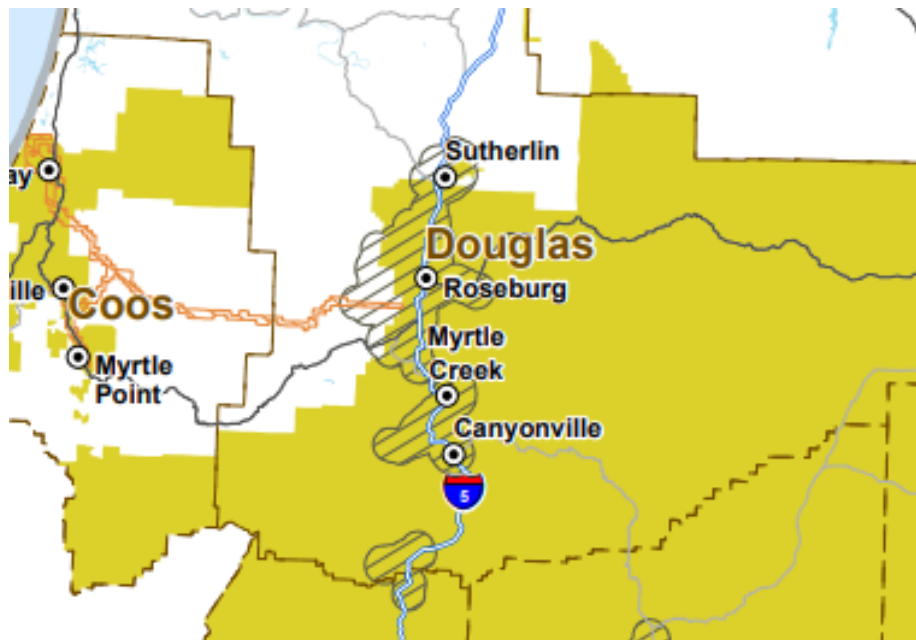
Process Update

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



Avista & NW Natural Overlap



Homes heated by
Gas provided by
NW Natural

Craft3

Homes heated by Gas
provided by Avista

PSCCU



Lenders:
Craft3 and PSCCU

Working Together:

Energy Trust, Craft3 and PSCCU

- Energy Trust works with regional nonprofit lenders Craft3 and PSCCU to offer the on-bill loan repayment option
- 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





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 | askus@psccu.org | 425-283-5151 or 800-273-1550

Savings Within Reach 2022 Changes

Savings Within Reach Income Eligibility

- Customers complete income verification on the Energy Trust incentive application
- If household income is below minimum, customer may be eligible for free weatherization assistance - please refer them to [Oregon Housing and Community Services](#)

Energy Trust Moderate-Income Guidelines		
# IN HOUSEHOLD	MINIMUM	MAXIMUM
1	\$25,760	\$55,610
2	\$34,840	\$72,722
3	\$43,920	\$89,832
4	\$53,000	\$106,944
5	\$62,080	\$124,056
6	\$71,160	\$141,166
7	\$80,240	\$144,374
8	\$89,320	\$147,582

Savings Within Reach On-Bill Loan Repayment Temporary Eligibility End Date

- Temporary COVID eligibility ends December 31, 2021
 - Applies to customers whose employment was impacted by COVID-19 and are eligible to receive assistance from local, state and/or federal agencies, or community-based emergency fund

On-Bill Loan Repayment Participation

Application Process

- Trade ally completes application form 321SWR, 321OBR or 321WA
 - Customer signature required on application
 - Customer must be the utility account holder
- Trade ally submits rebate application & project bid to lender for **preapproval**
 - Customer signature required on bid
- Lender invites customer to apply for financing if they haven't already

Application Process, Continued

- Once loan is closed, lender disperses 50% of funds to trade ally
- Trade ally completes qualifying upgrade to [Energy Trust Specifications](#)
- Trade ally submits customer signed final invoice with itemized incentive deduction to lender
- Customer signs off on work, lender disperses remaining balance of loan amount to trade ally
- Trade ally receives incentive from Energy Trust

Sample invoice



Invoice: 5555
December 13 2014

ABC Contracting

5432 A Street
Suite 321
Portland, OR 97205
Phone: 555-867-5309
Fax: 555-978-6410
www.ABC.com

TO:
Joe King
5555 Street Address
Suite 505
Portland, OR 55555

Sales Rep.	P.O. Number	Ship Date	Ship Via	FOB	Terms

Quantity	Description	Unit Price	Total
1	Ductless Heat Pump HSPF 9.2 Serial #: 555555	N/A	\$4,400.00
1	Energy Trust of Oregon Heat Pump On Bill Repayment Instant Incentive	N/A	-\$700.00
Total			\$3,700.00

Customer Name	Customer Signature	Date
Joe King	<i>Joe King</i>	December 13 2014

Itemized discount

Customer Signature

Make all checks payable to ABC CONTRACTING
THANK YOU FOR YOUR BUSINESS!

Incentives by On-Bill Loan Repayment Offer

Available upgrades Eligible for Financing by Offer

Measure	Savings Within Reach	Oregon	Washington
Attic, Wall or Floor Insulation	X	X	X
Central Air Conditioner	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 Advanced Controls	X	X	
Heat Pump Water Heater	X		
Heat Pump	X	X	
Windows	X		X

Includes multifamily incentives which vary by measure and offering

Next Steps

Trade Ally Participation Requirements

1

**Active Home
Retrofit or
Multifamily
trade ally**

2

**Be in good
standing**

3

**Attend
orientation**

4

**Submit
enrollment
agreement**

Trade Ally Enrollment

1. Request trade ally participation agreement
 - Return the signed participation agreement to onbill@energytrust.org
2. Upon approval of the signed participation agreement, we'll email you:
 - Incentive form:
 - Current incentive fact sheet
 - Workflow
3. For quick payment from Craft3, send the following documents to homeenergy@craft3.org
 - Direct deposit (ACH) form
 - Voided check
 - Company W-9

Questions?

Contact

- Craft3

1.888.231.2170 ext. 225

homeenergy@craft3.org

Craft3.org/HomeEnergy

- Energy Trust

1.866.365.3526

onbill@energytrust.org





Thank you!

Andrew Shepard
onbill@energytrust.org
1.866.365.3526