



TRI-STATE



ELECTRIFY AND SAVE™

TARIFF ON-BILL REPAYMENT

Program Overview and Training for Prospective Contractors



Agenda

- Introduction to CCEF
- What is TOBR?
- Electrify and Save
Program Structure



CCEF: Colorado's Green Bank



Collective Clean Energy Fund (CCEF) is a **mission-first, nonprofit investment fund** that fills existing financing gaps to accelerate clean energy adoption.

CCEF is not a typical depository financial institution. Instead, CCEF is a financial institution with **energy expertise and flexible capital**.

Our vision is a just and equitable transition to a decarbonized economy, with **CCEF serving as the North Star** for clean energy projects and collaborators across Colorado.

**WHAT IS TARIFF ON-BILL
REPAYMENT (TOBR)?**

What is a Tariff Program?

- TOBR is a mechanism by which utility customers can receive a clean energy installation at **no upfront cost** and pay via a **voluntary tariff on their utility bill**
- What is a utility tariff? A utility tariff is the governing structure through which utilities can recoup costs for services (such as electricity delivery) provided to their customers (Members)
- Voluntary tariff: an opt-in utility service (ex. green tariffs)

Financial obligation is thus **meter-tied** rather than a consumer loan/debt burden

How Does It Work?

At a high level, on-bill programs generally operate as follows:



Contractor installs an eligible measure agreed upon between contractor and customer



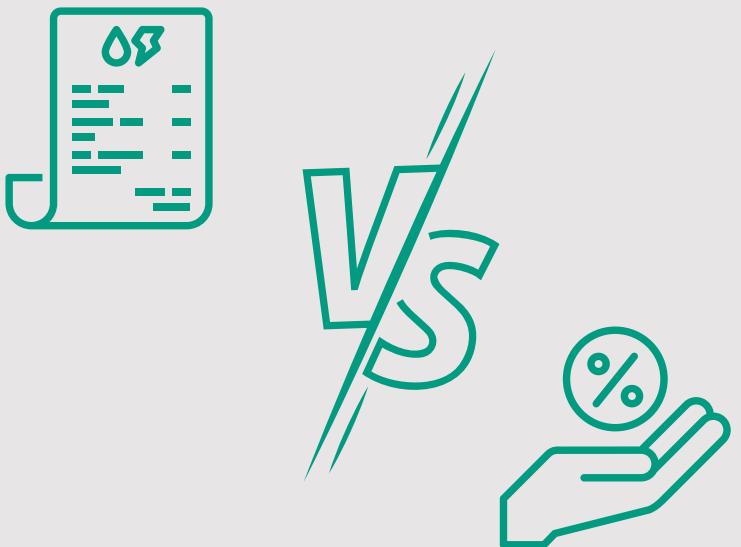
Third party or utility fronts the cost of the install



Customer repays cost of upgrade over time via utility bill line-item

Advantages of TOBR

Main benefits of a tariff program versus a personal loan:



- Alternative underwriting
- No new debt
- Very low-interest rates
- (Coming soon!) Availability to renters

Implications of Being Meter-Tied



SHUTOFF
SECURITY
MECHANISM



TARIFF
TRANSFER



NECESSARY
DISCLOSURES



RECORDING
WITH
COUNTY

History and Background

Tariff On-Bill Repayment (TOBR) is an innovative, market-tested financing solution that has been deployed across dozens of utility territories over the last several decades.



Highlights:

- \$630MM in projects throughout America
- < 1% default rate

PROGRAM STRUCTURE

Roles and Responsibilities

CCEF

Program Administrator

- Program design & management
- Future program development
- Marketing
- **Contractor recruitment, training & management**

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Program Sponsor

- Capital provider (via RESP funds)
- General coop support
- Marketing
- **Contractor and project technical oversight**

Impact Development Fund (IDF)

Servicer

- Underwrites all projects
- Completes closing package with Program Participant
- Services all projects
- **Pays contractors for projects completed**

Distribution Cooperative

Billing Agent

- Provides access to bill pay history
- Places charge on utility bill
- Collects monthly payments for remittance
- Customer service/inquiries

Roles and Responsibilities

AUTHORIZED CONTRACTORS

Contractors play an important role in the Electrify and Save (E&S) On-Bill Repayment program, including:

- Offer and inform customers of E&S financing
- Install eligible measures
- Promote the program through your business
- Remedy identified project concerns

Eligible Measures



Improvements that result in reduced utility costs, reduced greenhouse gas (GHG) emissions, increased electrification or electrification readiness, and/or an increase in renewable energy generation. *Exact measure specifications are detailed in the Contractor Manual*

HVAC Systems

- Air-source heat pumps for space heating and cooling, including dual-fuel systems, mini-splits, and air-to-water
- Ground-source heat pumps
- Electric thermal storage units
- Energy recovery ventilators (ERV) or heat recovery ventilators (HRV)
- Evaporative cooling
- Whole-home or attic fans

Eligible Measures (continued)



Electrical & Energy Management

- Electrical panel upgrades
- Electric vehicle (EV) chargers
- Battery storage (must be enrolled in DRC program with TS)
- Demand response equipment, including programmable thermostats

Water heating

- Electric water heaters

Building Envelope & Lighting

- Air sealing and insulation
- Storm or replacement windows and doors
- LED lighting

Other Electrification & Efficiency Technologies

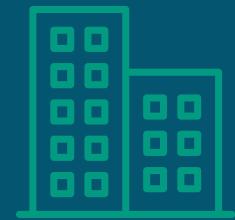
- Other commercially available electrification or efficiency technology (may require pre-approval)

Program Eligibility

Eligible Properties



- Residential
(individually metered)
- Commercial (coming soon!)
- Municipal (coming soon!)



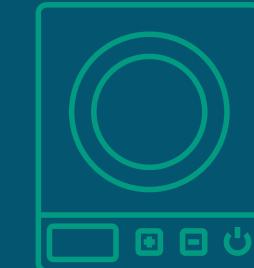
Eligible Participants



- Homeowners
- Renters (coming soon!)

Must show:

- 12 months no shutoff
- 6 months no late payments*



Financing Terms

Rates and Terms

3-year: 4.0%

5-year: 4.25%

7-year: 4.5%

10-year: 4.99%



Rebates

Tri-State rebates - direct to contractor

Additional rebates:

- Federal
- State
- Coop-specific

Process Flow

1

Participant
Application via
Contractor*

**App & review process
occurs in MerchantLinq
(separate training to
follow)*



2

Contractor Pre-
Installation
Document
Upload



3

Tri-State Pre-
Installation
Review
<1 business
day)



4

Underwriting
and Approval*
<1 business
day)



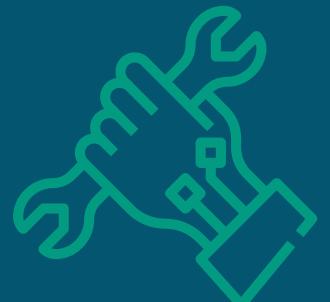
**Approval indicates
Notice to Proceed*

Process Flow

(continued)

5

Project Installation



6

Contractor Post-Installation Document Upload



7

Tri-State Post-Installation Review (<1 business day)



8

Participant Signing of Closing Package



9

Payment to Contractor via ACH



Project Documentation: Contractor

Required Project Documents for Project Approval & Full Funding

- Scope of Work
- Utility Bill (can be provided by the Participant)
- Photos of equipment pre-install, if applicable
- Photos of equipment post-install, if applicable
- Final Invoice

Project Documentation: Participant

Overview of Program Documents

- Program Application *starts with Contractor in MerchantLinQ*
- Approval Letter (upon project approval)
- Program Closing Package
 - Program Agreement
 - Tariff Rider
 - Land Records Notice
 - Truth in Lending Disclosure
 - Certificate of Completion

Tri-State Project Oversight

**Pre-Installation
Review**



**Post-Installation
Review**



**TS-contractor
back-and-forth
messaging**



**Measurement
& Verification**



Contractor Expectations

- Maintain all required licenses, insurance, certificates, etc.
- Comply with all applicable federal, state, and municipal laws, ordinances, and regulations, including, but not limited to, state and/or local building codes
- Provide high quality workmanship, professionalism, and customer service
- Complete at least one project each calendar year

Any misrepresentation or acts of fraud are grounds for immediate removal from the program.

Pre Funding Requirements

Per Contractor

- **Project References**
 - List of residential projects in last 6 months or supplier reference
- **Financials YTD**
 - Profit and Loss statement and Balance Sheet

Per Project

- **Transaction Records**
 - Purchase orders, invoices, and / or receipts
- **Timeline**
 - 90 day period begins for project installation.
 - Delays could result in removal from the program

Strike System

3 Strike System within a 24-month period, at which point strikes reset back to zero. The below items are examples of what would constitute a Strike. Refer to pgs. 21 - 26 of the Contractor Manual for further detail.

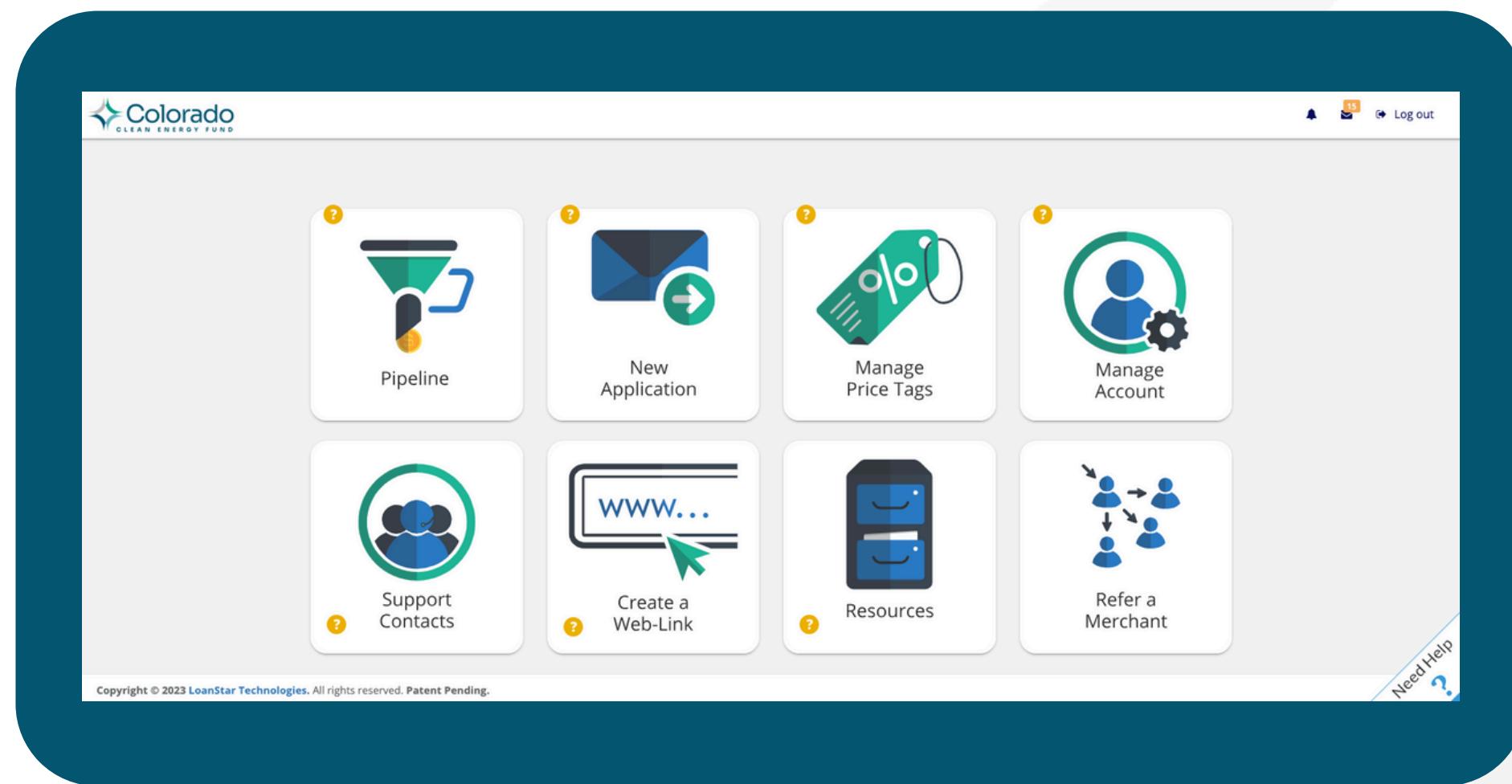
One strike to be received for:

- A formal complaint submitted to CCEF

Two strikes to be received for:

- Completing and submitting an installation that is hazardous, does not follow appropriate building codes, and/or is not in line with submitted SOW
- Completing a project without acquiring the appropriate permit as applicable
- Knowingly providing a falsified Permit Waiver sheet

Up Next: MerchantLinQ Portal



What is MerchantLinQ?

How do I use it to originate E&S projects?

How does it streamline the program?

What other financing options are available to me in the portal?

GET IN TOUCH



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Program Contacts

Contractors should direct all inquiries to:

contractors@cocleanenergyfund.com

For specific inquiries related to project reviews and rebates:

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