Trustworthy financing for energy, resiliency and other home improvements

No cost to contractor.
About the National Energy Improvement Fund (NEIF)

With a lending legacy from 1947, formed as a benefit corporation (Certified B Corp) in 2017, operating as a multi-state, fully compliant, non-bank financial institution.

NEIF provides lending and other services for improvements which make homes and businesses resilient, efficient, healthy and comfortable and helps contractors grow their businesses.

Led by energy financing pioneers Peter Krajsa and Matthew Brown and a team responsible for over $800 million in innovative energy financing programs.

NEIF is the nation’s only Certified B Corporation® energy efficiency and resiliency lender, meeting the highest standards of social & environmental performance, public transparency, and legal accountability.
The National Energy Improvement Fund was organized as a public benefit LLC. NEIF went through additional assessment and scrutiny to officially be designated as a Certified B Corporation®, by the international certification board.

Certified B Corporations® (B Corps™) meet the highest verified standards of social and environmental performance, transparency, and accountability in five categories: governance, workers, customers, community, and the environment.

B Corp™ Certification is a highly selective status. Companies must document their positive impact to qualify and undergo verification every three years to maintain their Certification.

NEIF is also an approved Home Improvement Expert™ Partner of the U.S. Department of Energy.
<table>
<thead>
<tr>
<th><strong>Climate</strong></th>
<th><strong>Affordability</strong></th>
<th><strong>Resiliency</strong></th>
<th><strong>Business &amp; Job Development</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>NEIF finances energy efficiency improvements that reduce energy usage and the carbon footprint.</td>
<td>NEIF financing makes energy and resiliency improvements more affordable for homeowners and businesses of all sizes and income levels.</td>
<td>NEIF provides specialty financing and insurance programs for buildings in high impact weather regions.</td>
<td>NEIF accelerates contractor growth and employee development with training, products and programs.</td>
</tr>
</tbody>
</table>
NEIF serves four customer types.

**Homeowners**
Point of purchase financing and insurance for qualifying energy and resiliency improvements

**Businesses**
Financing for commercial, industrial and municipal energy and resiliency upgrades

**Contractors**
Bridge financing for HVAC, roofing, lighting & other contractors

**Governments, Utilities, Manufacturers & Programs**
Administration and delivery of program-driven efficiency and resiliency lending
NEIF finances essential products and services.

**Lending to Consumer and Commercial Customers**
- Loan origination and servicing for efficient HVAC, resilient windows & roofs, lighting, battery storage and other efficiency & resiliency upgrades

**Property Insurance Based on Resiliency**
- Insurance services for homeowners which provide reduced premiums after resiliency upgrades such as roofs that are fortified against hurricane-force winds

**Bridge Financing for Contractors**
- Advance funding programs to cover contractor short-term capital needs with rebate advance payments, working capital and related funding

**Program Administration Services**
- Portal technology, loan servicing and origination for governments, utility, other sponsors & their contractor networks
NEIF’s Mission & Differentiation

Partnering with Leading Contractors

Increasing the affordability and accessibility of energy efficiency and resiliency improvements and helping like-minded contractors grow their businesses.

Simple
Uncomplicated products and processes. Responsive communication, knowledgeable service and straight-forward technology.

Transparent
Financing options with clear terms and no hidden costs to customers or contractors. Supporting informed and confident decision-making.

Fair
Third-party certified to meet the highest standards of compliance, social & environmental focus, accountability and fair lending practices.

Expert
Years of innovation in energy & resiliency financing. Knowledge, expertise and broad industry perspective for best contractor and customer experience.
NEIF’s coordinated approach provides the market with a comprehensive suite of efficiency and resiliency financial products.
The NEIF team has implemented some of the nation’s most innovative energy financing programs and has successfully built, managed and transitioned energy finance companies.

- Pennsylvania Treasury – Keystone HELP
- West Penn Power Sustainable Fund
- Sustainable Energy Fund
- Building Performance Institute (BPI)
- Efficiency Maine
- Connecticut Green Bank
- Eversource
- United Illuminating
- Michigan Saves
- Energy Kinetics
- P&N Distribution (Rheem)
- PECO
- WHEEL
- FannieMae National EnergyLoan
- HUD PowerSaver
- California Treasurer & Utilities
- Kentucky Home Performance
- Maryland Clean Energy Fund
- Delaware Sustainable Energy Utility
- Illinois Energy Association
- ComEd
- Ameren
- Progress Energy
- Atas International
- Knauf Insulation
- Xcel Energy
- AEP Ohio
- MyStrongHome
NEIF’s Leadership and Expertise

Through decades of experience NEIF has an unparalleled mix of energy, lending, compliance and regulatory know-how.

**PETER KRAJSA**
CO-CHAIR

Previously CEO of AFC First, a groundbreaking energy efficiency lender founded in 1947 with over 6,000 participating contractors, creators of Pennsylvania’s Keystone HELP, the national EnergyLoan program, and many other market-based and state- and utility-backed financing programs. He successfully sold AFC First to Renew Financial, the creator of PACE financing, in 2015. Over 30 years of industry experience.

**MATTHEW BROWN**
CO-CHAIR

Founder and Principal of Harcourt Brown & Carey and HBC Energy Capital, the nation’s top designer of energy finance programs for states and utilities including California, Michigan and many others. Over 25 years of industry experience.
NEIF’s Leadership and Expertise

LAURA NELSON  
COO

Previously CFO of AFC First, and VP of Renew Financial and Deutsche Bank, she was instrumental in the creation of the national Warehouse for Energy Efficiency Lending and has been involved in financial management, operational controls, process improvement and regulatory and investor compliance. Over 20 years of industry experience.

MARGOT BRANDENBURG  
Senior Advisor, MyStrongHome

Founder of MyStrongHome, with years of experience in mission-driven business and non-traditional finance. She is currently a Senior Program Manager in the mission’s investment team at the Ford Foundation and was formerly Senior Associate Director at the Rockefeller Foundation. She is the co-author of the book *The Power of Impact Investing*. Over 10 years of industry experience.
NEIF’s Leadership and Expertise

TESSA SHIN  
VP LENDING AND PROGRAMS
Former Director of Lending and Programs at AFC First and Renew Financial. 15+ years of industry experience.

RANDY BAK  
SENIOR DIRECTOR, BUSINESS DEVELOPMENT
Experienced national dealer and channel sales professional formally with Renew Financial, Toshiba and other technology companies.

HEATHER BRAITHWAITE  
VP COMMERCIAL FINANCE
Led state and utility engagements to establish finance programs while at Harcourt Brown and Carey
Operated NEIF and HBC Energy Capital commercial finance programs
10+ years of industry experience.

TERI STOFFEY  
VP ACCOUNTING AND SERVICING
Former Accounting Manager at Renew Financial
Former Director of Process and Reporting at AFC First
10+ years of industry experience.

GREG BURNS  
DIRECTOR, BUSINESS DEVELOPMENT
Previous channel development for Renew Financial and AFC First. Extensive energy industry experience with StarGas and others.

ELEANOR KITZMAN  
MyStrongHome
Former state insurance commissioner in Florida and South Carolina
10+ years of industry experience.
NEIF’s Strategic Partnerships & Alliances

NEIF has alignment and support from industry-leading organizations.
Residential financing currently available from Maine to Florida. Please ask us about other states.

Commercial financing available nationally.
What improvements are eligible?

All makes and models of most installed products and services that improve a **home’s energy efficiency, resiliency or comfort**. Additional work can be part of the financed project if at least 50% of the improvements include: **Only for work performed by a NEIF-Approved Contractor.**

- Air Conditioning (Central) - Any efficiency rating
- Furnaces & Boilers – All Fuels - Any efficiency rating
- Heat Pumps - Any efficiency rating
- Gas Line Extension
- Generators
- Geothermal - Any efficiency rating
- Electrical Work
- Kitchens & Baths
- Lighting & Controls
- Plumbing Work
- Solar
- Tank Removal & Replacement
- Water Heaters – All Fuels - Any efficiency rating
- Water Treatment
- Air Sealing & Insulation
- Awnings & Shading
- Carpet, Flooring, Tile
- Roofing - Any efficiency rating
- Siding - Any efficiency rating
- Windows & Doors - Any efficiency rating
- Other Energy Improvements - Case by case
What’s keeping customers “On the Fence”?

- If your closing rate is 40% **what’s happening to the other 60%?**
- Are potential customers staying “on the fence” because they don’t view the improvement as affordable and are **cautious of using credit cards or promotional financing?**
- **85% of all auto purchases are financed** on fixed monthly payment plans
- Today’s energy, resiliency and other home improvements can approach the cost of a car – **it is a major capital expense**
- **Average American current available cash is $3,000 to $7,000**…..What is your average installation cost?
- When is the **last time you bought a car and were not presented with a fixed monthly payment option** at point of purchase?
Are you missing the quarter of the market that is the true monthly payment buyer?

Cash/Credit Card Buyer

“I’ll just pay you cash or maybe use my card to get the points!”

Promotional Financing Buyer

“I am happy to use your free money – regardless of what it’s really costing you (or me).”

Monthly Payment Buyer

“I want to get the best improvement for my budget AND a low fixed payment that I can pay off at any time – no gimmicks and not another credit card!”

Credit Challenged Buyer

“I’ll pay any interest rate – just get me approved!”
**Trustworthy financing** for HVAC & other energy home improvements


7.99% 3, 5 & 10 Year Financing. **No Cost to Contractor.**

Backed by the National Energy Improvement Fund, the nation’s only B-Corp certified improvement lender, meeting the highest standards of social & environmental impact, fairness, compliance and accountability to contractors and their customers.

<table>
<thead>
<tr>
<th></th>
<th>Tier 1</th>
<th>Tier 2</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed Rate to Customer</strong></td>
<td>7.99%</td>
<td>8.99%</td>
</tr>
<tr>
<td><strong>Contractor/Dealer Fee</strong></td>
<td>NO COST TO CONTRACTOR</td>
<td>12.99%</td>
</tr>
<tr>
<td><strong>Credit Qualification</strong></td>
<td>720 Plus</td>
<td>700-719</td>
</tr>
<tr>
<td>based on lower of applicant and co-applicant credit score. DTI &lt;=50%. No BK in last 5 years</td>
<td>680-699</td>
<td>640-679</td>
</tr>
<tr>
<td><strong>Loan Amount</strong></td>
<td>$2,500 to $25,000</td>
<td>$2,500 to $20,000</td>
</tr>
<tr>
<td><strong>Terms</strong></td>
<td>3, 5 and 10 Year</td>
<td>Simple interest, fixed rate installment loan with a locked in rate for full term. The customer may pay the loan off or pay additional principal at any time without penalty. <em>Optional 0% for 12 months program, with contractor fee, also available. Contact NEIF for details.</em></td>
</tr>
<tr>
<td><strong>Income Verification</strong></td>
<td>Stated, No verification of primary income* Secondary income, if any, is subject to verification. *Income verification may be required for Tier 2.</td>
<td></td>
</tr>
<tr>
<td><strong>Qualifying Properties</strong></td>
<td>Primary residence or vacation home 1 to 4 unit on permanent foundation. There is no lien placed on the property or the improvement</td>
<td></td>
</tr>
<tr>
<td><strong>Qualifying Improvements</strong></td>
<td>All makes and models of most installed products and services that improve a home’s energy efficiency, resiliency or comfort. Work must be performed by a NEIF-Approved Contractor.</td>
<td></td>
</tr>
</tbody>
</table>

*NEIFiman National Energy Improvement Fund Corporation
1. Give your customer monthly payment options and have them apply using your custom NEIF Financing Gateway on your phone, tablet or website.

2. Your customer will receive an immediate credit decision and you can view it instantly on your NEIF Contractor Portal. Upload your contract or estimate detailing work scope and price to your NEIF Contractor Portal.

3. We’ll send electronic loan docs to the customer for their signature upon final review and approval.

4. We’ll pay you directly via ACH within 2 business days of receipt of the completion certificate signed by the customer and you.

<table>
<thead>
<tr>
<th>Amount</th>
<th>36 Months</th>
<th>60 Months</th>
<th>120 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,500</td>
<td>$81</td>
<td>$53</td>
<td>$33</td>
</tr>
<tr>
<td>$5,000</td>
<td>$161</td>
<td>$106</td>
<td>$66</td>
</tr>
<tr>
<td>$7,500</td>
<td>$242</td>
<td>$159</td>
<td>$99</td>
</tr>
<tr>
<td>$10,000</td>
<td>$322</td>
<td>$212</td>
<td>$132</td>
</tr>
<tr>
<td>$15,000</td>
<td>$484</td>
<td>$319</td>
<td>$198</td>
</tr>
<tr>
<td>$20,000</td>
<td>$645</td>
<td>$425</td>
<td>$264</td>
</tr>
<tr>
<td>$25,000</td>
<td>$807</td>
<td>$531</td>
<td>$330</td>
</tr>
</tbody>
</table>

All loans are made directly to the consumer by National Energy Improvement Fund, LLC for work performed by NEIF-Approved Contractors. Rates are from 7.99% to 12.99% APR based on credit. Payment estimates based on Tier 1 9.99% APR. NEIF is an equal opportunity lender.
Use your NEIF Financing Gateway as your in-home financing sales tool – compare price points and payment options.

- Your customer can apply right from your NEIF Financing Gateway on your phone or tablet or their device for an instant credit decision
- You can illustrate “Good”, “Better”, “Best” scenarios and show the easy affordability of add-on items or deeper energy savings retrofits.
You can track all your deals in your Contractor Portal with access directly from your NEIF Financing Gateway.

- Your password-protected Contractor Portal is where you can see loans status, track your pipeline, upload documents and communicate directly with our Energy Lending Specialists.
Did you know NEIF also offers commercial improvement financing and advance funding and cash flow financing to contractors

As a NEIF-Approved Contractor you can offer financing on many types of energy improvements such as HVAC, lighting and refrigeration to **businesses, non-profits, commercial and industrial customers**.

We also offer **advance funding on utility and program rebates** through Rebate Bridge.

**Visit neifund.org for more information.**
# Trustworthy financing for Commercial Energy Improvements

<table>
<thead>
<tr>
<th>Basic Terms for NEIF Commercial Energy Financing</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Borrowers</strong></td>
</tr>
</tbody>
</table>
| **Equipment**                                  | • Efficiency Equipment: Lighting, Controls, HVAC, Refrigeration, etc.  
|                                                   | • Non-efficiency equipment (case by case) |
| **Project Costs**                              | $2,000 - $25 Million |
| **Terms**                                      | Commercial & Non-Profit | 1 to 7 Years  
|                                                   | Municipal/Public | Up to 20 years  
| **Rates**                                      | NEIF will identify the lowest possible rate from a vetted group of lenders. Expect fixed market rates of:  
| Commercial                                      | Typically 5 - 12% (Dependent on customer credit review and project size)  
| Non-Profit                                      | Typically 4.5 - 8% (Dependent on customer credit review and project size)  
| Municipal/Public                                | Typically 3 - 5.5% (Dependent on customer credit review and project size)  
| **Types of Financing Available**               | • Equipment Leases  
|                                                   | • Municipal Tax-Exempt Lease Purchase (TELP)  
|                                                   | • NEIF prepares custom solutions for the following financing mechanisms:  
|                                                   | • Commercial PACE  
|                                                   | • Energy Service Agreements  
|                                                   | • Solar Power Purchase Agreements (PPAs)  
| **Timing**                                     | • Instant Online Finance Proposal Creation  
|                                                   | • Formal Credit Approval typically in less than 2 business days  
|                                                   | • Final Funding typically within 2 business days after project completion  
| **Other Information**                          | • No contractor fees  
|                                                   | • No money down  
|                                                   | • Cover 100% of project costs  
|                                                   | • Rate buy down ability, as low as 0.00%  
|                                                   | • Use utility rebates/incentives in conjunction with finance  
|                                                   | • Match energy cost savings to your monthly payment  

![NEIF National Energy Improvement Fund](neifund.org)
Why become a NEIF-Approved Contractor?

- **Reputational enhancement** from your company's association with the nation's only B-Corp certified improvement lender
- **Alliances** with green banks, utilities, manufacturers, & associations provide special insights and programs
- **Sales training** for your team, on-site or on-line to increase closing rates
- **Contractor search engine** to help consumers find you
- **Marketing programs** focused on monthly payment selling

To join us as a NEIF-Approved Contractor visit [www.neifund.org/for-contractors](http://www.neifund.org/for-contractors)
We are ready to help with questions, orientations or sales training for your team – on-site or on-line. **Just contact us!**

**Peter Krajsa**  
Co-Chair and Founder  
:pkrajsa@neifund.org  
(610) 737-4977

**Laura Nelson**  
Chief Operating Officer  
:lnelson@neifund.org  
(484) 838-5469

**Tessa Shin**  
Vice President, Lending & Programs  
:tshin@neifund.org  
(484) 838-5471

**Heather Braithwaite**  
Vice President, Commercial Finance  
:hbraithwaite@neifund.org  
(303) 704-5057

**Teri Stoffey**  
Vice President, Accounting & Servicing  
:tstoffey@neifund.org  
(484) 838-5473

**Matthew Brown**  
Co-Chair and Founder  
:mbrown@neifund.org  
(720) 246-8847

**Randy Bak**  
Senior Director, Business Development  
:rbak@neifund.org  
(978) 766-7348

**Greg Burns**  
Director, Business Development  
:gburns@neifund.org  
(207) 451-5012

**Bridgette Daley**  
Director, Business Development, My Strong Home  
:bridgete.daley@mystronghome.net  
(803) 807-7669

**Brittany Heller**  
Business Development Specialist  
:bheller@neifund.org  
(484) 838-5487

**Jensen Handwork**  
Commercial Business Development Specialist  
:jhandwork@neifund.org  
(720) 689-2288

National Energy Improvement Fund, LLC  
Allentown PA  •  Denver, CO  (484) 838-5460