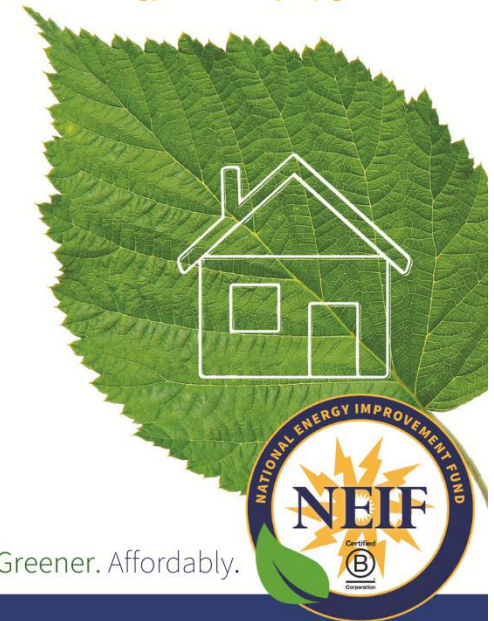


Trusted 0.00% APR Fixed Monthly Payment Financing for Qualifying Home HVAC Upgrades



JCP&L Residential Energy Efficiency Program Financing

0.00% APR fixed monthly payment
financing for qualifying home
energy efficiency upgrades



Go Greener. Affordably.

APPROVED CONTRACTOR

Agenda



- Introduction
- Program Update
- Financing Update
- How to Integrate Financing & Rebates to Drive Sales

Your Presenters



- **National Energy Improvement Fund (NEIF) – Lending Administrator**

- Peter Krajsa, Co-Chair and Founder
- Randy Bak, Senior Director – Business Development
- Ed Matos – VP- Business Development
- Tess Shin – VP – Lending & Programs

- **CLEAResult – Program Administrator**

- Kim Hoff, Senior Market Outreach Manager
- Kim Gharbi, Manager - Residential Account Management

Who is Eligible?

- The JCP&L Energy Efficiency Program provides access to no-cost financing, promoting easy and cost-effective access to energy efficiency upgrades for JCP&L customers that meet all credit guidelines. Improvements must qualify for a program rebate.
- 1 to 4-unit primary or secondary (vacation) home – deeded properties and co-operative housing communities.
- Owner-occupied, no investment properties*
 - *Properties owned by a Trust are not eligible.
- Must be affixed to a permanent foundation.
- Unsecured loans – property type is for qualification purpose only—no lien is filed.
- Improvements must be installed by a NEIF-Approved Contractor.
- Improvements must qualify for and be awarded a program rebate.
- Borrower(s) will need to be the JCP&L utility account holder and provide a copy of their utility bill prior to loan approval.

NIEF - A National Leader in Energy Improvement Financing



Go Greener.
Affordably.

- The NEIF Seal of Approval means:
- **Reputational enhancement** for your company by association with the nation's only Certified B-Corp, US DOE Home Improvement Expert and FORTIFIED partner lender
- **Benefit from NEIF's Alliances** with green banks, utilities, manufacturers & associations for special insights and programs
- **Expert sales training, sales tools and support** for your team to increase closing rates
- **Marketing and branding programs** to help you differentiate your company, broaden your market and promote fair, trusted affordable financing options to your customer
- **Access to Small Business and Commercial Financing** and Rebate Advance Funding



Join Us!

[www.neifund.org/
become-
approved-
contractor](http://www.neifund.org/become-approved-contractor)

JCP&L Residential HVAC & Home Performance with ENERGY STAR[®]



CLEAResult[®]

Introduction

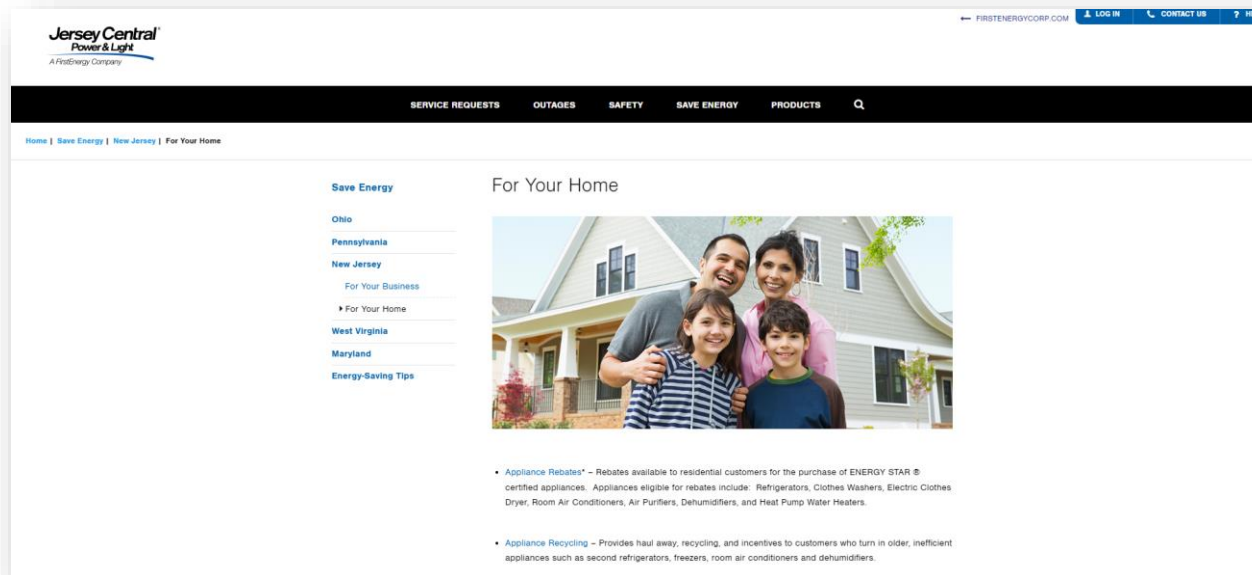
- Programs are available from NJ's Investor-owned Utilities
- JCP&L offers a portfolio of energy-saving programs for residents, property owners, landlords and businesses
- Direct Contact with Program Team Members
- JCP&L website is www.EnergySaveNJ.com and phone number is 855-449-3090



Energy Save NJ Website

www.EnergySaveNJ.com

All program details are on-line and readily accessible to your customers, including program overviews, eligibility, and steps on how to take advantage of incentives



JCP&L HVAC & HPwES Program Highlights

HVAC Rebate Program

Program Eligibility

- Rebates available to JCP&L residential customers for the purchase of ENERGY STAR[®] certified HVAC equipment.

Application available online

- Visit www.energysavenj.com/hvac for forms
- Application should be in the name of the JCP&L Account holder named on the electric bill.
- All fields must be filled out completely in order to process rebate
- **Applications must be received with supporting AHRI documentation to verify eligibility of the equipment.**
- **Contractor should provide a completed W9 to JCP&L if customer rebate is assigned for payment to the contractor company**

Rebates

- Rebates from \$325 - \$1500 on eligible efficient equipment
- Additional \$200 rebate for low to moderate income customers (not eligible for smart thermostats and furnace fans)
- <https://geomap.ffiec.gov/FFIECGeocMap/GeocodeMap1.aspx>

0% Financing option available to customers when using a qualified NEIF contractor

- Loans for qualified applicants up from \$2,500 to \$15,000 (unsecured), at 0% for Fixed Rate Terms, net of the rebate
- Fixed Rate Terms will vary based on value of financing:
- 5- or 7-year term for loans up to \$10,000
- 10-year term for loans greater than \$10,000

HVAC Rebates

■ ENERGY STAR Certified HVAC Equipment: Rebates

- | | | |
|--------------------------------|----------------------|--------------|
| Central Air Conditioner | SEER ≥ 16 EER ≥ 12.5 | \$325 |
| | SEER ≥ 18 EER ≥ 13 | \$500 |

- | | | |
|-----------------------------|-------------------------------|---------------|
| Air Source Heat Pump | SEER ≥ 16 EER ≥ 12.5 HSPF ≥ 9 | \$600 |
| | SEER ≥ 18 EER ≥ 13 HSPF ≥ 10 | \$1000 |

- | | | |
|---|-------------------------------|---------------|
| Air Source Heat Pump Cold Climate (COP 1.75 @ 5 degrees) | SEER ≥ 16 EER ≥ 12.5 HSPF ≥ 9 | \$1000 |
| | SEER ≥ 18 EER ≥ 13 HSPF ≥ 10 | \$1000 |

- | | | |
|--------------------------------------|--------------------------------|--------------|
| Ductless Mini-Split Heat Pump | | |
| (Single Zone) | SEER ≥ 20 EER ≥ 12.5 HSPF ≥ 10 | \$400 |
| (Multiple Zone) | SEER ≥ 18 EER ≥ 12.5 HSPF ≥ 10 | \$400 |

HVAC Rebates

■ ENERGY STAR Certified HVAC Equipment: Rebates

- **Ductless Mini-Split HP** **Cold Climate (COP 1.75 @ 5 degrees)**
 - (Single Zone) **SEER \geq 20 EER \geq 12.5 HSPF \geq 10** **\$400**
 - (Multiple Zone) **SEER \geq 18 EER \geq 12.5 HSPF \geq 10** **\$400**
- **Ductless Mini-Split A/C** **SEER \geq 20 EER \geq 12.5** **\$500**
- **Geothermal Heat Pump** **Replacement of either:**
 - Air or Ground Source heat pump** **\$500**
 - Electric Forced Air Furnace or Central A/C** **\$1,500**
- **Furnace Fan Motor** **ENERGY STAR Certified / Most Efficient** **\$100**
- **Heat Pump Water Heater** **ENERGY STAR Certified / Most Efficient** **\$750**
- **Smart Thermostat** **ENERGY STAR Certified**
(installed with valid piece of equipment) **\$100**

A small percentage of projects program wide will have an in field visual verification of equipment installed

Home Performance with ENERGY STAR

- **Comprehensive energy assessment** is made of a home or a building by a JCP&L approved, Building Performance Institute **certified** Participating Contractor
- **Building energy modeling software** is used by participating contractors, who provide a detailed report showing a “whole-home” solution of eligible recommendations to improve the energy efficiency, comfort, health, and safety of a home or building - **all projects must include at minimum Air Sealing and Insulation measures**
- **Building Performance Institute certified contractors** install the energy-saving upgrades and perform pre- and post testing to verify their work. A minimum of 10% of participating contractor work is selected at random for quality assurance field inspection.
- **Significant rebates** up to \$5,000 and 0% financing through NEIF of approved contractors are available for single-family homes and multifamily buildings
- visit www.EnergySaveNJ.com/home-performance for more details

Home Performance with ENERGY STAR Incentives

Incentives

- Projects must have a minimum Total Estimated Savings (TES) of 5% based on modeled reduction of energy consumption usage.

Rebates

- Rebate is \$2,000 + \$150 for each percentage point of savings above 5%.
- Rebate Cap = \$5,000.
- All rebates not to exceed 50% of costs.

Financing

- Loans for qualified applicants up from \$2,500 to \$15,000 (unsecured), at 0% for Fixed Rate Terms, net of the rebate
- Fixed Rate Terms will vary based on value of financing:
- 5- or 7-year term for loans up to \$10,000
- 10-year term for loans greater than \$10,000

Special Features of JCP&L Residential HVAC Energy Efficiency Financing



- **0.00% APR, 60 month term**
36 month term also available and some applicants may qualify for an 84 month term based on census tract, safetynet participation, or income level
- **100% financing (net of rebate) available**
instant credit decision, easy paperless process and responsive communication.
- **No fee to contractor**
- **Simple interest installment loan, not a credit card**
guaranteed fixed rate and payment for life of loan with no lien on the home and no hidden costs. Loan may be paid off at any time or paid ahead without penalty.

SIMPLE ▪ TRANSPARENT ▪ EXPERT ▪ TRUSTED

Examples of 0.00% Guaranteed Monthly Payments

May be paid off or paid ahead at anytime with no penalty

\$2,500	\$5,000	\$7,500	\$10,000	\$12,500	\$15,000
\$42	\$83	\$125	\$167	\$208	\$250

Financing is net of rebate. All loans are made directly to the consumer by National Energy Improvement Fund, LLC. Example payments are based on 60 months, 0.00% APR. Other terms available. Larger amounts and financing for non-qualifying improvements may be available through other NEIF programs. See reverse for additional information.

Qualifying Improvements for JCP&L HVAC Residential Energy Efficiency Financing



- Work must be performed by a NEIF-Approved Contractor and qualify for and receive a JCP&L program rebate.
- Qualifying improvements include:
 - Heat Pumps
including ductless and ground-source
 - Central Air-Conditioning
 - Heat Pump Water Heaters
 - May include Gas Furnaces and Boilers
when installed with qualifying electric Heat Pump, Central Air-Conditioning or Heat Pump Water Heater
- Visit www.energysavenj.com/hvac for detailed information on qualifying improvements.

JCP&L 5- year 0.00% HVAC Financing



LOAN APPROVAL & FUNDING

1

Customer Proposal and Instant Credit Decision

- Propose an upgrade that qualifies for a JCP&L HVAC Rebate with a total price to the customer.
- Direct the customer to your company's custom financing application link, provided by NEIF, for an instant credit decision.
- Provide the customer with the necessary information from the rebate form to complete the loan application.

2

Project Submission and Final Credit Approval

- Upload a picture or pdf of customer contract or proposal to your company's NEIF Contractor Portal as soon as possible.
- NEIF's Energy Lending Specialists will work with the customer and contractor to expedite final approval and job funding.
- Upon final credit approval NEIF will email the customer an approval letters and email the contractor a Notice to Proceed.
- Electronic loan docs are sent directly to the customer by NEIF for their signature.

3

Loan Proceeds Payment to Contractor

- Upon job completion Customer and contractor electronically sign off on job completion.
- Submit the Rebate form to CLEARresult, the rebate program manager, for approval.
- NEIF pays the contractor the full price (net of rebate amount) via ACH within 2 business days after the work is completed to the customer's satisfaction and the program rebate has been approved and processed by CLEARresult.

SUBMITTING THE REQUIRED REBATE FORM

Approved Rebate Required for 0.00% Financing

- There are specific rebate forms for each type of qualifying improvement which must be submitted and approved by the rebate manager, CLEAResult, before a contractor can be funded for a completed job by NEIF
- All rebate forms are available for download at www.energysavenj.com/hvac.

Submitting the Rebate and Other Information

- Contractor should submit the form to EnergySaveNJ@clearresult.com
- In addition to the Rebate form the contractor will need to submit to CLEAResult:
- An invoice dated between July 1, 2021 and June 30, 2024 indicating the type of equipment, installation date, purchase price, model and serial numbers.
- An Air Conditioning, Heating, & Refrigeration Institute (AHRI) certificate, including unit model number, capacity and efficiency performance ratings. All minimum efficiency ratings must be met to qualify for a rebate.
- A copy of NEIF's Notice to Proceed or customer's approval letter from NEIF.

- There are specific rebate forms for each type of qualifying improvement which must be submitted approved by program manager, CLEAResult.
- Forms are available for download at www.energysavenj.com/hvac. Contractor should submit the form and then submitting to EnergySaveNJ@clearesult.com
- You will need to A paid invoice dated between July 1, 2021 and June 30, 2024 indicating the type of equipment, installation date, purchase price, model and serial numbers. 2. An Air Conditioning, Heating, & Refrigeration Institute (AHRI) certificate, including unit model number, capacity and efficiency performance ratings. All minimum efficiency ratings must be met to qualify for a rebate.

ENERGY STAR® Certified HVAC Equipment Rebate Application Form



The HVAC Program provides rebates for the installation of high-efficiency HVAC equipment to residential customers of JCP&L. This equipment must be installed by a qualified contractor, be ENERGY STAR® certified, and must meet or exceed all additional requirements. Please submit one application per unit.

Please complete this application and email it to EnergySaveNJ@clearesult.com or mail to:

CLEAResult
75 Lincoln Highway, Suite 100
Iselin, NJ 08830
Attn: JCP&L Rebates

The following must be submitted with rebate application:

1. A paid invoice dated between July 1, 2021 and June 30, 2024 indicating the type of equipment, installation date, purchase price, model and serial numbers.
2. An Air Conditioning, Heating, & Refrigeration Institute (AHRI) certificate, including unit model number, capacity and efficiency performance ratings. All minimum efficiency ratings must be met to qualify for a rebate.

CUSTOMER INFORMATION					
Name: <small>(Account holder on record):</small>		12-Digit Account Number:	100		
Installation Address:		City:	State:	NJ	ZIP:
Email Address:		Contact Phone Number:			
Date Installed:	Type of residence:	<input type="checkbox"/> Single Family	<input type="checkbox"/> Townhouse	Is this system installed as part of a new home construction project?	
		<input type="checkbox"/> Multifamily (2-4 units)	<input type="checkbox"/> Mobile Home	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Does the new unit replace the same type of equipment?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Not sure	What is the fuel type of the equipment being replaced?		<input type="checkbox"/> Electric <input type="checkbox"/> Natural Gas <input type="checkbox"/> Other: _____	
How did you hear about this program: <input type="checkbox"/> Bill Insert <input type="checkbox"/> energysaveNJ.com <input type="checkbox"/> Contractor <input type="checkbox"/> Email <input type="checkbox"/> Family/Neighbor/Friend <input type="checkbox"/> JCP&L Employee					
PARTICIPATING CONTRACTOR INFORMATION					
Contractor Name:		Phone Number:			
Address:		City:	State:	NJ	ZIP:
HVAC License#:		Distributor Name:			
Payment Goes To: <input type="checkbox"/> Customer <input type="checkbox"/> Contractor					
<input type="checkbox"/> I am submitting an application and certify that I am assigning the full rebate to the participating contractor listed on this application. I understand the rebate I qualify for has been applied as a discount off the purchase price of an eligible product of the JCP&L Residential HVAC Program.					
Signature required only if rebate is being assigned to the contractor.					
Customer	Signature:	Date:	Print Name:		

Costs of these programs may be recovered through customer rates in accordance with New Jersey law. For a complete list of commercial, industrial, residential, and low-income energy efficiency programs, please visit energysaveNJ.com.




Visit www.energysavenj.com/hvac or call 855-449-3090 1

Process Overview – Credit Application

- Each NEIF-Approved contractor has its own unique application URL for the program
- The customer can apply directly for an instant credit decision

(484) 838-4560 lending@neifund.org

 Residential Application

Contractor Borrower(s) Information Credit Application - Borrower LMI Project Information Preview & Submit Status

BORROWER INFORMATION

First Name Middle Name Last Name Suffix >

SSN
e.g. 123-45-6789

Street Zip Code City State

Zip Code must be a valid zip code

Has co-borrower

Back Next

Contractor Marketing Resources

- Each NEIF-Approved Contractor has a unique application URL which can be used on its website or in-home on mobile devices
- Contractors can also access program brochures, which can be customized with their logo and unique application URL
- Contractors also have access to a library of web banners which they can link to their unique application URL



JCP&L Residential Energy Efficiency Program Financing

0.00% APR fixed monthly payment financing for qualifying home energy efficiency upgrades

Jersey Central Power & Light
A FirstEnergy Company

Web banner



0.00% APR fixed monthly payment financing for qualifying improvements that make your home more energy efficient

Eligibility

The JCP&L Energy Efficiency Programs provide access to no-cost financing to promote easy and cost-effective access to energy efficiency measures by JCP&L customers. 24 units primary or secondary (vacation) home (detached properties and co-operative housing), commercial, Owner occupied, no investment properties. Must be offered to a permanent resident. Financed loans - property type is for qualification purposes only - no lien is filed. Improvements must qualify for a rebate. Borrower(s) must be the JCP&L utility account holder and provide a copy of their utility bill prior to loan approval. Must meet credit qualifying standards.

- Heat Pumps
- Central Air-Conditioning
- Gas Furnaces and Boilers
- Water Heaters with tankless water heat Pump, Central Air Conditioning or smart boiler
- Heat Pump Water Heaters
- Home Performance with ENERGY STAR

100% financing (net of rebate) available, instant credit decision, easy paperwork process and responsive communication with you and your contractor.

Simple interest installment loan, not a credit card, guaranteed fixed rate and payment for life of loan with no lien on your home and no hidden costs. You may pay off at any time or pay ahead without penalty.

From NEIF, a B Corporation™ certified to meet the highest standards of compliance & fair lending and a U.S. Department of Energy Home Improvement Expert.

Monthly Payment Examples

APR Rate	APR Rate	APR Rate	APR Rate
\$2,000	\$1,000	\$500	\$250
\$3,000	\$1,500	\$750	\$375
\$4,000	\$2,000	\$1,000	\$500
\$5,000	\$2,500	\$1,250	\$625

JCP&L offers homeowners access to trusted, transparent and affordable monthly payment options for upgrades that make your home more energy efficient.

How to Apply
Ask your contractor for their application link or visit: www.nedand.org/ncp

JCP&L Residential Energy Efficiency Program Financing
0.00% APR fixed monthly payment financing for qualifying home energy efficiency upgrades

Go Greener. Affordably.

Treated financing for upgrades that make your home or building efficient, safe, healthy and comfortable.

nedand.org

APPROVED CONTRACTORS

ENERGY
CORPORATION

SIMPLE • TRANSPARENT • EXPERT • TRUSTED

Brochure

Training & Program Contacts at NEIF

- NEIF specializes in working with contractors to integrate fair, transparent financing into their sales process to help increase the affordability of energy efficient upgrades
- We offer on-site and on-line training for contractors and their sales teams
- The JCP&L financing program is backed by a dedicated and experienced operations and management team ready to assist with any questions



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