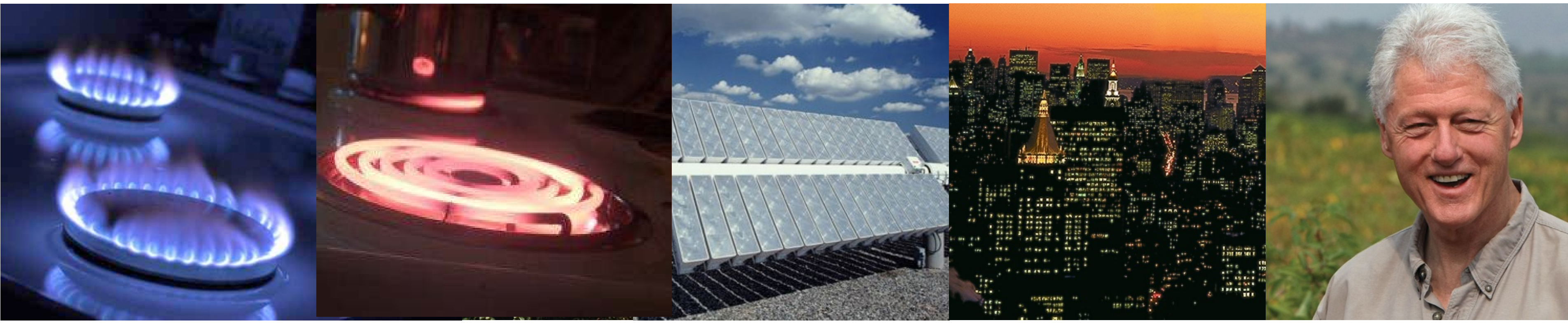
Home Energy Affordability Loan (HEAL)



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What is HEAL?

- Home Energy Affordability Loan (HEAL) provides the process and infrastructure that allows employers to offer Residential Energy Upgrades to their workforce in a turnkey manner
  - HEAL process similar to an employee benefit provider
  - Provides coordination of the entire process through the employer:
    - Marketing, signup, audit, consultation, Upgrade delivery facilitation/QA and finance facilitation/management
- HEAL views Employers excellent partners because:
  - Credible platforms for marketing and education opportunities, en masse
  - Point source aggregators of Upgrade demand

Two Models of HEAL

1. Employer as Lender (HEAL[i]): Original HEAL Model where employer provides Residential Upgrade financing
    - Employee loan pool can be funded from facility EE retrofit savings
2. Third Party Finance (HEAL[3]): Designed for entities with statutory prohibitions against employee loans
    - Often employs a Credit Union with existing relationship as employee lender

Non-Traditional Financing Source

- Both models use payroll deductions for repayment
- Neither model requires consideration of home value/equity for decision
- HEAL[i]: Credit Agnostic Financing
  - Financing eligibility decision based on non-credit metrics (e.g.- Seniority, Employment History, Employee Reviews)
- HEAL[3]: Credit Score Mitigation
  - Employer participation criteria and payroll deduction provides risk mitigation

HEAL^3 Third Party Financing Model

For entities with lending restrictions:

- Third party financing using a credit union
- Most state, municipal entities already have an existing credit union relationship
- Can be used in conjunction with a LLR to lower risk/rates
- For those unable to qualify with credit union, Bridge Loan Fund can advance projected rebates/incentives

THANK YOU

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