



# GoGreen Business Energy Financing Program

## Data Summary Q3 2019 – Q3 2024

This stand-alone report supplements the [CHEEF's quarterly reports](#) to provide the most recent data on the progress of the GoGreen Business Energy Financing Program (GoGreen Business).

To learn more, visit [GoGreenFinancing.com](https://GoGreenFinancing.com).

### Private Capital Leveraged

|   |
|---|
| For every <b>\$1</b> of credit enhancement allocated, <b>\$9.54</b> in private capital is leveraged. <sup>1</sup> |
| <b>\$7.25 million</b><br>Total Amount Financed  |
| <b>\$760,716</b><br>Total Loan Loss Reserve Contributions   |

### Program Activity

| Financing Agreements Enrolled  | Total Amount Financed                      |
|--------------------------------|--|
| 71<br><i>Q3 2019 – Q3 2024</i> | \$7.25 million<br><i>Q3 2019 – Q3 2024</i> |

| Participating Contractors <sup>2</sup> |
|--|
| 182<br><i>as of 9/30/2024</i>          |

| Participating Project Developers <sup>3</sup> |
|---|
| 41<br><i>as of 9/30/2024</i>                  |

| Participating Finance Companies |
|---------------------------------|
| 9<br><i>as of 9/30/2024</i>     |

| Loan Size<br><i>Q3 2019 – Q3 2024</i> |
|---------------------------------------|
| \$102,175<br><i>Average</i>           |
| \$51,881<br><i>Median</i>             |

| Term Length in Months<br><i>Q3 2019 – Q3 2024</i> |
|---|
| 53<br><i>Average</i>                              |
| 60<br><i>Median</i>                               |

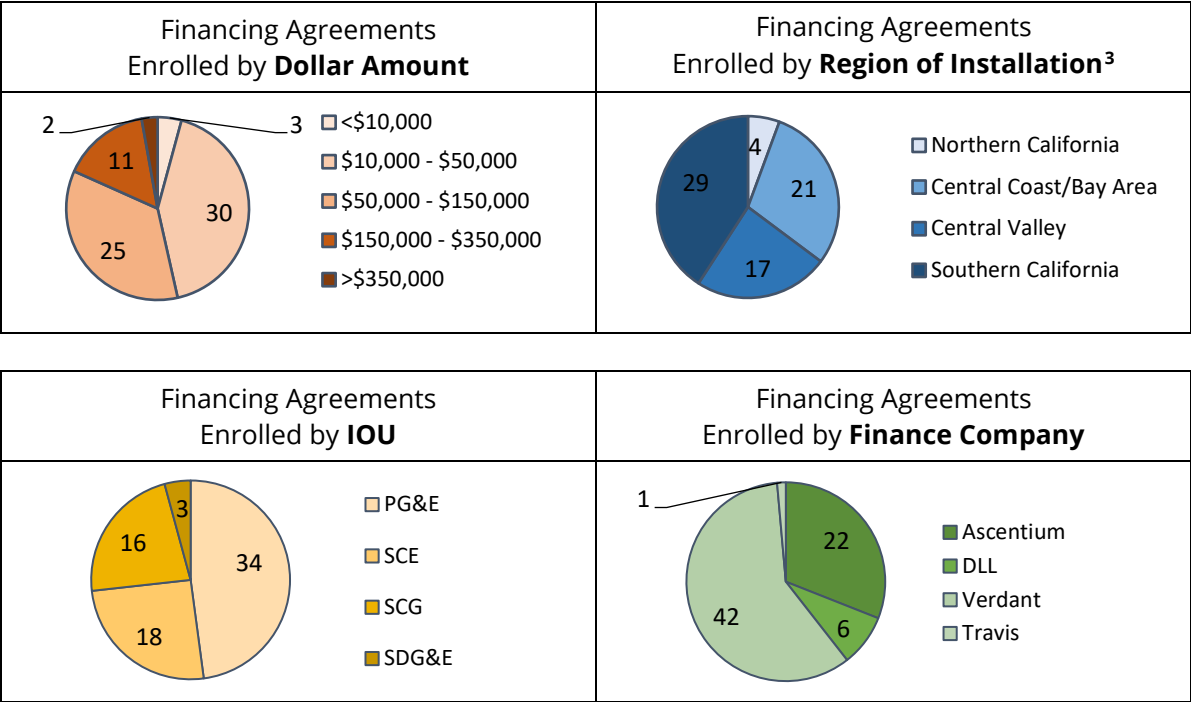
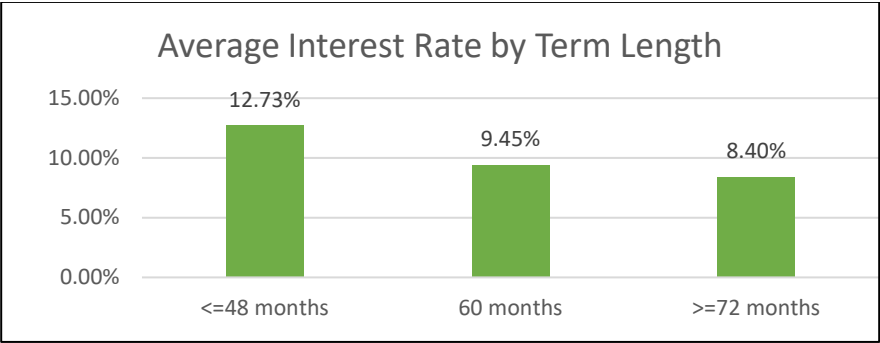
| Interest Rate<br><i>Q3 2019 – Q3 2024</i> |
|---|
| 9.58%<br><i>Average</i>                   |
| 9.76%<br><i>Median</i>                    |

<sup>1</sup> GoGreen Business uses a credit enhancement in the form of a Loan Loss Reserve to leverage private capital at reduced rates and extended term lengths for borrowers. The credit enhancement is provided by utility ratepayer funds.

<sup>2</sup> The number of contractors/project developers enrolled in GoGreen Business as of September 30, 2024. Over time, some contractors/project developers are suspended or removed from the program as part of routine quality checks for reasons such as license expirations.

GoGreen Business Data Summary

Q3 2019 – Q3 2024





<sup>3</sup> Counties for Bay Area are now categorized and included in Central Coast.

## GoGreen Business Data Summary

Q3 2019 – Q3 2024

### Top 3 Energy Efficiency Measure Categories

|  |  |   |
|--|--|---|
|  <p><b>Lighting</b><br/>31 Projects</p> |  <p><b>HVAC</b><br/>14 Projects</p> |  <p><b>Water Heating</b><br/>11 Projects</p> |
|--|--|---|

### Top 3 Categories of Industries Served<sup>4</sup>

|   |  |   |
|---|--|---|
| <p><b>Retail with Storefront</b><br/><i>Hardware Store, Dry Cleaner</i></p> | <p><b>Grocery &amp; Food Distribution</b><br/><i>Groceries, processing, distribution</i></p> | <p><b>Office Space</b><br/><i>Offices</i></p> |
| 17 Projects   | 11 Projects  | 10 Projects                                   |

### Loan Portfolio Performance as of September 30, 2024

|                                  |          |              |                                    |           |
|----------------------------------|----------|--------------|------------------------------------|-----------|
| Paid in Full                     | 7 Loans  | \$525,926    | Charged off: 3 Loans               | \$202,338 |
| Current Outstanding <sup>5</sup> | 57 Loans | \$4,992,924  | Claims Paid                        | \$182,104 |
| 30 -60 Days Past Due             | 3 Loans  | \$ 1,149,719 | Recoveries <sup>6</sup>            | \$ 0      |
| 90-120 Days Past Due             | 1 Loans  | \$ 51,432    | Net CE Funds Expended <sup>7</sup> | \$182,104 |

### Go Low Rates Promotion

|   |   |
|---|---|
| <p><b>IRBD Promotion<br/>Financing Agreements<br/>Pre-Approved</b></p> <p>25<br/><i>as of 9/30/2024</i></p> | <p><b>IRBD Promotion<br/>Total Amount<br/>Pre-Approved for Financing</b></p> <p>\$2.38 million<br/><i>as of 9/30/2024</i></p> |
| <p><b>IRBD Promotion<br/>Financing Agreements<br/>Enrolled</b></p> <p>46<br/><i>Q2 2023 – 9/30/2024</i></p> | <p><b>IRBD Promotion<br/>Total Amount<br/>Financed</b></p> <p>\$3,922,366<br/><i>Q2 2023 – Q3 2024</i></p>                    |

<sup>4</sup> Industry categories correlate with North American Industry Classification System (NAICS) codes.

<sup>5</sup> Reflects the outstanding, unpaid principal balance for the 49 loans, as reported by the participating lenders to CAETFA.

<sup>6</sup> Recoveries reimbursed to GoGreen Business from participating lenders.

<sup>7</sup> Net credit enhancement (CE) funds expended is calculated as Claims Paid less Recoveries.

**GoGreen Business Data Summary**  
Q3 2019 – Q3 2024

| IRBD Promotion Funds Allocated |
|--------------------------------|
| \$328,106<br>Q2 2023 – Q3 2024 |

