



CALIFORNIA HUB FOR  
ENERGY EFFICIENCY  
FINANCING

# 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](#).

### 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> Total Amount Financed
<b>\$760,716</b> Total Loan Loss Reserve Contributions

### Program Activity

Financing Agreements Enrolled	Total Amount Financed
71 Q3 2019 – Q3 2024	\$7.25 million Q3 2019 – Q3 2024

Participating Contractors <sup>2</sup>	Participating Project Developers <sup>3</sup>	Participating Finance Companies
182 as of 9/30/2024	41 as of 9/30/2024	9 as of 9/30/2024

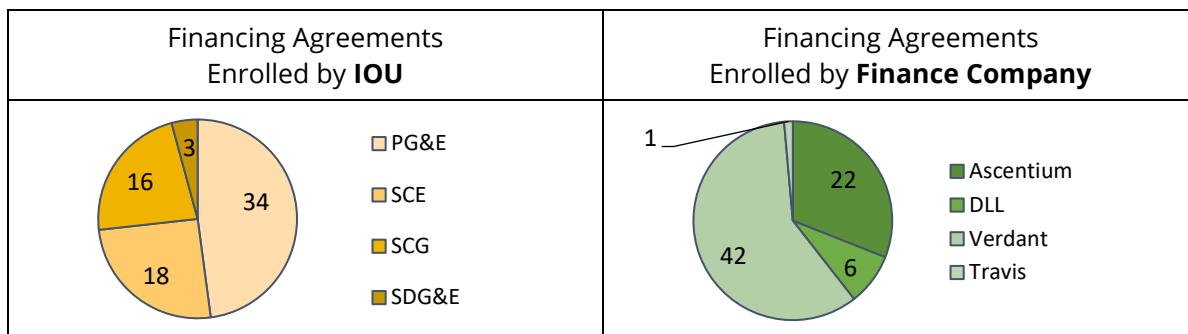
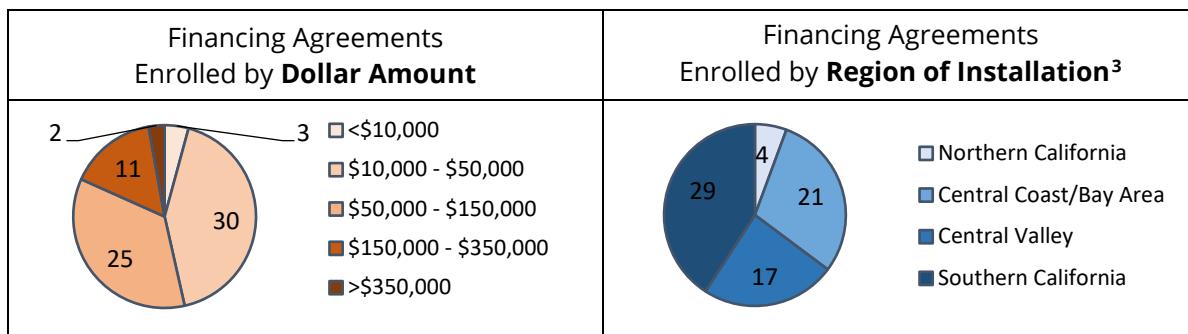
Loan Size Q3 2019 – Q3 2024	Term Length in Months Q3 2019 – Q3 2024	Interest Rate Q3 2019 – Q3 2024
\$102,175 Average	53 Average	9.58% Average
\$51,881 Median	60 Median	9.76% Median

<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

		
<b>Lighting</b> 31 Projects	<b>HVAC</b> 14 Projects	<b>Water Heating</b> 11 Projects

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

Retail with Storefront <i>Hardware Store, Dry Cleaner</i>	Grocery & Food Distribution <i>Groceries, processing, distribution</i>	Office Space <i>Offices</i>
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

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

<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 CAEATFA.

<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

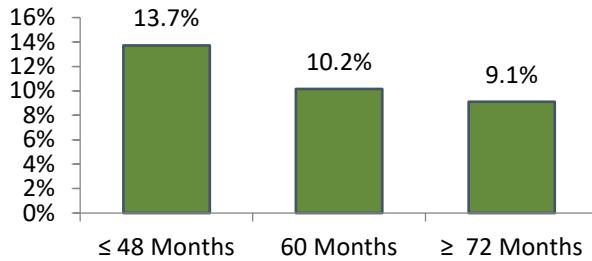
Q3 2019 – Q3 2024

### IRBD Promotion Funds Allocated

\$328,106

*Q2 2023 – Q3 2024*

#### Average Original Rates by Term Length



#### Average Promotional Rates by Term Length

