



Save This Date: 09-17-14 SMUD Home Performance Program Contractor Meeting

Join us on Wednesday, September 17, 2014, at 2:00 p.m. for SMUD's Fall Contractor Meeting, located at SMUD Rubicon Room, 6301 S St. Sacramento. The meeting will feature "news you can use" including: The debut of SMUD's new streamlined job submission process (see below); SMUD loan program update and project deadlines; HPP mentoring program services; quality assurance updates (common field conditions and best-practice solutions); Home Upgrade program update; and much more. Mark your calendar. Bring your key staff.

Same Home Performance Program, Easier Job Submission

Contractors have spoken and SMUD listened. Starting September 17, contractors can begin work before submitting the JRT. Take advantage of this streamlined program to sell jobs and start work on the same day!

It's simple:

- Perform a visual walk through
- Identify which rebates are appropriate for your customer, and
- Start work according to your schedule — no diagnostic test-in required.

Note: Projects financed through the SMUD Loan Loss Reserve program, which ends October 1, are not eligible for the streamlined job submission process.

This program change is designed to provide you with easier project processing. **All pre-upgrade job details** must be provided in the JRT **within 2 weeks** of the start of work. The job data required is unchanged, only the timeline has shifted to allow you to start jobs faster. Combustion appliance safety (CAS) pre/post testing and diagnostic test-out are still required. Learn all about HPP's easy job submission process at the [September 17 Contractor Meeting](#).

39 Days Left until CAEATFA Loan Program Stops Accepting Applications

There is still time to provide your customers with low-interest financing on a high performance comfortable home. CAEATFA loan applications are still being accepted for projects through October 1. In order to ensure your project financing is accepted:

- The loan application must be received by SMUD **no later than October 1, 2014**
- The financed project must be completed **before December 1, 2014**.

Other Financing Options

Take advantage of other available financing options if CAEATFA loan funds are not available for your customer's project.

SMUD's Residential Loan Program (non-CAEATFA program) offers two types of loans for energy efficiency home improvements: Unsecured (up to \$5,000, 36-month term, 10.75 percent interest rate) and Secured (up to \$30,000, 120 month

term, 6.99 percent interest rate). Applicant must be the vested owner of the property, have an active SMUD account, and work with a SMUD Participating Contractor. For more information, click [HERE](#).

Ygrene Sacramento provides 100 percent project financing for commercial and residential customers for energy efficiency, renewable energy, and water conservation improvements. Financing is repayable on a long term assessment through property tax bills. For more information, click [HERE](#).

Umpqua Bank GreenStreet Lending offers loans for energy efficiency and renewable energy. Umpqua's GreenStreet program offers secured and unsecured lines of credit to complete all major measures through the SMUD Home Performance Program. The secured loan has terms up to 30 years to help reduce the monthly payment burden. For more information, click [HERE](#).

The **Electric and Gas Industries Association (EGIA)** provides loans through their GEOSmart Financing Clearinghouse. EGIA offers loans with terms up to 20 years on secured and unsecured financing terms. With instant approvals and funding allocation in as little as 24 hours, the EGIA GEOSmart Clearinghouse is a useful alternative to CAEATFA for any project enrolling the SMUD Home Performance Program. For more information, click [HERE](#).

The U.S. Department of Energy's **PowerSaver Loan Program** offers three financing options for energy efficiency improvements: unsecured Home Energy Upgrade loan (up to \$7,500, 15 year term); secure Second Mortgage (up to \$25,000, 15-years for efficiency measures/20 years for solar installations); and secure 203(k) Mortgage (up to \$625,000, 30 year term, refinancing option). Click [HERE](#) for a list of PowerSaver lenders.

Free Mentoring: Cost Effective Tool to Improve Customer Satisfaction

SMUD continues to lead by working with the most professional home performance contractors in the industry. To keep that customer promise, SMUD brings free project mentoring right to you at project test-out. Identify opportunities to improve workmanship, program job processing, project planning, photo documentation, and CAS testing by scheduling a mentoring session! While funds last, free mentoring will be available through December 31, 2014.



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