



Powering forward. Together.

## Reminder of the two weeks submission requirement

All pre-upgrade JRT's **must** be submitted within two weeks (14 days) of work starting in order for SMUD to measure its program "pipeline" and to have an ongoing record of customers participating in the program. If you can complete the upgrade within two weeks after work begins, you can submit both pre-upgrade walkthrough and post-upgrade test-out information in a one JRT via a single Vision upload.

*Projects that are submitted after the two weeks of starting work will be rejected.*

## Would financing help you close the sale?

Did you know that SMUD offers one of the most attractive financing options in the market? SMUD financing has a lower interest rate, no pre-payment fee, no closing costs, no origination fee, no equity requirement, no annual fee, and no recording fee, and for HPP the loan is unsecured.

We have created a quick table for a comparison between SMUD financing and PACE financing. Your customers will have no surprises or hard feelings later by using the SMUD program. We encourage you to offer SMUD's attractive financing.

Loan comparison		
	SMUD	PACE
Interest rate	6.99% fixed rate 15-year term	7.75% (or higher on 25-year term)
Pre-payment fee	None	Amount determined by remaining loan term
Closing costs	None	Can be \$700 (or more)
Origination fee	None	Usually 3% of amount financed
Equity requirement	None	As much as 15%
Annual fee	None	Averages \$35
Recording fee	None	As much as \$95

SMUD requires \$100 application fee on all secured transactions.

Check out the Residential Loan Program and Eligibility Fact Sheet [HERE](#).

Find the pre-qualification form [HERE](#).

Contact SMUD residential services at 1-888-742-7683 for more information.

## **Change in activity requirement coming**

Beginning January 2, 2017 SMUD HPP will require contractors to submit at least one HPP project every three months (previously six months). We want to give all contractors the heads up as we approach the end of the year.

What this means is that your company name will be removed from the SMUD website list after three months of inactivity. You would still be eligible to participate in the program for an additional three months, but you will not be getting leads via the SMUD website. Obtaining a project will reactivate your listing for the next three months. Failure to gain a project in six months disqualifies you to participate until the beginning of the next calendar year.

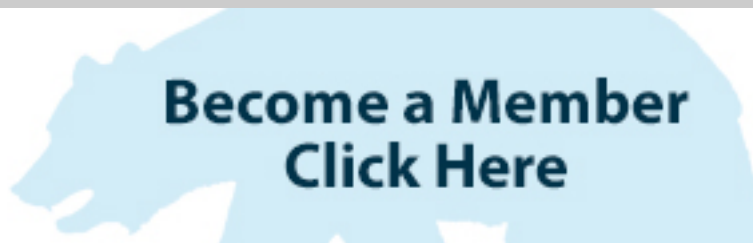
## **New HVAC training coming soon!**


New HVAC Training coming soon! We are excited to announce that we are in the planning phase of adding HVAC specific training opportunities for participating HPP contractors.

We are seeking your input about the type and length of training that would be most helpful to you. Please click [HERE](#) to answer few questions about the type of the training you and your team would most benefit from and what your availabilities are.

And finally, remember to always reach out to us if you have any questions or concerns.

SMUD HPP Team



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