



INCLUSIVE
PROSPERITY CAPITAL™

smart-e loan

Smart-E Loan Program: A National Residential Loan Platform

New Mexico Training

September 2023

Agenda

1. Welcome & Introductions
2. Who is IPC
3. Smart-E Overview
4. Smart-E Process
5. Next Steps
6. Questions & Answers



2. Inclusive Prosperity Capital



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THE WHY

We believe everyone should have access to the benefits of clean energy.

- A **cleaner, more resilient environment** in the face of climate change
- Healthier communities & buildings that create **positive social externalities**
- **Sustainable economic value creation:** reduced energy burdens, increased household/business savings, and enhanced community productivity
- We can **change the conversation** in underinvested neighborhoods and underserved markets, helping to deliver **Inclusive Prosperity**.

3. What is Smart-E?



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Smart-E Loan Product

Residential unsecured loan product for homeowners



- 1-4 unit, owner-occupied residential properties
- Low-interest financing with flexible terms, enabled by loss reserve
- All customers get the same interest rate, no matter their FICO

Term	5 years	7 years	10 years	12-20 years
Rate* (not to exceed)	6.49%	6.99%	6.99%	7.49%

* current rates, updated periodically

- Easy application through local lenders
 - 580+ FICOs
 - DTI up to 50% (screen waived with FICOs of 680+)
- 40+ energy improvements
 - Heating and cooling, solar, insulation, windows, etc.
- \$500 - \$50,000 loan amounts available
 - 25% of loan for “other”
- Progress payments built into the loan
 - 1/3 upon closing, 2/3 upon proof of completion

Cost to Participate

Contractor Fees – Full Platform Model

One-time set up fee: \$50

Origination fee per closed loan: 2.49%



Qualifications



Contractors

- Participate in a training on the platform
- Properly licensed and insured
- No negative BBB rating
- Submit proper paperwork on jobs
- Maintain quality work

Projects

- Owner-occupied and owner-financed
- Equipment meets technical and efficiency standards
- Align with local incentives
- Energy Star rating where applicable
- Eligible Measures

4. How Smart-E Works



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Lender Details

Up to \$50,000

- 580 FICO minimum
- 50% DTI maximum
- DTI waived for 680+ FICO
- Direct payment to contractor



Service Area:

Santa Fe, Rio Arriba, Taos, Torrence,
San Miguel, Colfax, or Mora County

NGEN Snapshot

Manage

- Loan and Job workflow
- Disbursement tracking
- Quality assurance

Data Reporting

- Monthly loans
- Contractor Jobs
- Contractor ratings

Simple, secure

- New Contractor registration
 - Insurance, license and compliance tracking
- Lender, Contractor, Admin log-in

CONNECTICUT GREEN BANK. NGEN National Green Energy Network Driving solutions for clean energy lending

Sign in

Email

Password

Remember me

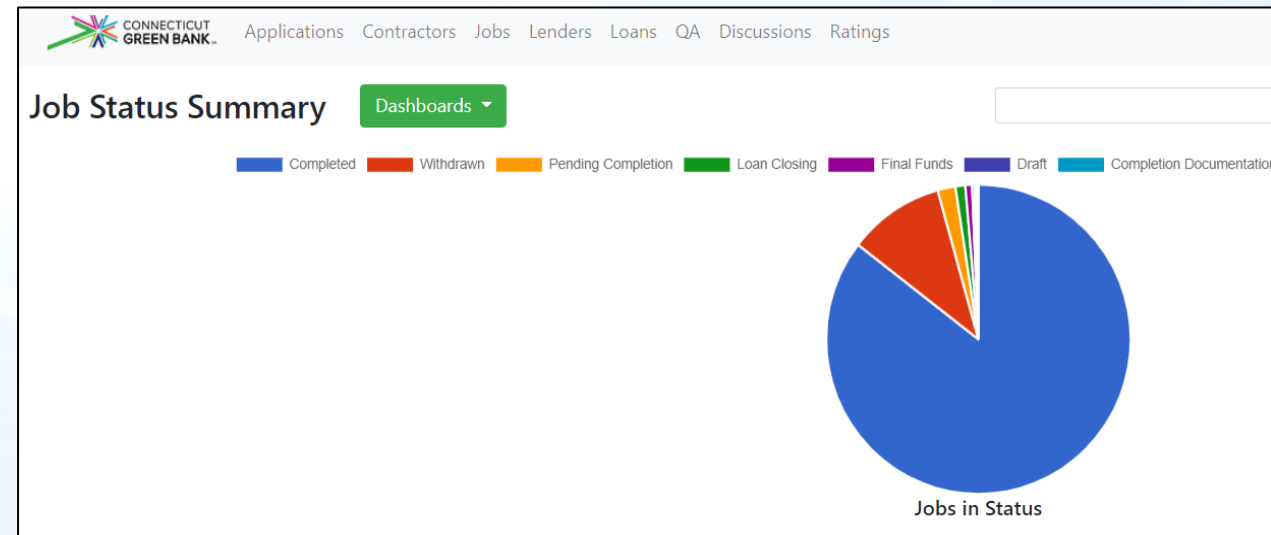
[Log in](#) [Forgot your password?](#)

[New Contractor? Sign up here.](#)

CONNECTICUT GREEN BANK. Jobs Programs Ratings Joe's Energy Contracting (#00200730) Joe Buonannata

Jobs - Recently Updated [View All](#)

Job #	Job Status	Customer	Address	Project Cost	Last Updated
#00109308	Withdrawn	Minnie Mouse	123 Main Street	\$9,000.00	10/7/2019 03:16 PM
#00109300	Pending Completion	Mickey Mouse	1600 Main Street	\$12,000.00	9/27/2019 09:42 AM
#00109410	Submitted	Joe Buonannata	865 Brook Street	\$10,000.00	8/22/2019 09:53 AM
#00109291	Completion Documentation	Fred Flinstone	845 Brook Street	\$3,000.00	8/19/2019 02:35 PM



What You'll Need

✓ Required Documents & Information for All Projects	
✓	Customer Information - Full Name, Address, Email, Phone Number
✓	Utility Provider Name
✓	Data Release Form - Completed & signed* by the customer
✓	Proposal/Contract - Including model numbers & customer signature*
✓	Heating Fuel Type - Current heating fuel type & new fuel type if applicable
✓	Lender - Identify which lender has pre-approved your customer's Smart-E Loan
✓	Certificate of Completion - Signed* by contractor & the homeowner listed on the loan

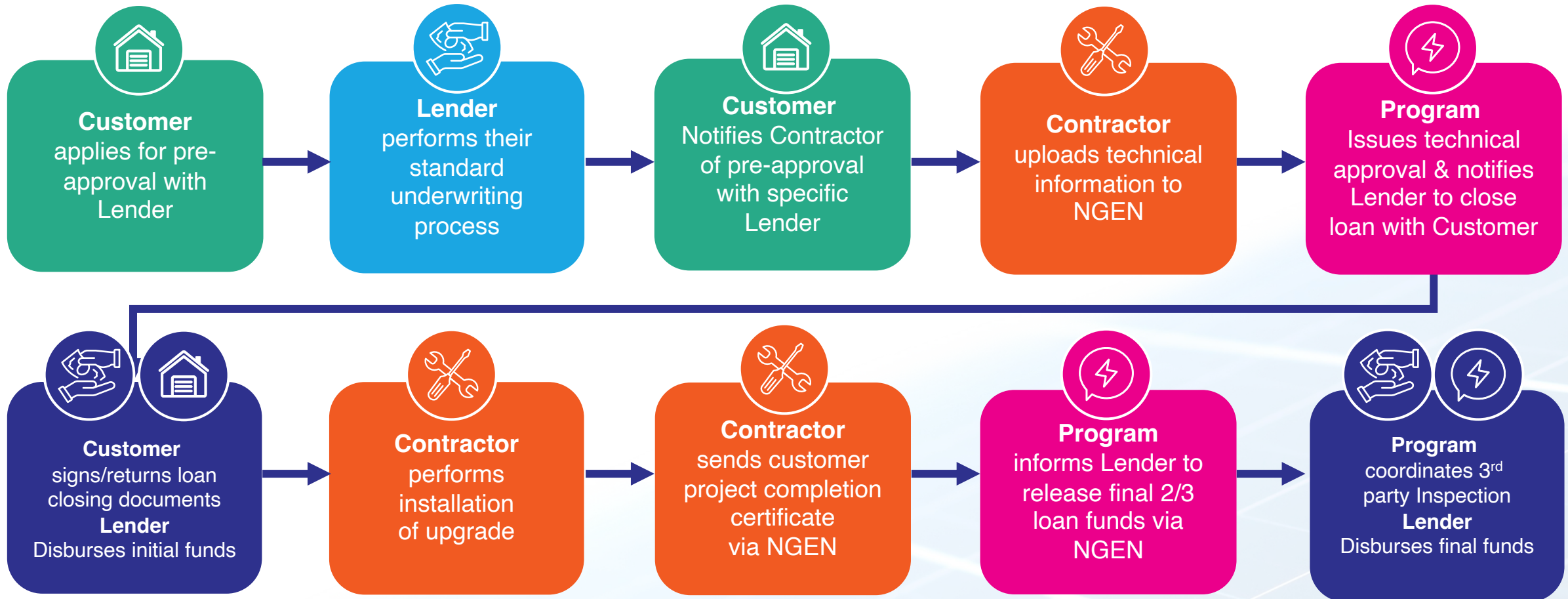
**Ink or eSign accepted. Typed signatures are not accepted.*

Project Requirements

✓ Required Documents for Specific Project Types									
☀️ Solar		🔄 HVAC		🪟 Windows		🧱 Insulation		🔋 Energy Storage	
✓	One-line diagram	✓	AHRI cert or spec sheet	✓	Spec sheet listing U-Factor for each window	✓	R-Value of proposed insulation	✓	One-line diagram
✓	Site plan	✓	Permit or municipal inspection**	✓	Permit or signed final invoice**	✓	Permit or signed final invoice**	✓	Permission to operate**
✓	System size kW STC								
✓	Incentive approval (where applicable)								
✓	Permission to operate**								

***Needed for completion*

NGEN Workflow



5. Questions & Answers



Next Steps

- Ready to get started? New contractor sign up form can be completed at: newmexico.ngenfinance.org/users/sign_in
- Make a one-time program set up fee of **\$50** via
- Join our future, in-depth webinar on Smart-E, which includes a full **NGEN** portal demonstration
- Submit your project into **NGEN** portal
- Reach out to the Smart-E team with any questions
 - smarte@inclusiveteam.org
 - (860)-578-2207





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Contacts

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