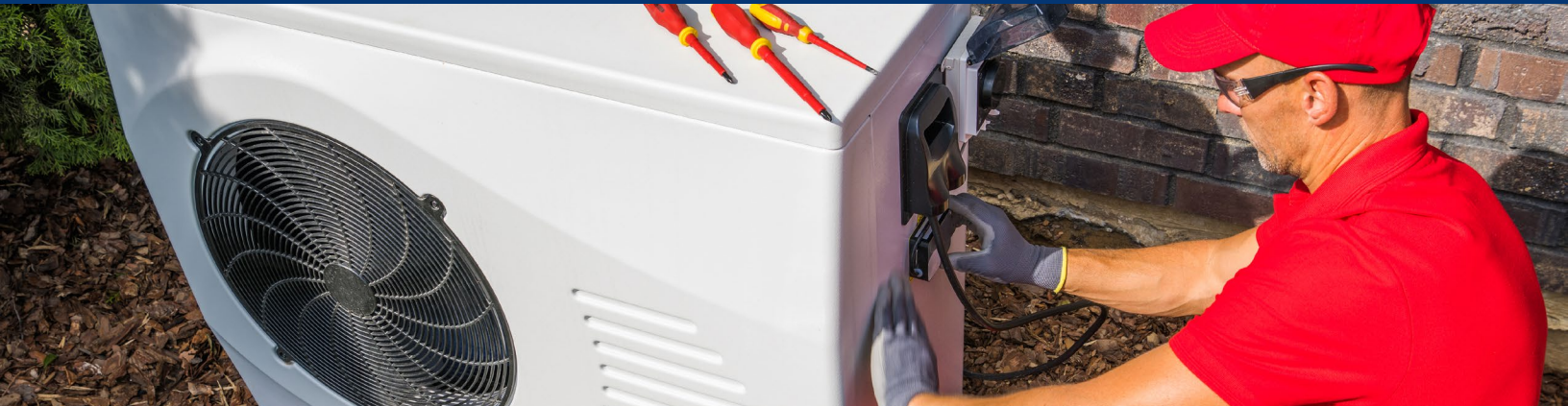


# Become a Loan-offering Contractor

For NYS Clean Heat Participating Contractors



Are you a NYS Clean Heat contractor looking to offer a new service to your customer base or looking to expand your portfolio of services without expanding your staff? If so, consider becoming a loan-offering contractor through NYSEERDA's Green Jobs – Green New York (GJGNY) Program.

## About GJGNY

GJGNY provides New Yorkers with access to energy assessments, installation services, pathways to training for various green-collar careers, and low-interest financing.

Now, to widen access to low-interest financing, GJGNY is offering NYS Clean Heat contractors the opportunity to help facilitate the loan process for new and existing customers.

## About the Loans

- Low interest rates. They start as low as 3.49%.
- Unsecured. Your customers will not have liens placed on property or equipment.
- High approval rate. NYSEERDA's expanded underwriting criteria allows access to funding for customers who would not qualify for traditional financing.
- No dealer fees. Some manufacturer or other loans have associated dealer fees that can increase your business overhead and/or pricing to customers.

## Benefits to You

- Set yourself apart from the competition.
- Take advantage of opportunities offered only to select contractors, including NYS Clean Heat Contractors.
- Expand your portfolio of services without expanding your staff.
- Offer financing options at the same time as the assessment.

## Benefits to Your Customers

- Lowers the barrier to participating in clean energy technologies, such as air or ground source heat pumps.
- Offers access to loans through a trusted, community professional.
- Still eligible for heat pump and other rebates.
- Financing options offered at the same time as the assessment.

## Interested?

### How to Become a Loan-Offering Contractor

This offer is limited to NYS Clean Heat participating contractors and specific NYSERDA-participating contractors.

**Step 1:** Read the [GJGNY Participation Agreement](#) and the [Financing Program Manual](#) then submit a [contractor application](#) to NYSERDA.

**Step 2:** Wait to hear from NYSERDA about your application status – within two weeks.

**Step 3:** Sign up with Energy Finance Solutions (NYSERDA's Loan Originator). Energy Finance Solutions (EFS) originates the GJGNY Loan and Companion Loan transactions on behalf of NYSERDA. These transactions include: loan application reviews, loan originations, loan closures, proceed distributions to participating contractors, and loan submissions to the loan servicer.

To participate in the GJGNY Residential Financing Program, contractors must complete a [participation agreement](#) with EFS and provide any other requested information to EFS.

**Step 4:** Offer GJGNY Residential Financing to Customers.

Upon approval, you may begin offering your customers GJGNY Residential Financing to help finance the energy efficiency measures or renewable technology you install. NYSERDA is available to assist you as you work through your first few projects.

### Loan Options

The Residential Financing Program offers homeowners up to \$50,000 in loans and has four different loan options to fit their needs. To learn about the different loan options and approval criteria visit [NYSERDA's website](#).



## Ready to get started?

If you would like more information or have any questions, please reach out to [residential.financing@nyserda.ny.gov](mailto:residential.financing@nyserda.ny.gov), or contact Heather Clark, 518-862-1090 ext. 3253.

Customers must own residential one-to four-family buildings and must be served by a participating utility, including: Central Hudson Gas & Electric, Con Edison, PSEG-Long Island, NYSEG, National Grid (Upstate NY customers only), Orange & Rockland, and Rochester Gas & Electric. [Electric customers of PSEG Long Island may be eligible, but must apply directly through their utility.](#) Interest rates are subject to change.