

CLEAN ENERGY WORKS OREGON

- 2009 pilot project with help from the City of Portland, OR. Known as Clean Energy Works Portland – Craft3 on Bill product introduced
- 2010 Began work to expand and became Clean Energy Works Oregon
- 2011 started adding additional lenders to the market





EEAST

- Energy Efficiency and Sustainability Technology Act of 2009
- CEWO is a fiscal agent for EEAST
- Set up the ability to offer On-Bill

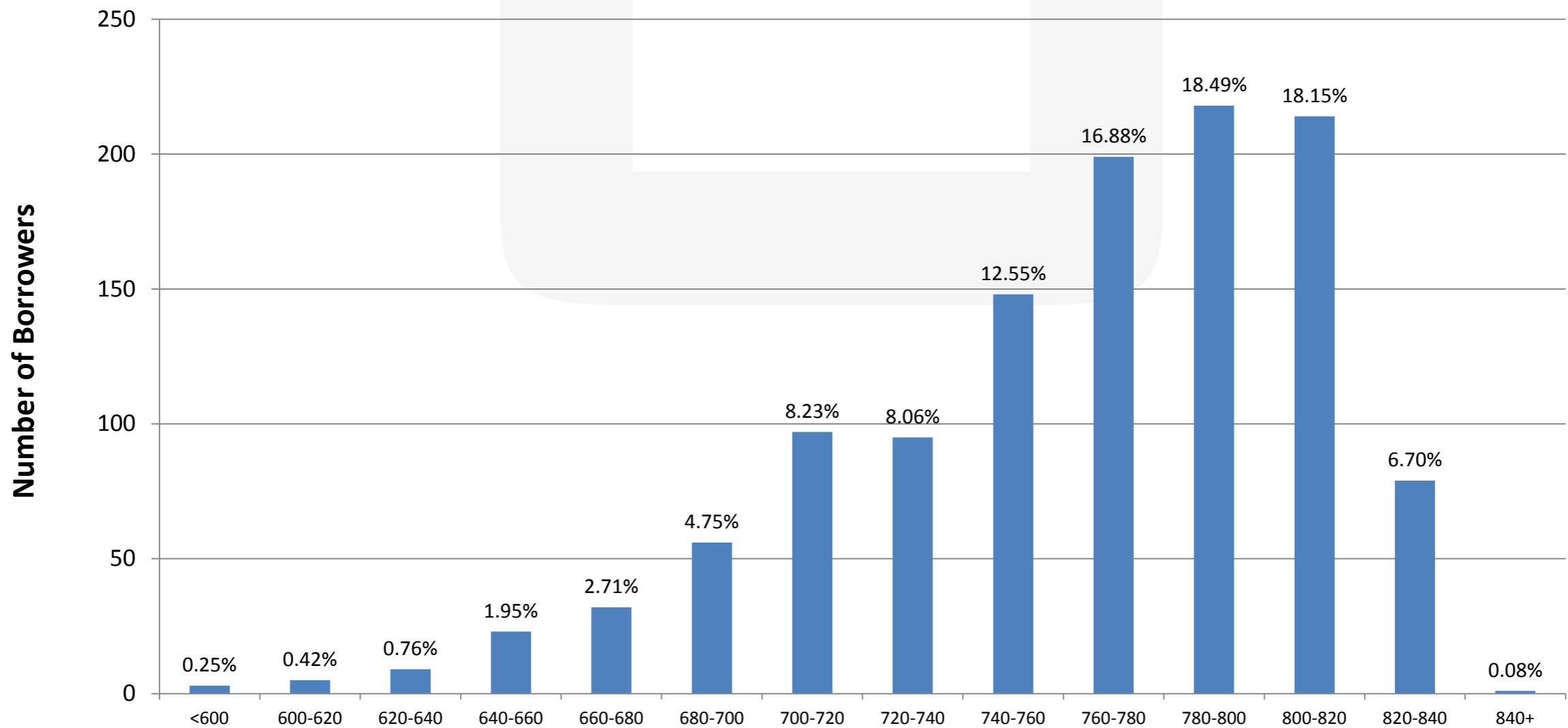
LOAN OFFERINGS

- No upfront costs
- Long term repayment
- Secured with a lien but no appraisal/equity required
- 20% Cap on Non Energy Measures

Lender	 Lending to people. Investing for resilience	 Lending to people. Investing for resilience
Brief Description	For smaller projects with the convenience of repayment through your heating utility bill	Homeowners that want a longer term in order to minimize monthly payment and the convenience of repayment through your heating utility bill
Amount	\$1,000.00 - \$5,000.00	\$5,001.00 - \$30,000.00
Rate & APR	As low as 5.99%	As low as 5.99%
Term	Up to 7 years (84 months)	Up to 20 years (240 months)
Collateral	Unsecured / No appraisal / No equity required	No appraisal / No equity required / but secondary lien is placed on title
Repayment	Homeowner repays through heating utility bill	Homeowner repays through heating utility bill
Fees	No origination fees or pre-payment penalties	No origination fees or pre-payment penalties
Cap On Non-Energy-Efficiency Costs	Up to 20% of Project Costs	Up to 20% of Project Costs

OVER 89% OF 1,179 BORROWERS HAVE A 700+ CREDIT SCORE

Credit Score Distribution



ON-BILL PROGRAM TO DATE

- Over 1,200 projects financed
- Over \$14MM in loan commitments
- Product adjusted to meet competition
- Just 3 slow pays, no defaults



Brian Alfano
Lender Relations Mgr.
brian.alfano@cewo.org
503-807-7208