



CALIFORNIA HUB FOR
ENERGY EFFICIENCY
FINANCING

California Hub for Energy Efficiency Financing (CHEEF) Monthly REEL Program Data Summary through July 31, 2021

Background

This report is produced on a monthly basis to supplement [CHEEF's quarterly reports](#) and provide the most recent data on the progress of the Residential Energy Efficiency Loan (REEL) Assistance Program. To learn more about REEL, please visit GoGreenFinancing.com.

Financing Activity

Loans Enrolled		Total Amount Financed		Change in Activity ¹	
76	1,400	\$1,310,508	\$23,576,147	+7%	+27%
<i>July 2021</i>	<i>All Time²</i>	<i>July 2021</i>	<i>All Time</i>	<i>June - July 2021</i>	<i>July 2020 vs. July 2021</i>

Loan Size			
\$17,244	\$13,353	\$16,840	\$13,707
<i>Mean</i>	<i>Median</i>	<i>Mean</i>	<i>Median</i>
<i>July 2021</i>		<i>All Time</i>	

Term Length in Months			
99	90	108	120
<i>Mean</i>	<i>Median</i>	<i>Mean</i>	<i>Median</i>
<i>July 2021</i>		<i>All Time</i>	

Interest Rate			
4.09%	3.99%	5.87%	5.99%
<i>Mean</i>	<i>Median</i>	<i>Mean</i>	<i>Median</i>
<i>July 2021</i>		<i>All Time</i>	

Loans Enrolled per IOU ³			
809	454	85	504
<i>PG&E</i>	<i>SCE</i>	<i>SDG&E</i>	<i>SoCalGas</i>
<i>All Time</i>			

Private Capital Leveraged

\$23,576,147
Total Amount Financed

\$3,599,994⁴
Total Loan Loss Reserve Contributions

For every **\$1** of credit enhancement allocated, **\$6.55** in private capital is leveraged.⁵

¹ Represents the percentage increase or decrease between total enrolled loans in specified time periods.

² Date of inception is marked by the first loan enrollment in the REEL Program, July 2016.

³ Some properties are served by more than one IOU, meaning the total of loans enrolled per IOU will not match the total number of loans enrolled. Loans enrolled per IOU are reported regardless of what measures are installed.

⁴ This amount reflects a running total of loss reserve account contributions as loans have been enrolled. The amount of credit enhancement funds currently encumbered is \$3,229,378.83 which reflects recaptured funds as loans have paid off and is net of funds paid out as claims on defaults.

⁵ The REEL Program uses a credit enhancement in the form of a Loan Loss Reserve to leverage private capital at reduced rates and extended term lengths for REEL borrowers. The credit enhancement is provided by utility ratepayer funds.

Monthly REEL Program Data Summary

July 2021

REEL Loans Enrolled by Lender (All Time)

Lender ⁶	Loans Enrolled	Total Amount Financed
California Coast Credit Union	797	\$12,560,273
Desert Valleys Federal Credit Union	26	\$450,062
Eagle Community Credit Union	11	\$193,159
First US Community Credit Union	113	\$1,548,180
Matadors Community Credit Union	392	\$7,938,556
Pasadena Service Federal Credit Union	3	\$55,824
Travis Credit Union	24	\$355,242
Valley Oak Credit Union	34	\$474,850

Loan Portfolio Performance⁷

Loan Portfolio Summary

as of July 31, 2021

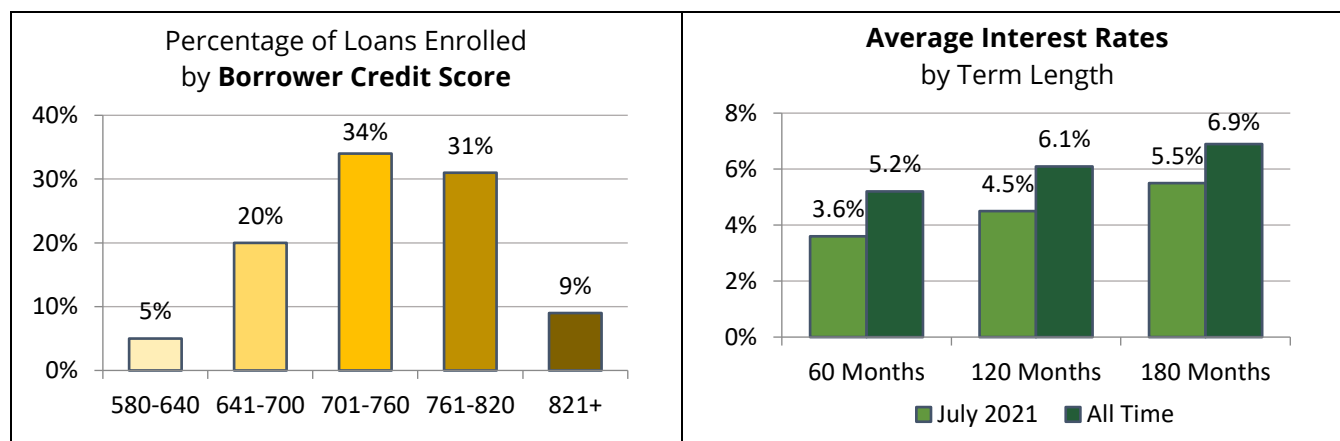
Paid in Full	293 Loans	\$4,666,205
Current Outstanding ⁹	1,086 Loans	\$15,959,809
30-90 Days Past Due	4 Loans	\$78,854
Charged Off	16 Loans	\$282,060

Claims and Charge-Off Summary

as of July 31, 2021

Loss Ratio ⁸	1.2%
Claims Paid	\$253,197
Recoveries ¹⁰	\$91,398
Net CE Funds Expended ¹¹	\$161,800

REEL Borrower Credit Scores and Interest Rates (All Time)



⁶ In July 2021, One Finance Inc., in partnership with Enervee, enrolled as a REEL lender in preparation for the launch of Eco Financing, a REEL microloan product that will soon be available to customers via select online utility marketplaces. Eco Financing is expected to launch in SoCalGas territory in August 2021 and loan enrollments will begin being reported at that time.

⁷ At their discretion, lenders may include measures in the loan (e.g., solar attic fans) that are not claim-eligible, and that portion of the financing does not receive a credit enhancement. Therefore, the actual claim-eligible amounts are very slightly less than the total amounts presented here.

⁸ Loan dollars charged off at the time of the claim, reflected as a percentage of the total original loan principal across the portfolio. Loss Ratio does not reflect recoveries.

⁹ Reflects the outstanding, unpaid principal balance for the 1,086 loans.

¹⁰ Recoveries reimbursed to the Program from participating lenders.

¹¹ Net credit enhancement (CE) funds expended is calculated as Claims Paid less Recoveries.

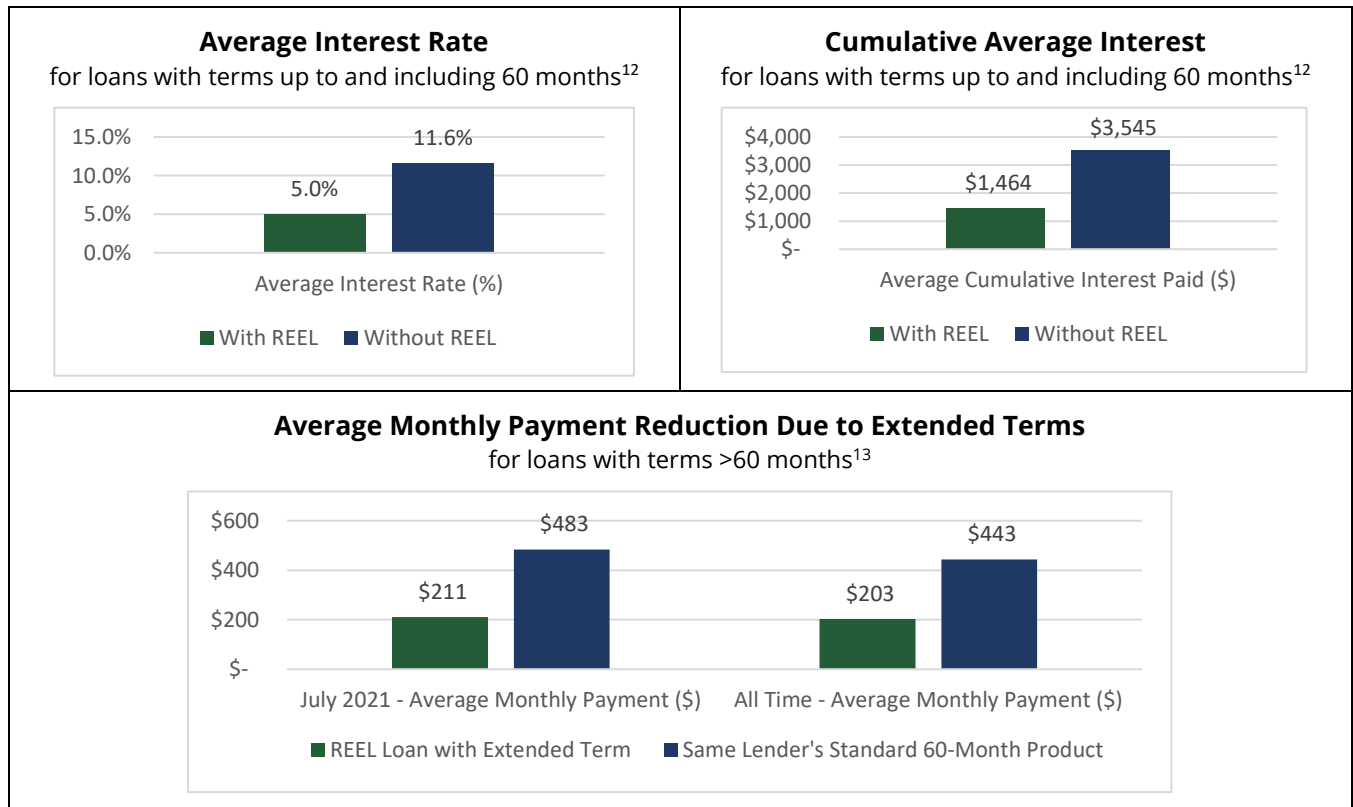
Monthly REEL Program Data Summary

July 2021

How REEL Makes Financing Feasible

Access to Credit: Borrower Credit Score of 580-640 Lenders typically require borrowers to have a minimum credit score of around 640 for unsecured loans of any significant value. Through REEL, lenders are able to approve loans for borrowers with credit scores as low as 580.	REEL Loans Enrolled to Borrowers with <640 Credit Score	
	2 <i>July 2021</i>	75 <i>All Time</i>
Affordable Monthly Payments: Term Lengths >5 Years The vast majority of lenders typically offer a maximum term length of 5 years for unsecured loans. Through REEL, lenders are able to extend terms out to 15 years, which significantly lowers monthly payments for borrowers.	REEL Loans Enrolled to Borrowers with Term Lengths >5 Years	
	42 <i>July 2021</i>	869 <i>All Time</i>
Access to Capital: Loan Amounts >\$25,000 Sufficient access to capital is needed for deeper energy retrofits. While lenders typically limit unsecured loans to about \$25,000, most lenders are able to offer up to \$50,000 for all borrowers through REEL.	REEL Loans Enrolled to Borrowers with Total Financed Amount >\$25,000	
	14 <i>July 2021</i>	223 <i>All Time</i>

Borrower Benefits



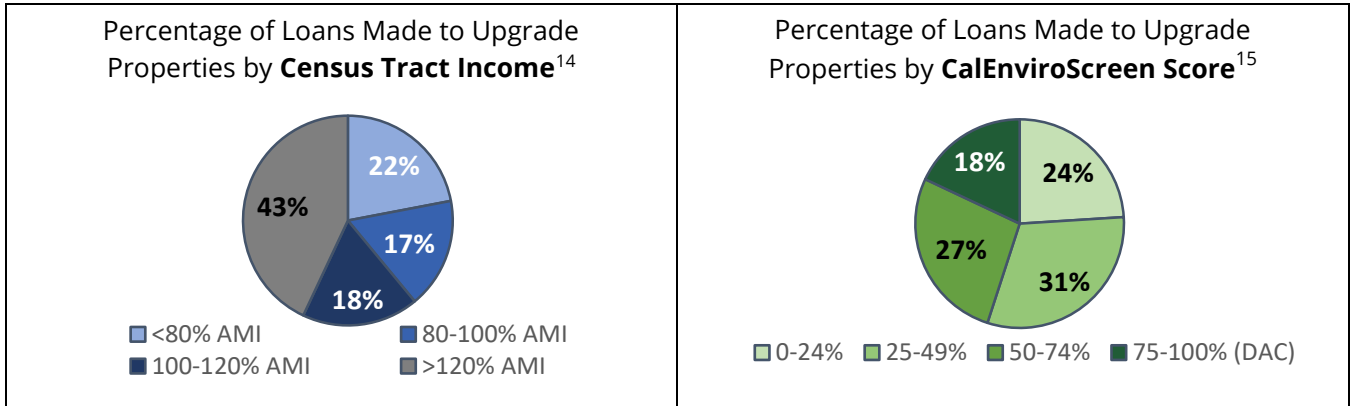
¹² These charts compare interest rates between REEL loans and the equivalent non-REEL signature loan products offered by the Program's participating lenders, using a data set for loans with terms up to 60 months for borrowers who would have qualified for non-REEL loans.

¹³ This chart compares monthly payments between REEL loans with terms greater than 60 months and what the monthly repayment amount would have been if the borrower had used the lenders' non-REEL signature product that limit terms to 60 months.

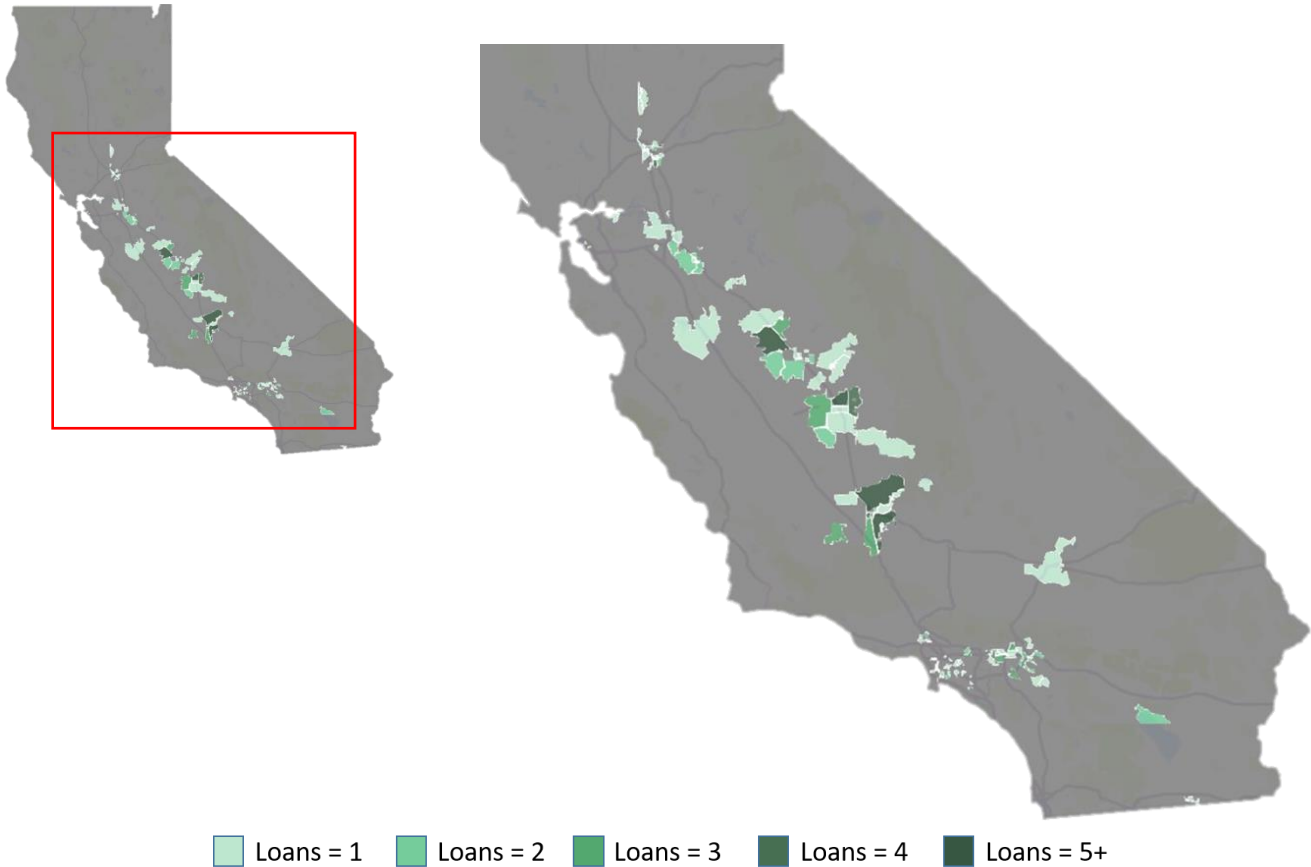
Monthly REEL Program Data Summary

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How REEL Serves Underserved Borrowers (All Time)



Geographic Breakdown by Zip Code of Loans Made to Upgrade Properties in Disadvantaged Communities (DACs) as Designated by CalEnviroScreen



¹⁴ Low-to-Moderate Income (LMI) census tracts, for the purpose of this reporting and providing a 20% loss reserve contribution for the lender, includes tracts with median income that falls below 120% of the Area Median Income (AMI). 57% of loans have been made to properties in LMI census tracts and 53% of total loan capital has gone to properties in LMI census tracts.

¹⁵ [CalEnviroScreen](#) is a pollution burden mapping tool that uses environmental, health, and socioeconomic data to produce scores for every census tract in California; CAEATFA is reporting loans for properties in tracts scoring in the top quartile (75-100%) as loans for projects in disadvantaged communities (DACs). This data uses the most recent version of CalEnviroScreen available at the time of publication.

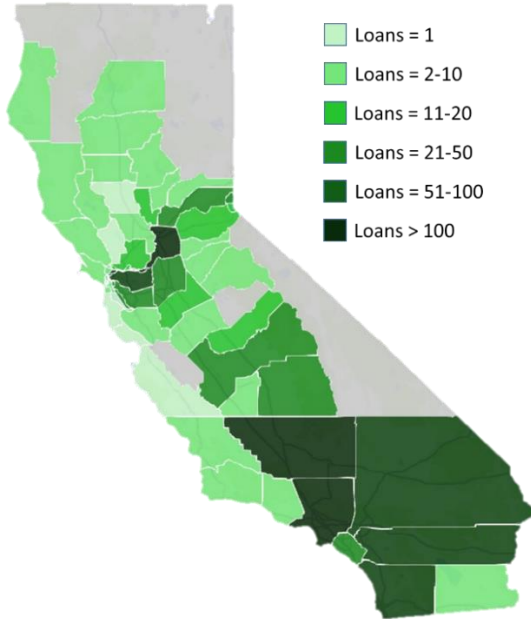
Monthly REEL Program Data Summary

July 2021

Statewide Reach

REEL Loans Enrolled by County¹⁶

All Time




9	Participating Finance Companies
530	Participating Contractors ¹⁷
10	Contractors Who Enrolled in REEL in July 2021
41	Contractors Who Enrolled a Project in July 2021
92%	Finance-Only Projects ¹⁸ in July 2021

Top 5 Energy Efficiency Measures Installed

 <p>HVAC Equipment 903 Projects</p>	 <p>Windows 378 Projects</p>	 <p>HVAC Ductwork 306 Projects</p>	 <p>Insulation 252 Projects</p>	 <p>Cool Roofs 200 Projects</p>
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Heat Pumps Installed

	
<p>Space Heating 116 Projects</p>	<p>Water Heating 11 Projects</p>

¹⁶ Counties that do not receive IOU service (Del Norte, Modoc, Siskiyou, and Trinity) are currently ineligible for REEL. Over 99% of Californians live in a county served by at least one REEL contractor.

¹⁷ Represents the number of contractors currently enrolled in REEL. Over time, some contractors are suspended or removed from the Program as part of routine quality checks for reasons such as license expirations.

¹⁸ Cases in which the borrower made upgrades using REEL without rebates or incentives from an IOU, REN or CCA.