

Become a Loan-Offering Contractor

For NYS Clean Heat Participating Contractors



Are you a NYS Clean Heat contractor looking to increase your profitability and offer a new service? If so, consider becoming a loan-offering contractor through NYSEDA's Green Jobs – Green New York (GJGNY) Program.

About Green Jobs – Green New York

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

- **Generous.** Offers homeowners up to \$25,000.
- **Unsecured.** Your customers will not have liens placed on property or equipment.
- **Low interest.** They start as low as 3.49%.
- **High approval.** NYSEDA'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.
- Visit [NYSEDA](https://www.nyserda.org) to find out about different loan options and loan approval criteria.

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.
- 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 low-cost loans.
- Still eligible for heat pump and other rebates.
- Financing options offered at the same time as the assessment.



NYS Clean Heat
Supported

How to Become a Loan-Offering Contractor

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

Step 1: Visit NYSEERDA's [GJGNY website](#).

Step 2: On the website, jump to Step 2. Download and read [NYSEERDA's Participation Agreement](#) (PDF) and the [GJGNY Financing Program Manual](#) (PDF). Each document is about 20 pages, so plan time to read.

Step 3: Download and complete NYSEERDA's [Contractor Application](#) (PDF).

Step 4: Submit the signed and completed Contractor Application, proof of your active status with the NYS Clean Heat program, and (if applicable) a copy of your D/B/A certificate to residential.programs@nyserda.ny.gov and copy lucia.cappiello@nyserda.ny.gov.

Step 5: Once documents have been submitted to NYSEERDA, [sign up](#) with Slipstream/Energy Finance Solutions (EFS), NYSEERDA's loan origination partner. Send an email to efs@energyfinancesolutions.com with any questions about their process.

Tips to Complete NYSEERDA's Contractor Application

- In the "Application Status" section, check the "Green Jobs – Green New York (GJGNY)" box in the New Applicant section as shown here.

New Applicant: If you are a new applicant, select the programs you would like to participate in. As a first step, please review and ensure that your organization can meet the requirements of the Participation Agreement and relevant manuals for the programs you are applying for.

- Comfort Home
- Green Jobs – Green New York (GJGNY) Residential Financing
- Residential Energy Assessment Program
- NY Residential Existing Homes

- Complete all of the requested information in the "Company Information," "Certified Staff," "Submission," and "Primary Contact Information" sections.
- In the "Certified Staff" section, you must write in **YOUR INITIALS**, then check the "heat pumps" box, as shown.

CERTIFIED STAFF

I certify that services will be provided by staff holding appropriate certifications within the appropriate categories as outlined in the applicable Program Manual for which the undersigned applicant is applying. I acknowledge that the Program may request a copy of certificates or identification cards for certifications.

Applicant Initials:

My company provides the following services:

- Audits
- Shell
- Boilers/Furnaces
- Air Conditioning
- Heat Pumps
- Manufactured Housing Improvements



- In the “Program Manual(s) and Participation Agreement” section, check two boxes verifying that you have read the Participation Agreement PDF and the Residential Financing PDF from Step 2 on page 2.

PROGRAM MANUAL(S) AND PARTICIPATION AGREEMENT

Check the box to certify you have read and agree to the terms in the Participation Agreement and Program Manual(s) associated with the program(s) applied for under this Application.

- [Residential Contractor Participation Agreement](#) - Required by all applicants
- [Comfort Home Program Manual](#)
- [Green Jobs – Green New York \(GJGNY\) Residential Financing](#)
- [Residential Energy Assessment Program Manual](#)
- [NY Residential Existing Homes Program Manual](#)

- At the bottom of the NYSERDA application, sign and date the Certification Statement.

Be sure to complete Steps 4 and 5 as laid out on page 2 of this guide in addition to the Contractor Application.

Additional Resources

Visit NYSERDA’s [Resources for Participating Contractors page](#). There you can find program specific resources, submission requirements, and log-in access to [Web ProForma Plus](#). Web ProForma Plus is a portal for contractors who have been approved by both NYSERDA and Slipstream/EFS.

Contact lucia.cappiello@nyserda.ny.gov if you have any questions regarding the GJGNY Residential Financing Program, the application process, or Web ProForma Plus.