

Straight Talk with PG&E: Jody Machado

Episode 4: The benefits of 0% financing and how to upgrade to energy efficient equipment

- Hey, everyone. Welcome to "Straight Talk" with PG&E, the show where we help small businesses find resources and programs to save them energy and money. I'm Tatihana Manning, Senior Program Manager at PG&E. I support our Voice of a Customer team. And I'm back in studio with Jody Machado from our Small Business Engagement team. Thanks, again, for joining us today, Jody.

- Thanks for having me again, Tati, you know I love coming over and hanging out with you.

- And we love having you. Last time, we mentioned an important program, the On-Bill Financing program, or better known as OBF, and I wanted us to devote this entire episode to speaking more about it.

- Let's do it.

- Can you talk a bit more about PG&E's 0% Energy Efficiency Financing and the benefits of this program?

- Absolutely, and I think one of the biggest benefits is what you just mentioned, 0% Energy Efficiency Financing. Any of our business customers can take advantage of this program, which is huge. The major requirement is that it is a minimum of a \$5,000 loan, all the way up to a \$250,000 loan. And, you know, that's a lot in between to work with. What it does is it helps customers who would not normally have the means to financially upgrade their business to a more energy efficient product, PG&E steps in and helps them do that and achieve that goal in a way that is very cost savings effective for the customer. Most loans, you're having to pay an additional amount out of pocket, right? But with our On-Bill Financing program, that's not how it works. We take the savings, so whatever X amount of dollars that you're saving with the energy efficiency upgrades, we're using that money to pay back the loan. So the biggest part of that is, and the reason for that is that the customer doesn't feel the impact, right? Now, they get to have a savings and take that savings to pay off the loan that they just used to make their business more energy efficient.

- I think that's very important. They get new equipment, more energy efficient equipment, and that's gonna definitely help them in the long run. So I think that's really amazing. This program is really important. So Jody, a few episodes back, we spoke with Cesar Rodriguez and he let us know that Full Circle Brewery was actually able to take advantage of the On-Bill Financing program, which

saved them a lot of money by being able to actually upgrade their equipment. Can you let us know what types of projects On-Bill Financing is a good fit for?

- Absolutely, pretty much anything, Tati, to be honest, that saves money. Any project that you're upgrading equipment, getting an energy savings from it is a good project. Small as \$5,000, all the way up to 250,000. I mean, you can think of, you know, some of the businesses around us, restaurants, you know, think about your HVAC, your refrigeration, if you have cooling shelves, cold storage, all of that. I'm thinking of someone who owns a label business, printing presses. I mean, that is huge, just large equipment. Anything that you're able to upgrade and get a savings for is a good fit.

- So if it's operational, it might be a little older or a lot older and we need to upgrade it, there's a more energy efficient model, we can go ahead and get an actual financing for.

- Yeah, absolutely. The older the equipment, of course, the more outdated, when you upgrade it, you're gonna see a much better savings.

- Okay, so we know that On-Bill Financing is super helpful to our customers, but if I'm a small business customer, how do I know if I qualify and how do I even apply?

- You know, those are great questions. I would say the easiest way would be to log onto our website at pge.com. All of the criteria and qualifications are listed right there, but I'm happy to mention a few. You'll want to be in business with us for at least 24 months. You'll need to have a decent credit score, decent payment history. All of those things, you can actually find out by looking up your own account information, going online to our website or getting in touch with one of us, a Business Customer Service rep. We would be happy to take a peek at your account, see if you qualify. And the other biggest component is the trade professional that we're going to refer you to that works within our Trade Pro Alliance. Those folks basically are there with you from the beginning to the end. They're making sure that not only do you qualify and meet the criteria, but that they're going to help you leverage your savings to be the maximum amount as possible.

- Well, Jody, the two biggest things that I'm taking from this is that customers just have to have at least two years of service with us and decent payment history.

- That's absolutely right.

- Well, listeners, if you would like to reach out to our Small Business Engagement team, you can do so by emailing at smallbusinessresources@pge.com. Jody, it's been such a pleasure learning all these great tips from you. Thanks for coming on today.

- Thanks so much for having me, Tati. I love hanging out with you.

- Stay tuned for upcoming episodes of "Straight Talk" with PG&E, where we will share more helpful tips and resources as well, as other programs that can help business customers save energy and money. Be sure to check out our show notes where we'll link the programs mentioned on today's episode. You can learn more at pge.com/straighttalk. See you all next time.