

Commercial Energy Efficiency Project Financing Resources

Top Five Things to Know About Commercial Project Financing

1. Business financing is provided and serviced by third-party lenders, not Xcel Energy.
2. Business financing approval and review is performed by the lender, not Xcel Energy.
3. Xcel Energy rebates can be used in conjunction with business financing.
4. Businesses can choose to finance projects using a lender that is not affiliated with Xcel Energy.
5. Businesses may have different financing options and requirements based on their county.

Top Five Contractor Benefits of Xcel Energy's Financing Program

1. Reach new customers that may be interested in your services but don't have the capital.
2. Increase the average job size or scope of projects.
3. Receive payment fast and in-full from the lenders upon project completion.
4. Add credibility to your company by aligning with a reputable, third-party finance partner.
5. Combine rebates, tax credits, energy savings and financing options to create an affordable customer bid.

Tips for Making the Most of Energy Efficiency Financing

- Be prepared to discuss your bid in terms of monthly cost.
- Incorporate your predicted monthly energy savings into a net customer cost.
- Combine Xcel Energy rebates with financing whenever possible.
- Present financing options and loan applications with your job bid.
- Stay in touch with the lender if customer loan approval for a project is pending.
- Use the loan calculator to show customers the estimated monthly cost.
- Show customers the impact on monthly payments for more comprehensive solutions that may have a smaller net monthly cost if additional energy savings are achieved.
- Take advantage of free sales training for contractor teams about how to offer financing to customers (offered by the Denver and Boulder programs).



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Ascentium Capital

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Key Equipment Finance

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SparkFund

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U.S. Bank

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Estimated Monthly Loan Payments Assuming 7% Annual Interest Rate

Loan Term	\$5,000	\$10,000	\$25,000	\$50,000	\$75,000
3 years	\$157.00	\$315.21	\$788.03	\$1,576.06	\$2,364.09
5 years	\$102.34	\$204.68	\$511.71	\$1,023.42	\$1,535.13
7 years	\$78.93	\$157.86	\$394.66	\$789.31	\$1,183.97
10 years	\$61.73	\$123.45	\$308.63	\$617.26	\$925.89
15 years	\$48.94	\$97.89	\$244.72	\$489.44	\$734.16

Financing Comparison Summary				
Considerations	Ascentium Capital	Key Equipment Finance	SparkFund	U.S. Bank
Communities served	All of Colorado	All of Colorado	All of Colorado	All of Colorado
Audit required?	No	No	No	No
Loan minimum	\$10,000	\$10,000	\$10,000	\$10,000
Loan maximum	\$1,500,000	\$250,000 (larger loans available upon request)	\$1,500,000	\$150,000 (larger loans available upon request)
Secured loan?	Yes, secured by a UCC-1 filing for the improvements	Yes, secured by a UCC-1 filing for the improvements	Secured only by equipment; UCC-1 filing on improvements	Yes, secured by a UCC-1 filing for the improvements
Approval time	Under two hours; same-day funding	24-hour decision; seven-day funding	48-hour decision; one day funding	48-hour decision; 30-day funding
Loan lengths	Two to seven years	Three, four or five years; 72 months based on credit score	One to 10 years	Three, four or five years
Loan rates	Start at 6%	Start at 4.99%	Start at 7%	4.25% to 6.25%
Minimum credit score	650 FICO; Application only for financing below \$250,000	680 FICO; two years in business; no income required for financing below \$150,000	Credit worthiness determined through simple application process	680 FICO; two years in business; no income required for financing below \$150,000
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