

**PROCESS & PROCEDURES: ELIGIBLE AND INELIGIBLE FINANCING UPGRADES**

Summary of Financing Upgrades:

Maximums	Loan Provider	
	Loanpal	Sunlight
Upgrade Loan Percentage	35%	15%
PV only	\$5.50/W	\$6.00/W
PV + Upgrades	\$7.00/W	\$6.00/W
PV + Battery	TBD	\$10.00/W

Financing Upgrades:

General Considerations:

1. Eligible Upgrades are to be included in the Solo proposal according to the installer pre-negotiated pricing adders.
2. Eligible upgrades are to appear in the End User Agreement and performed by the installer or by the installer’s approved vendor.

Eligible Upgrades (adders as designated by the Lenders):

1. Re-Roof
2. Main Panel Upgrade
3. Tree Trimming
4. Trenching
5. Rafter Upgrades
6. Battery Storage
7. Backup Generators (gas, diesel or LNG?)
8. EE Kit Upgrades: Small Ticket Items- Energy Efficiency and Smart Home Automation Items (Maximum combined cost of **\$2,500** or **15% / 35%** of loan volume whichever is less). If over this, the consultant would issue an invoice to homeowner directly, outside of the lender financing.
  - i. Smart Thermostat
  - ii. LED Lighting
  - iii. Insulation
9. Off-Contract Adders: Any off-contract adder item would require pre-approval by Powur Sales with official proposal/quote. After Powur approval, vendor would invoice Powur directly. Powur would then pay vendor directly. Reimbursement maximums follow the same guidelines as listed in Process & Procedure above

**Ineligible Upgrades** (adders as designated by the Lenders): Including but not limited to the following:

1. HVAC
2. Windows
3. Doors
4. Attic Fan- (can be considered a Small Ticket Item if a solar attic fan)
5. Pool Pump
6. Hot Water Heater
7. Gutters
8. Full Structural Upgrades

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### **Homeowner Rebate Checks** (Checks issued by Powur directly to the Homeowner)

Launch Date: This process was launched on November 17, 2019. Any project sold prior to this date qualifies as “grandfathered” into the old process. Going forward the new process outlined below is in effect.

Consultant Rebates to Homeowners: Consultants can issue a rebate deducted from their commission directly to the Homeowner at their discretion with no involvement from Powur Corporate.

Corporate Rebate: Powur rebates up to a **MAXIMUM** of \$599 (depending on individual state compliance) directly to the homeowner according to the process below.

#### **Approval Submission Requirements:**

**\$599 Corporate Rebates:** These rebate adders are paid directly by Powur to the homeowner after the Powur receives M2 payment from either the lender or the installer. CORPORATE REBATES ARE NOT PAID OUT TO CUSTOMER UNTIL THE PROJECT HAS BEEN FULLY FUNDED TO POWUR AND INSTALLED. PLEASE ALLOW FOR 4-6 WEEKS AFTER INSTALLATION IS COMPLETE BEFORE THEY WILL GET MAILED OUT TO THE CUSTOMER.

**Financing Upgrade Rebates:** These rebate adders are paid directly by Powur to the homeowner after the proposal/quote and invoice are received from the vendor/subcontractor, Powur receives payment from either the lender or the installer and the system has PTO.  
CHECKS WILL BE PROCESSED AND MAILED WITHIN 4-6 WEEKS AFTER PTO.

For further training and questions please contact:

[presales@powur.com](mailto:presales@powur.com) or call 619-320-4770 (M-F 8am-5pm PST)

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