

South Jersey Gas
Commercial & Industrial Off-Bill Recovery Financing Program Application

Business Customers Participating in New Jersey's Clean Energy Program™ Direct Install,
Pay for Performance and SmartStart® Programs

A. Applicant Information

Dollar amount requested: \$ _____ NJCEP Application # _____

Direct Install — (Minimum \$2,500 to a Maximum of \$53,571. Terms of repayment will be three (3) years (36 monthly payments).

SmartStart and Pay for Performance — (Minimum \$2,500 to a Maximum of \$100,000; Terms of Repayment will be five (5) years (60 monthly payments).

South Jersey Gas Account Number*:

Business Legal Name*: _____ DBA (if applicable): _____

Federal Tax I.D. Number: _____

Is the business a non-profit? Yes No

Business Type*: Sole Proprietorship General Partnership Limited Partnership Limited Liability Partnership (LLP)
Limited Liability Company (LLC) Corporation

State of Incorporation: _____ Date Business Established: _____ Current Ownership (number of years): _____

*All businesses not publicly held or not a registered non-profit must complete a Personal Statement as an addendum to this application for each person with an ownership interest of 10 percent or more in the business entity. These persons shall be jointly and severally responsible for the repayment of funds through the SJG Off-Bill Repayment Program and will be required to sign a promissory note requiring repayment.

Person authorized to sign on behalf of business:

First Name: _____ Last Name: _____

Title: _____

B. Property Information

Installation Address: _____

City: _____ State: New Jersey Zip: _____

Billing Address (if different) _____

City: _____ State: _____ Zip: _____

Key Contact Name: _____ E-Mail Address: _____

Business Phone: _____ Business Fax: _____

Does the applicant own or rent the building where work is being performed? Own Rent

Has applicant or any owner/guarantor filed personal bankruptcy or served as an officer of a company that declared bankruptcy in the last 10 years?
Yes No

Name of Person who declared bankruptcy: _____

Where did he/she declare bankruptcy? _____

C. Contractor Information

Contractor/Installer: _____

D. Certification and Signature

By signing below, I certify I intend to apply for the Commercial Off-Bill Repayment Program in the manner indicated in this application and certify everything stated in this application and on any attachment is correct. SJG may keep this application whether or not it is approved. My signature also certifies the information on this application and all supporting documents is true, my intent is to apply for business purposes, and I am aware this application is not a commitment to lend. SJG is hereby authorized to check the credit history of all persons and/or the associated business signing this application and to answer questions about SJG's credit experience with all such persons.

Applicant's Signature/Date

Joint Applicant's Signature/Date (where applicable)

Print Applicant's Name

Print Joint Applicant's Name

SEE INSTRUCTIONS, TERMS, AND CONDITIONS ON REVERSE.

Send completed and signed repayment application form (keep copy for your records) to the following address:

• Energy Finance Solutions • 431 Charmany Drive • Madison, WI 53719 E-mail: efs@energyfinancesolutions.com • Fax: 608.249.5788

Commercial and Industrial Off-Bill Recovery Financing Program (CIORFP) Application Instructions, Terms, and Conditions

For Commercial and Industrial Customers Participating in the New Jersey Clean Energy Program™
New Jersey SmartStart Buildings including Custom Measures, Direct Install and Pay for Performance Programs

This application must be completed by the following individuals depending on the type of business entity.

- Sole Proprietorship or Business Individual: Owner
- Partnership: Partner or Limited Partner
- Limited Liability Company: Member or Manager
- Corporation: President, Vice President or Corporate Secretary

This is neither a contract, nor a commitment with a contractor. This is an application that will allow South Jersey Gas (SJG) to review your request to participate in SJG's Commercial and Industrial Off-Bill Repayment Program for the amount of an eligible New Jersey SmartStart Buildings including Custom Measures and Pay for Performance project up to \$100,000 or a Direct Install project up to \$53,571. This will include reviewing your utility payment and bankruptcy history. Please complete all fields. If you have any questions, please call Energy Finance Solutions at 1.888.264.4367 or email: efs@energyfinesolutions.com.

Application Instructions:

Complete all sections of the application, providing the name(s) and contact information of all business owners owning more than 10 percent or more of the business ("Owners"). Owners must also provide a social security number. The application must be signed by all persons whose name is on the SJG gas account. For a list of additional documents that must be provided with this completed application, see below.

**Please see the Terms and Conditions section below for requirements for new SJG customers. If an existing customer, please note the gas account must be in the same name and have the same Tax ID Number as the applicant's business.*

Direct Install	Pay for Performance	SmartStart Buildings Including Custom Measures
<ul style="list-style-type: none">• Copy of completed Direct Install Application• Signed Participation Agreement with the Participating Contractor serving your area• Scope of Work Document • Project Completion Form	<ul style="list-style-type: none">• Copy of your completed Pay for Performance Application Package• Signed Participation Agreement with the Approved Partner or Trade Ally serving your area• Copies of the NJCEP Incentives #1 and #2 Approval Letters	<ul style="list-style-type: none">• Copy of your completed Application Package• The Market Manager Approval Letter• The Customer Certification that the equipment was purchased and installed

An incomplete application and/or failure to provide any of the required documentation will delay processing of your request and may result in denial of the application. SJG will share the status/progress of your CIORFP application/process with your contractor of choice for reasons that include but are not limited to providing required documents, scheduling work, and processing paperwork.

Terms and Conditions:

- 1) Current SJG customers must have twelve (12) months of on-time account payments; there can be no instances of payments received 30+ days after due date or payments returned. New SJG customers must provide a Letter of Credit from a previous regulated utility (e.g., from your electric utility) showing 12 months of excellent or very good payment history.
- 2) Applicant business or Owners must have no other delinquent SJG account(s) or unsatisfied previous debt to SJG (i.e., write-off account from a previous business location or a delinquent account for the same business at another location).
- 3) Neither applicant business nor Owner may have filed bankruptcy or served as an officer of a company that declared bankruptcy in the past 10 years. Note: a personal bankruptcy search will also be performed for sole proprietors.
- 4) All businesses must provide SJG with personal guarantees from each person with an ownership interest of 10 percent or more in the business entity. Personal guarantees do not need to be provided if the business is either (1) publicly held; or (2) a registered nonprofit.
The promissory note will clearly state they are signing in their individual capacity.
- 5) All names on the application must match the names on tax maps (from DEED). If different, applicant(s) should provide an explanation.
- 6) The Direct Install No-interest repayment program term is for two (2) years.
- 7) The Pay for Performance and SmartStart Buildings including Custom Measures No-Interest Program term is for five (5) years.
- 8) There are no fees, no closing costs and no prepayment penalties.
- 9) Preliminary approval for the CIORFP program is effective for 90 days from the date of approval letter and contingent upon receipt of all completed documents set forth in the letter. After 90 days, SJG reserves the right, in its sole discretion, either to terminate the application or to review additional information, including your then-current payment history, prior to processing the application—which may result in a denial.
- 10) For Direct Install applicants; following the submission of the Project Completion form, all payments (CIORFP amount) will be sent directly to the contractor.
- 11) For SmartStart Buildings including Custom Measures and Pay for Performance applicants; following the submission of Project Completion form, all payments (CIORFP amount) will be sent to the customer.
- 12) The SJG account holder is responsible to pay the contractor for all work performed.
- 13) The CIORFP will be considered in default if any of the following occur: a) Any amount owing under the Promissory Note ("Note") is not paid by the day it becomes due; or b) There is a violation of a provision of the Note now or in the future; or c) Account holder files for bankruptcy or becomes subject to a proceeding which seeks relief from debt; or d) Account holder dies or becomes legally unable to manage their affairs; or e) Account holder terminates the SJG account number listed in the Note; or f) Account holder sells or otherwise transfers ownership of the real property at which SJG currently provides natural gas utility service under the SJG account number listed in the Note; or g) Account holder has made a false or misleading statement about an important matter in connection with the transaction covered by the Note or has made or makes one in any application related to the Note; or h) Account holder reasonably believes any amount owing under the Note will not be paid by the day it becomes due.
- 14) If a default occurs, all amounts owing under the Note will be due immediately.

Send completed and signed repayment application form (keep copy for yourself) to the following address:

Energy Finance Solutions 431 Charmany Drive Madison, WI 53719
Email: efs@energyfinesolutions.com Fax: 608.249.5788 Phone: 888.264.4367