

Underwriting Guidelines

CHECKLIST

- Contract and CPUC (CA only) documents are signed and uploaded, the signed site plan and signed agreement are uploaded Important
 - Full bill file with service #, account # and meter # clearly visible on it is uploaded Important
 - Financing approval is needed (run the credit application in **finance portal**)
 - Signed Interconnection agreement form
 - HOA- always check HOA before conversion
 - Make sure the DMS proposal and agreement matches Important
 - If it is only battery job, need a signed battery agreement and DMS proposal Important - If it is medical, please request the medical baseline submission date from the salesrep to put into Insightly with a copy of the application
 - If it is solar+ battery and has the following statement, Project is contingent upon the client receiving battery rebate. then please transfer it into insightly
 - All the adders should be charged in DMS Important
 - Full SoCal gas bill for LADWP, PWP, BWP, GWP Important
 - If it is referral job, need the referral name in description and price charged Important
 - DMS proposal, make sure you can see cash amount Important
 - Make sure the Financing jobs are approved in the financing web portal and loan docs are signed
 - Minimum 8 modules
 - For all the In house lease and in House financing jobs the salesrep should upload a filled out and signed LASG credit application form along with the agreement Important, Under 600 - Teir 2b .40 cent adder, 600-650 TIER2A, 650+ TIER 1
 - ACH form is uploaded along with credit form for the all In House Monthly lease and In House Finance
 - Roofing - in the event of selling roofing adder or new roof need PMR bid, Roof plan and a signed roof addendum with price, roof color and class, adders clearly reflected on it, roof permit checklist is uploaded. All light weight tile needs reroof, only reroof
-
- Equipment field - Make sure to mark TESLA under equipment section if it's Tesla do not put battery or 0 put Tesla, Do not forget to Mark New construction- if it is new construction , DON'T put DOWNSIZE in install specifics
 - Make sure put crew name from DMS
 - Post Solar Bill+monthly lease payment should be < bill amount
 - For Nevada jobs the bill name should be included in the contract and signed as well
 - LADWP, and GWP accept only monthly lease. NO PPA

- For Lease and PPA jobs, the rebate payee is LASG

- LEASE COST= SYSTEM SIZE*4.5+CONTRACT ADDER, PPA cost= contract cost *1.6+contract adder, if Lease Cost<cash cost, then put cash

- **Solar company to confirm at least one of the following is true in the event of foreclosure (could not locate in the lease):**
 - (1) Lender may require the termination of the lease agreement and removal of the panels and supporting equipment;
 - (2) Lender may become a beneficiary of the existing lease agreement without incurring a transfer fee; or
 - (3) Lender may enter into a new lease agreement or PPA with the owner of the equipment under terms no less favorable than the existing agreement.

- Check the house price, system cost cannot be higher than 1/15th of the house cost

- The monthly payment cannot be higher than their utility bills