

## Request for Quote (RFQ) Notice

### HEAT Loan Lender Participation RFQ

The Mass Save® Sponsors (“Sponsors”) are requesting quotes to shape a competitively sourced approach to HEAT Loan program pricing.

National Grid will be conducting this RFQ on behalf of all Sponsors. All questions relating to this RFQ must be submitted through Kirsti DeMarco at National Grid ([kirsti.demarco1@nationalgrid.com](mailto:kirsti.demarco1@nationalgrid.com)).

All participant responses to this RFQ will be kept confidential by the Program Administrators.

**RFQ Issued to Lenders:** November 15, 2024

**Deadline for Responses for RFQ:** December 6, 2024

This RFQ process will determine which lenders will have the near-term opportunity to continue to participate in the HEAT Loan program as well as the lending margin that the program will support. Lenders who fail to provide a response will be disqualified from accepting HEAT Loan Authorization Forms from customers and acting as a participating HEAT Loan lender beginning in 2025.

For current participating lenders, submitting a response does not guarantee continued participation in the program. Rather, a subset of responding bidders will be selected for ongoing participation in the program, on the basis of offering a sufficiently competitive lending margin, and their ability to contribute to a portfolio of participating lenders that can, in aggregate, meet anticipated program lending capital requirements and a high-quality, geographically diverse set of lending options to participating customers.

Final interest rate margins (by applicant FICO score) will be established based on determining, as a function of received bids, the lending margin that will meet the requirements of a sufficient number of participating lenders. This ‘sufficient’ volume of participating lenders will be established at the Program Administrator discretion, based on developing a pool of participating lenders who, collectively, will allow the program to offer sufficient volumes of capital via a sufficient breadth of customer experience options (number and location of branches, digital lending capabilities, etc.). Note that all selected bidders (including those who bid below the Program Administrator determined clearing margin(s)) will be offered the opportunity for continued participation in the HEAT Loan program at the Program Administrator determined clearing margin(s).

The HEAT Loan Lender Participation RFQ will be re-run no more than once a year. Lenders who chose not to respond or were not selected for the new term will be invited to participate during subsequent RFQ’s.

**RFQ Questions:**

**Interest Rate Margin:**

- Please submit the minimum interest rate margin, relative to Prime, that you would be able to charge the Program Administrators for borrowers whose FICO scores fall within the following ranges. Please provide responses in single basis point increments, and note that bids submitted as discounts to Prime will be allowed:
  - Up to 669:
  - 670-739:
  - 740 and above:

**Lending Capital Availability:**

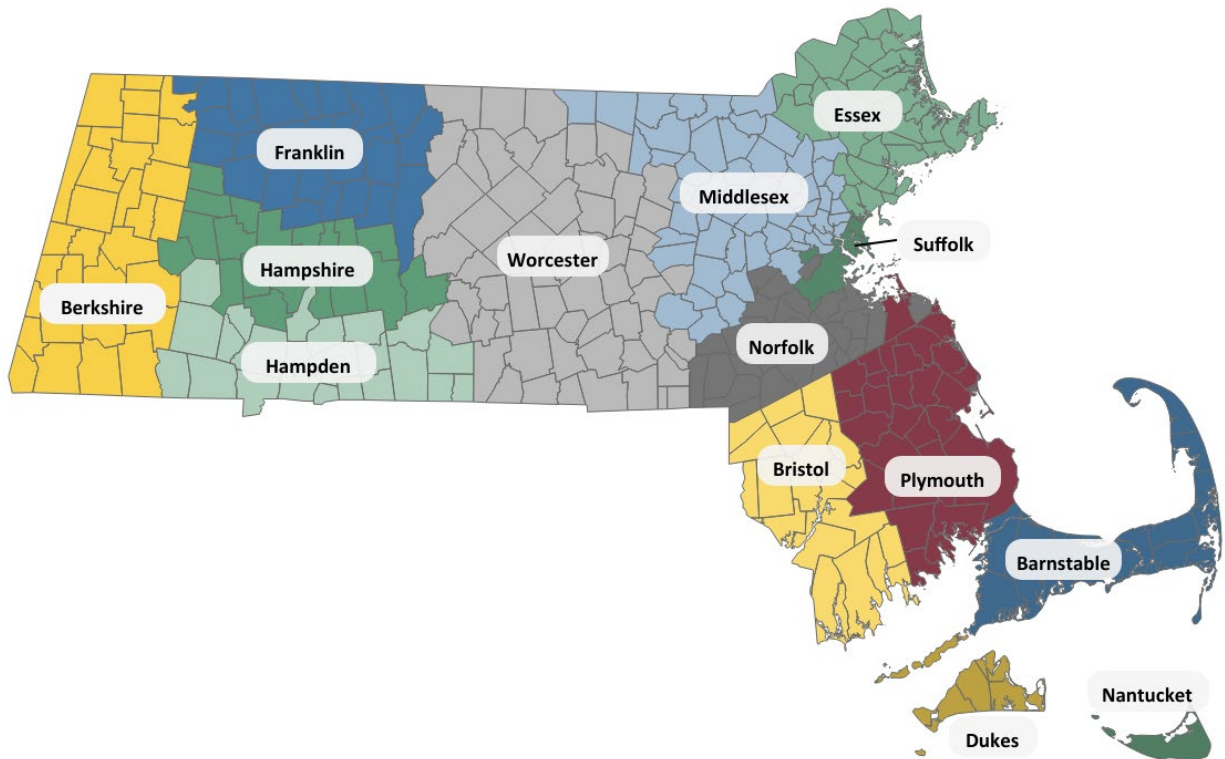
- Please indicate with an “X” beside the minimum annual lending capital that you anticipate making available to HEAT Loan borrower applicants over the course of calendar year 2025. Please note this is a non-binding response but will be utilized by the Program Administrators to ensure that, in aggregate, selected bidders will be able to offer sufficient capital to meet anticipated program lending demand.

<\$1M:		>\$1M:		>\$2M:		>\$5M:		>\$10M:		>\$20M:	
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**Technical Components (Yes/No):**

- Language Access:
  - Does your organization offer language support for phone or chat interactions? If not, are you willing to provide this?
  - Does your organization's website support different languages? If not, are you willing to provide this?
  - Does your organization produce loan applications and decision documents in multiple languages? If yes, which languages (in addition to English). If not currently, would you be able to offer this capability by July 1, 2025?
- Banking requirements – Are customers able to secure a HEAT Loan at your institution without any requirement to open either a checking or savings account or maintain a minimum balance within that account? If not, are you willing to make this change?
- Omni-channel lending – Does your institution allow customers to initiate and complete the HEAT Loan process entirely through digital means (via a web-based portal or mobile application), or only through in-person interactions at a branch?

Other:



- Please provide the number of branch locations your institution has in each of the service “zones” listed below that can accept in-person HEAT Loan applications:
  - Zone 1 (Berkshire Co.) –
  - Zone 2 (Franklin, Hampshire, Hampden Cos.) –
  - Zone 3 (Worcester Co.) –
  - Zone 4 (Essex Co.) –
  - Zone 5 (Suffolk Co.) –
  - Zone 6 (Middlesex, Norfolk Cos.) –
  - Zone 7 (Bristol, Plymouth Cos.) –
  - Zone 8 (Barnstable, Dukes, Nantucket Cos.) –