

**BCC INFORMAL REGULAR SESSION**

DATE: Monday, April 28, 2014

<u>NAME</u>	<u>TITLE</u>	<u>AFFILIATION</u>	<u>PHONE/EMAIL ADDRESS</u>
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Greater Cincinnati  
**Energy  
Alliance**

***CLERMONT COUNTY***

***04.28.14***

# GREATER CINCINNATI ENERGY ALLIANCE



- Nonprofit economic development agency  
*A Public-Private Partnership for Clean Energy*
- Energy Efficiency Services
  - Education/Outreach
  - Project Management
  - Quality Assurance
  - Financing Solutions



# REGIONAL ECONOMIC IMPACT



## Total project investment: **\$42 million**

- Local job hours created: 375,000
- Est. wages (\$20M) and equipment purchases (\$22M)
- Increases to earnings tax, sales tax, property tax



## Residential investment: **\$18.5 million**

- Home Energy Assessments: 3,119
- Home Energy Upgrades: 1,745
- Average Upgrade: \$10,630



## Commercial investment: **\$24 million**

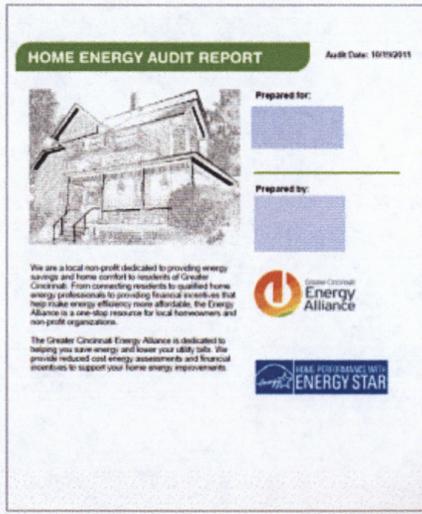
- More than 100 buildings ENERGY STAR® rated
- Over 4.2 million sq. ft.



# RESIDENTIAL PROGRAM DESIGN

## Home Performance with ENERGY STAR® Program

- Energy Assessments: **3,119**
- Upgrades: **1,745**
- Average Upgrade Cost: **\$10,630**
- Total Residential Investment: **\$18.5M**
- GC-HELP Loan: **\$1.1M**



*Home Energy Report*

# GC-HELP FINANCING



## GREATER CINCINNATI – HOME ENERGY LOAN PROGRAM

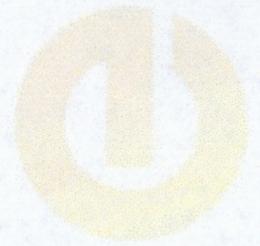
- Fast, easy, and affordable
- Accessible underwriting standards
- Developed as part of U.S. Department of Energy Better Buildings Neighborhood Program to support energy efficiency lending throughout the region
- What's the niche?
  - Underwriting against the savings generated
  - Quick and easy
  - No cost to customers to apply



# GC-HELP FINANCING

## MAKING ENERGY EFFICIENCY *FAST, EASY, & AFFORDABLE*

- Unsecured, 10-year loan with national conforming loan standards:
  - 640 credit score
  - 50% debt-to-income ratio
  - No bankruptcy history in past 7 yrs
- Fast and easy to apply
- Up to 10 years to repay; no prepayment penalty
- No home equity required
- 100% financing available up to \$20,000



# MORE THAN A LOAN

## IT'S A PROGRAM

- **Over 70** local contractors recruited
  - Generated over **375,000** hours of work
- Training: Cincinnati St. Technical & Community College
  - 200 Trained to date
  - Tuition Assistance Program
  - Equipment leases
- Policy and regulatory support
- Third-party Quality Assurance

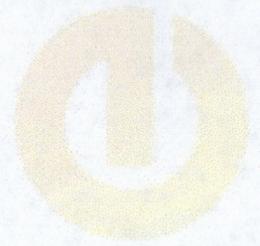


# MORE THAN A LOAN

## IT'S A PROGRAM

- Robust IT Infrastructure: Data, Data, Data
  - Energy modeling
  - Automated DOE reporting
  - Coming soon: tablet compatibility
- Sales Training, Marketing Support
  - Collateral Development (*"Print on Demand"*)
- Pilot with Duke Energy to integrate GC-HELP financing into Duke's Smart\$aver rebate program

*\*A conforming loan standard has been created and there is now a secondary market in place and growing.\**



# FINANCING ALL AROUND US

- Pennsylvania
  - Keystone HELP
  - Fannie Mae, PA Treasury, AFC First
- Michigan
  - Michigan SAVES
  - Credit Union collaboration through statewide NPO
- Kentucky
  - Kentucky Home Performance via AFC First
  - Fannie Mae, GC-HELP, WHEEL
- Illinois
  - On-bill repayment through investor-owned utilities
  - Administered by AFC First



# COMMERCIAL PROGRAM DESIGN

- Expertise in program oversight and financial incentives to encourage deep energy retrofits through:
  - Education and Outreach
  - Technical Assistance
  - Access to Loans
- Getting the Job Done
  - Over 100 buildings ENERGY STAR® rated
  - **\$24 M** total project cost (*4.2 M sq ft*)
  - \$17.9 M project pipeline



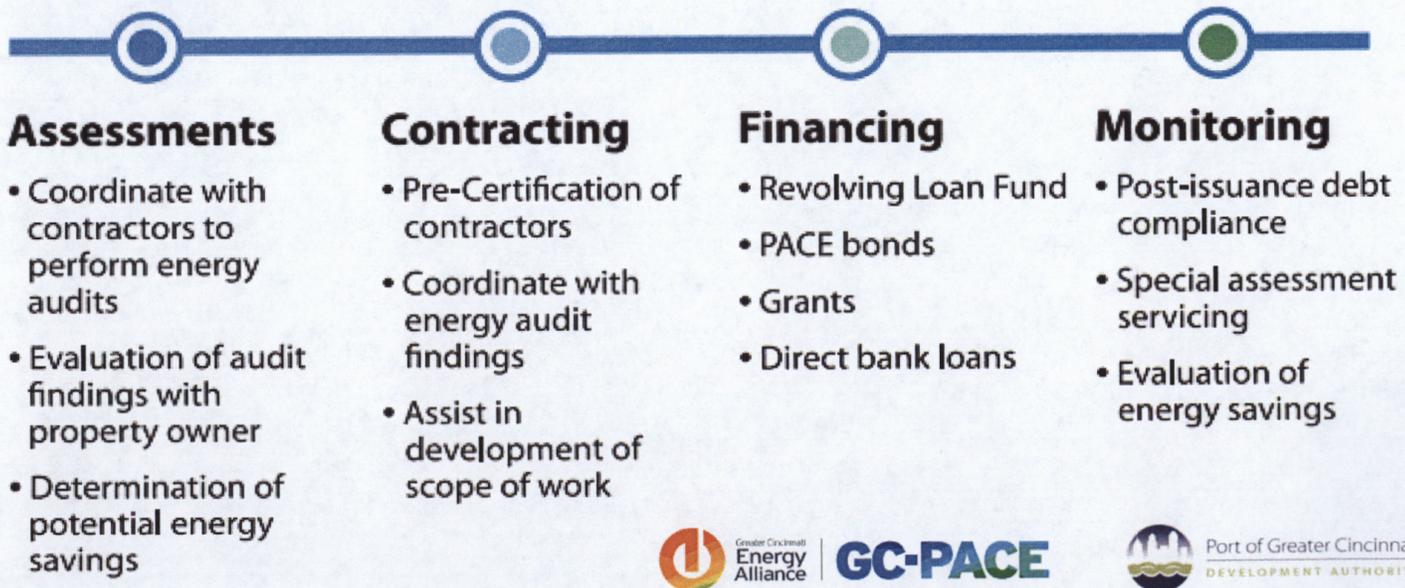
ENERGY STAR®  
**PortfolioManager™**



# GCEA/PORT AUTHORITY PARTNERSHIP

- Energy-related economic development tools

## Program Stages



**GC-PACE**



Port of Greater Cincinnati  
DEVELOPMENT AUTHORITY

# CONTACT INFO



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