

Successfully Implementing the PACE Financing in Your Community

2:45 – 4:00 PM, Dec 1st, 2012

- * Welcome
 - ✧ Status of PACE in your town? Level of interest?
 - ✧ Please share your notes and ideas on the eval forms for posting on VECAN site
- * Efficiency VT – 20 min. Carol Weston, Lani Malapan
- * Montpelier – 15 min. Becky Wigg
- * Thetford – 15 min. Mike Kiess
- * Round table Discussion – 30 min
- * Please drop off eval / notes / thoughts when you leave

PACE Outreach in Thetford

Promoting a New Tool for
Comfort, Cost Savings, Energy Savings

Strategy

- * Generate / Build on existing interest
- * Provide information / support for weatherization projects
 - * Help people see opportunities
 - * Help people pursue opportunities
- * Share outcomes of projects to generate more interest

PACE is one part within our strategy

Obstacles

- * Capital (up front and project)
- * Time
- * Inertia
- * Fatigue
- * Awareness (of opportunity and support)

Handout – PACE is a possible path around the capital obstacle



THETFORD WANTS YOU TO
SAVE MONEY
WITH HOME ENERGY IMPROVEMENTS



WONDERING IF PACE IS
RIGHT FOR YOU?
LET'S FIND OUT.

Thetford and Efficiency Vermont are partnering to help you invest in home energy improvements while saving money from the day you complete your project.

PACE (Property Assessed Clean Energy) is a financing program that, after approval, allows you to finance energy improvements for your home with no upfront costs. You reap the energy savings immediately, while paying for the improvements through a payment tied to your property tax bill over a period of up to 20 years. Like all property based assessments, PACE assessments stay with a property when it is sold. Passing the assessment on from owner to owner ensures that both the payments and the energy savings stay with the people who enjoy the benefits of a comfortable, efficient home.

When you use PACE to finance energy improvements, you are also helping your community by hiring local home energy contractors and renewable installers.

As with most financing, there are eligibility requirements for participating in PACE financing. Visit www.energycanvtd.com/PACE to learn if PACE can work for you.

DON'T WAIT UNTIL THE FIRST DAY OF ENROLLMENT, YOU CAN GET STARTED NOW.

Learn more about the types of projects that are eligible for the PACE financing program at www.energycanvtd.com/PACE

Get an energy audit.

Projects that include cost effective energy efficiency improvements are more likely to result in "positive cash flow" and qualify for PACE. See www.energycanvtd.com/HomePerformance

Find a renewable energy installer.

Visit Vermont Solar and Wind Partnership Program installer to complete renewable energy improvements. See www.REVermont.org

If you don't live in Thetford and are wondering how your town can start offering PACE, learn how at www.energycanvtd.com/PACEtowns

Check out the bank to see if PACE is right for you!



HAVE QUESTIONS?
Contact Efficiency Vermont at 888-921-5990 or PACE@EfficiencyVermont.com



Do you own your home and live in it?

NO

PACE financing is available to people who own and live in their single to four-unit home. For energy efficiency solutions for renters, landlords and business owners go to www.energycanvtd.com/rental

YES



Even some of the smallest efficiency improvements can save you money every month. Learn about lower cost improvements you can do yourself at www.energycanvtd.com/DIY

NO

Are you considering a comprehensive energy improvement for your home?



YES



Are the improvements likely to cost between \$3,500 and \$30,000?

NO

PACE is designed to help pay for a comprehensive energy improvement between \$3,500 and \$30,000.

YES



Many people like PACE because it allows them to make improvements now, even though they may not stay in the house for a long time, thus allowing them to pass the costs on the next owner. But even if you plan to be in your home for a long time, PACE might be right for you.

A LONG TIME

How long do you think you'll be in your home?



A COUPLE OF YEARS



Are you familiar with the pros and cons of the various types of financing available to you?

NO

There are distinct advantages to PACE financing, but there are also clear advantages to other forms of financing. Be sure to consider interest rates, terms, and length of loans for any financing option available to you.

YES

PACE COULD BE FOR YOU!

Go to www.energycanvtd.com/PACE to find out.

Check out the bank to see more details on PACE.

Additional Capital Help

- * Revolving loan fund operated by SERG
 - * Money for Initial audit
 - * Money for Application
 - * Paid back with initial PACE transfer

Overcoming Inertia and Fatigue

- * Sharing what neighbors are doing
- * Checking in
- * Helping to find answers

Awareness of Results

Pamela Podger, East Thetford

Increased distribution efficiency for oil furnace. Air sealed attic penetrations, crawlspace penetrations, windows, doors, vents, fans, and chimneys. Insulated attic, basement and exterior walls.

Air Leakage Reduced by – 38.9%

Projected Heat Energy Savings – 43.15% Cost of Job - \$3,600

Incentives - \$1,488 from Efficiency VT

Net Cost to Homeowner - \$2,112

Projected Annual Dollar Savings - \$1,173.20

Years to Payback Through Savings – 1.8

** Our house is considerably warmer and less drafty. We've been able to keep our thermostat lower and not feel chilled. One room in particular, which has two exterior walls, now is much toastier.*

Contact Us

- * Carol Weston – cweston@veic.org
- * Lani Malapan – emalapan@veic.org
- * Becky Wigg – beckywigg@gmail.com
- * Mike Kiess – michaelkiessvt@gmail.com

Round Table

PACE Implementation in YOUR town

- * Ideas
- * Questions
- * Discussion

Please make notes on your eval form. Mike will synthesize for posting on conference website.