# 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

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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 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 2 oyears. 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.efficiencyvermont.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.efficiencyvermont.com/PACE

#### Get an energy audit

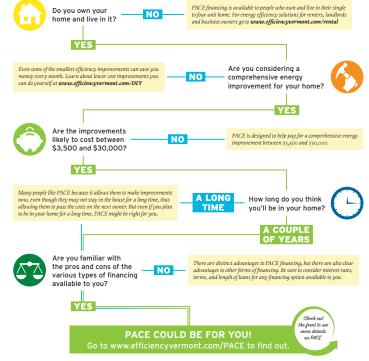
Projects that include cost-effective energy efficiency improvements are more likely to result in "positive cash flow" and qualify for PACE. See www.efficiencyvermont.com/HomePerformance

#### Find a renewable energy installer.

Visit Vermont Solar and Wind Partnership Program installer to complete renewable energy improvements.

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







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

the back to see if PACE is

# 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 <a href="mailto:cweston@veic.org">cweston@veic.org</a>
- \* Lani Malapan emalapan@veic.org
- \* Becky Wigg <a href="mailto:beckywigg@gmail.com">beckywigg@gmail.com</a>
- \* 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.