

BCC INFORMAL REGULAR SESSION

DATE: Monday, April 28, 2014

<u>NAME</u>	<u>TITLE</u>	<u>AFFILIATION</u>	<u>PHONE/EMAIL ADDRESS</u>
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____
5. _____	_____	_____	_____
6. _____	_____	_____	_____
7. _____	_____	_____	_____
8. _____	_____	_____	_____
9. _____	_____	_____	_____
10. _____	_____	_____	_____
11. _____	_____	_____	_____
12. _____	_____	_____	_____



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



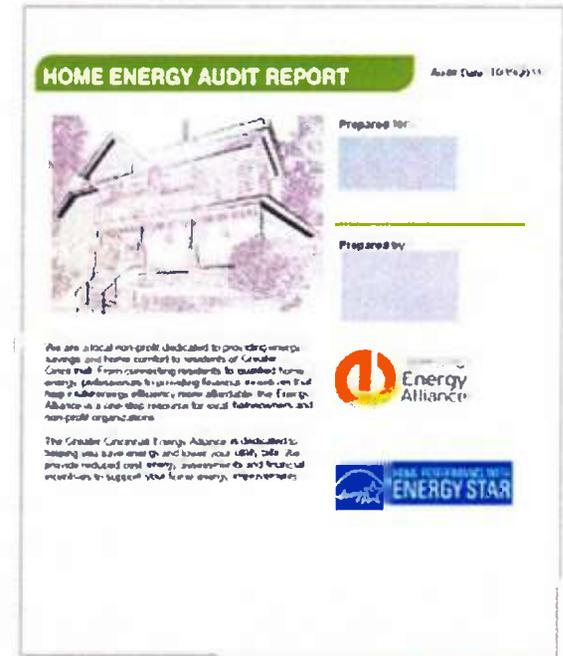
Commercial investment: **\$24 million**

- 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** bca | 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 SmartSaver 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

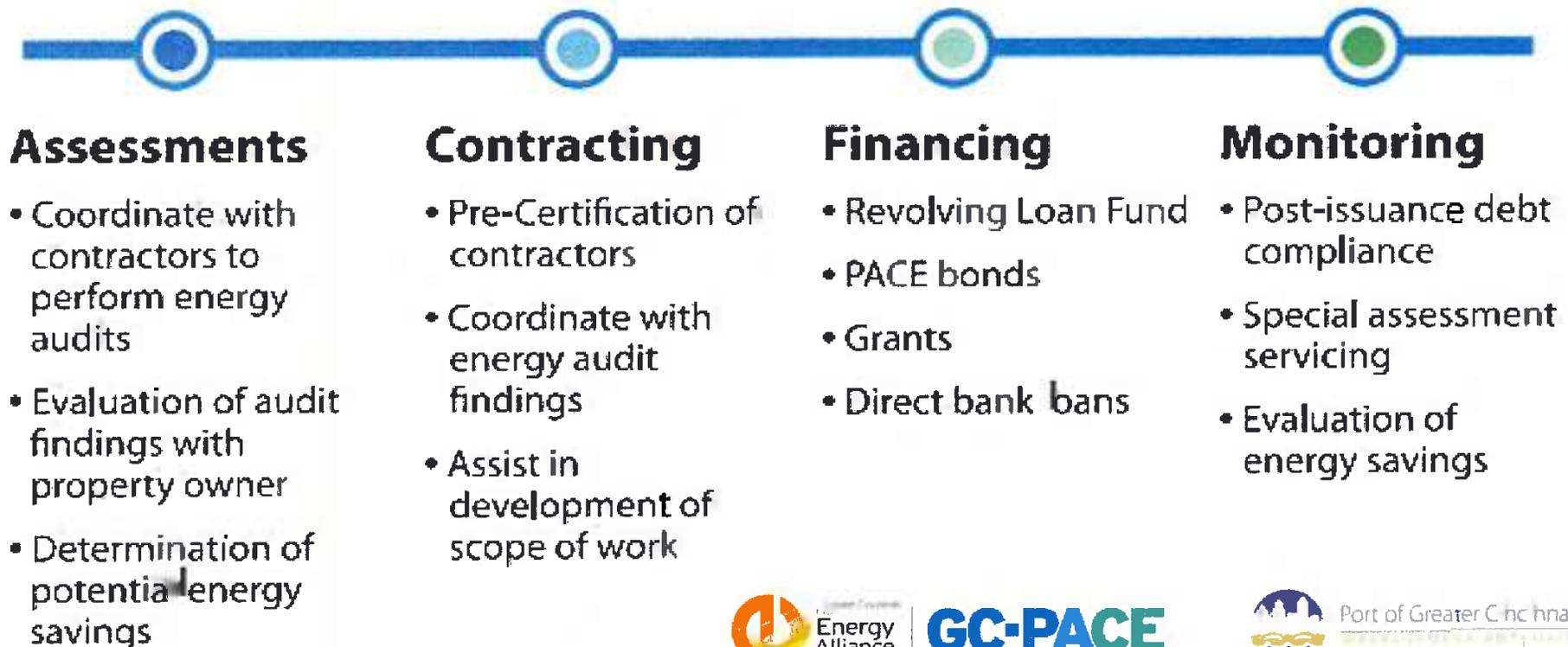


ENERGY STAR®
PortfolioManager™

GCEA/PORT AUTHORITY PARTNERSHIP

- Energy-related economic development tools

Program Stages



Energy Alliance

GC-PACE



Port of Greater Chicago

CONTACT INFO

ANDY HOLZHAUSER

CHIEF EXECUTIVE OFFICER

GREATER CINCINNATI ENERGY ALLIANCE

AHOLZHAUSER@GREATERCEA.ORG

200 W 4TH ST., SUITE 600

CINCINNATI, OH 45202

W: 513.621.GCEA (4232)

WWW.GREATERCEA.ORG