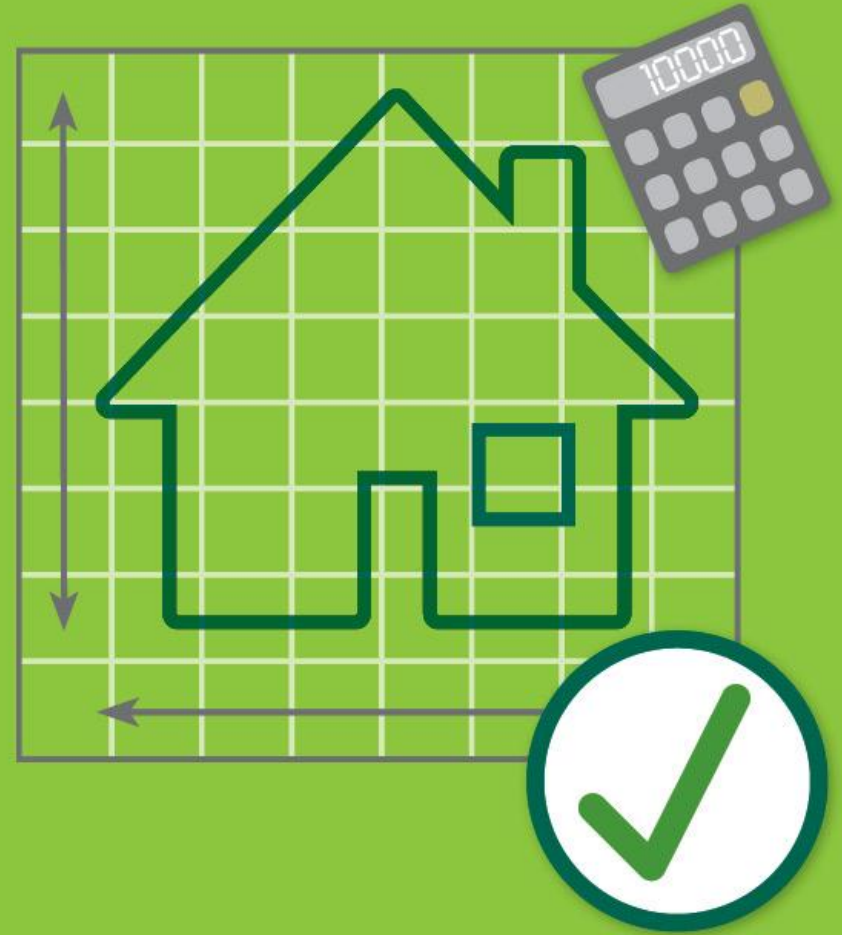


GREENEST CITY 2020 HOME ENERGY LOAN PROGRAM

Dave Ramslie MSc LEED AP
FCM 2012



AGENDA

- Vancouver's Greenest City 2020
- Why are cities involved?
- The Financial Model
- The Home Energy Loan Program
- Lessons learned
- Questions?

Imagine... By 2020
Vancouver will be
the Greenest City
in the world



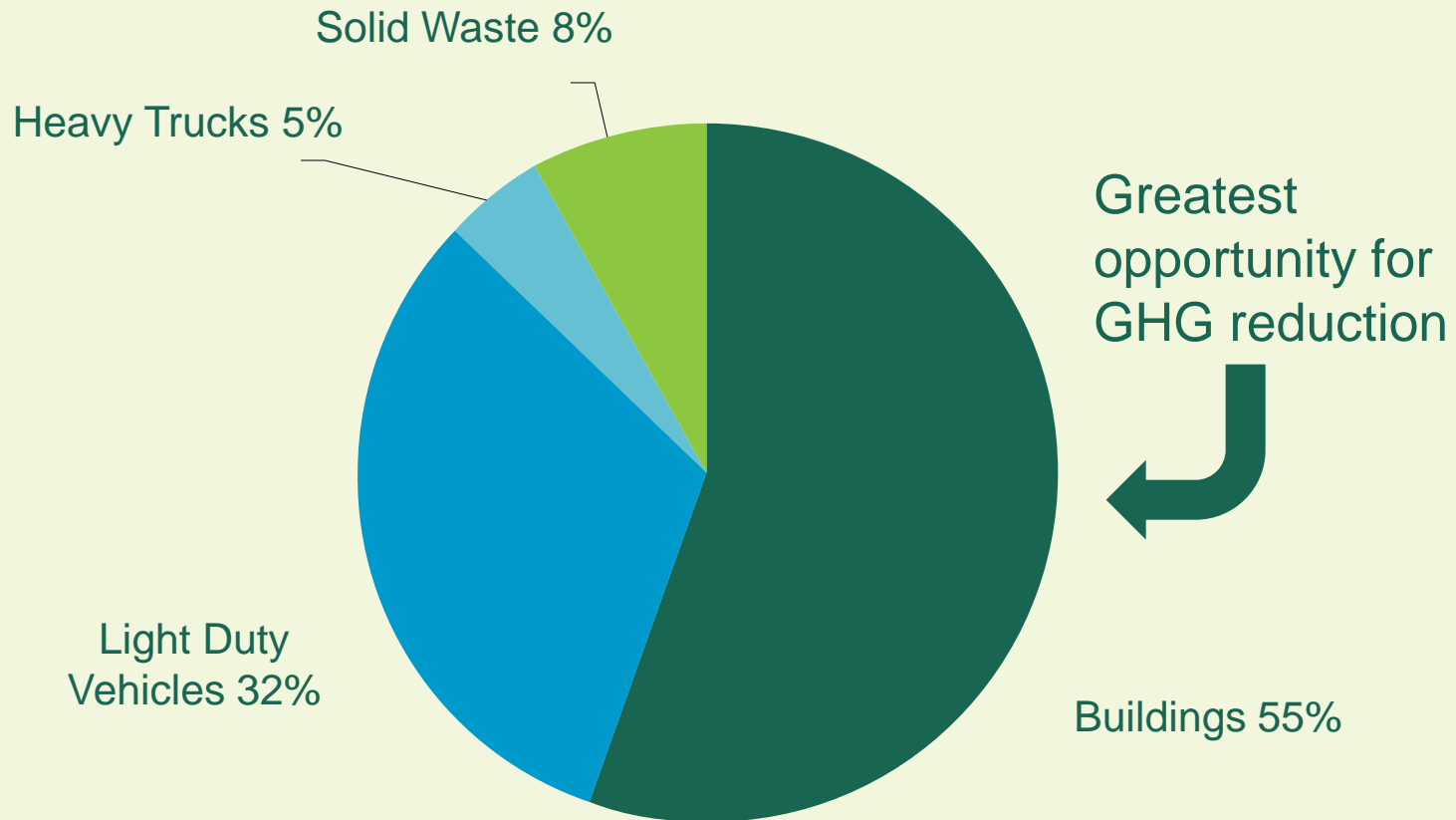
WHAT DOES IT MEAN TO BE THE GREENEST CITY

- 10 long-term goals
- Measurable 2020 targets
- The Home Energy Loan Program helps to achieve our climate leadership, green buildings, lighter footprint and green economy goals.

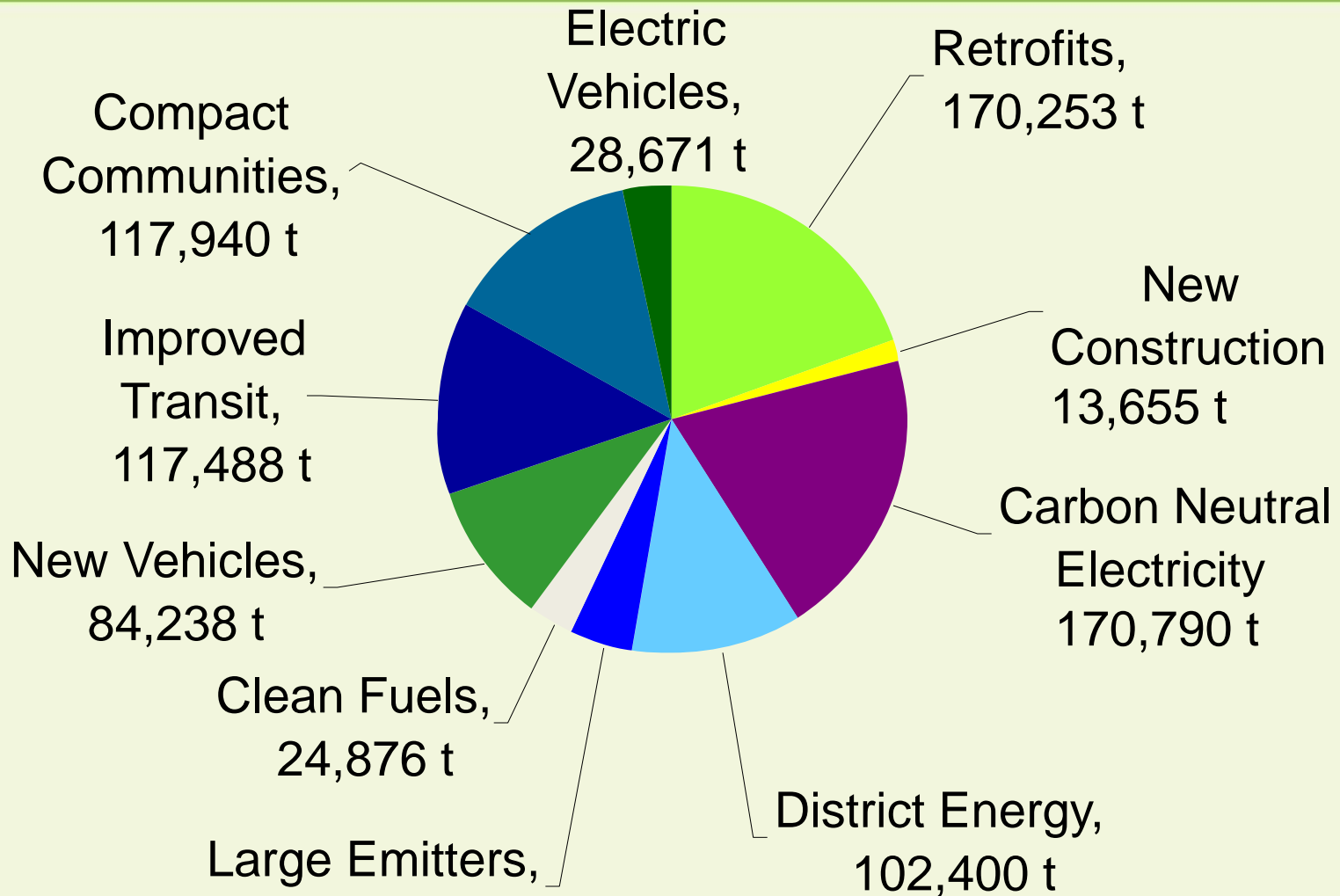


Where do our GHG's come from?

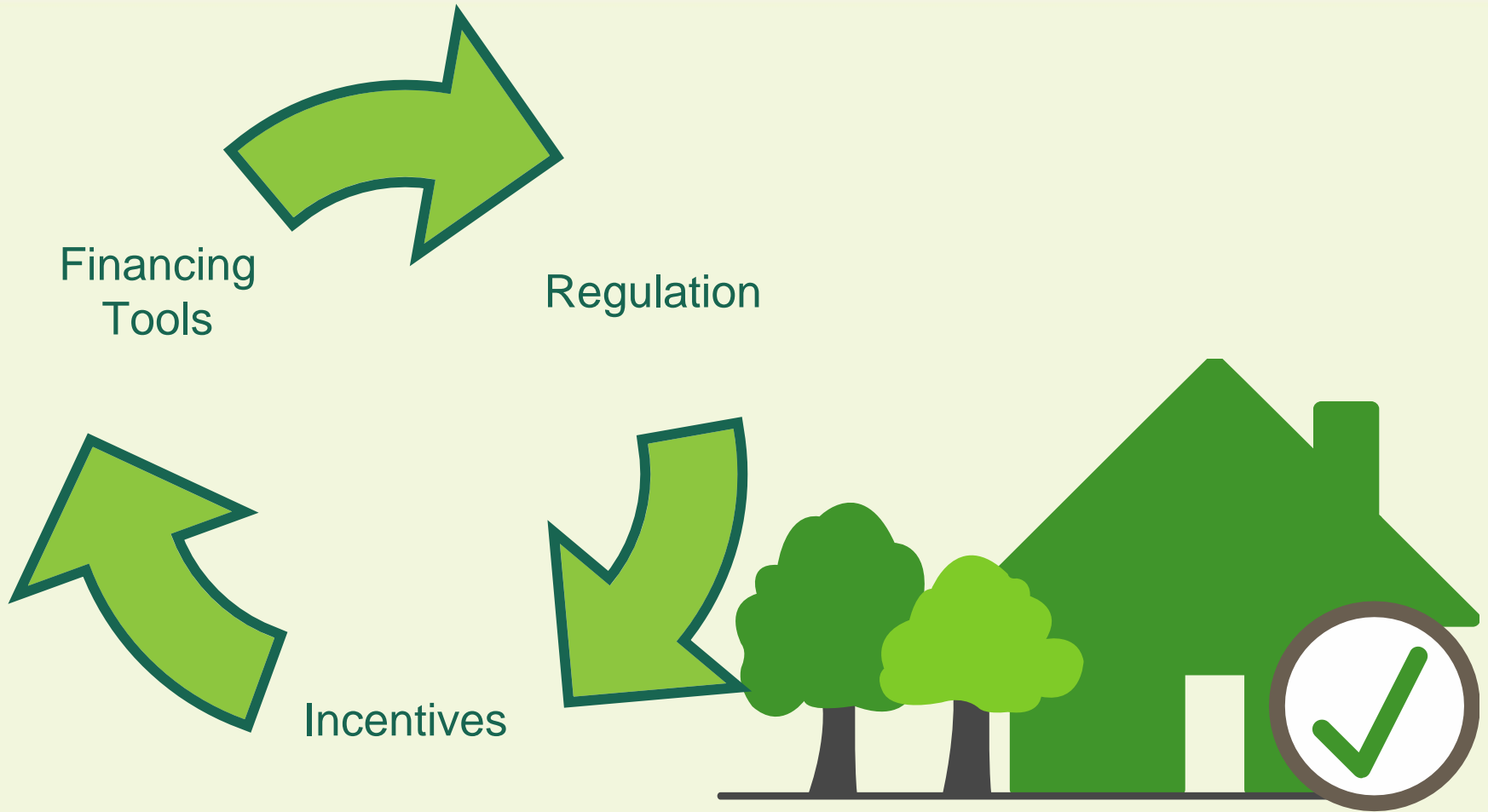
2008 Community GHG Emissions



Where are the reductions ?



What is the bigger play?



What is the bigger play?



WHAT IS THE FINANCING OFFER?

Vancity Loan Offer Terms

Amount: \$4,000-\$16,000

Preferred Rate: 4.5%* fixed

Term: 10 years

Compare with mortgages or lines of credit...

Before March 31, 2012
homeowners qualify for provincial
LiveSmart grants!

*After April 13, 2012 rate may change by $\pm 0.5\%$

WHAT UPGRADES ARE ELIGIBLE?

	Eligible Retrofit Activities	Max Loan Amount	Energy Cost Savings (over 10 years) *
One of:	Energy Star Natural Gas Furnace	\$5,500	\$5,400
	Energy Star Natural Gas Boiler	\$5,800	\$5,400
	Air Source Heat Pump	\$7,800	\$7,300
	Hot Water Heater	\$1,400	\$480
	Attic Insulation	\$1,800	\$1,200
	Wall Insulation	\$4,800	\$2,000
	Basement Insulation	\$1,400	\$1,300
	Weatherization	\$1,000	\$1,400

* - Based on 2% annual increase in energy costs

WHO DOES THE WORK? TWO OPTIONS

Direct Install Option

- Hire a pre-approved contractor (HELP pays contractor; homeowner repays loan quarterly)
- *End to end service*

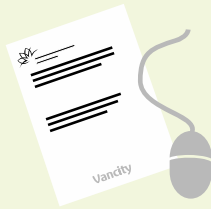
Self-Serve Option

- Pay a contractor (receive HELP loan in advance; pay for work; repay loan quarterly)
and/or
- Do-it-yourself (receive HELP loan in advance; repay loan quarterly)
- *Manage Your Own Home Energy Upgrades*

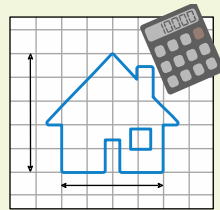
HOME ENERGY LOAN PROGRAM – HOW IT WORKS



1. Home Energy Audit



2. Loan Application & Approval



3. Contractor Quotes & Selection



4. Home Improvement Upgrades



5. Post-Upgrade Energy Audit



6. Loan Repayment & Cost Savings

1. HOME ENERGY AUDIT



Direct Install Option:

End-to-End Service

- Schedule ecoENERGY audit (list of auditors available: vancouver.ca/energyloan)
- Auditor visits home and conducts energy audit
- Auditor provides report on home's energy efficiency, list of recommended upgrades including those covered in Home Energy Loan Program
- Select which upgrades to undertake
- Complete Home Energy Loan Program Participation Agreement with auditor (available: vancouver.ca/energyloan, City Hall or from auditor)

Self Serve Option:

Manage Your Own Home Energy Upgrades

- Steps as Direct Install Option

2. LOAN APPLICATION & APPROVAL



Direct Install Option: *End-to-End Service*

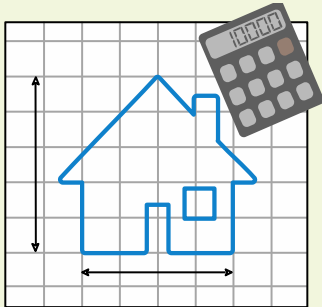
- Gather documents required to apply for loan (checklist available: vancity.com/loans/homeenergy, from auditor or vancouver.ca/energyloan)
- Begin loan qualification process with Vancity:
Online: vancity.com/loans/homeenergy Phone: local 604.648.5195 or toll free 866.648.5195
In person: at any Vancity branch, by appointment
- Vancity notifies you of loan qualification status
- Note: once loan is approved, you must complete upgrade work and post-upgrade ecoENERGY audit within 90 days

Self Serve Option:

Manage Your Own Home Energy Upgrades

- Steps as Direct Install Option
- Visit Vancity branch to sign loan documentation and receive funds
- Begin repaying loan on quarterly basis through City of Vancouver utility billing

3. CONTRACTOR QUOTES & SELECTION



Direct Install Option: *End-to-End Service*

- Request quote(s) from list of pre-approved contractors
- Select contractor and sign agreement to proceed with upgrade work

Self Serve Option: *Manage Your Own Home Energy Upgrades*

- Do work yourself or
- Request quote(s) from contractor(s) of your choice
- Select contractor(s) to proceed with upgrade work

Hiring a Pro

green home renovation
healthy homes for a healthy environment

LOOK! Check out our renovation guides at vancouver.ca/sustainability

4. HOME IMPROVEMENT UPGRADES



Direct Install Option: *End-to-End Service*

- Contractor completes energy efficiency upgrades
- You and contractor sign Letter of Completion confirming satisfactory completion of upgrades

Self Serve Option:

Manage Your Own Home Energy Upgrades

- Contractor(s) completes energy efficiency upgrades
- Pay contractor(s)

5. POST-UPGRADE ENERGY AUDIT



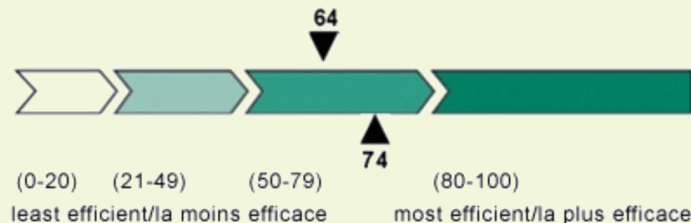
Direct Install Option: *End-to-End Service*

- Schedule post-upgrade audit with ecoENERGY auditor
- Auditor inspects and approves upgrades have been completed to meet Home Energy Loan Program standards by signing Letter of Completion
- Auditor will submit paperwork for relevant rebates on your behalf

Self Serve Option:

Manage Your Own Home Energy Upgrades

- Schedule post-upgrade audit with ecoENERGY auditor
- Auditor will submit paperwork for relevant rebates on your behalf



Get your post-upgrade audit before March 31, 2012 to qualify for both federal ecoENERGY and provincial Live Smart grants!

6. LOAN REPAYMENT & COST SAVINGS



Direct Install Option: *End-to-End Service*

- Submit Letter of Completion to Vancity
- Vancity pays contractor directly on your behalf
- Enjoy increased home comfort and save money on your energy bills
- Pay loan on quarterly basis through City of Vancouver quarterly utility billing

Self Serve Option: *Manage Your Own Home Energy Upgrades*

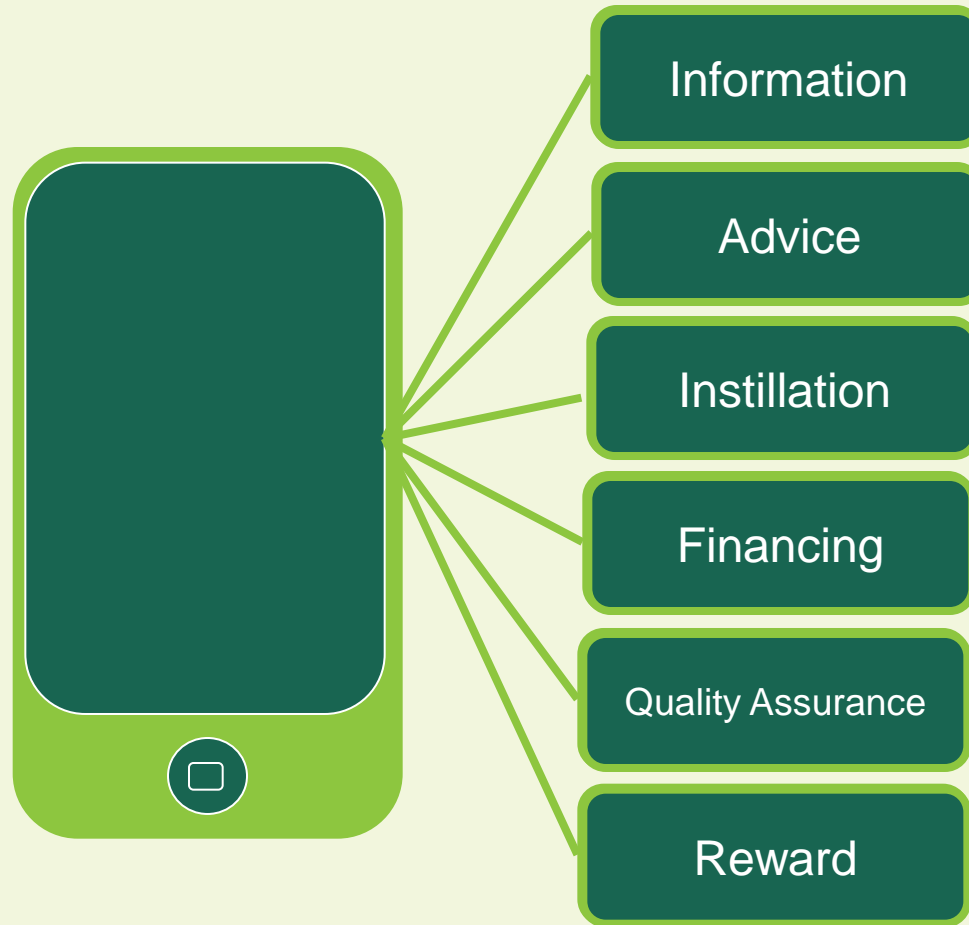
- Enjoy increased home comfort and save money on your energy bills

FOR EXAMPLE...

Total Retrofit Cost	\$ 1 1 , 2 5 0
Grants Available	- \$ 3 , 7 0 0
Net Cost (Loan size)	<u>\$ 7 , 5 5 0</u>
Annual Energy Savings	\$ 7 5 5
Annual Loan Payment	\$ 7 5 5
	(\$ 1 8 8 q u a r t e r l y)

Ye a r s 1 - 1 0 **p a y m e n t s = s a v i n g s**
Ye a r 1 1 + **\$ 7 5 5 a n n u a l s a v i n g s**

Lessons Learned



QUESTIONS