

STRATEGIES FOR SUSTAINABLE ENERGY PROGRAMS

Alliance Building, Integrated Energy Planning, & Financing



SOUTHEAST FINANCING:
Beyond PACE

APRIL 2011

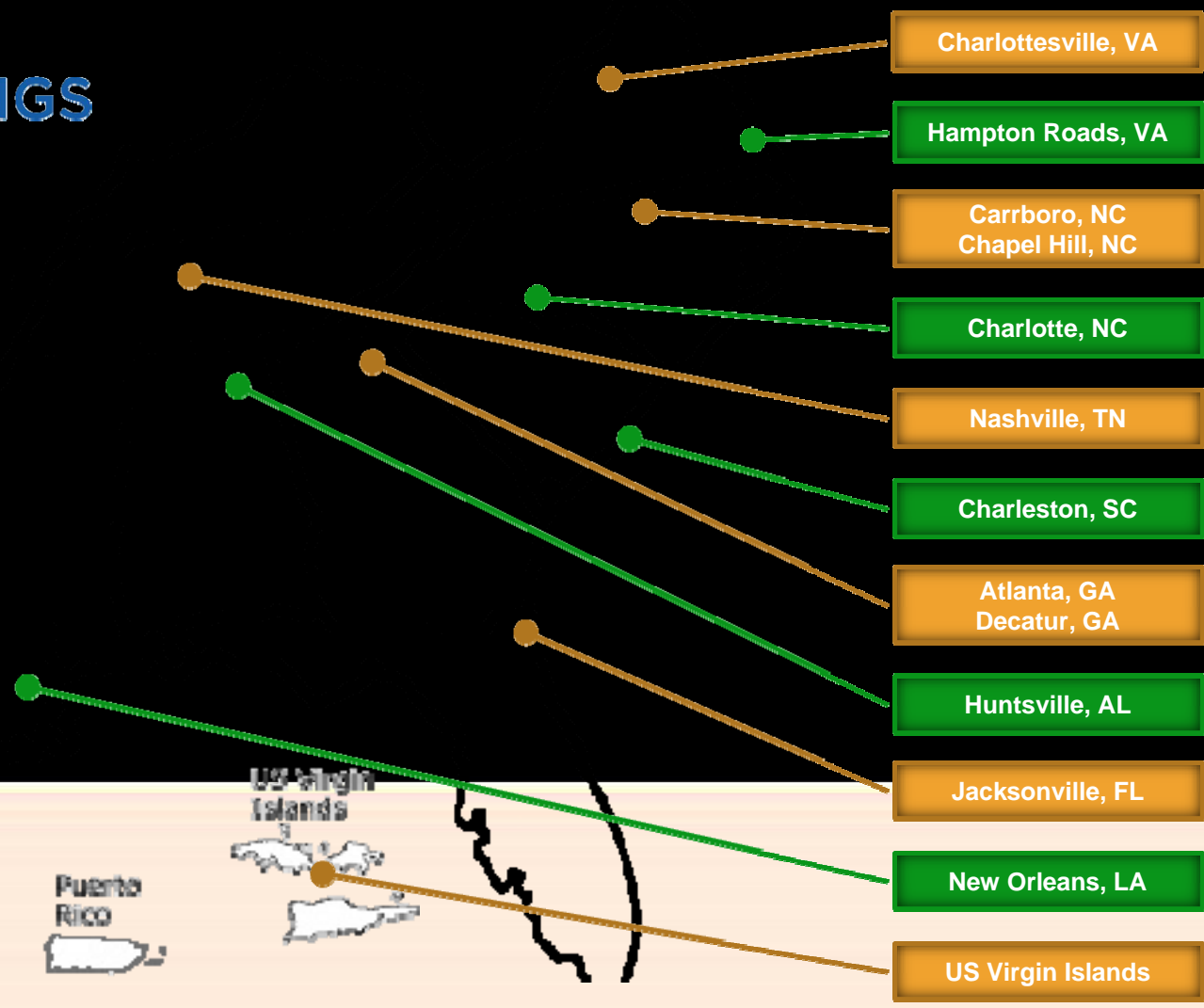


SOUTHEAST ENERGY EFFICIENCY ALLIANCE

- Alabama
- Arkansas
- Florida
- Georgia
- Kentucky
- Louisiana
- Mississippi
- North Carolina
- South Carolina
- Tennessee
- Virginia
- West Virginia
- U.S. Virgin Islands



SEEA BETTERBUILDINGS PROGRAM



PROGRAMS BY SECTOR

CITIES	RESIDENTIAL	COMMERCIAL	INDUSTRIAL / AGRICULTURAL
Atlanta GA	X		
New Orleans LA	X		
Jacksonville FL	X	X	
Hampton Roads Metro VA	X	X	
Charlottesville VA	X	X	X
Huntsville AL	X		
U.S. Virgin Islands		X	
Chapel Hill NC and Carrboro NC	X	X	
Charleston SC	X	X	
Decatur GA	X	X	
Charlotte NC	X		
Nashville TN	X	X	

FINANCE PROGRAMS IN BBP

- "Green" rate buy low
- Net use reserve
- Resource Only
- Revolving net use
- Generation Resales
- Contract Resales
- Assessment Services
- Retail Customers
- Utility Programs



FINANCE STRATEGIES PER MARKET SEGMENT

	Revolving Loan Funds	Third Party Loans	Energy Savings Performance Contracting	Property Assessed Clean Energy	On-Bill Repayment
Residential	√	√		√	√
Small Biz	√	√		√	√
Commercial	√	√	√	√	√
MUSH*	√	√	√		√

*MUSH = Municipal, Hospital, School, University



CITIES FINANCE PROGRAMS

City	Program
Charlottesville, VA	UVA Community Credit Union- Green \$ense Lending Program - tied to Home Performance with ENERGY STAR retrofits. Unsecured loans 9.99% APR/5 yr Secured 7% fixed APR /10 yr
Chapel Hill, NC	Revolving Loan Fund
Carrboro, NC	Revolving Loan Fund
Charleston, SC	Revolving Loan Fund and QECB
Jacksonville, FL	Interest Rate Buy Down offered through three credit union partners
New Orleans, LA	Loan Loss Reserve
USVI	Revolving Loan Fund and ESPC
Nashville, TN	On Bill Rebate

SEEA REGIONAL WISE CREDIT ENHANCEMENT FUND



ST. LUCIE COUNTY EMPOWER

-
-
-
-
-
-
-
-

replacement)

- Replacement of inefficient air-conditioning systems
- Solar thermal and solar photovoltaic systems

KEY COMPONENTS OF FINANCIAL PROGRAMS

Availability



-
-
-
-

Flexibility



- **Tie-ins to Other Financing Instruments** (*mortgage, equity loan*)

GEORGIA “DIET” PACE

www.seealliance.org.

SEEA is a 501(c)(3) non-profit that brings together businesses, utilities, governments, public utility commissions, energy service companies, manufacturers, retailers, energy and environmental organizations, low-income energy advocates, large energy consumers, and universities to promote energy-efficient policies and practices. SEEA is based in Atlanta, GA, and is active in the 11-state region of Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, and Virginia. www.seealliance.org

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