



# Financing: The New Cash Crop in the Midwest

ACEEE Finance Forum  
May 22, 2017



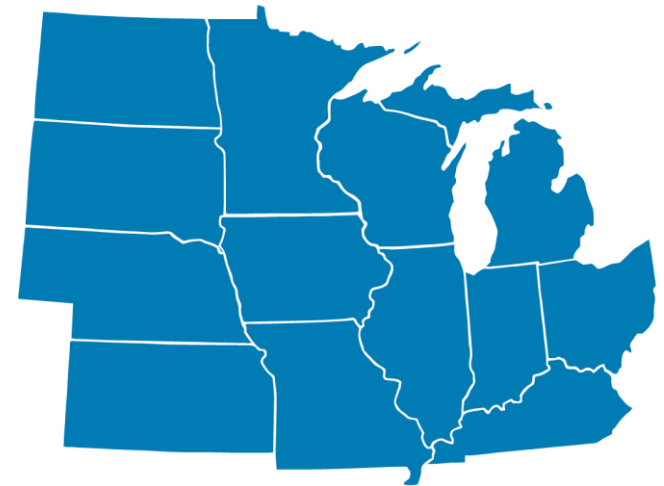
# About MEEA

## *The Trusted Source on Energy Efficiency*

We are a nonprofit membership organization with **160+ members**, including:

- Utilities
- Research institutions and manufacturers
- State and local governments
- Energy efficiency-related businesses

As the key resource and champion for energy efficiency in the Midwest, MEEA helps a diverse range of stakeholders understand and implement cost-effective energy efficiency strategies that provide economic and environmental benefits.

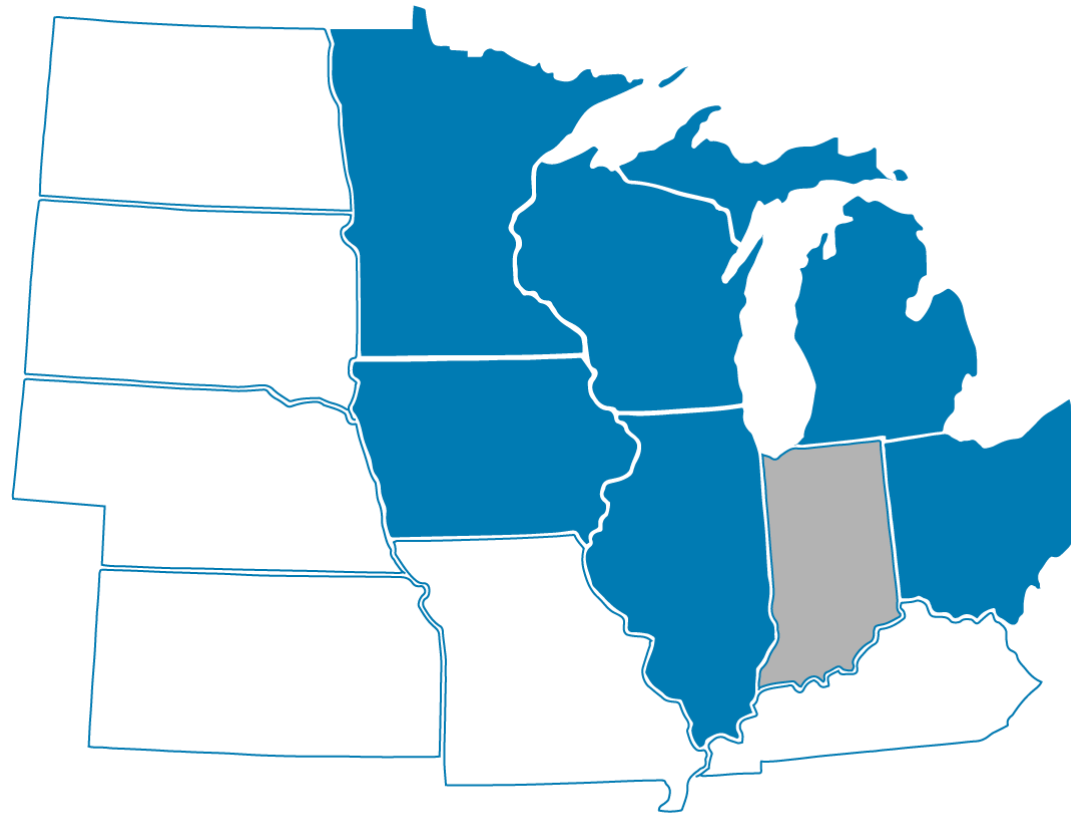


# Agenda

- Context
- PACE
- On-bill Financing
- This and That

# Energy Efficiency Resource Standards

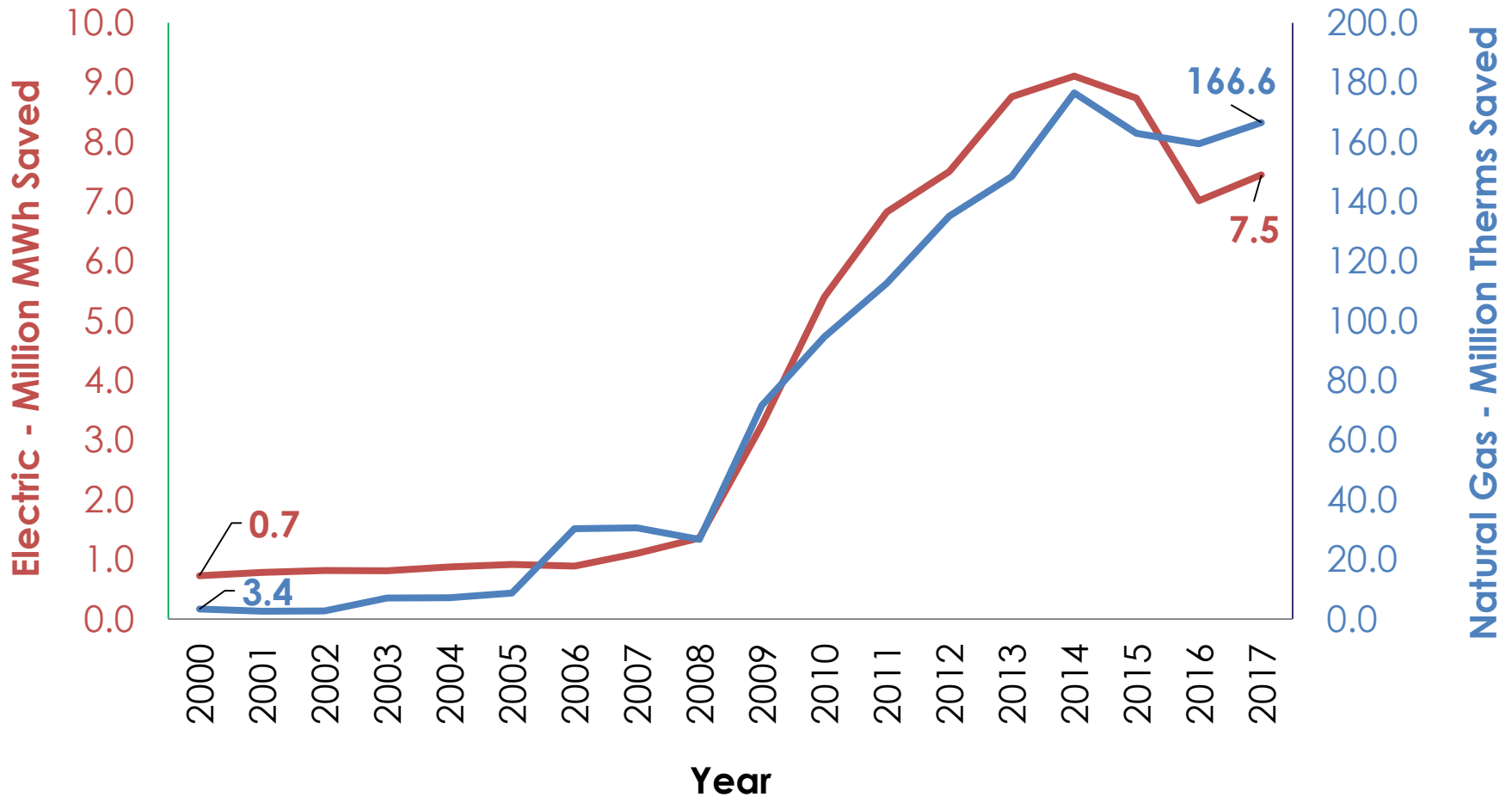
## *Mandated*



■ Long term target

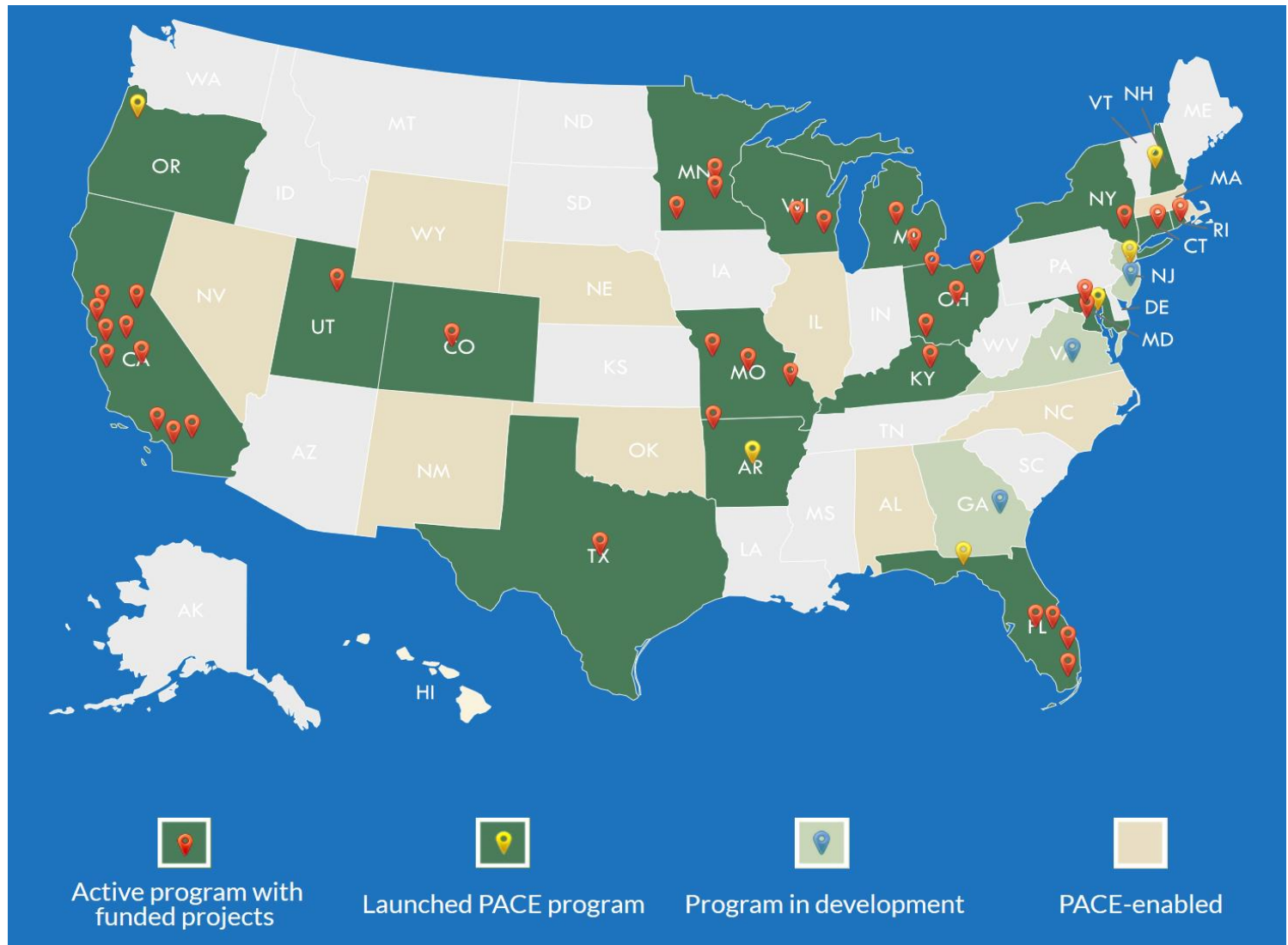
■ EERS recently rolled back

# Midwest **Energy** Savings through Utility Energy Efficiency





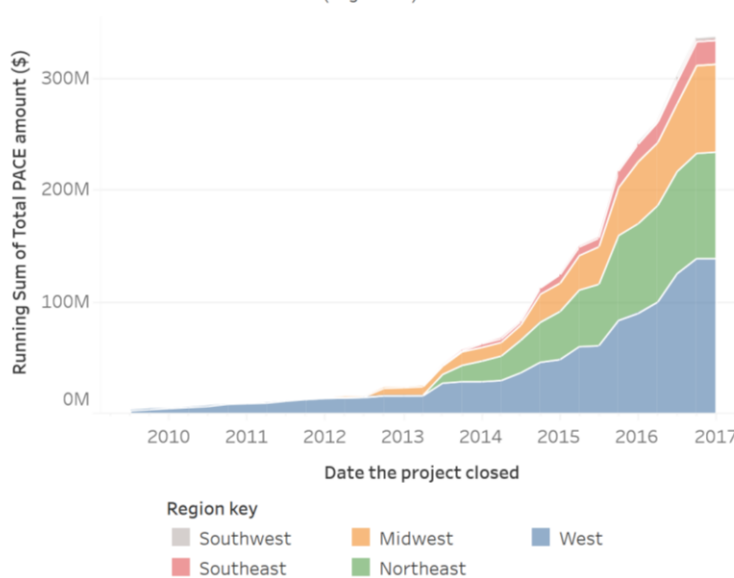
# States with PACE



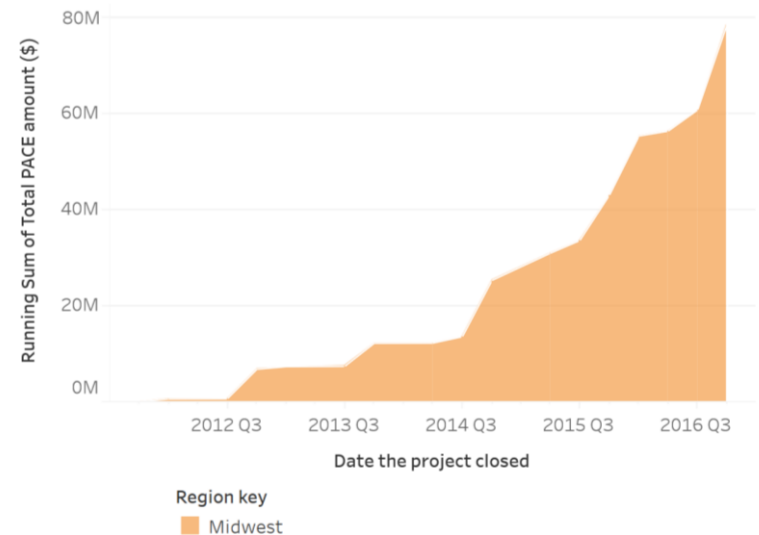
Source: PACENation

# PACE Investment By Region

Cumulative C-PACE Funding by Region  
(Region: All)



Cumulative C-PACE Funding by Region  
(Region: Midwest)

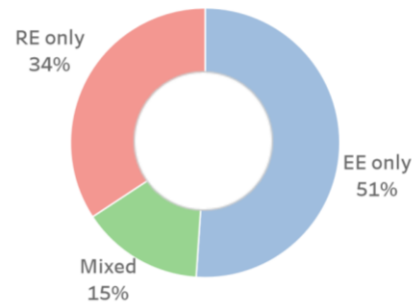


Source: PACENation

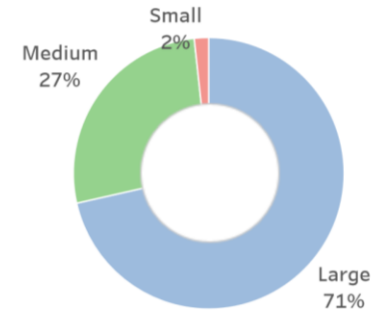
# Project Type and Size

## Nationally and in the Midwest

Funding by improvement type  
(Region: All)

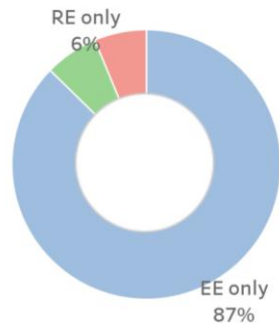


Funding by project size  
(Region: All)

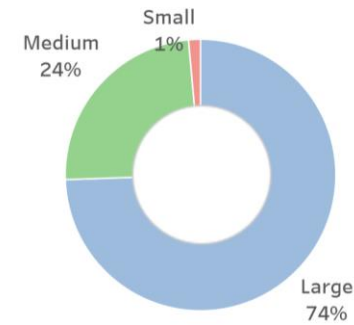


Small: <\$75,000, Medium: \$75,000 to \$750,000, Large: >\$750,000

Funding by improvement type  
(Region: Midwest)



Funding by project size  
(Region: Midwest)



Small: <\$75,000, Medium: \$75,000 to \$750,000, Large: >\$750,000

Source: PACENation

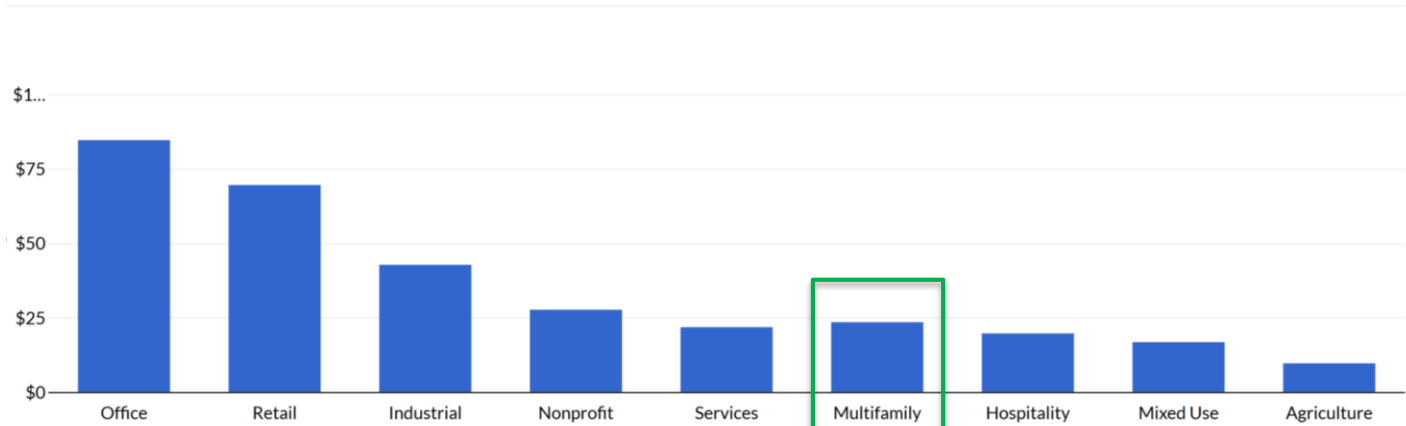


# Building Type

## Nationally and in the Midwest

C-PACE dollars funded by building type

(By \$ funded)



Funding by property type  
(Region: Midwest)



Source: PACENation

# On-bill Financing

*Midwest*



# Illinois

## *A Closer Look*

- Single family, multifamily, and small commercial eligible
- One contractor administering on-bill programs for all five utilities
- Private lender provides capital
- Interests rates in the 4.99 – 5.99%
- All measures in DSM portfolios eligible
- 7/1750 loans were in default at the time of the last evaluation

# This and That

*We're not a two-trick pony!*

- Energy Savings Performance Contracting
- CDFI Partnerships
- Pay for Performance?

Thank you!

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