

Energy Savers Program



Community Investment Corporation

- Affordable multifamily rental acquisition and rehab
 - \$1.2 billion to finance 58,000 units
 - 145,000 households assisted
- Low and moderate income neighborhoods
 - Naturally occurring affordable housing
- For profit “ma and pa” owners
- Property Management Training

Energy Savers: Overview

- Policy collaborative: The Preservation Compact
- Partnership between Elevate Energy and CIC
- One-stop shop
 - Energy assessments at no cost to owner
 - Resource coordination
 - Construction management, post retrofit analysis
- CIC pilot loan pool
 - Separate from primary loan pool
 - Favorable terms: underwrite to savings; higher LTV
 - CIC as trusted partner to owners
 - Unsubsidized stock

Energy Savers: Track Record

- 25-30% savings on energy bills
- Units touched
 - 62,000 assessed
 - 28,000 retrofitted
 - 10,000 through CIC
- \$16.3 million in 2nd mortgage loans
 - \$116,000 in losses
 - Current delinquencies 3.5%

Energy Savers: Looking Ahead

- Shifted pilot into primary loan pool
 - Shows investor confidence in the model
- On-bill financing
- Utility resources and coordination
 - New utility \$\$ targeted to low-moderate income areas
 - Complementary utility rebates + financing
 - Education and Coordination
 - Marketing
 - Cross-training