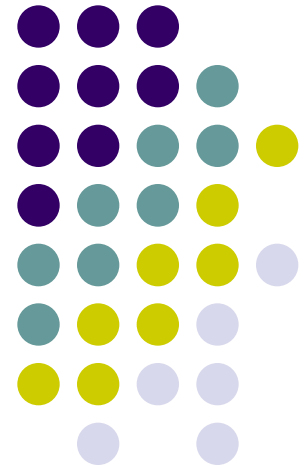




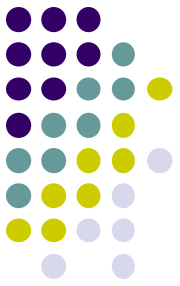
Contractor/Vendor/Installer Workshop

Boulder

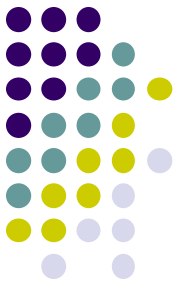
July 27, 2009



Workshop Agenda

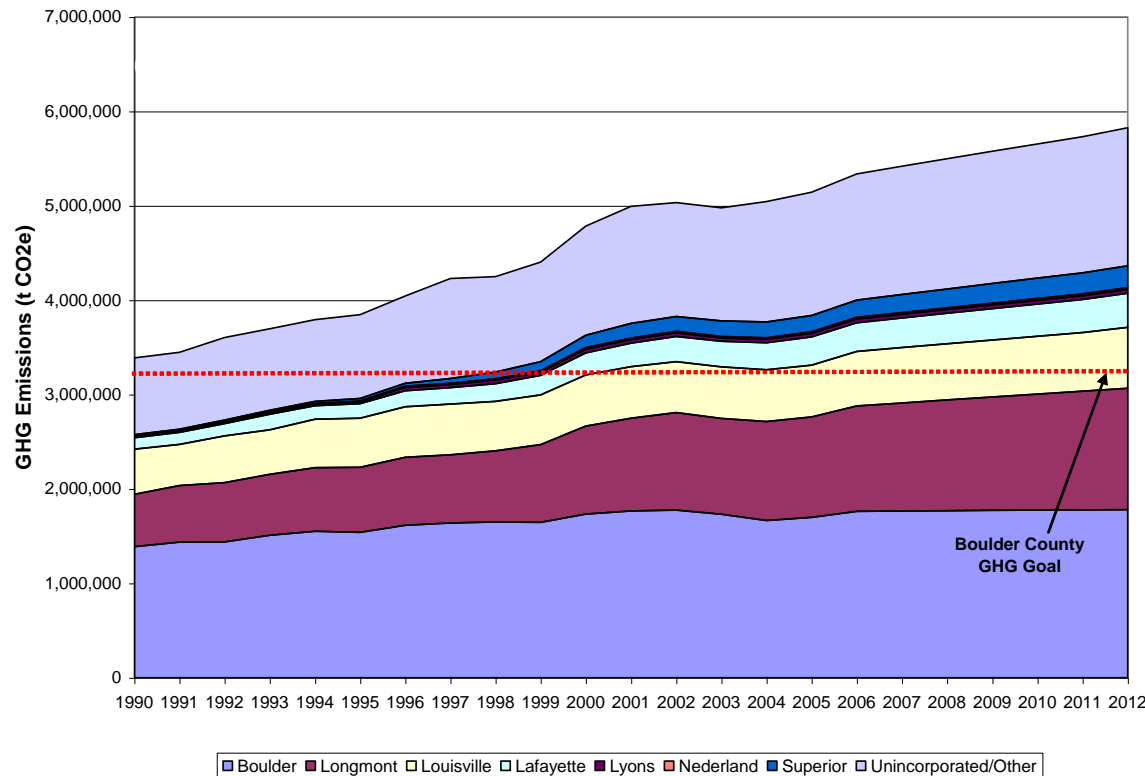
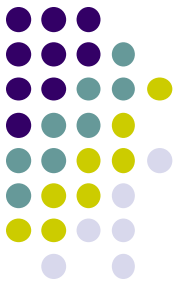


- Background on ClimateSmart Loan Program
- Program Basics
- Contractor/Vendor/Installer Role
- Program Timeline & Process
- Questions

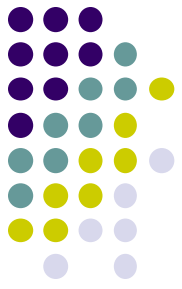


Why did Boulder County and partner municipalities create the ClimateSmart Loan Program?

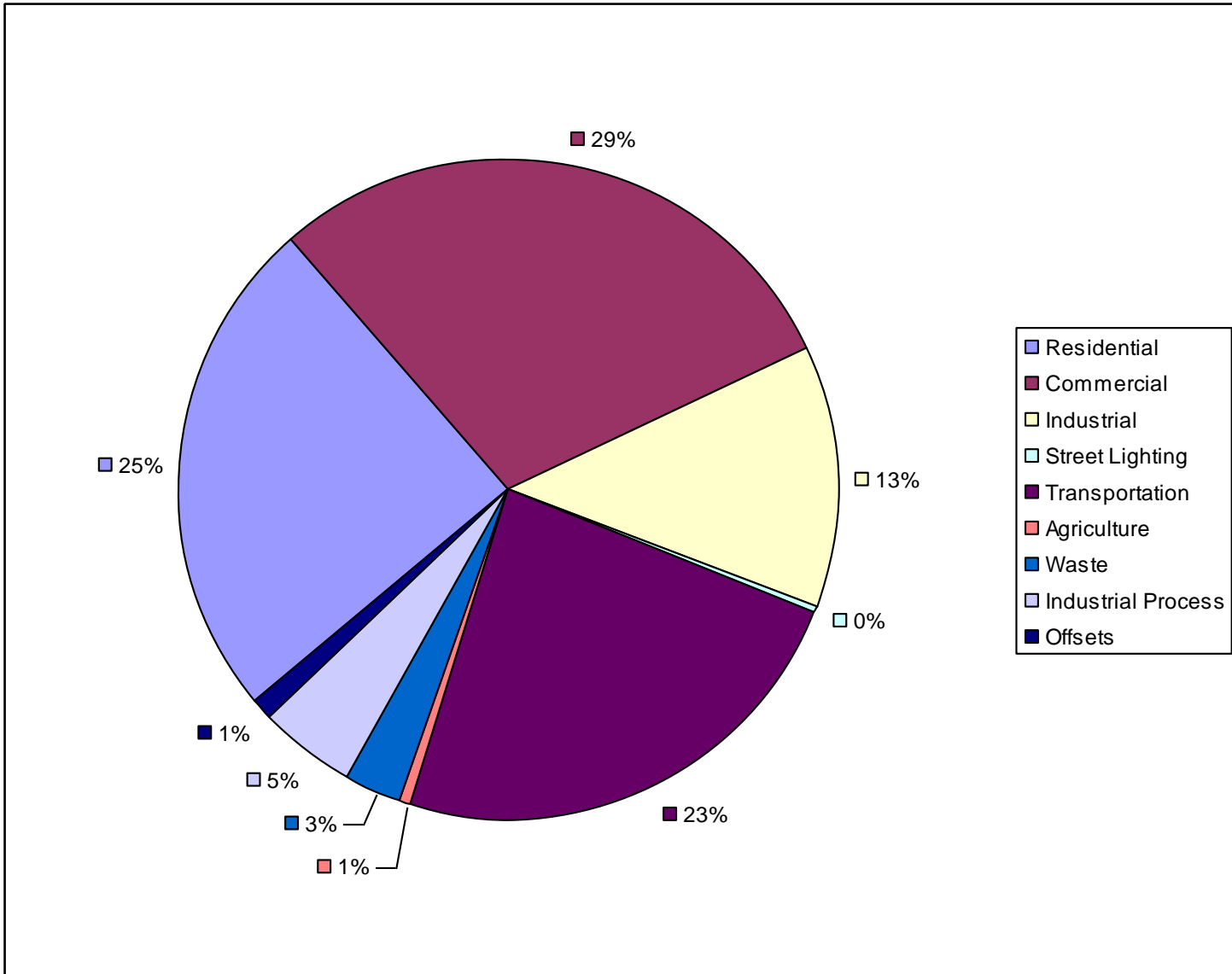
GHG Inventory Results:



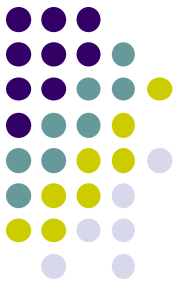
- Large increase in GHG emissions across the county.
- 2012 trajectory = **85% above** 1990 Kyoto target.
- Long term carbon neutrality goal.



Boulder County's Emissions by Sector

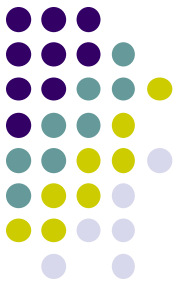


Program Purpose

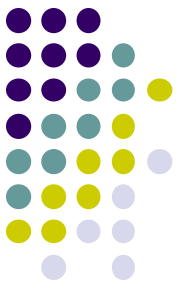


- To help residential and commercial property owners reduce their environmental impact and likely save money, by providing full financing for energy efficiency improvements and installation of renewable energy technologies.
- Key strategy in Sustainable Energy Plan
- Authority: HB 08-1350 and County Ballot Measure 1A

Monitoring and Research



- Participants will be required to sign a utility bill release (during loan origination) so we can monitor the impact of the program
- We will also monitor the distribution of loans throughout the county

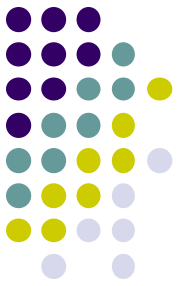


Results from the first round

- Stimulating the local economy
- \$6.6 million funding 393 total projects
 - \$2.86 to renewable energy projects
 - \$3.74 to energy efficiency projects

“There’s no question that the program has been a big boost at a time the economy was slow.”

“The county program has been a shot in the arm, so instead of being down 30%, we’re about even”



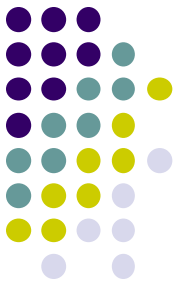
Program Basics

Program Basics

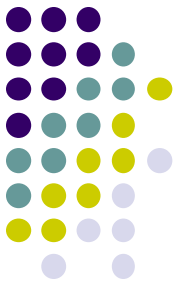


- Energy efficiency and renewable energy (RE/EE) measures
- All residential properties within Boulder County can participate (*No mobile homes*)
- Countywide pool of funds obtained through sale of bonds
- Up to the full upfront cost of improvements is loaned
- Property owners opt in (minimal general fund allocation)
- Special assessment placed on property
- Complements rebate and incentive programs

Size of Residential Program



- \$40 million already approved by voters through Ballot Measure 1A.
- Approximately \$19 million is currently available for residential loans.
- If demand exceeds \$19 million (about \$14 million in project costs):
 - Priority for homes that have had energy audits with blower-door test
 - Priority for applications that include efficiency measures



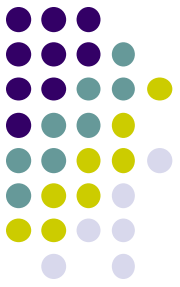
Contractor/Vendor/Installer Role

Contractor/Vendor/Installer Information



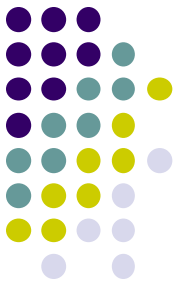
- Presence at homeowner workshops
- Fixed cost bids or not to exceed estimates by time of application
- No prepayments or deposits out of bond funds
- Payment upon completion of work and homeowner approval
- Payment will go directly to contractor from Boulder County
- Property owner must complete the application

Required Permits/Inspections



- Homeowners must submit copies of all permits and/or inspections required by the jurisdiction where their property is located in order for the County to cut checks.
- Please check our permit/inspection form online to see whether your project needs a permit.

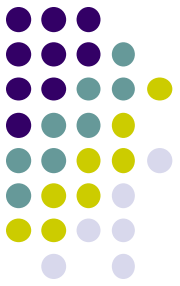




ClimateSmart Marketing

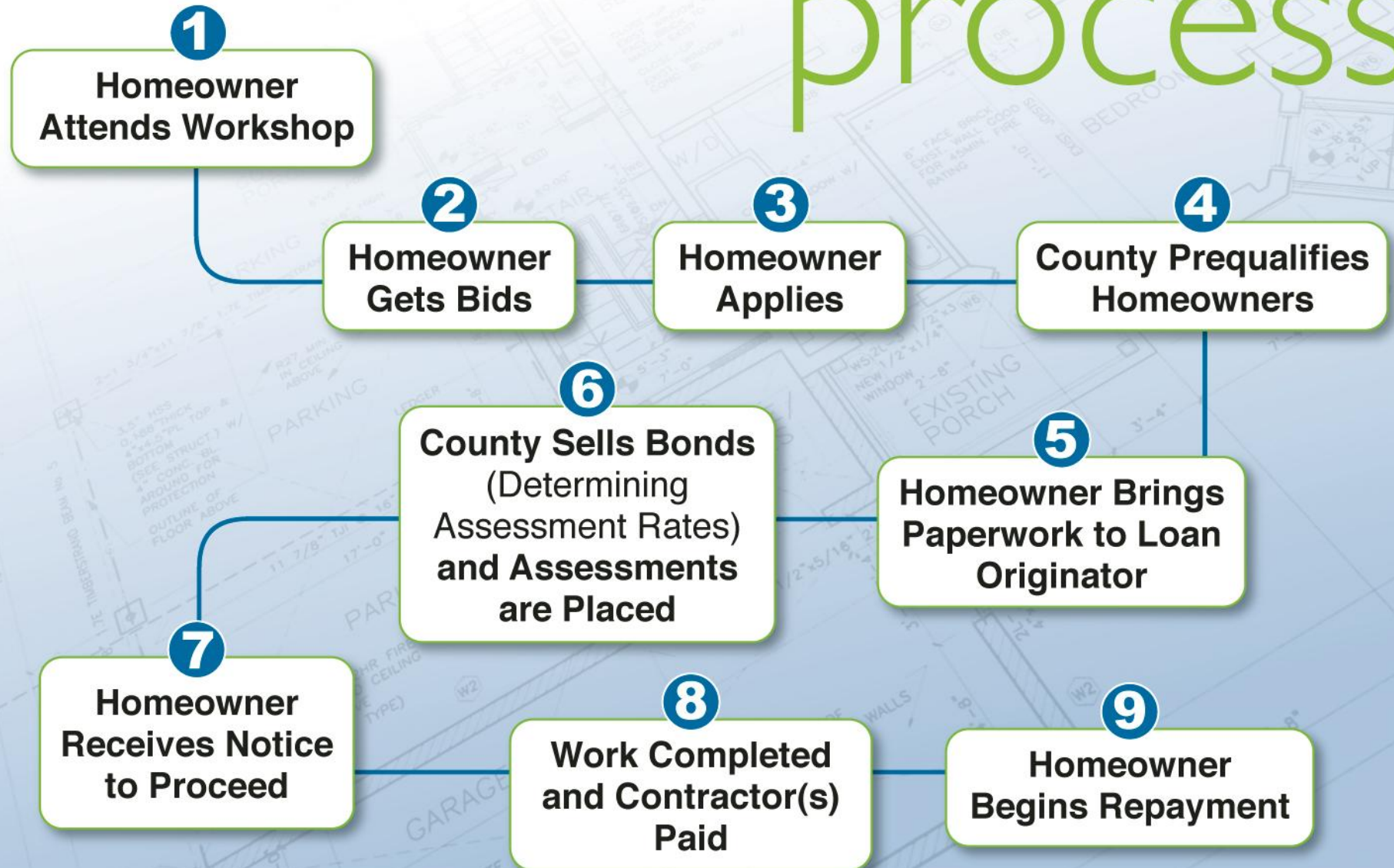
- Marketing the program to clients is encouraged (brochures, logo)
- Encouraged to use our logo as long as you follow our brand usage guidelines.



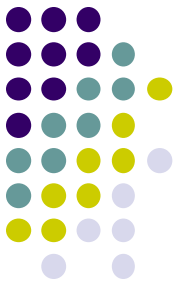


Program Timeline & Process

ClimateSmart loan program application & financing process



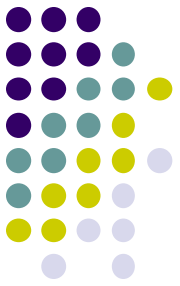
Program Timeline



- **STEP 1: Workshop & Review Material**
 - July 28 – September 1
- **STEP 2: Contractor writes bids/estimates**
 - July 29 – September 7
- **STEP 3: Homeowner applies online**
 - July 29 – September 7
- **STEP 4: All homeowners visit with a loan originator**
 - September 11- September 21
- **STEP 5: Bond Sale**
 - Target date: October 14
- **STEP 6: Start projects**
 - Last week of October

When work is finished, Boulder County pays the contractor directly.

Step 1: Review eligible measures



LOAN PROGRAM Residential Eligible Measures List

ENERGY EFFICIENCY MEASURES

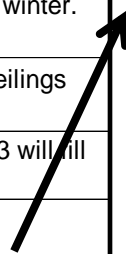
| Category | Measure | Minimum Efficiency / Certification Requirements |
|-----------------------------|------------------------------------|---|
| Air Sealing and Ventilation | Air sealing | Air sealing level must be measured by a blower door before and after improvement is made, and mechanical ventilation must be installed if air sealing reduces air |
| | Duct sealing | |
| | Energy or heat recovery ventilator | |
| | Whole house fan | Must have controls (thermostat or timer, multi-speed). Fan opening must be properly insulated and sealed in winter. |
| | Attic fan | Must have controls (thermostat or timer, multi-speed). Fan opening must be properly insulated and sealed in winter. May be solar-powered. |
| Insulation | Attic | R-38 minimum required in open attic; cathedral ceilings will vary. |
| | Wall | R-19 minimum, or fill wall cavity (e.g. for 2x4, R-13 will fill wall cavity) |
| | Floor (over unconditioned space) | R-19 minimum |
| | Ducts (in unconditioned) | R-8 minimum |
| | Perimeter (foundation) | R-10 minimum |

- Over 40 different measures

- Defines “minimum efficiency requirements”

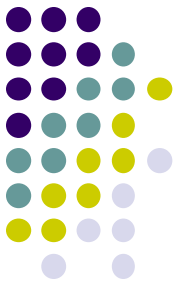
Example: Attic insulation

R-38 minimum required in open attic; cathedral ceilings will vary.

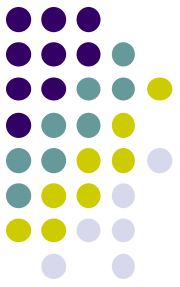


Eligible Measures: Energy Efficiency

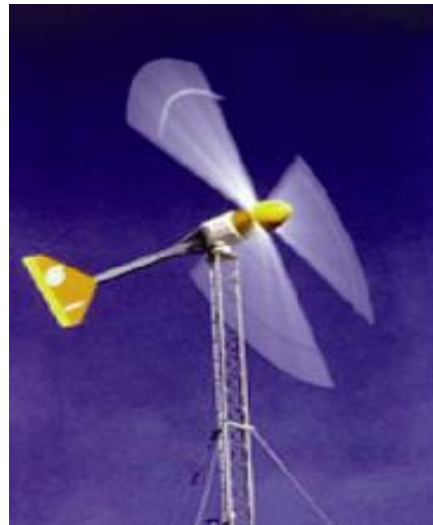
- Air Sealing and Ventilation
- Insulation
- Space Heating and Cooling
- Water Heating
- Lighting
- Day lighting
- Windows, Doors, and Skylights
- Reflective Roof
- Pool equipment and landscaping (open loans only)



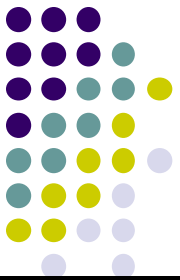
Eligible Measures: Renewable Energy





- Solar Hot Water
- Solar Electric (PV)
- Small Wind
- Wood or Pellet Stoves



Step 2: Write bids/estimates



- Contractor must fill out our “**Contractor Cover Sheet**” and provide homeowners a not to exceed bid or fixed cost amount. 
- Bids may only include eligible measures (following minimum efficiency requirements)
- If you are a general contractor, please **include** the GC fees within your estimates/bids for individual measures
- Please **include** anticipated permit and/or inspection fees within the individual measure amounts. 


ClimateSmart™
LOAN PROGRAM

Contractor Bid/Estimate Cover Sheet

Please review the approved eligible measures list to make sure your projects meet the minimum requirements as specified on the list. To review the eligible measures list please visit www.climatesmartloanprogram.org and search under important documents.

Contractor Name: _____

Contractor Address: _____

Contractor Phone: _____

Contractor Email: _____

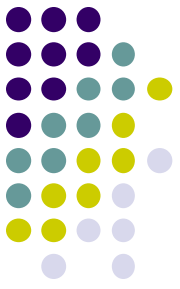
Homeowner Names: _____

Property Address: _____

*****If you are a general contractor please incorporate your general contractor fees within the cost of each measure. There is not a separate category for general contractor fees or inspection/permit fees, so please include these costs within the individual measure amounts.**

Step 3: Homeowner Applies

7/29 – 9/7

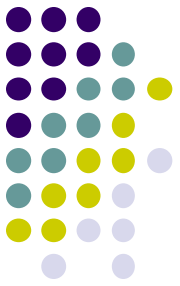


- Easy online application process (15 minutes)
- Property owner must apply, not the contractor
- Homeowners can update application with lower estimates & bids from contractors until September 7



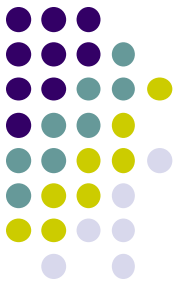
Step 4: Loan Origination

9/11- 9/21

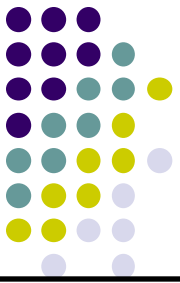


- Loan originators provide in-person meetings with all property owners
- During loan origination, contractor estimates & cover sheets will be reviewed
- Homeowners will sign loan agreement – the official contract with County

Step 5: Bond Sale & Notice to Proceed



- Target Bond Sale Date: October 14
- You have 180 days from the bond sale to complete your projects
- Before beginning the work, please wait until the homeowner receives a “Notice to Proceed” (Target date: October 25th)
- Start the work!



Step 6: Completing projects

Required for payment:

- 1.) Homeowner Acknowledgement Form
- 2.) Official Contractor Invoice
- 3.) Copies of required permits and/or inspections

Payment within 10 business days

** Submit W-9 forms, so Boulder County can issue 1099 form at the end of the year.

The image shows a form titled "ClimateSmart LOAN PROGRAM HOMEOWNER'S ACKNOWLEDGEMENT FORM". The form includes the following text and fields:

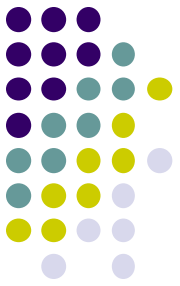
ClimateSmart
LOAN PROGRAM
HOMEOWNER'S ACKNOWLEDGEMENT FORM

This form (and a PDF version of the form) can be found online at www.ClimateSmartLoanProgram.org

I/We _____ (enter all property owner(s) names)
hereby acknowledge that _____ (enter the specific project, e.g.: boiler,
solar PV, wall insulation) project by
_____ (enter contractor's name) in the
amount of: \$ _____ (enter specific project amount) has been completed.
Boulder County may send a check to my contractor for \$ _____ to the address below:
Contractor's Address: _____

Property address (where the work occurred):

Thank you!



www.climatesmartloanprogram.org

climatesmart@bouldercounty.org

303.441.4565