




Sept. 11, 2020





Epic Loan Info Session
Kim DeVoe, Energy Services Engineer
Megan Ferguson, IDF Director of Operations


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Introductions

Kim DeVoe


Megan Ferguson


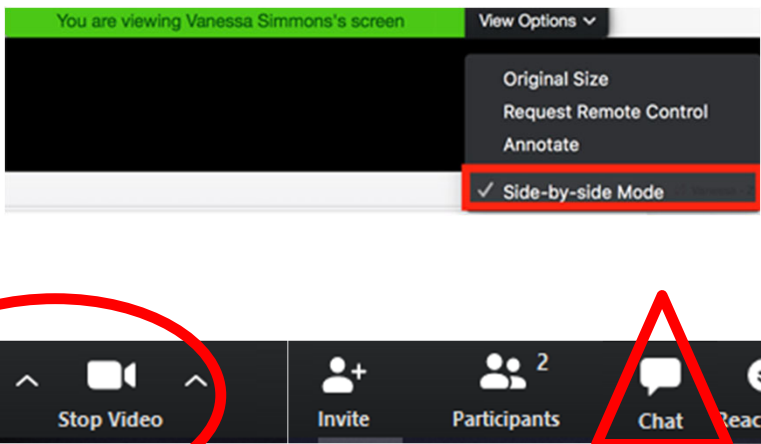
Terra Sampson


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City of Fort Collins

Zoom Toolbar Features



The screenshot shows the Zoom toolbar with several features highlighted:

- A red circle highlights the **Mute** and **Stop Video** buttons.
- A red triangle highlights the **Chat** button.
- A red box highlights the **Side-by-side Mode** option in the **View Options** dropdown menu.


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City of Fort Collins

Agenda

- 1 Introductions
- 2 Epic Homes Overview
- 3 Benefits of the Epic Loan
- 4 Epic Loan Process
- 5 Financing Options Comparison
- 6 Next Steps
- 7 Q&A and Networking



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Small Group Breakout

Introduce Yourself

- Your name
- Your organization/company
- What brought you here today

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What is an Epic Home?

- Improves energy efficiency
- Provides greater comfort
- Ensures a healthier living environment
- Increases durability and resiliency
- Costs less to operate
- Wastes less energy and money

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Sign up for an assessment.

2

Choose which upgrades you want to complete.

3


Easy, streamlined loans are available.

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You may be contacted to participate in an indoor environmental quality study (IEQ).


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Claim your Epic Certificate.




EPIC HOMES

A streamlined, affordable approach for single-family home and rental property energy efficiency upgrades.



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Epic Homes Overview

IS YOUR HOUSE OR RENTAL PROPERTY UNCOMFORTABLE?

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Efficiency Assessments

Easy, High Quality, Verified

- \$60 assessment (a \$600 value) with professional energy advisor
- Creates *good*, *better* and *best* packages specific to your rental property
- Insulation and air sealing measures use standardized pricing, no bid comparisons or shopping needed



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Benefits of Epic Homes Assessments for Property Owners

- Neutral, professional energy advisor
- Standardized pricing (skip the bidding process)
- Sends work order to top-tier contractor
- Rebates applied upfront to proposal
- HVAC and windows referred separately
- Quality assurance with 100% photo documentation



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Requirements of Epic Homes Assessments

- **Assessment:**
 - Fort Collins Utilities residential electric customer
 - Occupy a single-family, detached home or an attached townhouse
 - Home is more than one year old
- **Rebate and Certificate:**
 - Complete assessment
 - Work with Efficiency Works Homes preferred contractors



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Epic Certificate

- Showcases your investments in efficiency and/or renewables
- Estimated annual energy costs and savings from the Department of Energy's Home Energy Score
- Lists efficiency upgrades
- Can be uploaded to the Multiple Listing Service (MLS)

THIS HOME'S SCORE **8** OUT OF 10

THIS HOME'S ESTIMATED ENERGY COSTS

\$1,837 PER YEAR

HOME PROFILE

LOCATION:
1234 Main St.
Fort Collins, CO 80526

ASSESSMENT DATE:
04/15/2019

FOR MORE INFORMATION

CALL:
970-416-4239

EMAIL:
epichomes@fcgov.com

VISIT:
fcgov.com/epicCertificate
to learn more about the Epic Certificate

Flip over to see the improvements made to this home's energy efficiency!

Better Buildings

Home Energy Score

Average Home

Higher energy use 1 2 3 4 5 6 7 8 9 10 Lower energy use

SCORE TODAY

ASSESSMENT: Official | Apr. 15, 2019 | ID# 224238

The U.S. Department of Energy's Home Energy Score assesses the energy efficiency of a home based on its structure and heating, cooling and hot water systems. Learn more at homeenergyscore.gov

HOW MUCH ENERGY IS THIS HOME LIKELY TO USE?

Electric: 10,584 kWh/yr.....	\$1,217
Natural Gas: 569 therms/yr.....	\$620
Other:	\$0
Solar Generation:	(\$0)
TOTAL ENERGY COSTS PER YEAR	\$1,837

ADDITIONAL HOME PERFORMANCE LABELS

Actual energy use and costs may vary based on other factors. Estimates are provided from the Department of Energy for comparison purposes.
Solar generation is based on maximum output and does not account for variables in weather and panel degradation over time.

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Benefits of Epic Certificate for Property Owners

- Documents investments in efficiency, IEQ and solar
- Provides way for the market to value efficiency
- Created local referral network for real estate & efficiency contractors

Original Score:	Score today with current improvements:	Estimated savings with current improvements:
5	8	\$440 (1.1 - 1.6)

EFFICIENCY WORKS™ HOMES IMPROVEMENTS			
FEATURE	IMPROVEMENTS	DATE COMPLETED	CONTRACTOR
INSULATION & AIR SEALING	Professional Air Seals: Attic/Windows	03/10/2018	West Location
	Attic: R-38 (Old Ceiling: R-19)	03/10/2018	West Location
	Attic: R-38 (Old Ceiling: R-19)	03/10/2018	West Location
	Door: R-20 (Old Door: R-10)	03/10/2018	West Location
HVAC	Replacement Mini Split: 18,000 BTU	04/10/2018	Arroyo Air Conditioning
	Replacement Air Conditioner: 24,000 BTU	04/10/2018	Arroyo Air Conditioning
	Replacement Gas Water Heater: Tankless	04/10/2018	Arroyo Air Conditioning
	Water Heater: Tankless	04/10/2018	Arroyo Air Conditioning
INDOOR AIR QUALITY	Long-term Air Sealing	03/10/2018	West Location
RENEWABLES			

WHEN YOU ARE READY TO SELL YOUR HOME, FOLLOW THESE STEPS:

- ☐ Claim your updated Epic Certificate at www.greenbuildingregistry.com or contact us at epichomes@fpc.com
- ☐ Find a local real estate professional with an Epic designation.
- ☐ Ask your real estate agent to include the Epic Certificate when advertising your home on the MLS.
- ☐ Ask your lender to use an Appraisal Institute Accredited Green Appraisal.

HOW TO IMPROVE YOUR SCORE:

- ☐ Review the recommended improvements on your Efficiency Works™ Homes energy assessment.

City of Fort Collins Efficiency Works™

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Indoor Environmental Quality (IEQ) Study

- Partnership with Colorado State University
- Understand relation between efficiency upgrades and IEQ, health and well-being
- Owner-occupied and rental properties welcome
- Participation is voluntary



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City of Fort Collins

Benefits of Energy Efficiency Upgrades on IEQ:

Home Energy Efficiency Interventions	Possible Impacts on Exposure Determinants	Social & Environmental Exposures Impacted	Possible Physiological & Psychological Health Outcomes Impacted
Air Sealing	(-) energy cost burden	(-) psychosocial stress	(-) cardiovascular risk
Insulation	(+) perception of home	(+) quality of life	(-) respiratory risk
Window replacement	(+) thermal control	(-) heat/cold	(-) cancer risk
Improved Heating System	(+) sleep environment	(+) sleep quality	(+) mental health
Improved Cooking System	(-) infiltration of outdoor air	(-) indoor air pollution	(+) subjective well-being
Appliance replacement	(-) indoor air emissions	(-) ambient air pollution	
Improved ventilation	(+) indoor pollutant removal		

Adapted from: Levin, Emily; Curry, Liz; Capps, Laura. (2019). Energy Plus Health Playbook. E4TheFuture.

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City of Fort Collins

Epic Loan

- Easy payments on property owners' monthly utility bill
- No money down
- Covers 100% of costs
- Available for up to \$25,000
- Attractive interest rates and terms
- Simple, streamlined and easy to qualify

Loan Term	Interest Rate
3 or 5 years	2.95%
7 or 10 years	3.15%
15 years	3.25%

More information: fcgov.com/epic-loan

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Benefits of Epic Loan for Property Owners

- Overcome cash outlay
- Save personal capital for other needs
- Low monthly payments
- Loan not shown on credit report
- Does not impact FICO and DTI for mortgages



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Polling Question

What do you find most compelling about the Epic Loan?

- A. No money down
- B. Fixed, low interest rates
- C. Long terms available (up to 15 years)
- D. Easy to qualify (640 FICO & six months good bill history)
- E. Does not affect DTI ratio
- F. All the above

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Small Group Breakout

How would you talk about or promote the Epic Loan to your customers?

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Customer Process -Streamlined Assessment

- Family learns about Epic Homes and schedules an assessment
- *Good, better, best* package options presented by advisor
- Select project package scope and pick a loan term to see the estimated monthly loan payment
- Work order sent to contractor
- Contractor sends owner the final proposal
- Owner provides proposal for loan application



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Customer Process – Loan Application


EPIC HOMES LOAN

Announcing New 15-Year Financing for Home Efficiency Upgrades

The City of Fort Collins has approved new, 15-year loan agreements with Vectra Bank of Denver and the Colorado Energy Office for up to \$3.25 million to support the City's Epic Homes program.

[Learn More](#)


Financing home energy upgrades is now easier than ever. Utilities customers can complete efficiency upgrades and solar projects using an Epic Loan, with no money down, attractive terms and simple repayment on your monthly utility bill.



Single-Family Home and Rental Property Owners

Epic Loans help single-family home and rental property owners invest in energy efficiency and solar.


[Learn More](#)



Contractors, Banks and Service Providers

Epic Loans help contractors, banks and service providers support building owners with energy upgrades.

[Learn More](#)



Let's Get To Know You!

Fill out the following form so we can get to know you before proceeding to the loan application.

Name *

First Last

Email *

Phone

Address *

Address Line 1

Address Line 2

City Colorado State

Zip Code

Program Name *

Energy Efficiency - City of Fort Collins EPIC

[About Us](#)

Step 1: Let's Get To Know You!


Step 2: Loan Application

Step 3: Application Review

[Track Application](#)

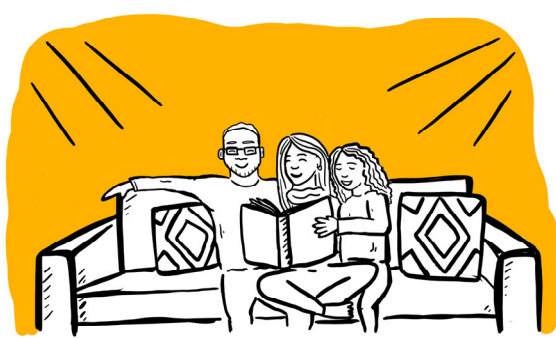
fcgov.com/epic-loan

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Customer Process – Loan Approval & Closing

- IDF and billing check credit and Utilities payment history
- Submit project details receive pre-approval within ~24 hours
- Contractor completes work
- Review final invoice for approval
- Close loan/disclosure documents
- Contractor paid by IDF
- Monthly payment added to owner's utility bill for property



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Chat Questions

What questions do you have about the loan process?


Type questions into "Chat" feature.

You can send multiple questions.



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Financing Options Comparison

	Epic Loan	Elevations Credit Union	HELOC	Personal Capital
Does not affect credit score	X			X
Below-market rates	X			N/A
Interest rate based on FICO and DTI		X	X	N/A
Loan amounts \$1,000 - \$25,000	X	X		N/A
Must have at least 1 metered service (electric or water) in owner's name	X			N/A
Can do more than 1 loan per location		X	X	N/A

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How Does the Epic Loan Connect to the Certificate?

- Epic Loan helps property owners overcome upfront costs
- Makes comprehensive projects more affordable
- Certificate documents upgrades for use in future sale or refinance
- Shows before and after Home Energy Score, annual energy use and savings



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Next Steps

How to get started?

Tell your customers they can sign up for a home energy assessment for their rental properties or personal home for only \$60!

Go to fcgov.com/epichomes for more information.

Get referred to an Advisor and schedule your assessment by calling 877-981-1888

A follow up email will be sent with details for scheduling an assessment and more information about Epic Homes.



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Resources

fcgov.com/epichomes

EPIC HOMES

A streamlined, affordable approach for single-family home and rental property energy

EPIC HOMES LOAN

Epic Loans Are Available

Pay upfront or finance through Fort Collins Utilities with no money down and easy monthly payments on your monthly utility bill.

[Learn More](#)

EPIC HOMES IEQ STUDY

Choose to Participate in an Epic IEQ Study

In partnership with Epic Homes, CSU is conducting an indoor environmental quality (IEQ) study as it relates to efficiency upgrades.

[Learn More](#)

EPIC HOMES CERTIFICATE

Claim Your Epic Certificate

Following the completion of upgrades, be sure to claim your certificate showing the added value of your efficiency investments.

[Learn More](#)



Efficiency Works™ Homes is a regional collaboration with Platte River Power Authority and Fort Collins Utilities, Loveland Water and Power, Longmont Power & Communications, and Estes Park Light & Power.



Epic Homes won the Bloomberg Mayors Challenge for its proposal to bring together energy efficiency and easy financing options with an emphasis on health and well-being for Fort Collins homes. It also focuses on low-to-moderate income renters. *It's not about the home, it's about the people living in the home.*

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Thank You



Questions?

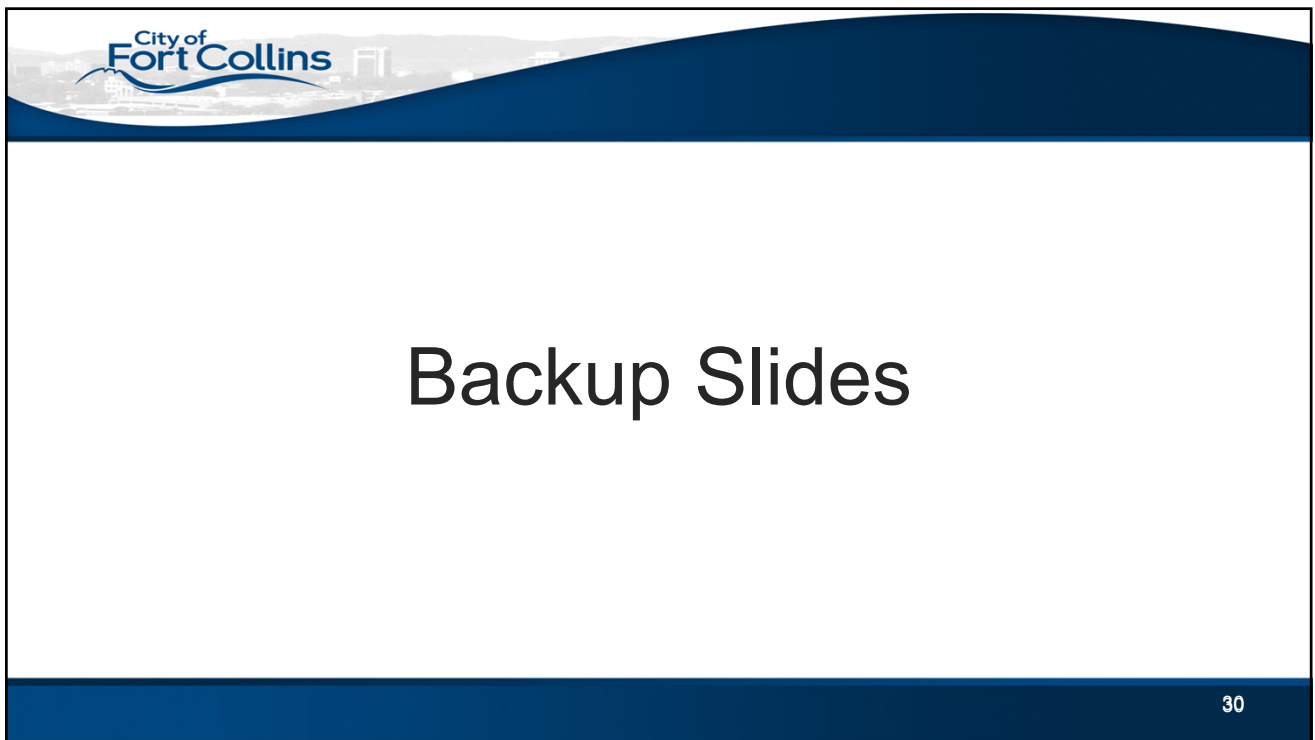
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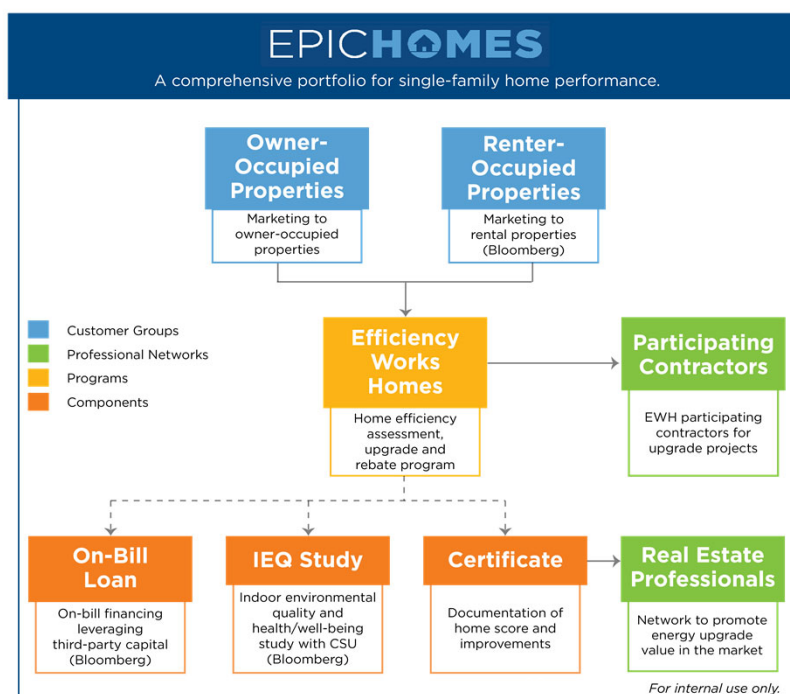
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What brought you here today? (select all that apply)

- A. Better support my customers interested in energy upgrades
- B. Interested in the Epic Loan for my own property/properties
- C. Understand process to apply for and receive Epic Loan
- D. My boss told me I had to
- E. Not sure, but I want to learn more

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2018 Bloomberg Mayors Challenge

- 320+ American cities competed
- 9 winners
 - Each awarded \$1M to implement their winning idea
- Our idea:
 - Improve energy efficiency
 - Create scalability through private sector partnerships
 - Offer attractive financing options
 - Foster real benefits for low-to-moderate income renters
 - Study health and wellbeing impacts of upgrades



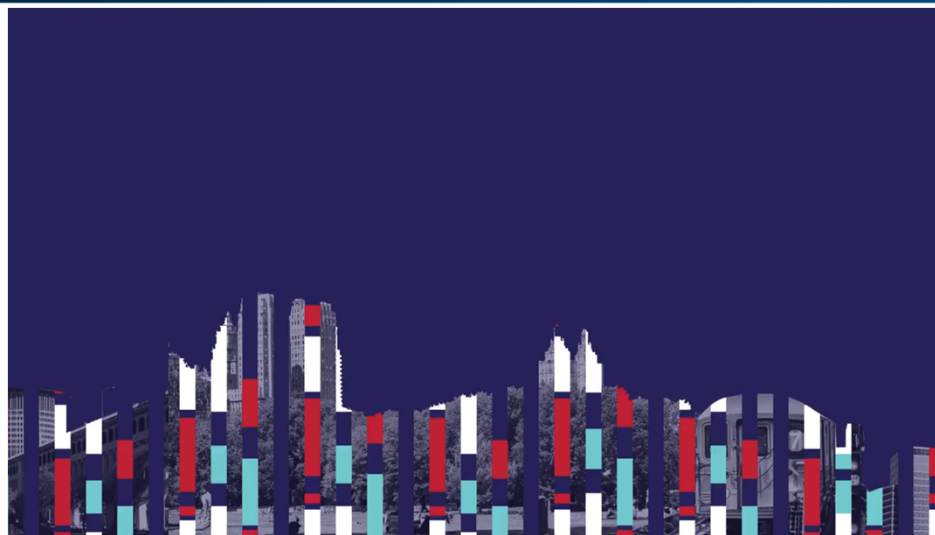
"It's not about the houses, it's about the people living in the houses."

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2018 Bloomberg Mayors Challenge



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Why Upgrade Your Rental Property?

- Streamlined process from assessment to completion
- Combine property maintenance with efficiency
 - Provide a healthy, comfortable living environment
- Fewer complaints → Keep good tenants, reduce turnover
 - Address deferred maintenance proactively
- Make property easier to rent
 - Stay competitive with newer rental properties
- Beneficial communication between property owner and managers

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Backup Slides – IEQ Study

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What is IEQ?

- The quality of a building's environment in relation to the health and wellbeing of those who occupy space within it
- Determined by many factors, including lighting, noise, air quality, ventilation and damp conditions, among others



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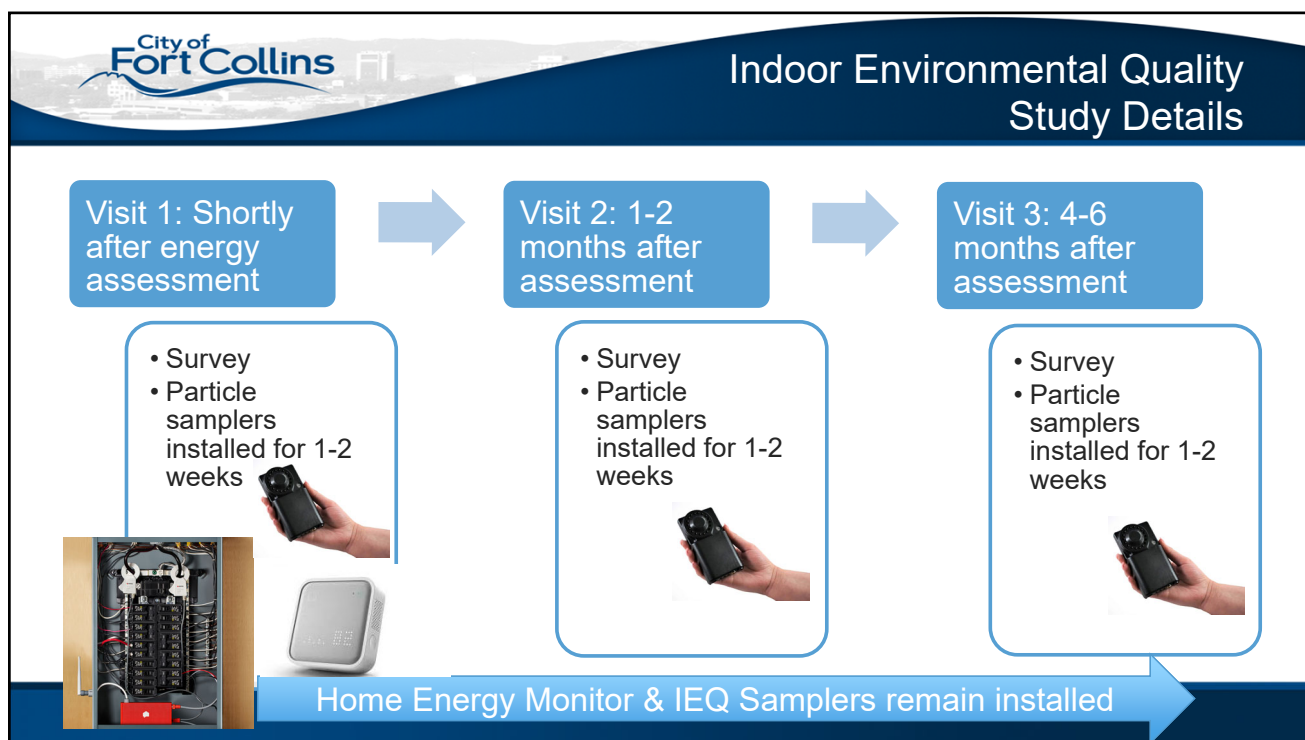
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Why Does Achieving Good IEQ Matter?

- A lot of time spent indoors (more than two-thirds of our lives)
- A lot of our indoor time spent in our homes
- Research shows that adverse health and wellbeing symptoms and conditions are associated with poor IEQ
- Understanding sources of poor IEQ and how to cost-effectively improve IEQ can help prevent or resolve poor health outcomes

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Why Focus on Small Outdoor Particles?

- Study will focus on reduced infiltration of outdoor particles
- Exposure to particles is the leading environmental health risk factor
- Exposure to small particles is a modifiable health risk factor
 - Study goal to see if energy efficiency upgrades reduce exposure to outdoor particles



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