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This slide has a dark blue header with the City of Fort Collins logo on the left and the word "Agenda" on the right. The main content area is white and contains a bulleted list of topics. To the right of the list is a vertical image of a city at night with lights reflecting on a river. The number "3" is in the bottom right corner.

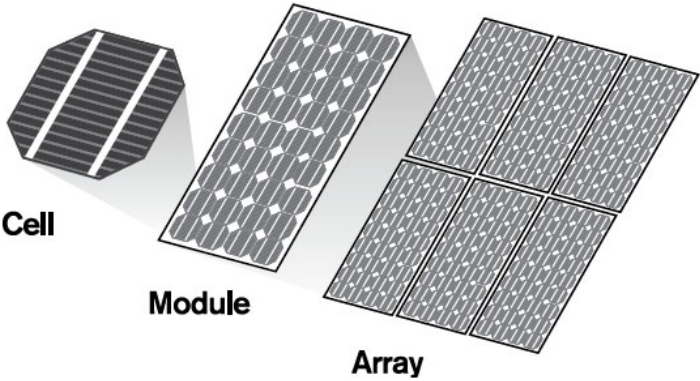
- Introduction to residential solar PV
- Fort Collins Utilities solar rebate programs
 - Participating Solar Contractor Network
 - Battery installation incentive
- What does 'net metering' mean for your utility bill?
- What is an Epic Homes Certificate?
- Selling a home with solar PV
 - Lease vs. own
 - Solar valuation
 - MLS listing
- Real Estate Ally Resources

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Solar Electric Generation

Photovoltaic (PV) terminology




Cell

Module

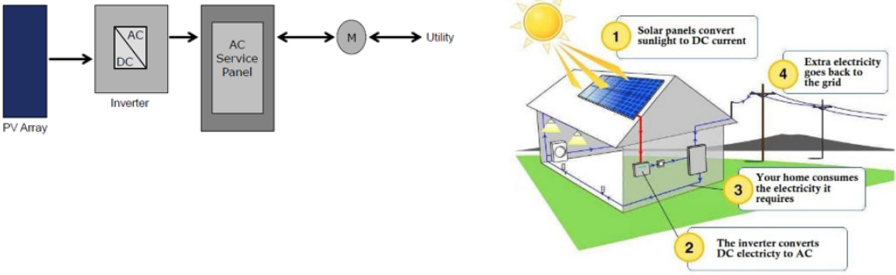
Array

4

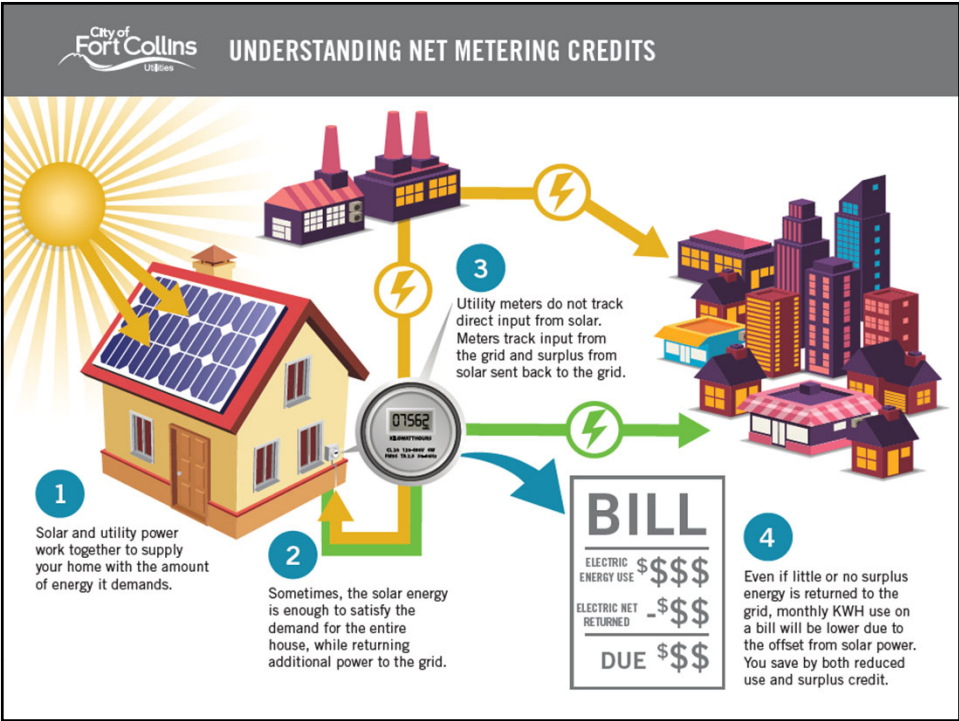


Residential Solar PV

- Solar system tied directly to the utility grid
- Customer sells back power that is not used



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City of Fort Collins Renewable Energy Offerings

Two ways to get renewable energy:

1. Invest in a solar array:
 - Residential Solar Rebate Program
 - Community Solar – *currently full*
2. Pay as you go:
 - Green Energy Program:
Available in blocks of energy for an additional 1.9 cents/kWh



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Residential Solar Rebate Program

Rebates based on installed PV system size:

- Up to \$1,500 (at \$500/kW-DC)
- Limited to 120% of average annual consumption

Projects installed in 2019:

- 6.4 kW average size
- \$21,700 average total cost
- \$3.62/watt-DC average cost



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Battery Installation Incentive Program



Residential Battery Storage Pilot Program

Fort Collins Utilities supports battery storage system installations in conjunction with solar PV systems, or battery-only connections. The full incentive plan applies to residential customers with battery storage and solar PV.

Customers can take advantage of Time-of-Day pricing by charging their battery during off-peak hours and discharging to meet their energy needs or export power to the grid during on-peak hours.

Battery Storage Benefits:

- Use stored energy to avoid buying energy during on-peak hours
- Use more solar generation on-site, selling less back to grid
- Minimize carbon footprint for electric consumption
- Have energy security in case of grid outages
- Enjoy energy resiliency for important electric loads
- Reduce tax burden in the year of purchase if the battery is charged by renewable energy

[Incentives](#) | [Program Requirements](#) | [Technical Information](#)

New! Launched June 17, 2020

Up to \$1500 incentive at \$100/kWh of usable capacity

Incentive Eligibility:

- Participating Solar Contractor
- Programmed for TOU or solar storage

More info: fcgov.com/battery-storage

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City of Fort Collins


Participating Solar Contractor Network

Benefits to YOU

- Standard proposal documents, improved trust, quality of service, full disclosure

Contractor Requirements

- Agree to industry code of ethics
- Resolve customer complaints promptly
- Provide accurate and complete information through sales, design and installation



SEIA® SOLAR PURCHASE DISCLOSURE

This disclosure is designed to help you understand the terms and costs of your purchase of a solar electric system ("System"). It is not a substitute for the contract ("Contract") and other documents associated with the transaction. All information presented below is subject to the terms of the Contract.

Read all documents carefully so you fully understand the transaction.

For more information on being a solar-ready customer visit www.seia.com/resources.

To better understand the cost of the electricity produced by your System, consult the separate form, [GSR® Solar Purchase Disclosure Addendum - Estimated Cost for kWh](#).

PROVIDER	RETAILER	WARRANTY/MAINTENANCE PROVIDER
Address:	Address:	Address:
Tel:	Tel:	Tel:
License # (if applicable):	State/County Contractor (License #):	License # (if applicable):
Email:	Email:	Email:

CUSTOMER:

Customer ID:

System Installation Address:

Customer Billing Address:

Email:

*NOTE: YOU ARE ENTERING INTO AN AGREEMENT TO PURCHASE A SOLAR ELECTRICITY GENERATING SYSTEM. YOU WILL OWN (NOT LEASE) THE SYSTEM INSTALLED ON YOUR PROPERTY.

Purchase Price (A)

Payment Schedule (B)

Financing (C)

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City of Fort Collins

Growth of Solar in Fort Collins

2010

System Size (kW)

1 - 10

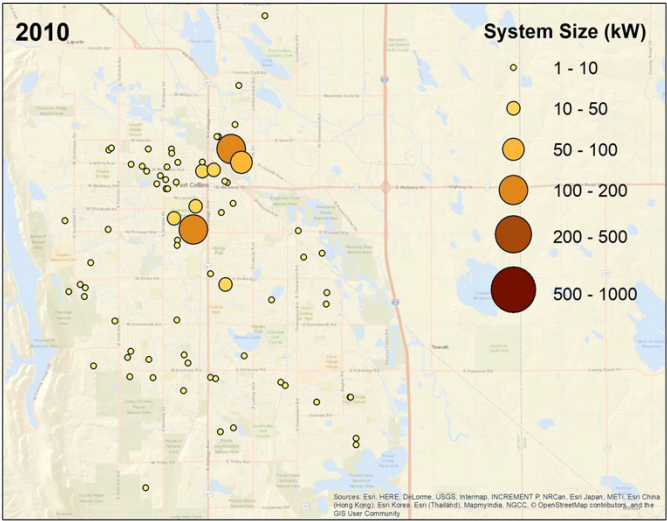
10 - 50

50 - 100

100 - 200

200 - 500

500 - 1000



Sources: ERI, HERE, DeLorme, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China (Hong Kong), Swi Korea, Esri (Thailand), MapmyIndia, NGCC, OpenStreetMap contributors, and the GIS User Community

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What is an Epic Home?



- Provides greater comfort
- Ensures a healthier living environment
- Is more durable and resilient
- Costs less to operate

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- 1 Sign up for an assessment.
- 2 Choose which upgrades you want to complete.

You may be contacted to participate in an indoor environmental quality study (IEQ).
- 3 Easy, streamlined loans are available.
- 4
- 5 Claim your Epic Certificate.

EPIC
HOMES

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



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Initial Epic Certificate

EPIC HOMES CERTIFICATE

ENERGY

THIS HOME'S SCORE **5** OUT OF 10

THIS HOME'S ESTIMATED ENERGY COSTS **\$2,226** PER YEAR

HOME PROFILE

LOCATION: 4333 Meadows Ln, Fort Collins, CO 80525

ASSESSMENT DATE: 05/11/2017

FOR MORE INFORMATION

CALL: 970-854-4239

EMAIL: epic@fortcollins.gov

WEBSITE: epic.fortcollins.gov

Visit: epic.fortcollins.gov to learn more about the Epic Certificate

Home Energy Score

1 2 3 4 **5** 6 7 8 9 10

HOW MUCH ENERGY IS THIS HOME LIKELY TO USE?

Electric: 11,461 kWh/yr. \$1,318

Natural Gas: 833 therms/yr. \$908

Other: \$0

Solar Generation: (\$0)

TOTAL ENERGY COSTS PER YEAR **\$2,226**

ADDITIONAL HOME PERFORMANCE LABELS

Assessment = Certificate

Report reflects as-is condition of home.

Existing energy features reflected in score and energy costs.

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Energy Costs

EPIC HOMES CERTIFICATE

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Other: \$0

Solar Generation: (\$0)

TOTAL ENERGY COSTS PER YEAR **\$2,226**

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Certificate After Improvements

Original score:

5

Score today with current improvements:

8

Estimated savings with current improvements:

\$440

per year

EFFICIENCY WORKS™ HOMES IMPROVEMENTS

FEATURE	IMPROVEMENTS	DATE COMPLETED	CONTRACTOR
REGULATION & AIR SEALING	Professional Energy Audit	03/10/2019	Restoration
	Att. Space Insulation	03/10/2019	Restoration
	Att. Thermal Insulation	03/10/2019	Restoration
	Door Weatherstripping	03/10/2019	Restoration
HVAC	Replace/Repair Furnace (Furnace)	03/10/2019	Restoration
	Replace/Repair Air Filter	03/10/2019	Restoration
	Replace/Repair Water Heater	03/10/2019	Restoration
	Water Heater Tankless Conversion	03/10/2019	Restoration
INDOOR AIR QUALITY	Lighting Upgrade	03/10/2019	Restoration
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 epic@cityoffortcollins.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 Appraiser

HOW TO IMPROVE YOUR SCORE:

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



Lists efficiency, indoor air quality and solar PV upgrades completed through approved EWH contractors.

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Epic Loans



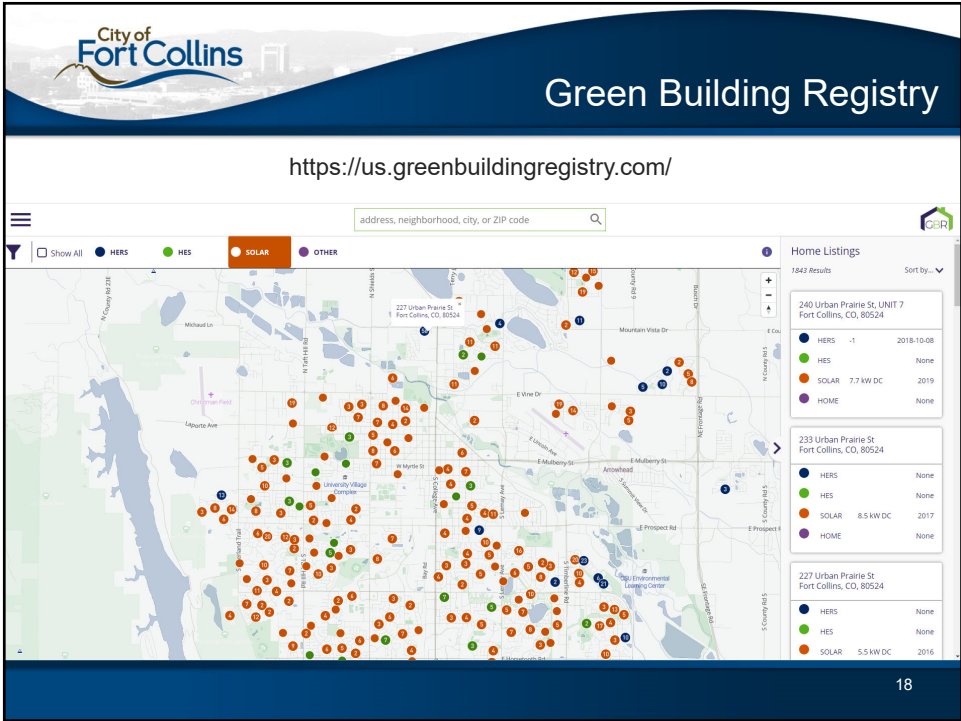
Pay upfront or finance through Fort Collins Utilities with easy payments on your monthly utility bill.

- No money down
- Covers 100% of costs
- Available for up to \$25,000
- Attractive interest rates
- Simple, streamlined and easy to qualify

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Selling a Home with Solar

OWNERSHIP/FINANCING OPTIONS

Direct Ownership

The homeowner owns the system and performs the maintenance from the start. Paying for this system can be in the form of:

Cash Purchase

Solar Loan


Third-Party Ownership

The solar company (or other third party) owns, maintains and operates the system, but the homeowner (lessee) gets the benefit of clean energy. There are two financial arrangements for this type:

Solar Lease

Power Purchase Agreements (PPA)

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Selling a Home with Solar

Direct Ownership = Real Property
= Added to Appraisal

Cash


Cash purchases won't have any additional financial considerations when listing the home – except homeowner will want to see some return.

Solar Loan

Loans can be attached to the panels, home or person. The only consideration with a loan for a listing is letting the title know where the loan is secured to make sure they find it and pay it off with proceeds at closing.

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Selling a Home with Solar


Owned by Third Party = Temporary Installation =
Not Real Property = No Added Value in Appraisal

Solar Lease

PPA

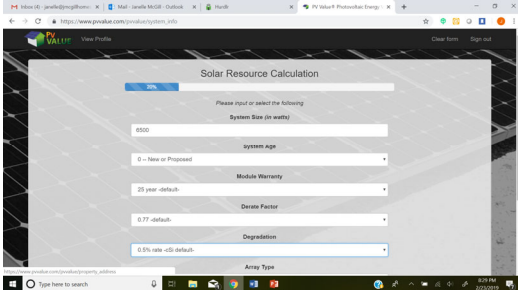
21

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Selling a Home with Solar


PVvalue.com
funded by US Dept of Energy
Valuation Tool for Solar



1. Create an account
2. Start with property address
3. Add the system components
4. This screen shot shows some of the values that are requested
5. A standardized number is provided!

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Listing Agent Responsibilities

- Before appointment, **order O&E** to check for outstanding liens/info related to solar installation.
- Ask homeowners when the roof was last replaced. If it is an inspection item, get it done soon.
- Let the homeowner know the **items you need** to effectively market their home: Solar Purchase Date, System Size, Several Utility Bills, Warranty Info.
- Verify whether system was **'purchased'** or **'leased'** and explain the difference to the client if they aren't clear about transferring leases and value of real property.
- Use seller's documentation to go to **PVvalue.com** to determine the 'Contributory Value'. Use typical system of comps to determine sales price, then this value can be added.
- Fill out the **Residential Green and Energy Efficient Addendum** to provide to the appraiser.
- Enter as much information as possible into the **MLS Green Fields and Listing Comments**—be specific, but take care with wording on utility savings.

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City of Fort Collins

How to list the Epic Certificate on IRES

Link to Epic Certificate in Green Building Registry

Search

Add / Edit

Reports

Contacts +

Resources

Showings

MLS# or Address

Help

Feedback

October

James M

Save Listing

Edit Listing MLS#:

Main

Map Location

Misc

Features

Media

Showings

Documents

Open Houses

Listing Web Site

Check Spelling

https://us.greenbuildingregistry.com/green-homes/CO10002499

Agent's office web sites will not be accepted.

The URL must be specific to the property.

URL will not appear on listing report until it is reviewed by IRES.

Property Information

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City of Fort Collins

How to list the Epic Certificate on IRES

Select 'HES Rating' & upload Epic Certificate

Search

Add / Edit

Reports

Contacts +

Resources

Showings

MLS# or Address

Help

Feedback

October

James M

Save Listing

Edit Listing MLS#:

Main

Map Location

Misc

Features

Media

Showings

Documents

Open Houses

Energy/Green Information

Supporting documents such as certifications from programs completed are REQUIRED if a certification is checked. Upload supporting documents on the Documents tab.

For field definitions, click the Help link (top, right).

Certifications

☐ HERS Rating *

* Must be RESNET and/or DOE approved

☒ HES Rating *

* Must be DOE approved

ENERGY STAR® Qualified New Home

LEED for Homes

NABUR/USGBC LEED 2009

Features

☒ Solar PV (Specify if Owned or Leased in the Energy Features group on the Features Screen)

☐ Solar Thermal

☐ Green Disclosure (Energy) Uploaded? [Download Green Disclosure](#)

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City of Fort Collins

How to list the Epic Certificate on IRES

Highlight in 'Remarks'

IRESMLS

Search Add / Edit Reports Contacts + Resources Showings

MLS# or Address

Help Feedback October James M

Save Listing

Edit Listing MLS#:

Main Map Location Misc Features Media Showings Documents Open Houses

Remarks

Listing Comments

Description will display on reports, MySite, all other public websites, and ColoProperty.com®.

This move-in ready home, located in a revitalized neighborhood, had a total makeover in 2002. Not just some paint and new carpet but the real deal. Additional feet added to kitchen and back bedroom, new roof/siding/vinyl windows/electrical/plumbing/gas furnace & water heater/insulation, and more. All permitted. **Epic Certificate lists all energy improvements with a final home energy score of 8.** A walk score of 87 and bike score of 96 makes getting around easy. Come take a look.

Limited to 500 characters 237

Check Spelling

Broker Remarks

Include private information for other brokers only. For instance, commission information, bonuses, etc. will display in IREDS and on printed agent version reports only.

Limited to 500 characters 354

Check Spelling

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City of Fort Collins

How to list the Epic Certificate on IRES

Select 'Energy Rated' and other energy efficiency features

IRESMLS

Search Add / Edit Reports Contacts + Resources Showings

MLS# or Address

Help Feedback October James M

Save Listing

Edit Listing MLS#:

Main Map Location Misc Features Media Showings Documents Open Houses

Features

LAUNDRY

1 Central Air Conditioning

2 Room Air Conditioner

3 Evaporative Cooler

4 Ceiling Fan

5 Attic Fan

6 Whole House Fan

Energy Features

11 Attached Garagehouse

12 High Efficiency Furnace

13 Energy Survey Complete

14 Demand Control Limiter

15 Heat-Exchange Ventilation

17 Energy Rated

18 Solar PV Leased

19 Solar PV Owned

ILLUSTRATIONS

1 No Inclusions

2 Window Coverings

3 Electric Range/Oven

4 Gas Range/Oven

5 Down-draft Range

6 Self-Cleaning Oven

7 Continuous-cleaning Oven

8 Double Oven

Design Features

1 Eat-in Kitchen

2 Separate Dining Room

3 Cathedral/Vaulted Ceilings

4 Open Floor Plan

5 Workshop


6 Pantry

7 Wood Windows

8 Bay or Bow Window

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Listing Agent Responsibilities

- **Utilize your picture spaces** to market the panels/utility bills/other green features to buyers.
- Add as much **documentation** as possible to the 'other documents' section – appraisers and other agents see this – many of the Green Fields require documentation, so IRES will be looking for these as well.
- Create a **Home Book** with a Solar section or leave materials in full view on counter – don't make it hard for agents showing the house to get answers.
- Best Practice: **Call other agents prior to showings** to ask if they have questions about solar – let them know where all the documentation can be found, purchased vs. leased, how much longer the warranty is, etc.
- Talk to buyer's lender when offer is received – send them **lender letter**, explain where they can find qualified appraisers – let lender know if the system is leased and what those payments are.
- Control the **appraisal** process by vetting appraiser's qualifications.

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Market yourself as a Real Estate Ally

Promote your Epic Homes expertise on email signatures and business cards:

Jo McRealtor
Principal Broker, Real Estate Company
Epic Homes Real Estate Ally
email: jo@realtor.com | phone: 555-555-5555





MARIA VASQUEZ
Real Estate Agent

Real Estate Company

516-123-9876
connect@mvasquez.com
www.mvasquez.com

65 Main St. Suite 100
Anytown, NY 11709
516-123-9877





Each office is independently owned and operated

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Next Steps & Resources



EPIC HOMES

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

A high-performing home means more than lower utility bills. It's a place for cozy movie nights and warm holiday dinners. It's the peace of mind that comes from clean, healthy air.

Is your single-family home or rental underperforming? Do you notice drafts? Do certain rooms always seem too hot or cold? For some, an entire level of the home fails to reach the right temperature – no matter how often the furnace or air conditioner runs.

Sign Up for an Epic Homes \$60 Assessment*

Get started by calling 877-981-1888.


- You will choose between two assessment options: Home Checkup or Streamlined. In both options, a professional energy advisor will identify areas of inefficiency that affect your home comfort and utility bills and help protect your investment.
 - Home Checkup Assessments include:
 - A detailed report showing findings and recommendations and Home Energy Score
 - Inspection of furnace, hot water heater, windows, ductwork, attic
 - Blower door test to measure and identify air leaks
 - Infrared camera pictures showing defects in insulation
 - Installation of free energy and water-saving products
 - Advisor review of contractor proposals (you can skip the hassle of reviewing bids by asking for a Streamlined Assessment)
 - Streamlined Assessments include all of the above, plus:
 - At the end of your assessment, you will be presented with good, better and best performance package options using standardized pricing for insulation and air sealing measures.
 - Choose your customizable package with the rebates applied upfront for all measures
 - We will send a work order to a top tier Efficiency Works Homes insulation contractor to contact you with a contract proposal. You will be referred to HVAC and windows contractors separately (Note: HVAC and windows proposals do not have standardized pricing available)
 - Sit back and let us do the rest!
 - Rest assured, the work will be done right with our photo documentation quality assurance.

*Assessment fee waived for rental properties!

www.fcgov.com/epichomes

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Thank You!

Leland Keller, Energy Services Engineer

LKeller@fcgov.com
970-221-6857

www.fcgov.com/solar-rebates

www.fcgov.com/utilities/residential

Janelle McGill, REALTOR®
JMcGillHomes.com

janelle@jmcgillhomes.com
970-443-9188

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