



**EPIC
HOMES**

Property Manager Info Session

Kim DeVoe, Energy Services Engineer

Terra Sampson, Energy Services Project Manager



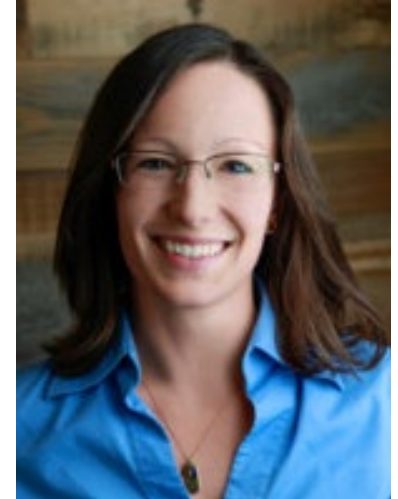
Kim DeVoe



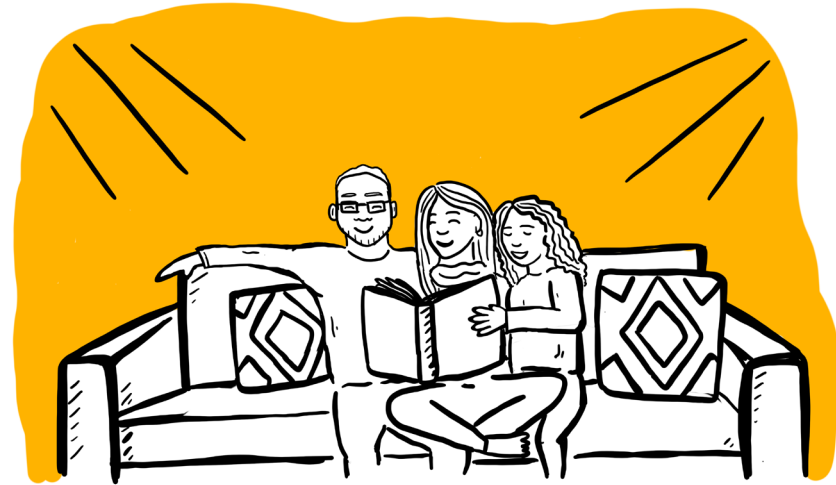
Sean Carpenter



Terra Sampson



- 1 Introductions
- 2 Epic Homes Overview
- 3 Why Upgrade Your Rental Property?
- 4 Benefits for Property Managers
- 5 Benefits for Property Owners
- 6 How to Participate
- 7 Q&A





What brought you here today?

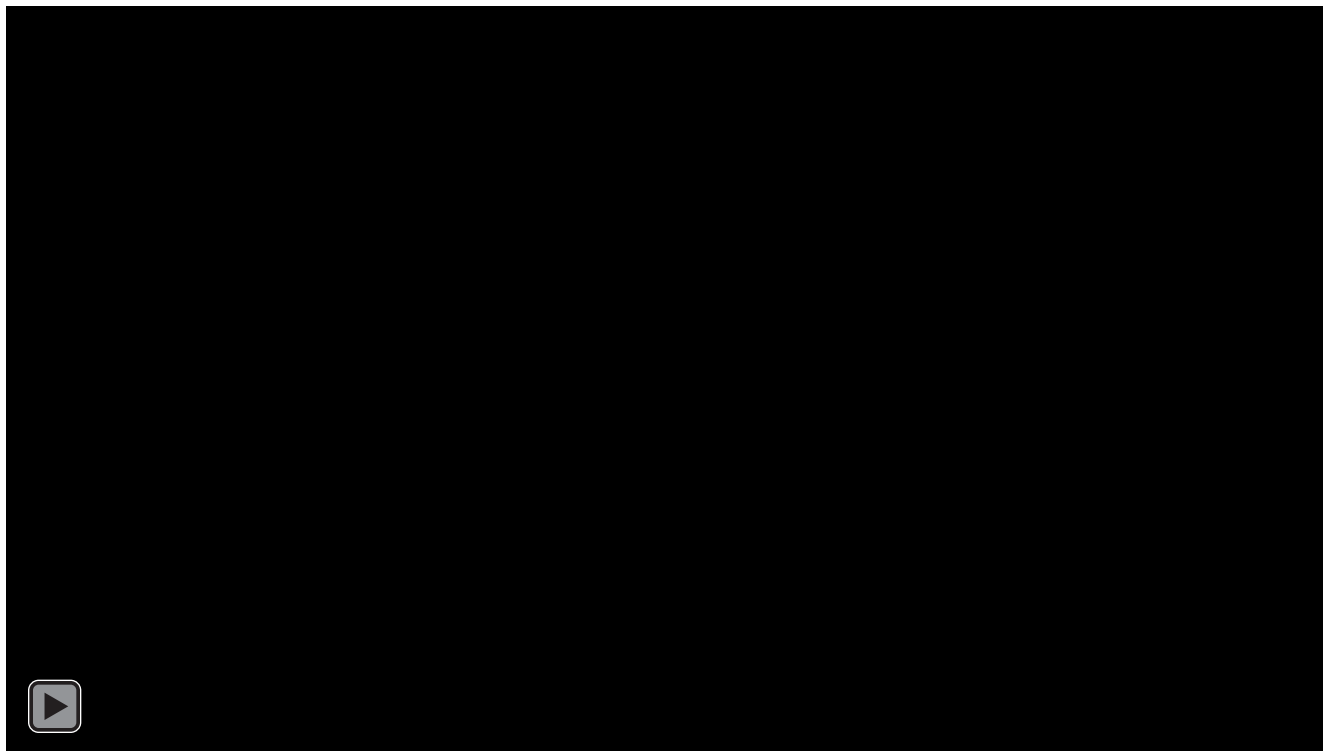
- A. Reduce tenant complaints
- B. Increase energy efficiency of properties
- C. Keep rental properties competitive
- D. My boss told me I had to
- E. Not sure, but I want to learn more



EPIC HOMES

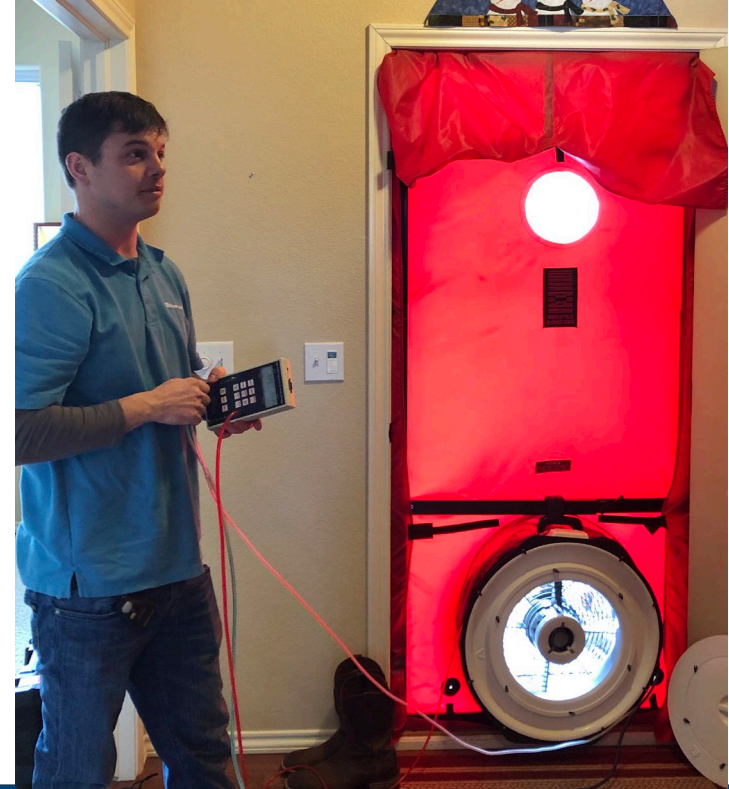
A streamlined, affordable approach for single-family home and rental property energy efficiency upgrades.





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 & air sealing measures use standardized pricing, no bid comparisons or shopping needed





- 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%

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)

EPIC
HOMES
CERTIFICATE

U.S. DEPARTMENT OF
ENERGY
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!*



Home Energy Score



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.



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





What energy upgrade could your properties benefit from?

Type responses into "Chat" feature.

You can send multiple responses.





Why Upgrade Your Rental Property?





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



What do you find most compelling about the Epic Homes Program?

- A. Streamlined process
- B. Increased energy efficiency in older rental properties
- C. Fewer complaints → keep good tenants, reduce turnover
- D. Make property easier to rent
- E. Beneficial communication between property owner and managers
- F. All of the above

Benefits of Efficiency Works Homes 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



Benefits of Epic Loan for Property Owners:

- Overcome upfront costs
- Save personal capital for other needs
- Low monthly payments
- Does not affect debt to income ratio



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: 5	Score today with current improvements: 8	Estimated savings with current improvements: \$440 PER YEAR
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EFFICIENCY WORKS™ HOMES IMPROVEMENTS

FEATURE	IMPROVEMENTS	DATE COMPLETED	CONTRACTOR
INSULATION & AIR SEALING	Professionally Air Sealed - 26% Reduction	03/30/2019	Ward Insulation
	Attic - blown Fiber Glass/Celulose	03/30/2019	Ward Insulation
	Attic - Knee Wall Insulation	03/30/2019	Ward Insulation
	Floor Over Garage - Dense Pack Insulation	03/30/2019	Ward Insulation
HVAC	Replacement Multi-Stage Gas Furnace - 97% AFUE	04/10/2019	American Air Heating and Air
	Replacement Air Conditioner - 25 SEER	04/10/2019	American Air Heating and Air
	Replacement Gas Water Heater - Spaced Combustion Tank	04/10/2019	American Air Heating and Air
	Whole House Fan - Self-Closing, Insulated Dampers Whole House Fan	03/30/2019	Ward Insulation
INDOOR AIR QUALITY	Garage to House Air Sealing	03/30/2019	Ward Insulation
RENEWABLES			

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

- Claim your updated Epic Certificate at us.greenbuildingregistry.com or contact us at: epichomes@fcgov.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.



Why Upgrade Your Rental Property?

*Upgrading your rental property is a win for you,
your tenants and our community.*



Interested in how to get started?

Though assessments are temporarily paused due to COVID-19 precautions, you can still sign up for the assessment waitlist.

- You will be contacted when we resume safely offering in-home services again.

A follow up email will be sent with details for scheduling an assessment and information for sharing with owners.





Questions?

fcgov.com/epichomes | epichomes@fcgov.com | 970-416-4239 | V/TDD 711

Backup Slides

Web 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](#)



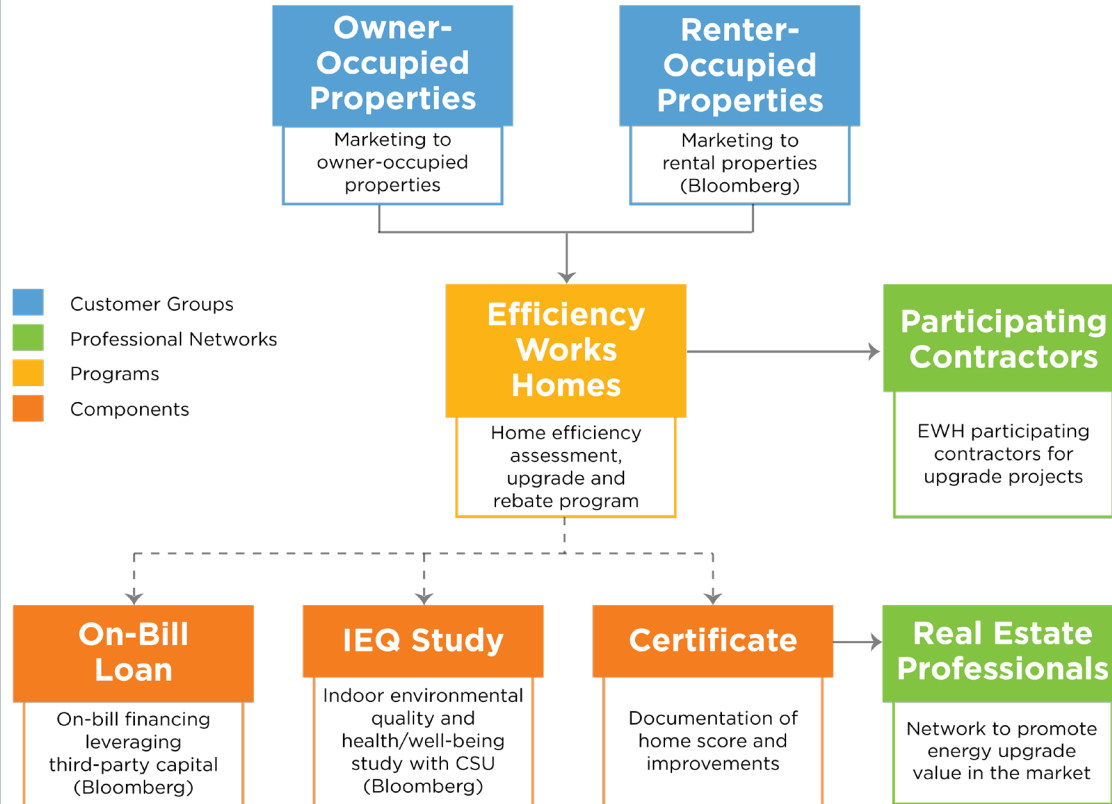
Efficiency Works™ Homes is a regional collaboration with Platte River Power Authority and Fort Collins Utilities, Loveland Water and Power, Longmont Power & Communications, and Estes Park Light & Power.



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.*

EPIC HOMES

A comprehensive portfolio for single-family home performance.



For internal use only.

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."

Backup Slides – IEQ Study

- 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



How Can Home Energy Efficiency Upgrades Impact IEQ?

Home Energy Efficiency Interventions

Air Sealing

Insulation

Window replacement

Improved Heating System

Improved Cooking System

Appliance replacement

Improved ventilation

Possible Impacts on Exposure Determinants

(-) energy cost burden

(+) perception of home

(+) thermal control

(+) sleep environment

(-) infiltration of outdoor air

(-) indoor air emissions

(+) indoor pollutant removal

Social & Environmental Exposures Impacted

(-) psychosocial stress

(+) quality of life

(-) heat/cold

(+) sleep quality

(-) indoor air pollution

(-) ambient air pollution

Possible Physiological & Psychological Health Outcomes Impacted

(-) cardiovascular risk

(-) respiratory risk

(-) cancer risk

(+) mental health

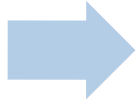
(+) subjective well-being

Why Does Achieving Good IEQ Matter?

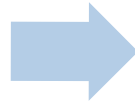
- A lot of time spent indoors (more than two-thirds of our lives)
- A lot of our indoor time spent in our homes
- Research shows that adverse health and wellbeing symptoms and conditions are associated with poor IEQ
- Understanding sources of poor IEQ and how to cost-effectively improve IEQ can help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



Visit 1: Shortly after energy assessment



Visit 2: 1-2 months after assessment



Visit 3: ~6 months after assessment

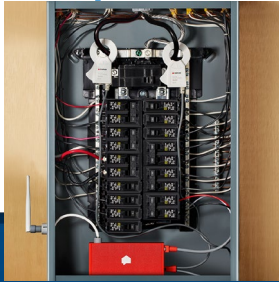
- Survey
- Particle samplers installed for 1-2 weeks



- Survey
- Particle samplers installed for 1-2 weeks



- Survey
- Particle samplers installed for 1-2 weeks



Home Energy Monitor & IEQ Samplers remain installed

- Document indicators of
 - Improved indoor environmental quality
 - Increased comfort
 - Increased affordability
 - Improved social and psychological wellbeing



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

