# Why renovation makes economic sense

From pricing a typical renovation to exploring available grants, we break down the costs – and savings – involved in renovation.





### Renovation - the business case study

The reasons to renovate are many and far-reaching - from leaving a legacy for future generations and improving our health, to mitigating climate change and regenerating our economy.

Renovation is hitting the headlines once again, as both President Joe Biden and Canadian Prime Justin Trudeau are promoting energy efficiency renovations for North America's building stock as one of the best ways to help our economies recover after COVID-19. The ambitious goal is to achieve the greatest economic benefit and the greenest climate impact in the shortest possible timeframe. All while simultaneously improving our health and comfort - what's not to like?

Whether you're a homeowner or a professional, there's a lot to gain from this report:

#### Tap in to local incentives

Learn more about finding subsidies in your market - and find out why now is the perfect time to renovate.

### Make energy efficiency renovations work for you

Get an overview of the actions you can take to make the biggest difference to your home.

#### Save big!

Explore the savings to be made through renovation – as well as the initial costs involved.

### **Get inspired**

Learn the Ken Soble Tower project in Hamilton, Ontario and the Italian superbonus scheme - and discover retrofit and renovation incentive programs avaiable in your area.



### The drive to retrofit & renovate

In its September throne speech, Canada's government noted it would bring forward a plan to exceed their 2030 climate goal, reaching net-zero emissions by 2050. Through this plan, community support will come from investments in all infrastructure types, such as energy efficiency retrofits, clean energy, affordable housing, and more<sup>1</sup>.

Likewise, President Joe Biden has included the need to upgrade more than 4 million buildings

as part of his clean energy platform. Biden plans to invest \$2 Trillion over the next four years, benefiting low-income rural and urban communities and creating millions of jobs along the way<sup>2</sup>.

In North America, energy retrofits and renovation are attractive ways to jump-start post-COVID recovery, providing immediate and long-term benefits for today's populations.

### How the government can use existing retrofit programs to speed up economic recovery

Canada and certain U.S. states remain committed to their international agreement to achieve carbon neutrality by 2050. Existing retrofit programs make up a major portion of these initiatives as the building stock continues to age and improving energy-efficiency becomes more important. Although Canada's large buildings (on average) are younger than those in the U.S., reducing carbon emissions by 30 percent will require energy improvements on 60,000 of the 250,000 structures to increase their efficiencies by 20 to 40 percent before 2030<sup>3</sup>.

Constructing low carbon buildings remains a priority, but deep energy retrofits provide additional benefits to the local communities and economy. By increasing current investments in energy renovations for older buildings (both commercial and residential), the government can generate local jobs, reduce their energy demand, and deliver a resilient green recovery plan similar to the European Commission.

- $\underline{https://cib-bic.ca/en/the-canada-infrastructure-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-and-grow-the-economy/linear-bank-announces-a-plan-to-create-jobs-a-plan-to-create-jobs-a-plan-to-create-jobs-a-plan-to-create-jobs-a-plan-to-create-jo$
- https://joebiden.com/clean-energy/
- https://www.cbc.ca/news/canada/british-columbia/green-buildings-retrofits-1.5150658

20-40%

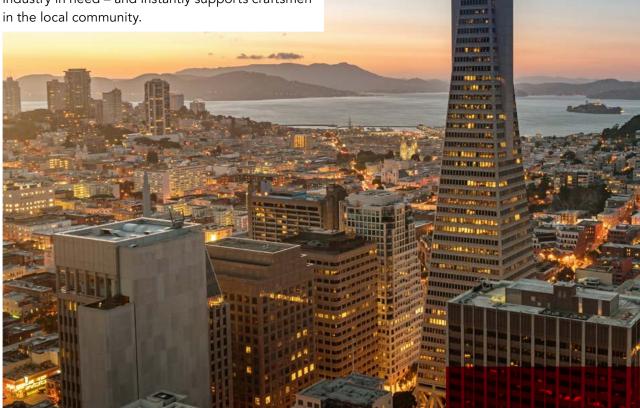
**Efficiency improvement** needed before 2030

### Why renovate?

As buildings are one of United State's single largest energy consumers, accounting for close to 28 percent of total primary energy demand and greenhouse gas emissions<sup>4</sup>, it's good news that insulation can help reduce a building's heating needs by up to 70 percent<sup>5</sup>. Living in an energy efficient building has many benefits: lower energy costs, greater comfort at home, a more valuable property, and less emissions. We spend roughly 90 percent of our lives indoors. It's our right to live, learn, work and recover in buildings that are comfortable and safe.

Think about it: renovating to help local economies recover makes sense. Compared to other EU industries, construction is labourintensive and locally-based. Around 95 percent of construction companies employ ten or fewer people, and craftsmen generate two-thirds of their revenue locally, within a 50-km radius of their business4.

So your home improvement project boosts an industry in need – and instantly supports craftsmen



- https://www.eia.gov/tools/faqs/faq.php?id=86&t=1
- Sources: EU Commission (2016): Heating and cooling strategy

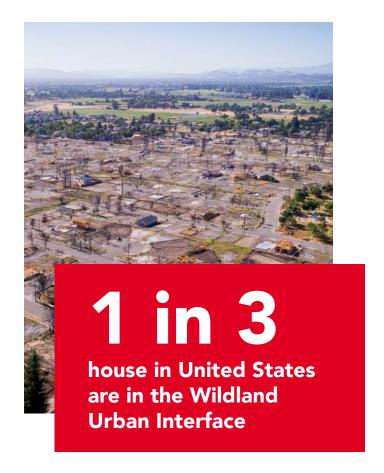
### Moving fire safety to the top of the list

Throughout North America, officials are sounding the alarm about the rising risk of major fire events and the real threat that exists to life and property in America's wildfire "danger zones" known as the Wildland Urban Interface (WUI). WUI areas are those where houses and vegetation/forested areas meet or interminale.

WUI zones are expanding as a result of ongoing population growth and urban sprawl which is driving significant housing development in WUI designated areas. When more homes are built in WUI zones, the potential for wildfires sparked through human ignition rises, while the ability to battle these fires (or for controlled burns to occur) becomes ever more challenging due to a wide variety of factors including topography, density, community design, construction materials, etc. Approximately one in three houses in the United States and one in ten hectares are now in the Wildland Urban Interface.

For homeowner and farm owner writers in California (a state with more people and homes located in the WUI than any other state in the continental United States—close to 4.5 million homes and 11 million people as of 2010), direct losses quadrupled from 2016 to 2017, climbing from just over \$4 billion to more than \$16 billion. Many are wondering if severe fire seasons are the new norm, given WUI growth, the trend toward higher temperatures, lower rainfall, and a longer fire season overall.

To mitigate risk, officials are seeking to improve the built environment in an effort to improve the chances that homes in WUI areas and the people who occupy them might have greater chances of survival during a fire event. Building to higher standards in terms of fire resistance and ignition resistance are the primary goals of the WUI code.



#### A strong defense is the best offense

To design and build a house with the greatest chance of surviving a wildfire, carefully selected building materials and careful attention to details must play a significant role in prevention.

Two of the greatest threats to homes include direct flames/radiant heat and embers. While the latter may seem like a lesser risk, high winds have been demonstrated to blow hot embers up to a mile from their source, igniting fires that can cause significant losses. The WUI code sets out the specific minimum requirements for certain parts of the home/structure and property to ensure it meets the performancebased or prescriptive measures to achieve greater fire and ignition resistance. These include exterior components such as roofs, walls and siding, decks, windows, doors, soffits and vents and other details considered to be vulnerable ignition points.

WUI code also addresses the requirement to create defensible spaces around homes/structures, including vegetation management and fuel management to prevent fire spread and make it easier and safer for firefighters to tackle a blaze.



### Retrofitting with moisture in mind

Deep energy renovations of buildings are critical if cities want to tackle their climate emissions on a large scale. Energy renovation could provide up to 55 percent of the Green House Gas (GHG) emissions reductions needed to meet 2030 targets, aligning cities with a 1.5°C trajectory.

In many cases, the projects selected for renovation or retrofit will be poorly insulated and leaky. Unfortunately, it's not as simple as adding more insulation to the building's exterior or interior. Any alteration of the existing wall assembly can change the temperature gradient, potentially altering the dew point's position and increases the risk of moisture development and water damage.

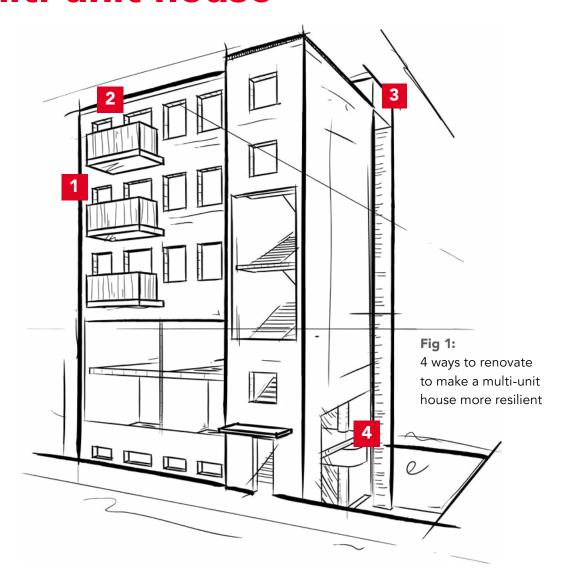
Material selection is critical to ensure the longevity of a retrofit project. Stone wool insulation is a vapor open material, meaning water vapor can pass through the insulation for drainage and drying through vapor diffusion. Depending on your location in North America, you will have an outward vapor drive (Northern climates) or an

inward vapor drive (Southern climate). Ensuring proper vapor diffusion management through vapor control layer detailing can prevent unintended moisture damage on your retrofit project.

Other insulation materials like Polyisocyanurate are vapor closed. Take extra care when detailing with these insulation materials to prevent a double vapor barrier, trapping moisture and giving it no means of drainage or drying. By using stone wool, architects have the freedom to let their WRB do the vapor control work - not the insulation, simplifying their retrofit strategy.

ROCKWOOL is happy to offer a Retrofit Solutions Guide for North America, offering details and guidance to help your retrofit project. What's more, ROCKWOOL Building Science is available to help with one on one assistance to ensure your design performs and looks just as you desire.

### Renovating a multi-unit house



### 1 Façade

External wall insulation systems with render or cladding materials improve thermal performance, fire safety, and building acoustics, without using valuable space from the interior.

#### 2 Roof

Most energy loss occurs through the roof. Stone wool insulation keeps this loss to a minimum, and also improves summer comfort by keeping warm, external air out and keeping cool air in.

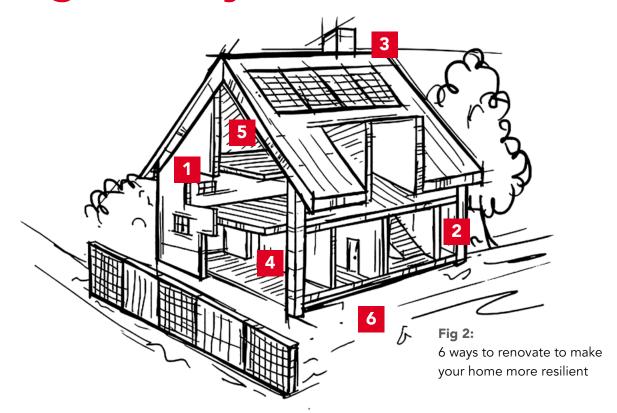
#### 3 Flexible systems

It's possible to integrate insulation products below solar and photovoltaic systems to help minimise the heat loss, improve efficiency energy and increase safety through added fire protection.

### 4 Parking garage considerations

When built above a parking garage, insulating the lower surface of the ground floor can reduce the use of energy and ensure a pleasant floor temperature.

### Renovating a single family home



### 1 Façade

External wall insulation systems with render or cladding materials improve thermal performance, fire safety, and building acoustics, without using valuable space from the interior.

#### 2 Exterior walls

If you want to maintain the existing appearance of the building, e.g. bricks or old stone walls, but you want to keep the house warm in winter or cool in summer, reduce energy usage and limit unwanted noise, it's also possible to insulate from the inside.

### 3 Roof

A large part of a building's energy loss is through the roof. So it's the first place you should seek to insulate to maximise the energy efficiency of your home and reduce your reliance on the grid. A well-insulated roof can significantly cut heat loss, meaning your house will stay warmer or cooler, even in the face of a power outage. By using a fireresilient material such as stone wool to insulate your roof, the fire safety of your home also improves.

### 4 Interior walls

The insulation of interior walls, floors, and ceilings can improve comfort and reduce unwanted noise in the home. In the case of fire, it contains fires to the room in which they started, both keeping residents safe and limiting damages to your home.

#### 5 Attics

Warm summers can make a poorly insulated loft unbearably hot - and cold winters make it expensive to heat. The high density of stone wool makes it an efficient material for creating a comfortable indoor climate all year round, reducing noise and helping you save money on your energy bill.

#### 6 Basement

Insulation of the basement can reduce energy use, ensure a comfortable temperature and protect from damp. Should your basement get flooded, stone wool will not retain water after draining, limiting the potential for mould.

### Saving money through renovation

Many of the renovation incentives promote energy efficiency solutions, as it is these that offer the greatest benefits to the homeowners and to society at large. Using stone wool to improve thermal insulation helps reduce energy costs, increase the fire resilience of structures, and limit noise pollution from internal and external sources - and makes your home more resilient while dealing with chronic stresses or acute shocks. It helps save natural resources and reduce the burden on public infrastructure, like electricity and district heating systems.

### 1 Energy savings

Improved insulation reduces your energy bills, makes your house safer, and helps save on maintenance costs. In the United States, up to 50 percent of energy bills go towards heating and cooling<sup>6</sup>. Using modern insulation, such as stone wool, can help reduce your heating costs by as much as 70 percent. Starting a renovation project can help save a lot of money in the long-term as, for the average home in the United Kingdom, this equates to a yearly saving of \$530 USD.

### 2 A great investment

Investing in energy efficiency renovations ultimately reduces energy use, making it a very tempting investment. A \$12000 USD investment in renovation yields energy savings of \$0.20-\$0.62 per ft<sup>2</sup>/year, and this goes directly to the homeowners, depending on the depth of renovation. Based on a renovation of medium depth, the internal rate of return (IRR) over 30 years is 5-6%<sup>7</sup> – and this is enticing for both homeowners and institutional investors. On average, investment in building renovation delivers more than two-fold return in energy cost savings over the lifetime of the investment.

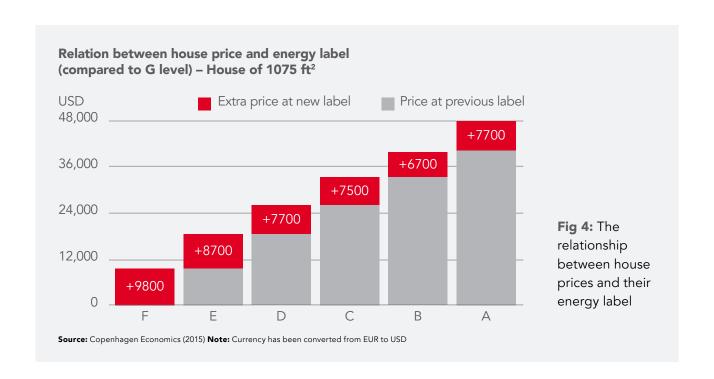
| The investment case of renovation depending on the renovation depth and government's repayment bonus |  |      |      |      |  |  |
|--|--|------|------|------|--|--|
|  | Energy cost savings IRR IRR IRR IRR  per \$12000 investment (\$/ft2) (with 0% repayment bonus) (with 10% repayment bonus) (with 20% repayment bonus) |      |      |      |  |  |
| Deep   | 5.6  | ~6%  | ~7%  | ~9%  |  |  |
| Medium   | 4.2  | ~3%  | ~5%  | ~6%  |  |  |
| Light  | 1.8  | ~-2% | ~-2% | ~-1% |  |  |

Fig 3: Investment in renovation provides a 5-6 percent IRR for the household8

https://www.eia.gov/energyexplained/use-of-energy/homes.php

The renovation depth logic is based on primary energy savings, considering 3-30% as light renovation, 30-60% as medium renovation and >60% as deep renovation. The yearly energy savings discounted for 30 years, assuming an average energy price of \$0.18/USD. Source: European commission (2019) - Currency has been localized for North America

Source: European commission (2019) - Currency has been localized for North America



### 3 Increasing the value of your property

Many homeowners wonder if investment in an energy renovation project translates into a higher sales price. In many countries, the energy efficiency of buildings is rated on a label scale, easily letting potential buyers know what energy expenses to expect in a particular house. Copenhagen Economics analysed to what degree better energy efficiency ratings impact the house price, and found that for each step-wise increase on the energy label scale, the house price increases by USD 6,700-9,800 for a house of 1075 ft<sup>2</sup>. This result is based on an extensive econometric analysis using more than 365,000 observations on house sales in Denmark. The energy label rates houses from A to G, with A being the highest standard and G being the lowest standard. This result proved robust to different modelling choices, and the estimation takes into account the houses different qualities and location.

### 4 Better health, less medical expenses

COVID-19 has turned our focus firmly to health and it's of little surprise that a comfortable living environment is essential for both human health and childhood development. With many forced to spend extended periods of time at home, it's clear that your home should be comfortable enough to support you and your family. Considering factors like temperature, noise, and humidity can help you find the necessary solutions to improve comfort within your house. Noise pollution and higher humidity in homes can lead to adverse health effects. Specifically, noise pollution can increase the risk of heart problems, aggravate stress, reduce focus and mental performance in children and teenagers, and cause loss of sleep. Reducing the effects of noise pollution requires acoustic insulation that helps absorb noise from external sources and the indoor environment. According to the European Environmental Agency (EEA), roughly 10,000 premature deaths occur every year due to the adverse health effects of noise pollution<sup>9</sup>. A humid indoor environment also causes issues, providing the ideal conditions for mould to grow and spread, which can lead to asthma and other respiratory problems<sup>10</sup>.

<sup>9 &</sup>lt;u>https://www.eea.europa.eu/themes/human/noise/noise-2</u>

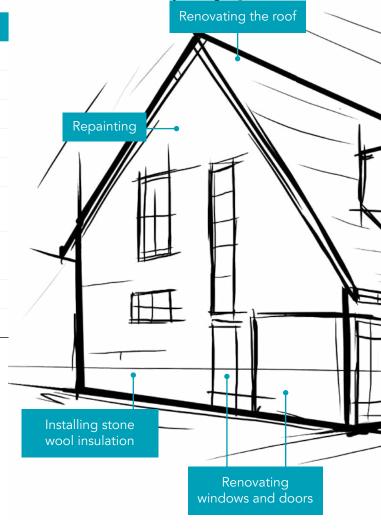
 $<sup>10 \\ \</sup>underline{\text{https://www.rockwoolgroup.com/our-thinking/indoor-comfort-health-and-safety/indoor-climate/indoor-humidity/} \\$ 

### How much does a typical renovation cost?

Considering the cost savings discussed above, a typical renovation probably does not cost as much as you first would believe. The example below breaks down the costs involved in a **deep energy renovation** of a 1600 ft<sup>2</sup> house.

### Example house of 1600 ft<sup>2</sup>

|                       | Assumptions                           | Cost (USD) |
|-----------------------|---------------------------------------|------------|
| Painting              | .3456 \$/ft² x 5380ft²                | 2,400      |
| Roof <sup>2</sup>     | Trusses with bracing                  | 3,600      |
| Windows               | ~\$800 x 10 windows                   | 8,000      |
| Doors                 | \$1,200 x 2 doors                     | 2,400      |
| Insulation            | 6-9 \$/ft² x 1345 ft²                 | 10,000     |
| Installation          | 55% of material cost and installation | 31,000     |
| Project<br>management | 15% markup                            | 8,400      |
| Permit                |                                       | 1,200      |
| Total cost            |                                       | 67,000     |



~\$42/ft<sup>2</sup>

<sup>1.</sup> EU27 average personnel cost per construction worker and architect/civil engineer Note: 2017 figures extrapolated to 2019 with inflation rates; currency and area units localizaed for North America Source: Eurostat (2017); homebuilding; BCG analysis



### Classifying the depth of your renovation

In 2011, the BPIE created the following definitions of renovation levels, and estimated the share of market within each level and the approximate cost involved.

Minor renovations – accounting for 85 percent of the market. These smaller renovations implement one or two measures, e.g. a new furnance or HVAC upgrades, resulting in a reduction in energy consumption of between 0 percent and 30 percent. The average cost of such minor renovations is \$7/ft<sup>2</sup>.

Moderate renovations – accounting for 10 percent. These renovations involve three to five improvements, such as the installation of modern insulation within the home and a new boiler, resulting in energy reductions in the range of 30 percent - 60 percent. The average cost is \$16/ft2.

**Extensive renovations** – accounting for 5 percent. These larger renovations are viewed as a package of measures that work together to reduce energy consumption by 60 percent – 90 percent. The average cost is \$37/ft<sup>2</sup>.

Almost Zero-Energy Building renovations accounting for a tiny percentage of the market. These renovations involve the replacement or upgrade of all elements that influence energy use, coupled with the installation of renewable energy technologies to reduce energy consumption and carbon emission levels to close to zero.

By reviewing the market share each level represents, it's clear to see that there are many opportunities to improve energy efficiency when renovating buildings opportunities that are not yet made use of.

The average cost is \$65/ft<sup>2</sup>.



### **High performance** retrofits

The Ken Soble Tower project sought to rehabilitate a post-war apartment in Hamilton, Ontario. The building was completely upgraded, inside and out, to achieve Passive House standard, reducing greenhouse gas emissions by an impressive 94%. The success of the Ken Soble Tower retrofit demonstrates a pathway to revitalizing similar aging building stock across North America through ultra-low energy retrofits.

Additionally, it serves as an example of the positive impact such projects could have on the built environment and local communities, while improving occupant quality of life, reducing operating expenses, and contributing to overall carbon reduction in urban areas.

#### The Goal

Built in 1967 at 18 stories and 80,000 square feet, the Ken Soble Tower had been in a state of deterioration for some time as the oldest high-rise multi-residential building in CityHousing Hamilton's portfolio. The goal was to retrofit the building to achieve EnerPHit certification, a branch of the Passive House (PassivHaus) standard designed specifically for retrofits. The building overhaul would include nearly every facet of the building from the building envelope, mechanical systems, electrical, plumbing, and safety systems to interior upgrades to its 146 units to support aging in place, accessibility, comfort, and overall improvement of the occupant experience. As public housing, cost was a key consideration, and the team set out to complete the retrofit at a fraction of the cost of a new build.



The current building had significant challenges including a deteriorating envelope, lack of insulation, inadequate ventilation, and lack of thermal controls. While ERA Architects was originally going to re-clad the building with an entire wall assembly outside the existing brick, a visit to the ROCKWOOL booth at the Construct Canada exhibition changed everything.

#### **The Solution**

After introducing the architect to the DuROCK PUCCS NC EIFS system incorporating ROCKWOOL stone wool, the entire plan for the building envelope was revised. The resulting cladding design includes a six-inch thick stone wool EIFS system. ERA Architects liked three main things about the system: first, and most obviously, the noncombustibility (important given the vulnerability of the senior-aged occupants); second, the excellent moisture control offered by the stone wool and the unique, built-in drainage layer cut into the back side of the insulation; and third, the liquid applied water resistive barrier (LAWRB). In all, 50,000 sq. ft. of ROCKWOOL stone wool product was incorporated into the new façade, helping to realize the R-38 effective R-value required to achieve EnerPHIT certification. The EIFS system fit the need for cost-effectiveness (the system helped reduce labour costs), ease of install, high-quality composition, a favourable sustainability profile as



well the top-notch technical support, provided by ROCKWOOL and DuROCK. The upgraded building envelope with inorganic stone wool will also help contribute to better air quality, since mold was previously an issue. Additionally, it created a more resilient building, able to stand up to harsher conditions as a result of climate change in the region, effectively future-proofing the building and better protecting its senior residents. In fact, thanks in part to its tight and super-insulated building envelope, ERA Architects notes that Ken Soble Tower "demonstrates passive resilience to extreme conditions: In case of failure of active systems, the building will stay warm in winter for up to two days (compared to 2 hours in a typical building) and below dangerous heat levels in summer for up to four days (compared to half a day in a typical building)".

Overall, Ken Soble Tower will now provide residents with improved comfort and control of their indoor environments while substantially reducing energy demand. At its peak, the total energy needed to heat or cool each unit will be equal to the energy needed to run 3 incandescent light bulbs (100W). The retrofit now positions Ken Soble Tower as a true asset as well as a proud and prominent landmark in Hamilton's waterfront—fitting, as it now stands as one of the world's largest EnerPHit certified projects.



### Looking to Italy for inspiration: 110 percent grant for renovation

In Italy, the 110 percent 'superbonus' was announced on May 26, 2020. The scheme is Italy's way to encourage families to upgrade their own living conditions - and in turn, make use of the EU incentives. To qualify for this exceptional bonus, the renovation must improve the energy efficiency of the building securing a jump of at least two energy classes - and increase the building's resilience to earthquakes.

#### The scheme in Italy aims to:

- 1. Increase the energy efficiency of buildings
- 2. Make buildings more resilient to earthquakes
- 3. Install more solar-powered systems

To make it crystal clear, ROCKWOOL Italy shared some real results from energy efficiency simulations based on a variety of buildings that represented typical residential scenarios.

### The multi-unit building case

The simulations took place in a total of 12 buildings, with each building originally rated as energy class F or G. The buildings hosted between six to 84 apartments. In each case, the simulation took into account:

- 1. The condition of the building before the renovation
- 2. The renovation that took place, such as envelope insulation, replacement of windows or the replacement of the heating system
- 3. The average results obtained, both the energy saving and energy rating jump

## energy savings by insulating the building envelope

### Characteristics of the buildings before renovation:

- Insulation: non-insulated brick walls (thermal transmittance between 1.5 and 0.8 W / m<sup>2</sup>K), non-insulated floors and roofs
- Doors and windows: medium level windows (thermal transmittance Uw between 3.5 and 3 W / m<sup>2</sup>K)
- Systems: central heating and hot water

| Renovation   | Results  |  |  |  |
|--|--|--|--|--|
| Insulation of the building envelope  |  |  |  |  |
| <ul> <li>1 wall thermal transmittance: U = 0.18 W / m²K</li> <li>Thermal transmittance cover: U = 0.16 W / m²K</li> <li>Optimisation of thermal bridges</li> <li>Renovation area:&gt; 40%</li> </ul> | <ul><li>Energy savings: 57%</li><li>Average energy class jump: 2.1</li></ul>     |  |  |  |
| Insulation and windows upgrades  |  |  |  |  |
| ■ Thermal transmittance of windows:<br>Uw = 1.3 W / m²K + Solar factor ggl = 0.6   | <ul><li>■ Energy savings: 66%</li><li>■ Average energy class jump: 3.1</li></ul> |  |  |  |
| Insulation, windows and heating/cooling system   |  |  |  |  |
| ■ Condensing boiler  | <ul><li>Energy saving: 74%</li><li>Average energy class jump: 4</li></ul>        |  |  |  |

The data is sourced from the study carried out by ANIT (National Association for Thermal and Acoustic Insulation).

### The single-family home case

The simulations focused on single-family bungalows with attics and without underfloor heating, rated in energy classes G and F. In each case, the simulation took into account:

- 1. The condition of the building before the renovation
- 2. The renovations carried out
- 3. The average results, both the energy saving and energy rating jump

### Characteristics of the single-family homes before renovation:

- Insulation: 35cm non-insulated brick walls (thermal transmittance  $U = 0.87 \text{ W} / \text{m}^2\text{K}$ ), non-insulated masonry floors (thermal transmittance  $U = 1.32W / m^2K$ )
- Windows and doors: double-glazed windows (thermal transmittance  $Uw = 3.12 W / m^2 K$ )
- Systems: heating and hot water production by gas generator, with traditional combined / optional boiler split for cooling.



| Renovation   | Results  |
|--|--|
| Insulation of the building envelope  |  |
| <ul> <li>1 wall thermal transmittance: U = 0.22 W / m²K</li> <li>Attic thermal transmittance: U = 0.22 W / m²K</li> <li>Optimisation of thermal bridges</li> <li>Renovation area:&gt; 37%</li> </ul> | <ul><li>Energy savings: 51%</li><li>Average energy class jump: 2</li></ul>   |
| Insulation and heating systems   |  |
| Condensing boiler  | <ul><li>Energy savings: 69.3%</li><li>Average energy class jump: 3</li></ul> |
| Insulation, heat pump and solar panels   |  |
| <ul><li>Heat pump</li><li>Photovoltaic system</li></ul>  | ■ Average energy class jump: >4  |

The data is sourced from the study carried out by ANIT (National Association for Thermal and Acoustic Insulation).

The results are impressive – but perhaps most noteworthy is the fact that insulating the building envelope alone has such a significant impact. In both the multi-unit and single homes cases, the buildings jumped two energy classes and a better energy class means an instant increase in the value of the space. With energy savings of 57 percent for the multi-unit building and 51 percent for the single-family home, it's not difficult to understand that a one-time expense is repaid through instant and substantial energy savings.



### The time for renovation in **North America is NOW!**

Considering the current subsidies available, coupled with the fact that renovation is the most effective way to upgrade our living conditions and meet our climate goals, it's the right time to act and start future proofing our homes.

Within the EU, 35 percent of the buildings are over 50 years old11. This indicates that the renovation potential of buildings in the EU is vast – up to 110 million buildings could be in need of renovation<sup>12</sup>.

In short, renovation is an excellent way to improve our homes, to build a more resilient and healthier society, all while achieving climate goals and

boosting the local economy. Renovating with stone wool from ROCKWOOL brings even more benefits: greater fire resilience, soundproofing, resistance to damp, and it is more durable and completely recyclable. ROCKWOOL insulation is the sustainable way to make an impact on the challenges of climate change, urbanisation, improving people's health and quality of life, and resource scarcity.

<sup>11</sup> https://ec.europa.eu/energy/en/topics/energy-efficiency/buildings

<sup>12</sup> Loebel, O., 2016. Opportunities and Challenges in Existing Buildings, the Renovate Europe Campaign, Advancements for Metal Buildings Congress, Ljubljana 22nd October 2016.

### Some programs and incentives to get you started

While federal programs do exist, here are some state-level initiatives you can tap into in your area. Simply click a program name below to find out more about what each program has to offer!

All programming has be sourced through DSIRE® which is operated by NC Clean Energy Technology Center. Please visit their website for more information on programs in your state.

| State | Program  | Туре                        |
|-------|--|-----------------------------|
| AK    | Weatherization Program   | Grant Program               |
| AL    | South Alabama Electric Cooperative - Residential Energy Efficiency Loan<br>Program   | Loan Program                |
| AL    | Central Alabama Electric Cooperative - Residential Energy Efficiency<br>Loan Program | Loan Program                |
| AL    | Local Government Energy Loan Program   | Loan Program                |
| AL    | AlabamaSAVES Revolving Loan Program  | Loan Program                |
| AL    | AlabamaWISE Home Energy Program  | Loan Program                |
| AL    | Local Option - Property Assessed Clean Energy Financing                              | PACE Financing              |
| AR    | Local Option- Energy Efficiency Project Bonds  | Bond Program                |
| AR    | Local Option- Residential Energy Efficiency Loan Loss Reserve Program                | Loan Program                |
| AR    | Sustainable Building Design Revolving Loan Fund                                      | Loan Program                |
| AR    | First Electric Cooperative - Home Improvement Loans                                  | Loan Program                |
| AR    | Entergy Arkansas - Small Business Energy Efficiency Programs                         | Rebate Program              |
| AR    | Entergy Arkansas - Commercial and Industrial Energy Efficiency<br>Programs           | Rebate Program              |
| AR    | Arkansas Oklahoma Gas - Residential Rebate Program                                   | Rebate Program              |
| AR    | AEP SWEPCO - Residential Energy Efficiency Rebate Program                            | Rebate Program              |
| AR    | Entergy Arkansas - Residential Energy Efficiency Programs                            | Rebate Program              |
| AZ    | City of Scottsdale - Green Building Incentives                                       | Green Building<br>Incentive |
| AZ    | Sulphur Springs Valley EC - Residential Energy Efficiency Loan Program               | Loan Program                |
| AZ    | APS - Residential Energy Efficiency Rebate Program                                   | Rebate Program              |
| AZ    | APS - Multifamily Energy Efficiency Program  | Rebate Program              |
|       |  |                             |

| State | Program   | Туре           |
|-------|---|----------------|
| CA    | Burbank Water & Power - Business Bucks Energy Efficiency Grant<br>Program   | Grant Program  |
| CA    | Energy Efficiency Financing for Public Sector Projects  | Loan Program   |
| CA    | Western Riverside Council of Governments - Home Energy Renovation<br>Opportunity 'HERO' Financing Program   | PACE Financing |
| CA    | City of San Francisco - GreenFinanceSF  | PACE Financing |
| CA    | Western Riverside Council of Governments - Large Commercial PACE  | PACE Financing |
| CA    | CaliforniaFIRST   | PACE Financing |
| CA    | California Enterprise Development Authority - Figtree PACE - Statewide PACE Program   | PACE Financing |
| CA    | Sonoma County - Energy Independence Program   | PACE Financing |
| CA    | IID Energy - Residential Energy Efficiency Rebate Program   | Rebate Program |
| CA    | PG&E - Multi-Family Residential Energy Efficiency Rebate Program  | Rebate Program |
| CA    | SoCalGas - Residential Energy Efficiency Rebate Programs  | Rebate Program |
| CA    | SoCalGas - Multi-Family Residential Rebate Program  | Rebate Program |
| CA    | SCE - Non-Residential Energy Efficiency Programs  | Rebate Program |
| CA    | Riverside Public Utilities - Commercial Energy Efficiency Rebate Program  | Rebate Program |
| CA    | Riverside Public Utilities - Residential Energy Efficiency Rebate Program   | Rebate Program |
| CA    | Redding Electric - Residential Energy Efficiency Rebate Program   | Rebate Program |
| CA    | Pasadena Water and Power - Residential Energy Efficiency Rebate<br>Program  | Rebate Program |
| CA    | Savings by Design - Offered by six Utilities(https://programs.dsireusa.org/system/program/detail/1455/savings-by-design-offered-by-six-utilities) | Rebate Program |
| CA    | Modesto Irrigation District - Residential Energy Efficiency Rebate<br>Program   | Rebate Program |
| CA    | Plumas-Sierra REC - Residential Energy Efficiency Rebate Program  | Rebate Program |
| CA    | Lodi Electric Utility - Residential Energy Efficiency Rebate Program  | Rebate Program |
| CA    | Burbank Water & Power - Residential Energy Efficiency Rebate Program  | Rebate Program |
| CA    | City of Palo Alto Utilities - Residential Energy Efficiency Rebate Program  | Rebate Program |
| CA    | Pacific Power - Residential Energy Efficiency Rebate Programs   | Rebate Program |
| CA    | Pacific Power - wattsmart Business  | Rebate Program |
| CA    | Energy Upgrade California   | Rebate Program |
| CO    | City and County of Denver - Elevations Energy Loans   | Loan Program   |
| CO    | Boulder County - Elevations Energy Loans  | Loan Program   |
|       |   |                |

|    | Program  | Туре           |
|----|--|----------------|
| CO | Fort Collins Utilities - Home Efficiency Loan Program  | Loan Program   |
| CO | Residential Energy Upgrade 'RENU' Loan Program   | Loan Program   |
| CO | Renewable Energy and Energy Efficiency for Schools Loan                                      | Loan Program   |
| CO | Eagle, Garfield, Gunnison, Lake, and Pitkin Counties - Energy Smart<br>Colorado Loan Program | Loan Program   |
| CO | C-PACE: Colorado Commercial Property Assessed Clean Energy                                   | PACE Financing |
| CO | Summit County - Energy Smart Colorado Energy Efficiency Rebate<br>Program                    | Rebate Program |
| CO | Delta-Montrose Electric Association - Residential Weatherization Rebate<br>Program           | Rebate Program |
| CO | Efficiency Works - Business Energy Efficiency Rebate Program - Offered by 4 Utilities        | Rebate Program |
| CO | Efficiency Works - Residential Energy Efficiency Rebate Program -<br>Offered by 4 Utilities  | Rebate Program |
| CO | Colorado Springs Utilities - Residential Energy Efficiency Rebate<br>Program                 | Rebate Program |
| CO | Black Hills Energy - Electric - Residential Energy Efficiency Program                        | Rebate Program |
| CO | Black Hills Energy - Gas - Residential Energy Efficiency Program                             | Rebate Program |
| CO | Xcel Energy - Residential Energy Efficiency Rebate Programs                                  | Rebate Program |
| CO | Xcel Energy - Home Performance with ENERGY STAR  | Rebate Program |
| CO | San Miguel Power Association - Energy Efficiency Rebate Program                              | Rebate Program |
| CO | San Isabel Electric Association - Residential Energy Efficiency Rebate<br>Program            | Rebate Program |
| CO | Southeast Colorado Power Association - Energy Efficiency Rebate<br>Program                   | Rebate Program |
| CO | Atmos Energy - Gas - Energy Efficiency Rebate Program  | Rebate Program |
| CO | Colorado Natural Gas - Energy Efficiency Rebate Program                                      | Rebate Program |
| CO | City of Aspen - Residential Energy Efficiency Rebate Program                                 | Rebate Program |
| CO | Holy Cross Energy - Residential Energy Efficiency Rebate Program                             | Rebate Program |
| CO | Boulder County - EnergySmart Residential Energy Efficiency Rebate<br>Program                 | Rebate Program |
| CO | Eagle County - Energy Smart Colorado Energy Efficiency Rebate<br>Program                     | Rebate Program |
| CO | Lake County - Energy Smart Colorado Energy Efficiency Rebate<br>Program                      | Rebate Program |
| CO | Roaring Fork Valley - Energy Smart Colorado Energy Efficiency Rebate<br>Program              | Rebate Program |

| State | Program  | Туре                |
|-------|--|---------------------|
| CO    | Gunnison County - Energy Smart Colorado Energy Efficiency Rebate<br>Program                | Rebate Program      |
| СТ    | Home Energy Solutions Loan Program   | Loan Program        |
| СТ    | Multifamily Energy Conservation Loan Program   | Loan Program        |
| СТ    | Local Option - Commercial PACE Financing   | PACE Financing      |
| СТ    | Local Option - Residential Sustainable Energy Program                                      | PACE Financing      |
| СТ    | Groton Utilities - Residential Energy Efficiency Rebate Program                            | Rebate Program      |
| СТ    | Sales and Use Tax Exemption for Energy-Efficient Products                                  | Sales Tax Incentive |
| DC    | Property Assessed Clean Energy Financing   | PACE Financing      |
| DE    | Sustainable Energy Utility 'SEU' – Energize Delaware Farm Grant<br>Program                 | Grant Program       |
| DE    | Sustainable Energy Utility 'SEU' - Energize Delaware Farm Loan Program                     | Loan Program        |
| DE    | Sustainable Energy Utility 'SEU' - Home Performance with ENERGY STAR                       | Rebate Program      |
| FL    | City of Tallahassee Utilities - Grant Programs   | Grant Program       |
| FL    | Lakeland Electric - Residential Energy Efficiency Loan Program                             | Loan Program        |
| FL    | Clay Electric Cooperative, Inc - Energy Conservation Loans                                 | Loan Program        |
| FL    | City of Tallahassee Utilities - Efficiency Loans   | Loan Program        |
| FL    | Solar and Energy Loan Fund 'SELF'  | Loan Program        |
| FL    | Miami-Dade County - Green Corridor Property Assessed Clean Energy<br>District              | PACE Financing      |
| FL    | Local Option - Special Districts   | PACE Financing      |
| FL    | Duke Energy Florida - Commercial Energy Efficiency Rebate Program                          | Rebate Program      |
| FL    | Duke Energy Florida - Home Energy Check Audit and Rebate Program                           | Rebate Program      |
| FL    | Orlando Utilities Commission - Residential Energy Efficiency Rebate<br>Program             | Rebate Program      |
| FL    | Orlando Utilities Commission - Commercial Energy Efficiency Rebate<br>Program              | Rebate Program      |
| FL    | Kissimmee Utility Authority - Residential & Commercial Energy Efficiency<br>Rebate Program | Rebate Program      |
| FL    | Tampa Electric - Commercial Energy Efficiency Rebate Programs                              | Rebate Program      |
| FL    | Tampa Electric - Residential Energy Efficiency Rebate Program                              | Rebate Program      |
| FL    | JEA - Residential Energy Efficiency Rebate Program   | Rebate Program      |
| FL    | Fort Pierce Utilities Authority - Residential Energy Efficiency Rebate<br>Program          | Rebate Program      |

| State | Program   | Туре                                     |
|-------|---|--|
| FL    | Clay Electric Cooperative, Inc - Energy Smart Energy Efficiency Rebate<br>Program         | Rebate Program                           |
| FL    | Ocala Utility Services - Energy Efficiency Rebate Program                                 | Rebate Program                           |
| FL    | Beaches Energy Services - Residential Energy Efficiency Rebate Program                    | Rebate Program                           |
| FL    | Florida Keys Electric Cooperative - Residential Rebate Program                            | Rebate Program                           |
| FL    | City of Tallahassee Utilities - Residential Energy Efficiency Rebate<br>Program           | Rebate Program                           |
| FL    | New Smyrna Beach - Residential Energy Efficiency Rebate Program                           | Rebate Program                           |
| FL    | New Smyrna Beach - Commercial Energy Efficiency Rebate Program                            | Rebate Program                           |
| FL    | City of Winter Park Energy Conservation Rebate Program                                    | Rebate Program                           |
| GA    | Georgia Interfaith Power and Light - Energy Improvement Grants                            | Grant Program                            |
| GA    | Grants to Green Program   | Grant Program                            |
| GA    | Satilla REMC - HomePlus Loan Program  | Loan Program                             |
| GA    | Jackson EMC - Residential Energy Efficiency HomePlus Loan Program                         | Loan Program                             |
| GA    | Coweta-Fayette EMC - Home Plus Energy Efficiency Loan Program                             | Loan Program                             |
| GA    | Central Georgia EMC - Residential Energy Efficiency Home Plus Loan<br>Program             | Loan Program                             |
| GA    | Georgia Green Loans Save & Sustain Program  | Other Incentive                          |
| GA    | Diverse Power - Energy Efficient Existing Homes Rebate Program                            | Rebate Program                           |
| GA    | Sawnee EMC - Residential Energy Efficiency Rebate Program                                 | Rebate Program                           |
| GA    | Jackson EMC - Residential Energy Efficiency Rebate Program                                | Rebate Program                           |
| GA    | Blue Ridge Mountain Electric Membership Corporation - Energy<br>Efficiency Rebate Program | Rebate Program                           |
| GA    | Coweta-Fayette EMC - Residential Energy Efficiency Rebate Program                         | Rebate Program                           |
| HI    | Renewables and Efficiency in State Facilities & Operations                                | Energy Standards for<br>Public Buildings |
| IA    | IADG Energy Bank Revolving Loan Program   | Loan Program                             |
| IA    | Waverly Light & Power - Residential Energy Efficiency Rebates                             | Rebate Program                           |
| IA    | Black Hills Energy - Gas - Commercial Energy Efficiency Rebate<br>Programs                | Rebate Program                           |
| IA    | Black Hills Energy - Gas - Residential Energy Efficiency Rebate Programs                  | Rebate Program                           |
| IA    | Cedar Falls Utilities - Commercial Energy Efficiency Rebate Program                       | Rebate Program                           |
| IA    | Cedar Falls Utilities - Residential Energy Efficiency Rebate Program                      | Rebate Program                           |
| IA    | Cedar Falls Utilities - Residential New Construction Program                              | Rebate Program                           |
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| State | Program  | Туре                      |
|-------|--|---------------------------|
| IA    | Residential Energy Efficiency Rebate - Offered by 18 Utilities                                     | Rebate Program            |
| IA    | Business Energy Efficiency Rebate - Offered by 18 Utilities  | Rebate Program            |
| IA    | Farmers Electric Cooperative - Kalona - Residential Energy Efficiency<br>Grant Program             | Rebate Program            |
| ID    | Idaho Falls Power - Commercial Energy Conservation Loan Program                                    | Loan Program              |
| ID    | Idaho Falls Power - Residential Energy Efficiency Loan Program                                     | Loan Program              |
| ID    | Low-Interest Energy Loan Programs  | Loan Program              |
| ID    | Income Tax Deduction for Energy Efficiency Upgrades  | Personal Tax<br>Deduction |
| ID    | Rocky Mountain Power - wattsmart Residential Efficiency Program                                    | Rebate Program            |
| ID    | Idaho Falls Power - Commercial Energy Conservation Rebate Program                                  | Rebate Program            |
| ID    | Idaho Falls Power - Residential Energy Efficiency Rebate Program                                   | Rebate Program            |
| ID    | Avista Utilities - Electric - Residential Energy Efficiency Rebate Programs                        | Rebate Program            |
| ID    | Avista Utilities - Electric - Commercial Energy Efficiency Incentives<br>Program                   | Rebate Program            |
| ID    | Idaho Power - Easy Upgrades for Simple Retrofits Rebate Program                                    | Rebate Program            |
| ID    | Idaho Power - Residential Energy Efficiency Rebate Programs  | Rebate Program            |
| ID    | Questar Gas - Commercial Energy Efficiency Rebate Program  | Rebate Program            |
| ID    | Questar Gas - Residential Energy Efficiency Rebate Programs  | Rebate Program            |
| ID    | Rocky Mountain Power - wattsmart Business Program  | Rebate Program            |
| IL    | Renewable Energy and Energy Efficiency Project Financing   | Bond Program              |
| IL    | Efficient Housing Construction Grant   | Grant Program             |
| IL    | Public Sector New Construction and Retrofit Program  | Grant Program             |
| IL    | Efficient Living Energy Grant  | Grant Program             |
| IL    | Residential On-Bill Financing Programs - Nicor Gas, North Shore Gas, Peoples Gas, Ameren and ComEd | Loan Program              |
| IL    | Energy Efficiency Trust Fund   | Public Benefits Fund      |
| IL    | Ameren Illinois - Electric & Gas - Multi-Family Properties Energy<br>Efficiency Incentives         | Rebate Program            |
| IL    | Nicor Gas - Residential Energy Efficiency Rebates  | Rebate Program            |
| IL    | Illinois Municipal Electric Agency - Electric Efficiency Program                                   | Rebate Program            |
| IL    | North Shore Gas - Residential Rebate Program   | Rebate Program            |
| IL    | MidAmerican Energy - Electric - Commercial EnergyAdvantage Rebate<br>Program                       | Rebate Program            |

| State | Program  | Туре                      |
|-------|--|---------------------------|
| IL    | Peoples Gas - Residential Rebate Program   | Rebate Program            |
| IN    | Community Conservation Challenge   | Grant Program             |
| IN    | Income Tax Deduction for the Installation of Building Insulation   | Personal Tax<br>Deduction |
| IN    | Vectren Energy Delivery of Indiana - Residential Energy Efficiency<br>Rebates  | Rebate Program            |
| IN    | Southeastern Indiana REMC - Residential Energy Efficiency Rebate<br>Program  | Rebate Program            |
| IN    | Duke Energy - Residential and Builder Energy Efficiency Rebate<br>Program  | Rebate Program            |
| IN    | Vectren Energy Delivery of Indiana - Electric - Commercial New<br>Construction Rebates                               | Rebate Program            |
| KS    | Midwest Energy - Gas and Electric - How\$mart Energy Efficiency<br>Finance Program                                   | Loan Program              |
| KY    | On-Farm Energy Efficiency & Production Grants  | Grant Program             |
| KY    | Mountain Association for Community Economic Development -<br>How\$martKY On-Bill Financing Energy Efficiency Program | Loan Program              |
| KY    | Energy Efficiency Tax Credits - Personal   | Personal Tax Credit       |
| KY    | Kentucky Power - Targeted Energy Efficiency Program  | Rebate Program            |
| KY    | Farmers RECC - Residential Energy Efficiency Rebate Program  | Rebate Program            |
| KY    | Cumberland Valley Electric Cooperative - Energy Efficiency and<br>Renewable Energy Program                           | Rebate Program            |
| KY    | Taylor County RECC - Residential Energy Efficiency Rebate Program  | Rebate Program            |
| KY    | Inter-County Energy Efficiency Program   | Rebate Program            |
| KY    | Owen Electric - Residential Energy Efficiency Rebate Program   | Rebate Program            |
| KY    | Nolin RECC - Residential Energy Efficiency Rebate Program  | Rebate Program            |
| KY    | Jackson Energy Cooperative - Residential Energy Efficiency Rebate<br>Programs  | Rebate Program            |
| KY    | Clark Energy - Residential Energy Efficiency Rebate Programs   | Rebate Program            |
| KY    | Blue Grass Energy - Residential Energy Efficiency Rebate Program   | Rebate Program            |
| KY    | Grayson Rural Electric Cooperative - Residential Energy Efficiency<br>Rebate Program                                 | Rebate Program            |
| KY    | South Kentucky RECC - Residential Energy Efficiency Rebate Program   | Rebate Program            |
| KY    | Duke Energy - Residential Efficiency Rebate Program  | Rebate Program            |
| LA    | Home Energy Loan Program 'HELP'  | Loan Program              |
| LA    | Cleco- Residential Energy Efficiency Program   | Rebate Program            |
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| State | Program   | Туре                   |
|-------|---|------------------------|
| LA    | Cleco- Commercial and Industrial Energy Efficiency Program                                | Rebate Program         |
| LA    | AEP - SWEPCO - Residential Energy Efficiency Program                                      | Rebate Program         |
| LA    | AEP - SWEPCO - Commercial and Industrial Energy Efficiency Program                        | Rebate Program         |
| LA    | New Orleans City - Energy Smart Program   | Rebate Program         |
| LA    | Cleco Power - Power Miser New Home Program  | Utility Rate Discount  |
| MA    | Holyoke Gas & Electric - Residential Energy Conservation Loan Program                     | Loan Program           |
| MA    | Holyoke Gas & Electric - Commercial Energy Conservation Loan<br>Program                   | Loan Program           |
| MA    | Mass Save - HEAT Loan Program   | Loan Program           |
| MA    | Local Option - Commercial PACE Financing  | PACE Financing         |
| MA    | Cape Light Compact- Residential Energy Efficiency Rebate Program                          | Rebate Program         |
| MA    | Mass Save - Electric - Residential Energy Efficiency Programs                             | Rebate Program         |
| MA    | Concord Municipal Light Plant - Residential Energy Efficiency Rebate<br>Program           | Rebate Program         |
| MA    | Wakefield Municipal Gas & Light Department - Residential Conservation<br>Services Program | Rebate Program         |
| MA    | MuniHELPS - Offered by 17 Utilities through the MMWEC                                     | Rebate Program         |
| MA    | Mass Save - Small Business Direct Install Program   | Rebate Program         |
| MA    | Taunton Municipal Lighting Plant - Residential and Non-Profit<br>Weatherization Program   | Rebate Program         |
| MA    | Cape Light Compact - Commercial Energy Efficiency Rebate Program                          | Rebate Program         |
| MD    | Maryland Smart Energy Communities Grant   | Grant Program          |
| MD    | Low-to-Moderate Income Energy Efficiency Grant  | Grant Program          |
| MD    | MEA- Data Center Energy Efficiency Grant Program  | Grant Program          |
| MD    | Mathias Agricultural Energy Efficiency Grant program                                      | Grant Program          |
| MD    | Commercial and Industrial Grant Program   | Grant Program          |
| MD    | DHCD- Multifamily Energy Efficiency and Housing Affordability Program                     | Loan Program           |
| MD    | MARBIDCO Rural Business Energy Efficiency Improvement Loan Fund                           | Loan Program           |
| MD    | Be SMART Home Energy Loan Program   | Loan Program           |
| MD    | Montgomery County - Residential Energy Conservation Property Tax<br>Credit                | Property Tax Incentive |
| MD    | EmPOWER Maryland Low Income Energy Efficiency Program                                     | Rebate Program         |
| MD    | SMECO - Residential Energy Efficiency Rebate Program                                      | Rebate Program         |
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| MD         Delmarva Power - Home Performance with ENERGY STAR Incentive Program         Rebate Program           MD         PEPCO - Home Performance with ENERGY STAR Incentive Program         Rebate Program           MD         SMECO-Small Business/Non-Profit Solutions         Rebate Program           ME         Efficiency Maine - Home Energy Loans         Loan Program           ME         Local Option - Property Assessed Clean Energy         PACE Financing           ME         Efficiency Maine Residential Home Energy Savings Program         Rebate Program           MI         Energy Efficiency Grants         Grant Program           MI         Michigan Saves - Business Energy Financing         Loan Program           MI         Michigan Saves - Home Energy Loan Program         Loan Program           MI         City of Ann Arbor - PACE Financing         PACE Financing           MI         City of Ann Arbor - PACE Financing         PACE Financing           MI         Loal Option - Property Assessed Clean Energy         PACE Financing           MI         Energy Optimization - Electric - Residential Efficiency Program         Rebate Program           MI         Energy Optimization - Electric - Residential Energy Efficiency Program         Rebate Program           MI         Consumers Energy - Electric - Residential Energy Efficiency Program         Rebate Program  | State | Program   | Туре           |
|--|-------|---|----------------|
| MD SMECO- Small Business/Non-Profit Solutions Rebate Program ME Efficiency Maine - Home Energy Loans Loan Program ME Local Option - Property Assessed Clean Energy PACE Financing ME Efficiency Maine Residential Home Energy Savings Program Rebate Program MI Energy Efficiency Grants Grant Program MI Michigan Saves - Business Energy Financing Loan Program MI Michigan Saves - Home Energy Loan Program Loan Program MI Lean and Green Michigan PACE PACE Financing MI City of Ann Arbor - PACE Financing MI City of Ann Arbor - PACE Financing MI Efficiency United - Gas - Residential Efficiency Program Rebate Program MI Energy Optimization - Electric - Residential Efficiency Program Rebate Program MI Energy - Electric - Commercial and Industrial Energy Efficiency Program MI Consumers Energy - Electric - Residential Energy Efficiency Program Rebate Program MI Efficiency United - Gas - Residential Energy Efficiency Program Rebate Program MI Consumers Energy - Electric - Residential Energy Efficiency Program Rebate Program MI Consumers Energy - Gas - Residential Energy Efficiency Program Rebate Program MI Consumers Energy - Gas - Residential Energy Efficiency Program Rebate Program MI Consumers Energy - Gas - Commercial Efficiency Program Rebate Program MI Consumers Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Electric - Residential Energy Efficiency Program Rebate Program MI DTE Energy - Electric - Residential | MD    |   | Rebate Program |
| ME Efficiency Maine - Home Energy Loans  ME Local Option - Property Assessed Clean Energy  ME Efficiency Maine Residential Home Energy Savings Program  ME Efficiency Grants  MI Energy Efficiency Grants  MI Michigan Saves - Business Energy Financing  MI Michigan Saves - Business Energy Financing  MI Michigan Saves - Home Energy Loan Program  MI Lean and Green Michigan PACE  PACE Financing  MI City of Ann Arbor - PACE Financing  MI Local Option - Property Assessed Clean Energy  MI Efficiency United - Gas - Residential Efficiency Program  MI Energy Optimization - Electric - Residential Efficiency Program  MI Energy - Electric - Commercial and Industrial Energy Efficiency  Program  MI Consumers Energy - Electric - Residential Energy Efficiency Program  MI Efficiency United - Gas - Commercial Efficiency Program  MI Consumers Energy - Electric - Residential Energy Efficiency Program  MI Efficiency United - Gas - Commercial Energy Efficiency Program  MI Efficiency United - Gas - Commercial Energy Efficiency Program  MI Consumers Energy - Gas - Residential Energy Efficiency Program  MI Consumers Energy - Gas - Residential Energy Efficiency Program  MI Consumers Energy - Gas - Commercial Energy Efficiency Program  MI DTE Energy - Gas - Commercial Energy Efficiency Program  Rebate Program  MI DTE Energy - Gas - Commercial Energy Efficiency Program  Rebate Program  MI DTE Energy - Gas - Commercial Energy Efficiency Program  Rebate Program  MI DTE Energy - Gas - Commercial Energy Efficiency Program  Rebate Program  MI DTE Energy - Flectric - Residential Energy Efficiency Program  Rebate Program  MI DTE Energy - Electric - Residential Energy Efficiency Program  Rebate Program  MN Stearns Electric - Residential Energy Efficiency Program  Ann Duluth Comfort Systems - Residential Energy Efficiency Loan Program  MN Stearns Electric Association - Energy Efficiency Loan Program  MN Stearns Electric Association - Energy Efficiency Loan Program  MN Home Energy Loan Program  Loan Program   | MD    | PEPCO - Home Performance with ENERGY STAR Incentive Program         | Rebate Program |
| ME       Local Option - Property Assessed Clean Energy       PACE Financing         ME       Efficiency Maine Residential Home Energy Savings Program       Rebate Program         MI       Energy Efficiency Grants       Grant Program         MI       Michigan Saves - Business Energy Financing       Loan Program         MI       Michigan Saves - Home Energy Loan Program       Loan Program         MI       Lean and Green Michigan PACE       PACE Financing         MI       City of Ann Arbor - PACE Financing       PACE Financing         MI       Local Option - Property Assessed Clean Energy       PACE Financing         MI       Efficiency United - Gas - Residential Efficiency Program       Rebate Program         MI       Energy Optimization - Electric - Residential Efficiency Program       Rebate Program         MI       Consumers Energy - Electric - Commercial and Industrial Energy Efficiency Program       Rebate Program         MI       Consumers Energy - Electric - Residential Energy Efficiency Program       Rebate Program         MI       Consumers Energy - Gas - Residential Energy Efficiency Program       Rebate Program         MI       Consumers Energy - Gas - Commercial Energy Efficiency Program       Rebate Program         MI       Consumers Energy - Gas - Commercial Energy Efficiency Program       Rebate Program         MI   | MD    | SMECO- Small Business/Non-Profit Solutions                          | Rebate Program |
| MEEfficiency Maine Residential Home Energy Savings ProgramRebate ProgramMIEnergy Efficiency GrantsGrant ProgramMIMichigan Saves - Business Energy FinancingLoan ProgramMIMichigan Saves - Home Energy Loan ProgramLoan ProgramMILean and Green Michigan PACEPACE FinancingMICity of Ann Arbor - PACE FinancingPACE FinancingMILocal Option - Property Assessed Clean EnergyPACE FinancingMIEfficiency United - Gas - Residential Efficiency ProgramRebate ProgramMIEnergy Optimization - Electric - Residential Efficiency ProgramRebate ProgramMIDTE Energy - Electric - Commercial and Industrial Energy Efficiency<br>ProgramRebate ProgramMIConsumers Energy - Electric - Residential Energy Efficiency ProgramRebate ProgramMIEfficiency United - Gas - Commercial Efficiency ProgramRebate ProgramMIConsumers Energy - Gas - Residential Energy Efficiency ProgramRebate ProgramMILansing Board of Water & Light - Hometown Energy Savers Residential<br>RebatesRebate ProgramMIConsumers Energy - Gas - Commercial Energy Efficiency ProgramRebate ProgramMIDTE Energy - Gas - Commercial and Industrial Energy Efficiency<br>ProgramRebate ProgramMIDTE Energy - Electric - Residential Energy Efficiency ProgramRebate ProgramMNOtter Tail Power Company - Commercial & Industrial Energy Efficiency<br>Grant ProgramGrant ProgramMNDuluth Comfort Systems - Residential Energy Efficiency Loan Program   | ME    | Efficiency Maine - Home Energy Loans                                | Loan Program   |
| MIEnergy Efficiency GrantsGrant ProgramMIMichigan Saves - Business Energy FinancingLoan ProgramMIMichigan Saves - Home Energy Loan ProgramLoan ProgramMILean and Green Michigan PACEPACE FinancingMICity of Ann Arbor - PACE FinancingPACE FinancingMILocal Option - Property Assessed Clean EnergyPACE FinancingMIEfficiency United - Gas - Residential Efficiency ProgramRebate ProgramMIEnergy Optimization - Electric - Residential Efficiency ProgramRebate ProgramMIDTE Energy - Electric - Commercial and Industrial Energy Efficiency<br>ProgramRebate ProgramMIConsumers Energy - Electric - Residential Energy Efficiency ProgramRebate ProgramMIConsumers Energy - Gas - Commercial Efficiency ProgramRebate ProgramMIConsumers Energy - Gas - Residential Energy Efficiency ProgramRebate ProgramMILansing Board of Water & Light - Hometown Energy Savers Residential<br>RebatesRebate ProgramMIConsumers Energy - Gas - Commercial Energy Efficiency ProgramRebate ProgramMIDTE Energy - Gas - Commercial and Industrial Energy Efficiency<br>ProgramRebate ProgramMIDTE Energy - Electric - Residential Energy Efficiency ProgramRebate ProgramMNOtter Tail Power Company - Commercial & Industrial Energy Efficiency<br>Grant ProgramGrant ProgramMNDuluth Comfort Systems - Residential Energy Efficiency Loan ProgramLoan ProgramMNHome Energy Loan ProgramLoan ProgramMN <td>ME</td> <td>Local Option - Property Assessed Clean Energy</td> <td>PACE Financing</td>   | ME    | Local Option - Property Assessed Clean Energy                       | PACE Financing |
| MI       Michigan Saves - Business Energy Financing       Loan Program         MI       Michigan Saves - Home Energy Loan Program       Loan Program         MI       Lean and Green Michigan PACE       PACE Financing         MI       City of Ann Arbor - PACE Financing       PACE Financing         MI       Local Option - Property Assessed Clean Energy       PACE Financing         MI       Efficiency United - Gas - Residential Efficiency Program       Rebate Program         MI       Energy Optimization - Electric - Residential Efficiency Program       Rebate Program         MI       DTE Energy - Electric - Commercial and Industrial Energy Efficiency Program       Rebate Program         MI       Consumers Energy - Electric - Residential Energy Efficiency Program       Rebate Program         MI       Consumers Energy - Gas - Commercial Efficiency Program       Rebate Program         MI       Consumers Energy - Gas - Commercial Energy Efficiency Program       Rebate Program         MI       Consumers Energy - Gas - Commercial Energy Efficiency Program       Rebate Program         MI       DTE Energy - Gas - Commercial and Industrial Energy Efficiency Program       Rebate Program         MI       DTE Energy - Electric - Residential Energy Efficiency Program       Rebate Program         MN       Dte Energy - Electric - Residential Energy Efficiency Loan Program <td< td=""><td>ME</td><td>Efficiency Maine Residential Home Energy Savings Program</td><td>Rebate Program</td></td<>   | ME    | Efficiency Maine Residential Home Energy Savings Program            | Rebate Program |
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| MI Local Option - Property Assessed Clean Energy PACE Financing MI Efficiency United - Gas - Residential Efficiency Program Rebate Program MI Energy Optimization - Electric - Residential Efficiency Program Rebate Program MI DTE Energy - Electric - Commercial and Industrial Energy Efficiency Program Rebate Program MI Consumers Energy - Electric - Residential Energy Efficiency Program Rebate Program MI Efficiency United - Gas - Commercial Efficiency Program Rebate Program MI Consumers Energy - Gas - Residential Energy Efficiency Program Rebate Program MI Lansing Board of Water & Light - Hometown Energy Savers Residential Rebate Program Rebates MI Consumers Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial and Industrial Energy Efficiency Rebate Program MI DTE Energy - Gas - Commercial & Industrial Energy Efficiency Grant Program MN Otter Tail Power Company - Commercial & Industrial Energy Efficiency Grant Program MN Duluth Comfort Systems - Residential Energy Efficiency Loan Program MN Stearns Electric Association - Energy Efficiency Loan Program MN Home Energy Loan Program Loan Program MN Fix-Up Loan Loan Program  | MI    | Lean and Green Michigan PACE  | PACE Financing |
| MI Efficiency United - Gas - Residential Efficiency Program Rebate Program  MI Energy Optimization - Electric - Residential Efficiency Program Rebate Program  MI DTE Energy - Electric - Commercial and Industrial Energy Efficiency Program Rebate Program  MI Consumers Energy - Electric - Residential Energy Efficiency Program Rebate Program  MI Efficiency United - Gas - Commercial Efficiency Program Rebate Program  MI Consumers Energy - Gas - Residential Energy Efficiency Program Rebate Program  MI Lansing Board of Water & Light - Hometown Energy Savers Residential Rebate Program  MI Consumers Energy - Gas - Commercial Energy Efficiency Program Rebate Program  MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program  MI DTE Energy - Electric - Residential Energy Efficiency Program Rebate Program  MN Otter Tail Power Company - Commercial & Industrial Energy Efficiency Grant Program  MN Duluth Comfort Systems - Residential Energy Efficiency Loan Program Loan Program  MN Stearns Electric Association - Energy Efficiency Loan Program  MN Home Energy Loan Program  Loan Program  MN Fix-Up Loan Loan Program   | MI    | City of Ann Arbor - PACE Financing                                  | PACE Financing |
| MI Energy Optimization - Electric - Residential Efficiency Program Rebate Program MI DTE Energy - Electric - Commercial and Industrial Energy Efficiency Program MI Consumers Energy - Electric - Residential Energy Efficiency Program Rebate Program MI Efficiency United - Gas - Commercial Efficiency Program Rebate Program MI Consumers Energy - Gas - Residential Energy Efficiency Program Rebate Program MI Lansing Board of Water & Light - Hometown Energy Savers Residential Rebate Program Rebates MI Consumers Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program Program MI DTE Energy - Electric - Residential Energy Efficiency Program Rebate Program MN Otter Tail Power Company - Commercial & Industrial Energy Efficiency Grant Program MN Duluth Comfort Systems - Residential Energy Efficiency Loan Program MN Stearns Electric Association - Energy Efficiency Loan Program MN Home Energy Loan Program Loan Program MN Home Energy Loan Program Loan Program MN Fix-Up Loan   | MI    | Local Option - Property Assessed Clean Energy                       | PACE Financing |
| MI Consumers Energy - Electric - Residential Energy Efficiency Program Rebate Program MI Efficiency United - Gas - Commercial Efficiency Program Rebate Program MI Consumers Energy - Gas - Residential Energy Efficiency Program Rebate Program MI Lansing Board of Water & Light - Hometown Energy Savers Residential Rebate Program Rebates MI Consumers Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial and Industrial Energy Efficiency Program Rebate Program MI DTE Energy - Electric - Residential Energy Efficiency Program Rebate Program MN Otter Tail Power Company - Commercial & Industrial Energy Efficiency Grant Program MN Duluth Comfort Systems - Residential Energy Efficiency Loan Program MN Stearns Electric Association - Energy Efficiency Loan Program MN Home Energy Loan Program Loan Program MN Fix-Up Loan Loan Program   | MI    | Efficiency United - Gas - Residential Efficiency Program            | Rebate Program |
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| MI Lansing Board of Water & Light - Hometown Energy Savers Residential Rebate Program Rebates  MI Consumers Energy - Gas - Commercial Energy Efficiency Program Rebate Program MI DTE Energy - Gas - Commercial and Industrial Energy Efficiency Program Rebate Program MI DTE Energy - Electric - Residential Energy Efficiency Program Rebate Program MN Otter Tail Power Company - Commercial & Industrial Energy Efficiency Grant Program MN Duluth Comfort Systems - Residential Energy Efficiency Loan Program Loan Program MN Stearns Electric Association - Energy Efficiency Loan Program Loan Program MN Home Energy Loan Program Loan Program Loan Program MN Fix-Up Loan Program Loan Program Loan Program   | MI    | Efficiency United - Gas - Commercial Efficiency Program             | Rebate Program |
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| MN Otter Tail Power Company - Commercial & Industrial Energy Efficiency Grant Program  MN Duluth Comfort Systems - Residential Energy Efficiency Loan Program  MN Stearns Electric Association - Energy Efficiency Loan Program  MN Home Energy Loan Program  MN Fix-Up Loan  Loan Program   | MI    |   | Rebate Program |
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| MN Stearns Electric Association - Energy Efficiency Loan Program Loan Program  MN Home Energy Loan Program Loan Program  MN Fix-Up Loan Loan Program   | MN    |   | Grant Program  |
| MN Home Energy Loan Program Loan Program MN Fix-Up Loan Loan Program   | MN    | Duluth Comfort Systems - Residential Energy Efficiency Loan Program | Loan Program   |
| MN Fix-Up Loan Loan Program  | MN    | Stearns Electric Association - Energy Efficiency Loan Program       | Loan Program   |
|  | MN    | Home Energy Loan Program  | Loan Program   |
| MN Saint Paul Port Authority PACE Program PACE Financing   | MN    | Fix-Up Loan   | Loan Program   |
|  | MN    | Saint Paul Port Authority PACE Program                              | PACE Financing |

| State | Program  | Туре                       |
|-------|--|----------------------------|
| MN    | CenterPoint Energy - Gas - Residential Energy Efficiency Rebate<br>Program                       | Rebate Program             |
| MN    | Minnesota Energy Resources - Gas - Residential Energy Efficiency<br>Rebate Program               | Rebate Program             |
| MN    | Otter Tail Power Company - Residential Energy Efficiency Rebate<br>Program                       | Rebate Program             |
| MN    | Austin Utilities   | Rebate Program             |
| MN    | Minnkota Power Cooperative   | Rebate Program             |
| MN    | Owatonna Public Utilities - Residential Conserve and Save Rebate<br>Program                      | Rebate Program             |
| MN    | Minnesota Energy Resources - Gas - Commercial and Industrial Energy<br>Efficiency Rebate Program | Rebate Program             |
| MN    | Xcel Energy - Gas - Business Energy Efficiency Rebate Programs                                   | Rebate Program             |
| MO    | Energy Loan Program  | Loan Program               |
| MO    | Local Option - Clean Energy Development Boards   | PACE Financing             |
| MO    | Set the PACE St. Louis   | PACE Financing             |
| MO    | Intercounty Electric Cooperative - Energy Efficiency Rebate Program                              | Rebate Program             |
| MO    | Cuivre River Electric - Energy Efficiency Rebate Programs  | Rebate Program             |
| MO    | Southwest Electric Cooperative - Energy Efficiency Rebate Program                                | Rebate Program             |
| MO    | Empire District Electric - Residential Energy Efficiency Rebate                                  | Rebate Program             |
| MO    | Kansas City Power & Light - Commercial/Industrial Energy Efficiency<br>Rebate Program            | Rebate Program             |
| MO    | City Utilities of Springfield - Residential Energy Efficiency Rebate<br>Program                  | Rebate Program             |
| MO    | Columbia Water & Light - Home Performance with ENERGY STAR Rebates                               | Rebate Program             |
| MS    | Energy-Efficiency Lease Program  | Leasing Program            |
| MS    | MDA- Energy Efficiency Revolving Loan Program  | Loan Program               |
| MT    | Deduction For Energy-Conserving Investment   | Corporate Tax<br>Deduction |
| MT    | Alternative Energy Revolving Loan Program  | Loan Program               |
| MT    | Energy Conservation Installation Credit  | Personal Tax Credit        |
| MT    | Flathead Electric Cooperative - Residential Energy Efficiency Rebate<br>Program                  | Rebate Program             |
| MT    | Flathead Electric Cooperative - New and Manufactured Home Incentive Program                      | Rebate Program             |

| State | Program  | Туре           |
|-------|--|----------------|
| NC    | Town of Carrboro - Worthwhile Investments Save Energy 'WISE' Homes and Buildings Program | Loan Program   |
| NC    | Lumbee River EMC - Residential Weatherization Loan Program                               | Loan Program   |
| NC    | Piedmont EMC - Residential Solar and Energy Efficiency Loan Program                      | Loan Program   |
| NC    | Tideland EMC - Weatherization Loan Program   | Loan Program   |
| NC    | Haywood EMC - Residential Heat Pump and Weatherization Loan<br>Program                   | Loan Program   |
| NC    | Lumbee River EMC - Residential Energy Efficiency Program                                 | Rebate Program |
| NC    | Duke Energy - Electric - Residential Energy Efficiency Rebate Program                    | Rebate Program |
| NC    | South River EMC - Residential Energy Efficiency Rebate Program                           | Rebate Program |
| ND    | Northern Plains EC - Commercial Energy Efficiency Loan Program                           | Loan Program   |
| ND    | Otter Tail Power Company - Energy Efficiency Rebate Program                              | Rebate Program |
| NE    | Dollar and Energy Savings Loans  | Loan Program   |
| NE    | Local Option - Property-Assessed Clean Energy Financing                                  | PACE Financing |
| NE    | Southern Power District - Residential Energy Efficiency Rebate Programs                  | Rebate Program |
| NE    | Lincoln Electric System - Residential - Sustainable Energy Program                       | Rebate Program |
| NE    | MidAmerican Energy - Gas - Residential Energy Efficiency Rebate<br>Programs              | Rebate Program |
| NE    | Nebraska Public Power District - Residential Energy Efficiency Rebate<br>Programs        | Rebate Program |
| NH    | New Hampshire Electric Co-op - Income-Qualified Home Energy<br>Assistance Program        | Grant Program  |
| NH    | Unitil - Electric - Residential Energy Efficiency Loan Program                           | Loan Program   |
| NH    | New Hampshire Electric Co-op - Residential Energy Efficiency Loan                        | Loan Program   |
| NH    | Municipal Energy Reduction Fund  | Loan Program   |
| NH    | Enterprise Energy Fund Loans   | Loan Program   |
| NH    | Local Option - Energy Efficiency & Clean Energy Districts                                | PACE Financing |
| NH    | Liberty Utilities - Electric - Residential Energy Efficiency Rebate<br>Programs          | Rebate Program |
| NH    | Liberty Utilities - Gas - Residential Energy Efficiency Programs                         | Rebate Program |
| NH    | Liberty Utilities - Gas - Commercial Energy Efficiency Programs                          | Rebate Program |
| NH    | Unitil - Electric - Residential Energy Efficiency Programs                               | Rebate Program |
| NH    | Unitil - Gas - Residential Energy Efficiency Program                                     | Rebate Program |
| NH    | Unitil - Gas - Commercial and Industrial Energy Efficiency Programs                      | Rebate Program |
|       |  |                |

| State | Program  | Туре                   |
|-------|--|------------------------|
| NH    | New Hampshire Electric Co-op - Commercial and Municipal Retrofit<br>Energy Efficiency Programs | Rebate Program         |
| NJ    | PSE&G - Government and Non-Profit Facility Direct Install Efficiency<br>Program                | Grant Program          |
| NJ    | Home Performance with ENERGY STAR Program  | Loan Program           |
| NJ    | Home Performance with ENERGY STAR Program  | Rebate Program         |
| NJ    | New Jersey Comfort Partners Program  | Rebate Program         |
| NM    | Clean Energy Revenue Bond Program  | Bond Program           |
| NM    | El Paso Electric Company - Residential Efficiency Program                                      | Rebate Program         |
| NM    | PNM - Residential Energy Efficiency Rebate Program   | Rebate Program         |
| NM    | New Mexico Gas Company - Residential Efficiency Programs                                       | Rebate Program         |
| NV    | Direct Energy Assistance Loan 'DEAL'   | Loan Program           |
| NY    | Home Performance with ENERGY STAR  | Loan Program           |
| NY    | Town of Babylon - Long Island Green Homes Program  | PACE Financing         |
| NY    | Local Option - Municipal Sustainable Energy Programs   | PACE Financing         |
| NY    | Energy Conservation Improvements Property Tax Exemption  | Property Tax Incentive |
| NY    | Clean Energy Fund 'CEF'  | Public Benefits Fund   |
| NY    | National Grid - Gas - Commercial Energy Efficiency Rebate Programs - Upstate New York          | Rebate Program         |
| NY    | National Grid - Gas - Residential Energy Efficiency Rebate Programs -<br>Metro New York        | Rebate Program         |
| NY    | ConEd - Gas - Commercial and Industrial Energy Efficiency Program                              | Rebate Program         |
| NY    | ConEd - Electric - Residential Energy Efficiency Incentives Program                            | Rebate Program         |
| NY    | ConEd - Gas - Multi-family Energy Efficiency Incentives Program                                | Rebate Program         |
| NY    | National Grid - Gas - Commercial Energy Efficiency Rebate Programs -<br>Metro New York         | Rebate Program         |
| NY    | Multifamily New Construction Program   | Rebate Program         |
| NY    | Assisted Home Performance with ENERGY STAR   | Rebate Program         |
| ОН    | Hamilton County - Home Improvement Program   | Loan Program           |
| ОН    | Butler Rural Electric Cooperative - Energy Efficiency Improvement Loan<br>Program              | Loan Program           |
| ОН    | Energy Conservation for Ohioans 'ECO-Link' Program   | Loan Program           |
| ОН    | Vectren Energy Delivery of Ohio - Gas - Residential Energy Efficiency<br>Rebates               | Rebate Program         |

| ОН<br>ОН<br>ОН<br>ОН | Duke Energy - Electric - Commercial/Industrial Energy Efficiency Rebate Program  Butler Rural Electric Cooperative - Residential Rebate Program  Columbia Gas of Ohio - Commercial Energy Efficiency Rebate Program  Columbia Gas of Ohio - Residential Rebate Programs  Dominion East Ohio - Gas - Home Performance Program  Energy Efficient Residential Construction Tax Credit - Corporate | Rebate Program  Rebate Program  Rebate Program  Rebate Program  Rebate Program |
|----------------------|--|--|
| ОН                   | Columbia Gas of Ohio - Commercial Energy Efficiency Rebate Program  Columbia Gas of Ohio - Residential Rebate Programs  Dominion East Ohio - Gas - Home Performance Program  | Rebate Program Rebate Program  |
| ОН                   | Columbia Gas of Ohio - Residential Rebate Programs  Dominion East Ohio - Gas - Home Performance Program  | Rebate Program   |
|                      | Dominion East Ohio - Gas - Home Performance Program  |  |
| ОН                   |  | Robata Program   |
|                      | Energy Efficient Residential Construction Tay Credit - Corporate   | nebate Flogram   |
| OK                   | Energy Emicient Residential Construction Tax Credit - Corporate  | Corporate Tax Credit   |
| OK                   | Oklahoma City - Green Home Loan Program  | Loan Program   |
| OK                   | Energy Efficient Residential Construction Tax Credit - Personal  | Personal Tax Credit  |
| OK                   | Oklahoma Municipal Power Authority - WISE Energy Efficiency Rebate<br>Program  | Rebate Program   |
| OK                   | AEP Public Service Company of Oklahoma - Non-Residential Efficiency<br>Rebate Program  | Rebate Program   |
| OK                   | AEP Public Service Company of Oklahoma - Residential Efficiency<br>Rebate Program  | Rebate Program   |
| OK                   | Edmond Electric - Residential Energy Efficiency Rebate Programs  | Rebate Program   |
| OK                   | OG&E - Residential Energy Efficiency Program   | Rebate Program   |
| OK                   | East Central Electric Cooperative - Residential Rebate Program   | Rebate Program   |
| OR                   | Energy Conservation Tax Credits - Competitively-Selected Projects - Corporate  | Corporate Tax Credit   |
| OR                   | Energy Conservation Tax Credits - Small Premium Projects - Corporate   | Corporate Tax Credit   |
| OR                   | Lane Electric Cooperative - Residential and Commercial Weatherization & Energy Efficiency Program  | Grant Program  |
| OR                   | Lane Electric Cooperative - Residential Energy Efficiency Loan Programs  | Loan Program   |
| OR                   | McMinnville Water & Light - Conservation Service Loan Program  | Loan Program   |
| OR                   | Emerald PUD - Residential Energy Efficiency Loan Programs  | Loan Program   |
| OR                   | Springfield Utility Board - Residential Energy Efficiency Loan Program   | Loan Program   |
| OR                   | Ashland Electric Utility - Residential Energy Efficiency Loan Program  | Loan Program   |
| OR                   | Tillamook County PUD - Residential Energy Efficiency Loan Program  | Loan Program   |
| OR                   | State Energy Loan Program  | Loan Program   |
| OR                   | Energy Conservation Tax Credits - Competitively-Selected Projects - Personal   | Personal Tax Credit  |
| OR                   | Energy Conservation Tax Credits - Small Premium Projects - Personal  | Personal Tax Credit  |
| OR                   | McMinnville Water and Light - Residential Energy Efficiency Rebate<br>Program  | Rebate Program   |

| State | Program   | Туре                                     |
|-------|---|--|
| OR    | Forest Grove Light & Power - Energy Efficiency Rebate Programs                                | Rebate Program                           |
| OR    | OTEC - Residential Energy Efficiency Rebate Program   | Rebate Program                           |
| OR    | Salem Electric - Residential, Commercial, and Industrial Efficiency<br>Rebate Program         | Rebate Program                           |
| OR    | Emerald PUD - Commercial and Industrial Energy Efficiency Rebate<br>Program                   | Rebate Program                           |
| OR    | Emerald PUD - Residential Energy Efficiency Rebate Program                                    | Rebate Program                           |
| OR    | Springfield Utility Board - Residential Energy Efficiency Rebate Program                      | Rebate Program                           |
| OR    | Central Electric Cooperative - Residential Energy Efficiency Rebate<br>Programs               | Rebate Program                           |
| OR    | Central Lincoln People's Utility District - Residential Energy Efficiency<br>Rebate Programs  | Rebate Program                           |
| OR    | Ashland Electric Utility - Residential Conservation Rebate Program                            | Rebate Program                           |
| OR    | Columbia River PUD - Residential Energy Efficiency Rebate Programs                            | Rebate Program                           |
| OR    | Tillamook County PUD - Residential Energy Efficiency Rebate Program                           | Rebate Program                           |
| OR    | Douglas Electric Cooperative - Residential Energy Efficiency Rebate<br>Program                | Rebate Program                           |
| OR    | Columbia River PUD - Commercial Energy Efficiency Rebate Programs                             | Rebate Program                           |
| OR    | Monmouth Power & Light - Residential Energy Efficiency Program                                | Rebate Program                           |
| OR    | Ashland Electric Utility - Residential Energy Efficiency Rebate Programs                      | Rebate Program                           |
| OR    | Idaho Power - Easy Upgrades for Simple Retrofits Rebate Program                               | Rebate Program                           |
| OR    | Consumers Power, Inc - Residential Energy Efficiency Rebate Program                           | Rebate Program                           |
| OR    | Consumers Power, Inc New Homes Energy Efficiency Program                                      | Rebate Program                           |
| OR    | Midstate Electric Cooperative - Commercial and Industrial Energy<br>Efficiency Rebate Program | Rebate Program                           |
| OR    | New Homes Incentive Program   | Rebate Program                           |
| OR    | Industrial and Agricultural Production Efficiency Program                                     | Rebate Program                           |
| OR    | Home Energy Solutions for Existing Homes  | Rebate Program                           |
| OR    | Commercial Energy Efficiency Rebate for Existing Buildings                                    | Rebate Program                           |
| OR    | State Home Oil Weatherization 'SHOW' Program  | Rebate Program                           |
| PA    | Energy Management and Conservation in State Facilities  | Energy Standards for<br>Public Buildings |
| PA    | Adams Electric Cooperative - Energy Efficiency Loan Program                                   | Loan Program                             |
| PA    | Duquesne Light Company - Residential Energy Efficiency Program                                | Rebate Program                           |
| PA    | PPL Electric Utilities - Residential Energy Efficiency Rebate Program                         | Rebate Program                           |
|       |   |  |

| State | Program  | Туре                                     |
|-------|--|--|
| PA    | Alternative Energy Portfolio Standard  | Renewables Portfolio<br>Standard         |
| RI    | Agricultural Energy Program  | Grant Program                            |
| RI    | National Grid - Gas - Residential Gas Heating Rebate Programs                            | Rebate Program                           |
| RI    | National Grid - Electric - Residential Energy Efficiency Incentive Program               | Rebate Program                           |
| RI    | National Grid - Electric Commercial and Industrial Rebate Program                        | Rebate Program                           |
| SC    | State Building Energy Standards  | Energy Standards for<br>Public Buildings |
| SC    | Santee Cooper - Smart Energy Loan Program  | Loan Program                             |
| SC    | Berkeley Electric Cooperative - Energy Efficiency Loan Programs                          | Loan Program                             |
| SC    | Pee Dee Electric Cooperative - Energy Resource Conservation Loan<br>Program              | Loan Program                             |
| SC    | ConserFund Loan Program  | Loan Program                             |
| SC    | Duke Energy - Electric - Residential Energy Efficiency Rebate Program                    | Rebate Program                           |
| SC    | Duke Energy - Electric - Non-Residential Energy Efficiency Rebate<br>Program             | Rebate Program                           |
| SC    | Duke Energy Progress - Residential Energy Efficiency Rebate Program                      | Rebate Program                           |
| SC    | SCE&G - Electric - Residential EnergyWise Program  | Rebate Program                           |
| SC    | Sales Tax Incentives for Energy-Efficient Manufactured Homes                             | Sales Tax Incentive                      |
| SD    | Southeastern Electric Cooperative - Electric Equipment Loan Program                      | Loan Program                             |
| TN    | Bristol Tennessee Electric Service - Energy Savings Loan Program                         | Loan Program                             |
| TX    | LoanSTAR Revolving Loan Program  | Loan Program                             |
| TX    | City of Plano - Smart Energy Loan Program  | Loan Program                             |
| TX    | Austin Energy - Residential Energy Efficiency Loan Program                               | Loan Program                             |
| TX    | Guadalupe Valley Electric Cooperative - Residential Energy Efficiency<br>Rebate Programs | Rebate Program                           |
| TX    | City of San Marcos - Energy Efficient Home Rebate Program                                | Rebate Program                           |
| TX    | El Paso Electric Company - Small Business and Large Commercial<br>Programs               | Rebate Program                           |
| TX    | United Cooperative Services - Residential Energy Efficiency Rebate<br>Program            | Rebate Program                           |
| TX    | Texas Gas Service - Residential Energy Efficiency Rebate Program                         | Rebate Program                           |
| TX    | Austin Energy - Free Home Energy Improvements Program                                    | Rebate Program                           |
| TX    | Austin Energy - Small Business Energy Efficiency Rebate Program                          | Rebate Program                           |
| TX    | Austin Energy - Residential Energy Efficiency Rebate Program                             | Rebate Program                           |
|       |  |  |

| State | Program  | Туре                       |
|-------|--|----------------------------|
| TX    | Austin Energy - Commercial Energy Management Rebate Program  | Rebate Program             |
| TX    | Austin Energy - Multi-Family Energy Efficiency Rebate Program  | Rebate Program             |
| TX    | Bryan Texas Utilities - SmartHOME Program  | Rebate Program             |
| TX    | Garland Power & Light - Energy Efficiency Rebate Programs  | Rebate Program             |
| TX    | Farmers Electric Cooperative - Residential Energy Efficiency Rebate<br>Program                       | Rebate Program             |
| TX    | AEP - SWEPCO - Residential Energy Efficiency Programs  | Rebate Program             |
| TX    | Texas-New Mexico Power Company - Residential, Hard-to-Reach, and High-Performance New Homes Programs | Rebate Program             |
| TX    | Oncor Electric Delivery - Government and Education Facilities Program                                | Rebate Program             |
| TX    | Brownsville Public Utilities Board - Green Living Residential Rebate<br>Program                      | Rebate Program             |
| TX    | CPS Energy - Electric - Residential Energy Efficiency Rebate Program                                 | Rebate Program             |
| TX    | CenterPoint Energy - Residential and Small Commercial Efficiency<br>Program                          | Rebate Program             |
| TX    | Xcel Energy - Residential and Hard-to-Reach Standard Offer Program                                   | Rebate Program             |
| US    | Energy-Efficient Commercial Buildings Tax Deduction  | Corporate Tax<br>Deduction |
| US    | Office of Indian Energy Policy and Programs - Funding Opportunities                                  | Grant Program              |
| US    | Weatherization Assistance Program 'WAP'  | Grant Program              |
| US    | Fannie Mae Green Financing – Loan Program  | Loan Program               |
| US    | FHA PowerSaver Loan Program  | Loan Program               |
| US    | Residential Energy Efficiency Tax Credit   | Personal Tax Credit        |
| UT    | Local Option - Industrial Facilities and Development Bonds   | Bond Program               |
| UT    | State Facility Energy Efficiency Fund  | Loan Program               |
| UT    | U-Save Energy Efficiency Fund  | Loan Program               |
| UT    | Commercial PACE Financing  | PACE Financing             |
| UT    | Dominion Energy - Commercial Energy Efficiency Rebate Program  | Rebate Program             |
| UT    | Dominion Energy - Home Builder Gas Appliance Rebate Program  | Rebate Program             |
| UT    | Dominion Energy - Residential Energy Efficiency Rebate Programs                                      | Rebate Program             |
| UT    | Rocky Mountain Power - wattsmart Residential Efficiency Program                                      | Rebate Program             |
| UT    | Rocky Mountain Power - wattsmart Business Program  | Rebate Program             |
| VA    | VirginiaSAVES Green Community Loan Program   | Loan Program               |
| VA    | City of Danville Utilities - Business Energy Efficiency Rebates                                      | Rebate Program             |
|       |  |                            |

| State | Program  | Туре                        |
|-------|--|-----------------------------|
| VA    | Appalachian Power - Electric- Residential Energy Efficiency Programs             | Rebate Program              |
| VA    | Dominion Virginia Power - Residential Energy Efficiency Rebate Program           | Rebate Program              |
| VA    | City of Danville Utilities - Residential Energy Efficiency Rebate Program        | Rebate Program              |
| VT    | Small Business Energy Loan Program   | Loan Program                |
| VT    | Commercial Energy Loan Program   | Loan Program                |
| VT    | Energy Loan Guarantee Program  | Loan Program                |
| VT    | Agricultural Energy Loan Program   | Loan Program                |
| VT    | Local Option - Property Assessed Clean Energy                                    | PACE Financing              |
| VT    | Burlington Electric Department - Residential Energy Efficiency Rebate<br>Program | Rebate Program              |
| VT    | Home Performance with Energy Star - Existing Residential                         | Rebate Program              |
| VT    | Residential New Construction Program   | Rebate Program              |
| WA    | Seattle HomeWise: Weatherization   | Grant Program               |
| WA    | Evergreen Sustainable Development Standard for Affordable Housing                | Green Building<br>Incentive |
| WA    | Clark Public Utilities - Residential Weatherization Loan Program                 | Loan Program                |
| WA    | Snohomish County PUD No 1 - Residential Energy Efficiency Rebate<br>Program      | Rebate Program              |
| WA    | Mason County PUD 3 - Residential Energy Rebates                                  | Rebate Program              |
| WA    | Lewis County PUD - Commercial and Industrial Energy Efficiency Rebate<br>Program | Rebate Program              |
| WA    | Okanogan County PUD - Residential Energy Efficiency Rebate Program               | Rebate Program              |
| WA    | Franklin County PUD - Energy Efficiency Rebate Program                           | Rebate Program              |
| WA    | Clark Public Utilities - Residential Energy Efficiency Rebate Program            | Rebate Program              |
| WA    | Lewis County PUD - Residential Energy Efficiency Rebate Program                  | Rebate Program              |
| WA    | Avista Utilities - Residential Energy Efficiency Rebate Programs                 | Rebate Program              |
| WA    | Puget Sound Energy - Residential Energy Efficiency Rebate Programs               | Rebate Program              |
| WA    | Puget Sound Energy - Multi-Family Efficiency Retrofit Program                    | Rebate Program              |
| WA    | Avista Utilities - Gas - Commercial Energy Efficiency Incentives Program         | Rebate Program              |
| WA    | Avista Utilities - Electric - Commercial Energy Efficiency Incentives<br>Program | Rebate Program              |
| WA    | Chelan County PUD - Residential Weatherization Rebate Program                    | Rebate Program              |
| WA    | Snohomish County PUD No 1 - Commercial and Industrial Energy Efficiency Program  | Rebate Program              |

| State | Program   | Туре           |
|-------|---|----------------|
| WA    | Tacoma Power - Residential Energy Efficiency Rebate Program                             | Rebate Program |
| WA    | Cascade Natural Gas - Conservation Incentives for Existing Homes                        | Rebate Program |
| WA    | Port Angeles Public Works & Utilities - Residential Energy Efficiency<br>Rebate Program | Rebate Program |
| WA    | Columbia Rural Electric Association - Residential Energy Efficiency<br>Rebate Program   | Rebate Program |
| WA    | Inland Power & Light Company - Residential Energy Efficiency Rebate<br>Programs         | Rebate Program |
| WA    | Cascade Natural Gas - Commercial Efficiency Rebate Program                              | Rebate Program |
| WA    | Pacific Power - Residential wattsmart Program   | Rebate Program |
| WA    | Pacific Power - wattsmart Business Program  | Rebate Program |
| WA    | Richland Energy Services - Residential Energy Efficiency Rebate Program                 | Rebate Program |
| WA    | Grays Harbor PUD - Residential Energy Efficiency Rebate Program                         | Rebate Program |
| WI    | Energy Innovation Grant Program   | Grant Program  |
| WI    | City of Milwaukee - Energy Efficiency 'Me2' Loan Program                                | Loan Program   |
| WI    | River Falls Municipal Utilities - Business Energy Efficiency Rebate<br>Program          | Rebate Program |
| WI    | River Falls Municipal Utilities - Residential Energy Efficiency Rebate<br>Program       | Rebate Program |
| WI    | Cedarburg Light & Water Utility - Residential Energy Efficiency Rebate<br>Program       | Rebate Program |
| WI    | Xcel Energy - Agriculture, Schools and Government Incentive Program                     | Rebate Program |
| WI    | Home Performance with ENERGY STAR: Whole Home Improvements                              | Rebate Program |
| WI    | Home Performance: Heating and Cooling   | Rebate Program |
| WI    | Design Assistance Program   | Rebate Program |
| WI    | Multifamily Energy Savings Program 'Existing Buildings and New Construction'            | Rebate Program |
| WV    | AEP Appalachian Power - Residential Energy Efficiency Rebate Program                    | Rebate Program |
| WV    | AEP Appalachian Power - Non-Residential Prescriptive Rebate Program                     | Rebate Program |
| WY    | Local Government Energy Audit/Retrofits   | Grant Program  |
| WY    | Energy Savers Loan  | Loan Program   |
| WY    | Rocky Mountain Power - WattSmart Residential Efficiency Program                         | Rebate Program |
| WY    | Black Hills Energy - Residential Energy Efficiency Rebate Program                       | Rebate Program |
| WY    | Questar Gas - Residential Energy Efficiency Rebate Programs                             | Rebate Program |
| WY    | Questar Gas - Commercial Energy Efficiency Rebate Program                               | Rebate Program |
| WY    | Rocky Mountain Power - wattsmart Business Program                                       | Rebate Program |

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