

# Utilities Implementation To-the-Meter Billing for Weatherization

March 10, 2021

# Introductions



 **Eetility**  
EFFICIENCY IS POWER  
Chief Executive Officer/  
Co-Founder



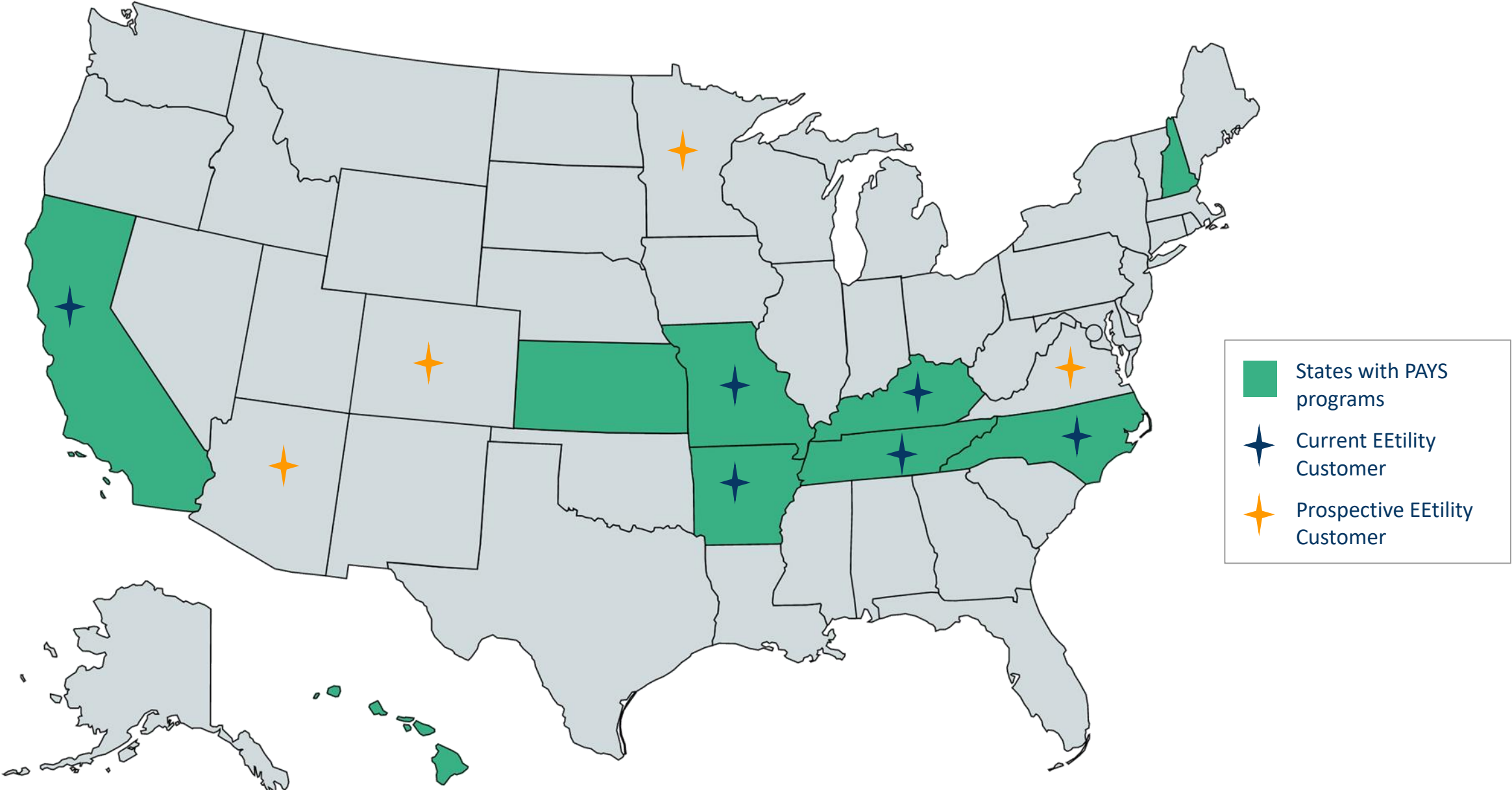
 **Roanoke Electric Cooperative**  
Your Touchstone Energy® Cooperative   
Chief Operating Officer

# PAYS® (Pay As You Save)

Pay As You Save® is a utility investment / recovery model designed to expand customer access to cost-effective energy efficiency upgrades at customer sites, such as weatherization and new HVAC systems. EETility is not aware of any competing model that has PAYS success (although a few have tried).

- The utility invests in cost-effective energy upgrades as determined by the Program Operator
- The utility's investment ("tariff") is considered an "essential utility service" so the same disconnect rules apply. This assurance removes the need for credit checks, personal debt or homeownership requirements
- Utilities may use their own capital, 3rd party capital, or access 0% or low interest dollars from USDA
- To recover costs, utilities place a fixed tariff charge on the customer's mo. bill (survives occupancy changes)
- Monthly fixed charge to customer is less than estimated annual savings, so customers enjoys positive cash flow (80% rule applies)
- Once the Utility's investment is fully recovered, including its costs for capital, customer realizes 100% of savings
- 100% QA/QC of all work is condition of contractor payment
- If upgrade fails for no fault of participant, portion of charge stops until fixed or that portion is forgiven
- Full measurement and verification of actual pre and post meter data is a requirement
- Marketing and outreach strategies should include focusing repeated messaging to high energy intense locations
- Fuel savings count towards determining cost effectiveness of upgrade offer.
- Deferred investments in peak power; no free riders; existing rebates must apply if upgrade measure is eligible
- Premises in not good enough condition to last tariff term (10-12 yrs) still get Direct Installs and pathway forward

# PAYS® Program Operations



# Roanoke Electric Cooperative Success

Roanoke Electric implemented the *Upgrade to Save*® PAYS program in 2015 which to date, has fully invested in over 660 structures in a service area recognized by the federal government for persistent poverty. On average, the program is saving participating members \$650 per year on their energy costs and Roanoke has had NO charge offs to-date.

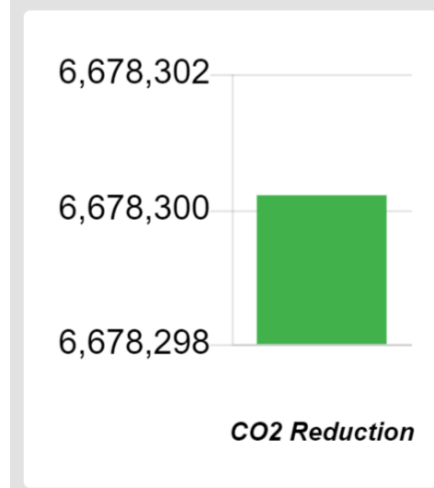
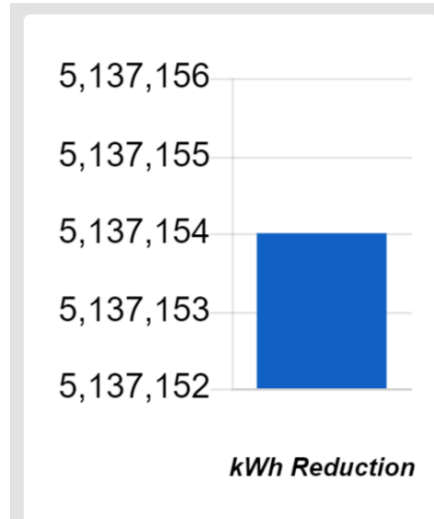
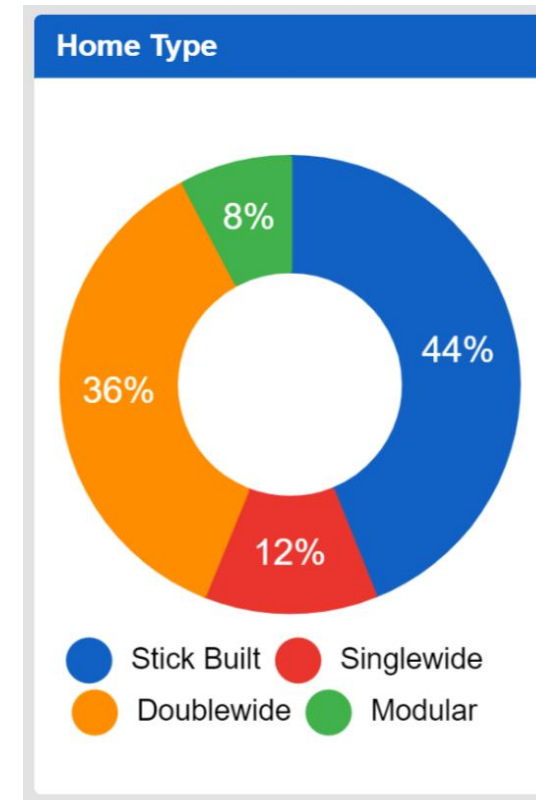
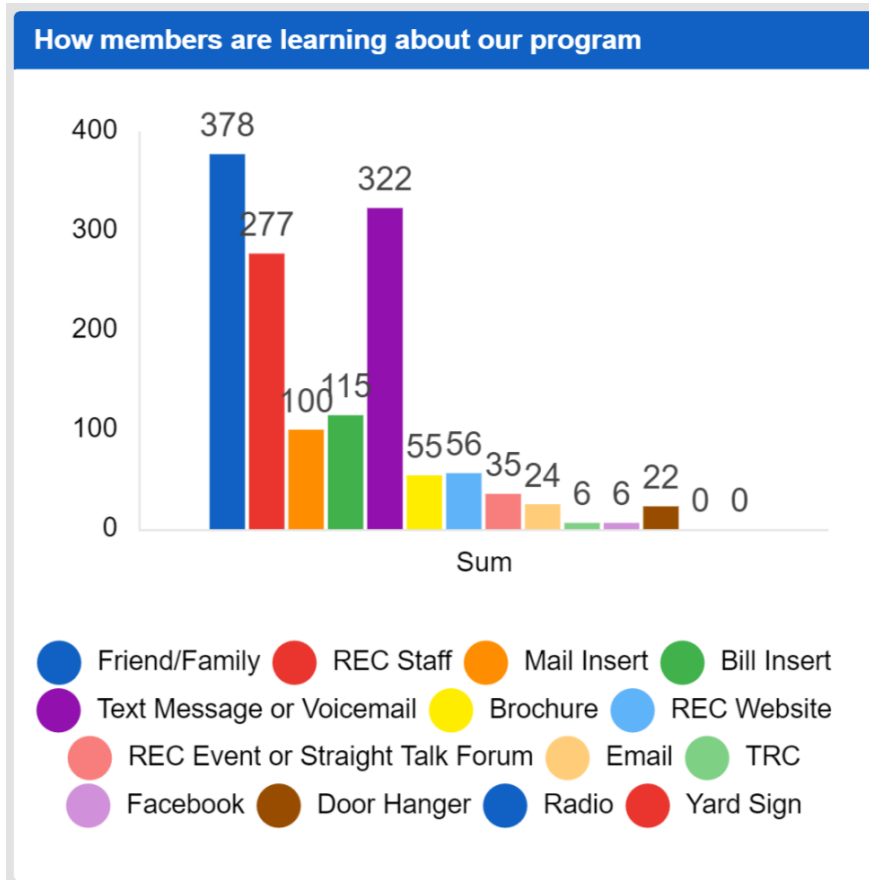
## Program Participant Summary

Members Enrolled: 1520

Tier 1 Installs: 576

Tier 2 Installs: 677

Total Installs: 1253



# PAYS®

vs.

# On-Bill Loan and PACE

Attributes	PAYS®	On-Bill Loan	PACE
All customers and building types are eligible, including renters	<input checked="" type="checkbox"/>		
No credit score check, personal debt, or property lien	<input checked="" type="checkbox"/>		
On-site energy assessment and utility billing data used to scope cost-effective upgrades	<input checked="" type="checkbox"/>		
Estimated savings must exceed cost recovery charges over the estimated lifetime of the upgrades	<input checked="" type="checkbox"/>		
Customer earns net savings immediately	<input checked="" type="checkbox"/>		
Payments end if upgrade fails and is not repaired	<input checked="" type="checkbox"/>		
Customer opts into a utility tariff tied to the location	<input checked="" type="checkbox"/>		
Participants' charges end when they leave the location	<input checked="" type="checkbox"/>		
Cost recovery runs with the location and remains in effect for subsequent customers at that site until utility cost recovery is complete	<input checked="" type="checkbox"/>		
Utility secures the investment	<input checked="" type="checkbox"/>		
Utility cost recovery is through a fixed charge on utility bill	<input checked="" type="checkbox"/>		
No upfront cost to customer for cost effective upgrades	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Residential customers are eligible	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Commercial customers are eligible	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Customer signs a promissory note to accept a debt obligation		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Customer personally secures the investment		<input checked="" type="checkbox"/>	
Loan payments are made via utility bill payment		<input checked="" type="checkbox"/>	
Customer agrees to a lien on the property			<input checked="" type="checkbox"/>
Loan repayment made via property tax bill			<input checked="" type="checkbox"/>

# PAYS Questions?

For follow up information please contact:

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