



**MARYLAND
HOME ENERGY**
LOAN PROGRAM
advancing energy efficiency

Provides access to capital for residential property owners to finance energy efficiency improvements

A Program Partnership of

Maryland Energy
ADMINISTRATION
Powering Maryland's Future





About MHELP

Public funds leveraged with private investment increases overall fund volume.

- Best possible rate negotiated with Mariner Finance
- LLR & IRB provide risk mitigation to allow access to unsecured capital.
- The program is limited, based on the availability of funds.

Contractor Participation is key for consumer protection.

- Contractors are vetted by the lender and the work is monitored for compliance by MCEC.
- Contractors are the point of sale for consumers.
- Loans may be funded with or without an audit but the rate varies accordingly.
- Utility rebates can still be applied with HPWES contractors approved by the related utility.

Eligibility, Review & Approval Process is easy for consumers!

- Who? **Primary residents of Maryland.**
- What criteria for approval? **620 credit score and ability to repay debt.**
- What measures are allowed? **Basically the same measures that are covered by utility rebates.**
- How do consumers apply? **On-line, fax or mail.**
- When do they get approvals? **Within 24-hours.**



As of 4.30.13:

- Total # Funded Loans: 630
- Total \$ Volume Loans: over \$5.2 million
- Total kWh energy savings: 2,563,436
- Number of Contractors in the Program: 121
- Total Jobs as FTE Hours: 14,375

Of all loans:

59% covered HVAC improvements

41 % covered home performance related improvements.

Deals have been funded throughout the state in all but 2 counties.

Advantages

MCEC/ MHELP model has:

- an established brand
- a track record of success
- buy-in from contractors, and
- a reputable financing partner leveraging private sector resources.

Takes a holistic approach, working with utility partners, to address current challenges with participation and consumer investment.

Seamlessly brings a financing component to the current EmPOWER initiative, and is anticipated to increase the implementation of energy efficiency measures to drive the desired demand reduction in the consumer market sector.