

PROGRAM NAME	TERRITORY	CURRENT FOCUS	AVERAGE SAVINGS	AVERAGE PROJECT COST	PROJECTS COMPLETED	KEY DRIVERS, STRATEGIES, AND TACTICS
Clean Energy Works Oregon	Oregon (multiple locations)	Deeper energy savings but working to increase participation rates Current Challenge: reduce per-project costs, reducing steps in process and fewer customer touch-points allowing contractors to better manage the customer relationship	30% total energy savings per home	\$14,000	1,800 to date 1,500 in 2012, so far	<ul style="list-style-type: none"> On-bill financing pilot in Portland Metro region Ramping up volume by improving processes and scalability, more financing options, messaging and contractor/partner support Coordination with Energy Trust of Oregon and utility programs to leverage the contractor base and facilitate access to all available incentives for customers
Efficiency Maine	Maine (statewide)	Deeper energy savings working to increase participation rates Current Challenge: Increase number of homes served to meet aggressive statewide energy savings goals.	40% total energy savings per home	\$8,500 (all projects) \$12,900 (loan projects)	3,500 to date (2 years) 200 PACE loans	<ul style="list-style-type: none"> State mandate to weatherize 100% of Maine homes by 2030 and reduce heating oil consumption by 20%. Transitioning from cash incentive to financing only Structured PACE loan program to avoid mortgage industry conflict and put in time and effort to persuade municipalities throughout the state to adopt PACE ordinances
Energy Upgrade California Flex Path	Los Angeles County	Broaden participation base and introduce customers to the pipeline for deeper savings in the future Current Challenge: Build off of current momentum and create a replicable program design to help CA meet its aggressive energy savings goals	17% total energy savings per home	\$4,700	600 applications in 2012, so far	<ul style="list-style-type: none"> State mandated energy savings in existing homes, 20% by 2015 and 40% by 2020 Flex Path created in response to low uptake on previous "Basic Path" offer through EUC Encourages prioritization of improvements and implementation over time Simplified assessment without modeling Menu-driven, point-based eligibility criteria, projects must reach 100 points to qualify
Ecohouse Loan Program	Indianapolis	Deeper energy savings targeting Indianapolis Current Challenge: Continue ramping up participation to reach 400 home goal	\$578 energy cost savings per home	\$6,254	42 loans closed in 2012, so far	<ul style="list-style-type: none"> Program goal is to complete 400 projects Flexible, competitive loan program with great tools, support systems, incentives and discounts Front-to-back support throughout the process. Up to \$3,100 in project incentives. On-Bill payment option with local utility. Coordination with Near Eastside Neighborhood Sweeps program to spread the word and increase participation