

On-Bill Financing 101

Helping Homeowners and Businesses Fund Energy Projects

On-bill financing offers a way for utilities to aid customers in financing energy efficiency improvements, such as upgrading HVAC systems, furnaces, lighting or insulation. With on-bill, the utility or a third-party financier acts as the lender and incurs the upfront costs of efficiency upgrades, which is then repaid through the customer's utility bill. Financing may come from federal funds, through grants or similar dedicated programs, philanthropic investments, commercial banks or other sources.ⁱ

Step 1

Lender loans money to home or business owner to cover upfront costs of energy efficiency upgrades.

Step 2

Customer makes improvements that save energy and lower their utility bill.

Step 3

Customer pays back lender via a small monthly charge on the utility bill.

On-Bill Financing is an umbrella term for a financing program whereby a charge is added to a customer's utility bill. There are many types of on-bill programs due to the differing utility and regulatory structures among states. The program can be run as a loan, tariff or service agreement, and can serve residential or commercial customers. Most programs require bill neutrality, which ensures the on-bill payments are equal to or less than the amount saved from the efficiency upgrades. On-bill financing with bill neutrality helps reduce customers' upfront cost barriers for the energy efficiency improvements while lowering utility bills through reduced energy consumption.

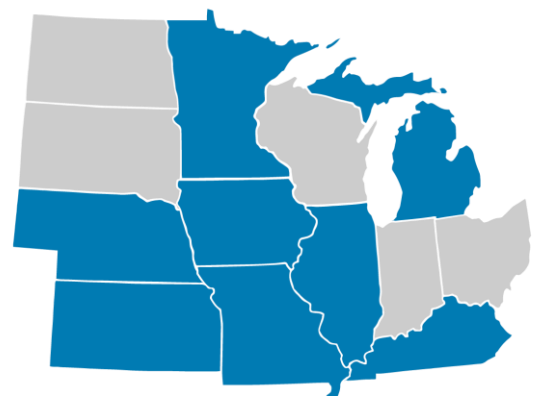
Programs Across the Midwest

On-bill financing is rapidly increasing in popularity across the nation and within the Midwest. Within MEEA's 13-state territory, there are eight states with active programs, pilot programs or programs in the planning stages. These states are Illinois, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri and Nebraska.

Some of these programs are well-established, while others are in their nascent stages. For example, Michigan's on-bill program was created under legislation that passed in 2016 and is quite active. The legislation supports residential properties with the funding provided by a commercial lender. The first on-bill program within Michigan was created by the City of Holland.ⁱⁱ

Minnesota's on-bill programs have taken a while to develop. Established in 2007, Minnesota's Conservation Improvement Program (CIP) authorizes on-bill and other actions taken to advance the financing mechanism within the state. For example,

States with On-Bill Financing

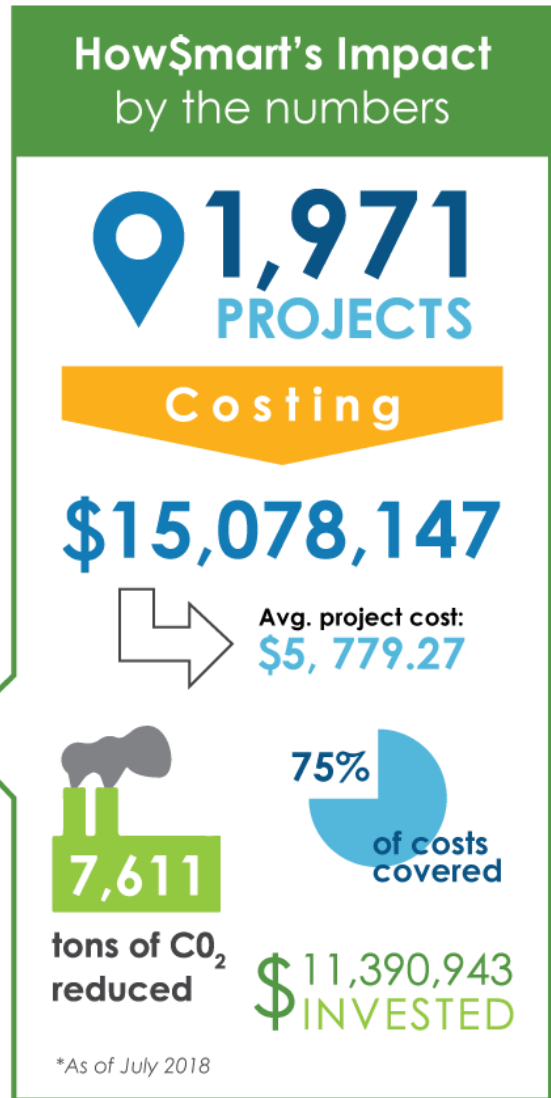


CenterPoint Energy is in the process of designing a program, and the City of Minneapolis is exploring a model for on-bill financing.ⁱⁱⁱ

Pay As You Save Program

There are many different types of on-bill programs throughout the nation, including Pay As You Save[®] (PAYS). The PAYS[®] model is an on-bill program where the loan is paid through a tariffed charge on the utility bill. The financing is attached to the meter, so if the unit sells, the charge and benefits remain for the new owner until all costs are recovered. Unlike other financing programs, PAYS[®] offers some safeguards that end customer payments if an upgrade fails.^{iv}

Currently there are a number of utilities across the Midwest that use the PAYS[®] program. One example is the **How\$mart** program in Kansas. The program allows Midwest Energy utility customers to finance efficiency upgrades through a financing mechanism based on the PAYS[®] concept, in which the charge on the utility bill is less than the projected savings.^v There has been continued demand for the How\$mart program, and as of July 2018, 1,971 projects have been completed and more than \$11 million has been invested.



Sources

ⁱ Colby, J. et al., 2018. "PAYS Feasibility Study". Cadmus.

ⁱⁱ Holland Energy Fund. *Eligible Measures List*.

<https://hollandenergyfund.com/wp-content/uploads/2016/11/Eligible-Measures-List-11.22.16-1.pdf>

ⁱⁱⁱ Jossi, Frank, 2018. "Minneapolis studying on-bill financing for efficiency projects". *Energy News*.

<https://energynews.us/2018/06/04/midwest/minneapolis-studying-on-bill-financing-for-efficiency-projects/>

^{iv} Energy Efficiency Institute Inc. *What is PAYS*.

<https://energynews.us/2018/06/04/midwest/minneapolis-studying-on-bill-financing-for-efficiency-projects/>

^v Energy Efficiency Institute, Inc. 2013. *Status Report for programs based on the Pay As You Save (PAYS) system*.

http://www.eeivt.com/?page_id=28

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