

PAYS[®] On-Water-Bill Financing

Every Drop Counts: Local Action to Save
Energy, Water, and Money

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RCPA

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**BAY
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Presentation Topics

- Overview of the PAYS[®] System
- Windsor Efficiency PAYS[®]
- Bay Area PAYS Pilots

Overview of the PAYS[®] System

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What is Efficiency PAYS?

- A customer-funded on bill program



- Customers get immediate savings

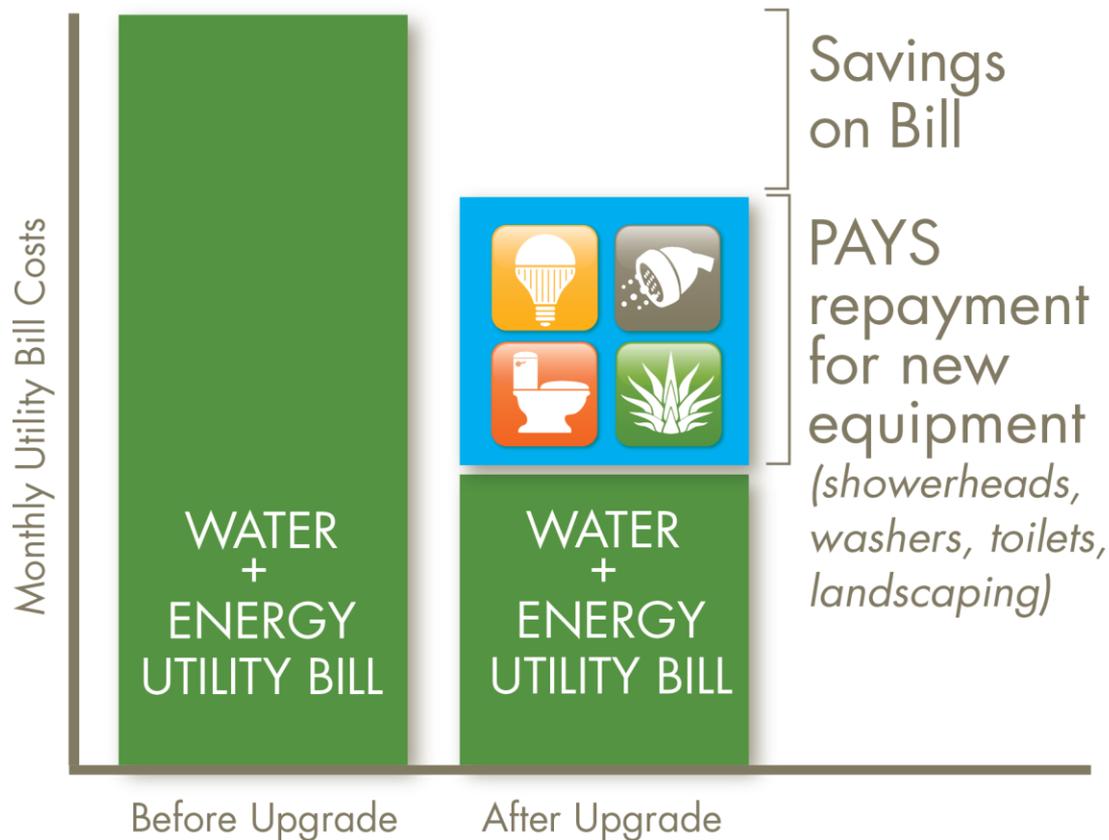


- Efficiency with no up-front cost and no new debt

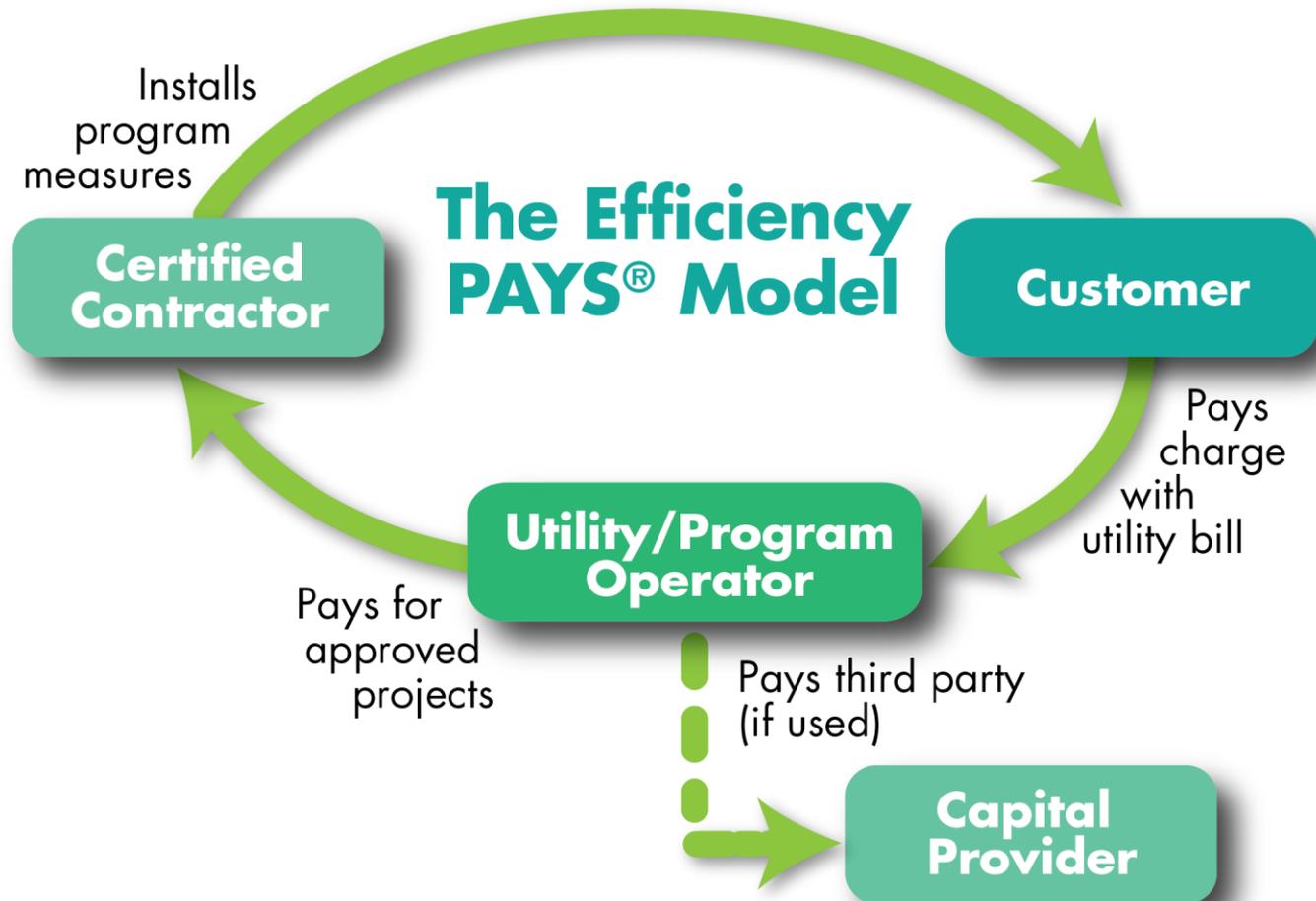


An “Offer that Works”...

With PAYS, customers enjoy lower utility bills and new equipment.



How the “Offer” is Delivered



Windsor Efficiency PAYS®

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Windsor Efficiency PAYS®

- RCPA's objectives for BBP Pilot:
 - Remove first cost barriers to efficiency upgrades
 - Provide financing related to savings on the customer's utility bill
- Windsor's objectives:
 - Help meet 2020 water conservation goals
 - Help meet Climate Action Plan GHG goals
- Program launched in August 2012
 - Town shifted rebates from Toilets/Washers to Landscape
 - Increased participation in Conservation Program

Windsor Efficiency PAYS®

- ~5% of all residential units
- Average single family savings of:
 - 10% of energy use
 - 20% of indoor water use
 - \$15 per month in net utility costs
- Reached over 50% of multifamily properties
 - 30% indoor water savings



Program Benefits

- Helps customers to avoid higher bills
- Reduce or eliminate the impact of planned rate increases
- Reduces the need for expansion of water and water reclamation infrastructure
- Lowers peak summer water demand by converting turf to drought-resistant landscaping

Estimated savings to date

<u>Project Households</u>	
<i>Single Family Properties with Completed Projects:</i>	211
Multifamily Properties with Completed Projects:	4
<i>MF Units with Completed Projects:</i>	223
<u>Annual Savings</u>	
Energy Savings (kWh - site only):	31,750
Energy Savings (kWh - embedded Windsor Utility savings):	43,028
<i>Energy Savings (kWh - site and embedded):</i>	74,778
<i>Energy Savings (therm - site):</i>	24,992
Water Savings (gallons - indoor only):	4,757,983
Water Savings (gallons - irrigation only):	1,467,210
<i>Water Savings (gallons - indoor+irrigation):</i>	6,211,182

Project Case Studies

2-person single family home

Installed Measures

- Two 0.8 gpf toilets
 - Replaced toilets tested at 2.7 gpf
- Two 1.5 gpm showerheads
 - Replaced showerheads tested at 2.7 gpm
- Four bathroom + one kitchen aerators

Water Savings (indoor)

- Pre-project: 4,000 gallons/month
- Post-project: 1,800 gallons/month

55% Savings

41-unit multifamily building

Installed Measures

- 63 0.8 gpf toilets
 - Replaced toilets tested at 2.1 gpf
- 63 1.5 gpm showerheads
 - Replaced showerheads tested at 3.0 gpm
- 63 bathroom + 41 kitchen aerators

Water Savings (indoor)

- Pre-project: 167,000 gallons/month
- Post-project: 108,000 gallons/month

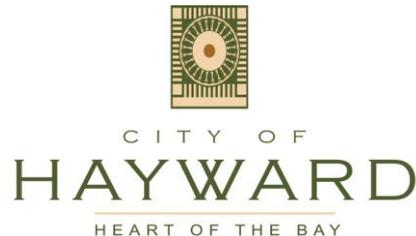
35% Savings

Bay Area Pilots

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Bay Area PAYS Initiatives

- Windsor – Residential, Commercial Landscaping
- Hayward – Multifamily Residential
- EBMUD – Food Services, Multifamily, Landscaping
- SFPUC – Multifamily Residential



The PAYS Tool Kit

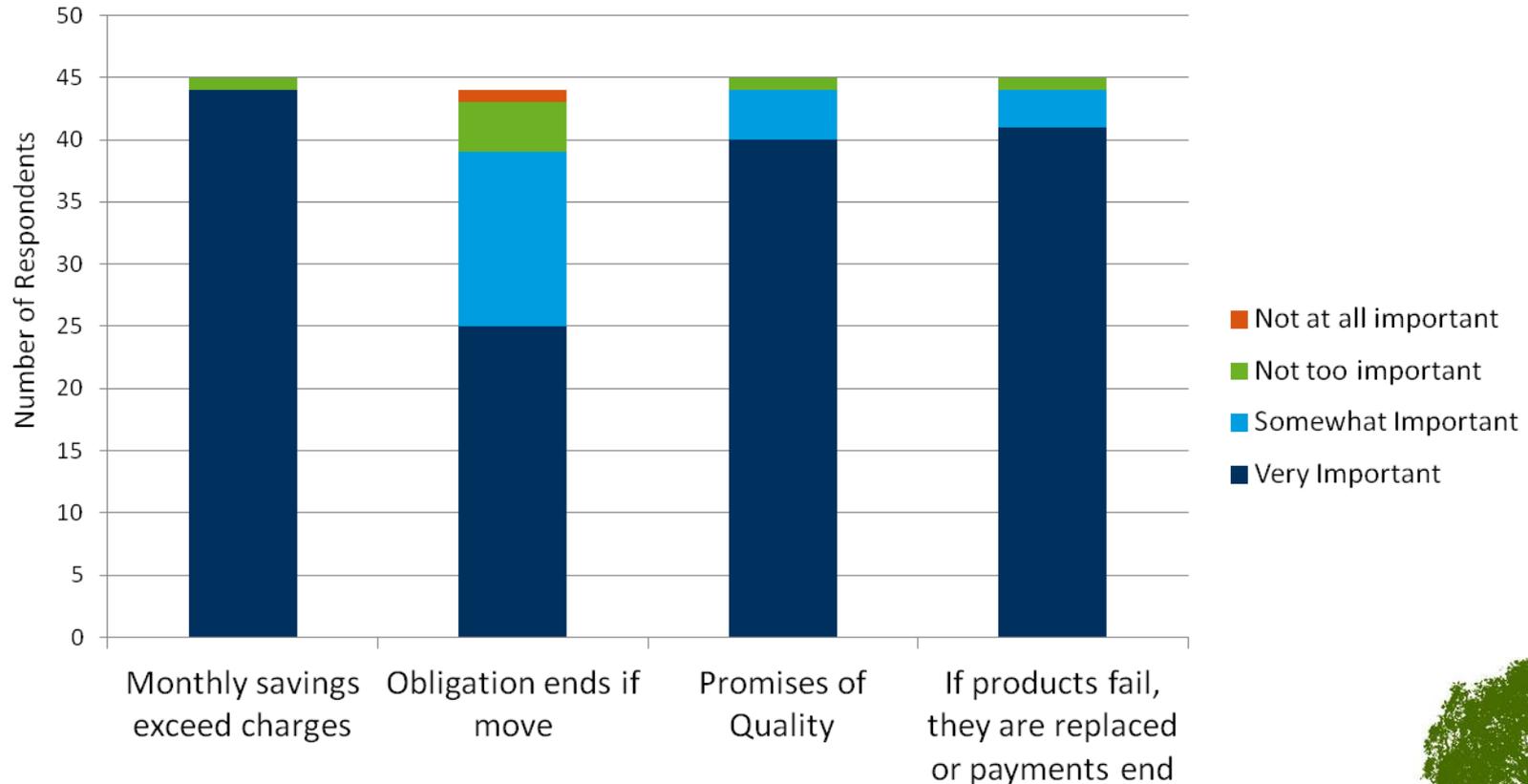
Resources developed through 12 PAYS Programs in 5 states

- Contracts: establish program implementer responsibilities
 - Contractor & Vendor Agreements
 - Customer Purchase Agreement
- Customer forms: address critical on-bill issues
 - Customer Acknowledgement & Work Acceptance Form
 - New Customer Disclosure Form
- Calculators: integrate new measures/rates
 - Measure cost effectiveness and project qualification
 - Project reporting and billing summaries

Opportunities for New Programs

- Turnkey Approach: Leverage existing PAYS Components
 - Cost-effectively tailored to local rates/conditions
 - Energy and water measures or water measures only
 - Self-financing or third party financing
 - Straight-to-market
- Phased Approach: Develop customized on-bill services
 - Program Discovery
 - Program Design
 - Program Implementation
- Possible funding: grants, existing rebate funds, spread interest rates, and reallocated capital project costs

Evidence the “Offer” Works



From Cadmus’s BBP Pilot Process Evaluation

More Information

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- BayREN PAYS Program Information
 - www.bayren.org/pays