

THE GREEN DEAL

FOSTERING INNOVATIVE RENOVATION AN EXAMPLE FROM THE UK

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WHAT IS THE GREEN DEAL?

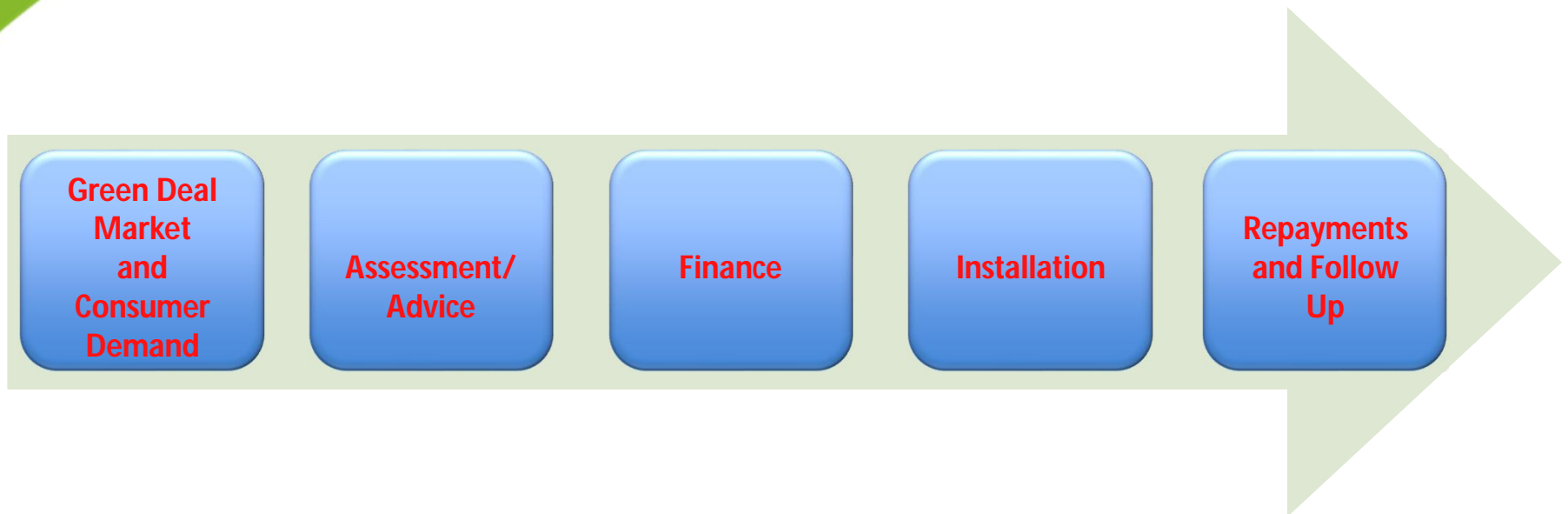
- The Green Deal is:
 - A UK Government initiative
 - A pay-as-you-save (PAYS) financing mechanism

PAYS SCHEMES
transfer the capital cost
of
energy/carbon-saving measures
to
future fuel bills; spreading repayments over time

AIMS OF THE GREEN DEAL

- UK Government Target = 80% less CO₂
 - By 2050 and compared to 1990 levels
- Aimed at private sector
- Basic measures in 14M homes by 2025
 - Cavity Wall and Loft Insulation; Efficient Heating
- £500Bn over 25 years
- 440,000 homes per year

THE CUSTOMER JOURNEY



THE GOLDEN RULE

MONTHLY REPAYMENTS SHOULD BE LESS THAN THE FUEL BILL SAVINGS

- P.A.Y.S.

- GREEN DEAL

	Annual Bill	
	Today	Tomorrow
Fuel	£ 1,300.00	£ 130.00
Loan Repayments	£ -	£ 1,170.00
Total	£ 1,300.00	£ 1,300.00

The Cost of Money

Principle	- £ 780
Interest	- £ 390
Total	- £1170

£780 x 25 years buys you £19,500 of kit

Annual Fuel Bills

Average UK	- £1300
Social Housing	- £ 800

ENERGY COMPANY OBLIGATION (ECO grant)

~£30 tax per meter-point (gas and electricity)

~£1.3Bn grant fund per year

75% ring-fenced for CO₂-saving

Hard-to-treat measures, especially solid walls and hard-to-treat cavity walls

25% ring-fenced for Affordable Warmth

Cavity Wall Insulation, Loft Insulation and Efficient Heating Systems

Bid into fuel suppliers and/or brokerage

GREEN DEAL PROVIDERS

- **GREEN DEAL PROVIDER**

- Provide: a Green Deal Plan; Offer finance & a Contract; Take responsibility

- **GREEN DEAL PARTNER**

- Provide one or more accredited services &/or finance, brand, etc.

- **GREEN DEAL ADVOCATE**

- Just provide information and signposting

SOCIAL HOUSING GREEN DEALS

- Landlord pays fuel bill
 - Offices, District heating
- Tenant pays fuel bill
 - Fuel Poor
 - Not Fuel Poor
- GREEN DEAL FINANCE
 - Subject to interest rate
- GREEN DEAL + ECO
 - Low/No Green Deal
 - Affordable Warmth ECO
 - Landlord Contribution
 - Can you maintain kit?
 - Will you be able to let?

UNKNOWNNS

- Green Deal Finance Interest Rates
- Lenders' attitudes
- Fine details
- Cost of accreditation
- Economies of scale
- Private sector uptake

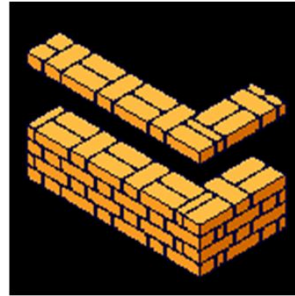
SOCIAL LANDLORDS APPROACH

- Area-based programmes
 - Multiple owners to agree common action
 - Multiple skills in back-to-back contracts
 - Matching measures to repair cycles

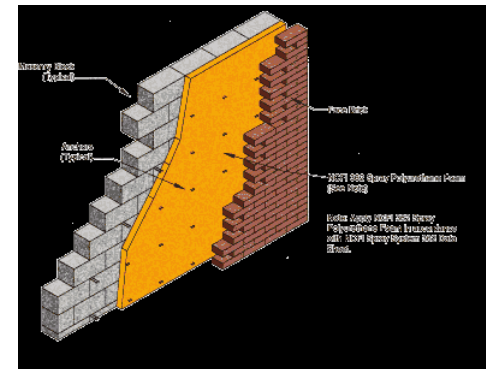
BCHG SHELTER PILOT

- 106 Solid-walled dwellings
- Pepper-potted across region
- 38 concentrated on one estate
- Two CESP areas on the estate
- External insulation demands design
- Learning informs Green Deal thinking

THE MOAT FARM ESTATE



Solid Wall



Cavity Wall

AS IS



DESIGN OPTIONS

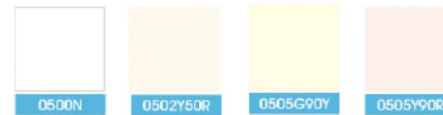
ELEVATIONS OPTIONS

Example street elevation



Elevations Options

COLOUR OPTIONS



PRODUCT DETAILS

Specification: Insulated Render System

Wetherby EWI system

Consists of a layer of insulation fixed onto the external brickwork and finished with a silicone render.

Details:

- A Wetherby EWI system, 110mm EPS (to achieve a 0.30 U value) with a light tint Silicone Finish 1.5mm grain size rolled effect (Standard colour range - Price Band A).
- Aluminium base rail mill finish with PVCu mesh base profile clip
- Full base profile and stop bead, splay beads, and verge/eaves trims to accommodate EWI system
- Window over cills in 2.0mm aluminium (standard white) with welded end caps
- Mastec beading to reveals and heads of aperture opening.
- EWI system to commence at DPC level or 150mm above ground level up to the underside of the existing eaves level.
- Reduced insulation 20mm EPS to passageway external walls only.
- Reveals, heads, party dividing walls will be render return
- Galvanised powder coated base rail and full system stop bead around gas boxes including white UPVC surface mounted coated beads to corners and reveals.

Job Title	CEEP	Drawn By	W-03
Drawn By	W-03	Checked By	W-03
Drawn Date	10/04/2012	Checked Date	10/04/2012
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SHELTER PROJECT KEY FINDINGS

- Data collection !
- Planning approval !
- Back-to back contracts
- More cost savings to come
- Specification development
- Area-based = many owners

