Energy Efficiency Loans for Low and Moderate Income Households: The Warehouse for Energy Efficiency Loans (WHEEL) as a Case Study

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About the Report

This report was prepared as part of a multiyear project (Residential Energy Finance and the LMI Market) to develop the market for residential energy efficiency and renewable energy loans to increase the number and rate of the retrofits they facilitate. The development and implementation of the Warehouse for Energy Efficiency Loans (WHEEL) program was a key component of this effort.

The project brings together key actors in finance, public energy program design and implementation, including banks and other financial institutions, state, local and utility energy programs, foundations, key intermediaries and contractors. The next step is to bring these actors together more formally by establishing a steering committee to oversee the next stage of our project, specifically to develop market research data to help guide the further development of WHEEL as well as complementary programs across all states.

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About Energy Programs Consortium

The Energy Programs Consortium (EPC) is a nonprofit based in Washington DC that is focused on developing innovative energy finance programs and multi-state partnership programs among state energy offices. Key initiatives include the development of the Warehouse for Energy Efficiency Loans (WHEEL), a multi-state energy efficiency loan program for single-family homes that in June 2015 was the first group of unsecured residential energy efficiency loans to be packaged and sold in the secondary financial market ("securitized"). EPC's is also working as a technical assistance provider for the U.S. Department of Energy and the World Bank and is developing an analysis for the ClimateWorks Foundation on options for developing a model similar to WHEEL in other countries.

Introduction

Energy efficiency (EE) and energy affordability have been integral to the mission of the Energy Programs Consortium (EPC) since its inception. Since 2010, EPC has worked in collaboration with the Pennsylvania Treasury and Renew Financial to develop and implement an unsecured residential energy efficiency loan and secondary market program (Warehouse for Energy Efficiency Loans, or "WHEEL"). The WHEEL project is groundbreaking because it brings together states, foundations, and the private sector as a multistate public-private-philanthropic partnership sharing resources to support an important societal goal – to help increase the retrofit of the nation's single family housing stock and thereby reduce greenhouse gas emissions.

One of the goals of the WHEEL program is to make energy efficiency accessible to low and moderate income (LMI) families. The WHEEL program does this by accepting into the program homeowners with Fair Isaac Corporation (FICO) credit scores as low as 640 if their debt-to-income ratio (DTI) does not exceed 50%, without any other income requirement or limitation.

WHEEL is also unique in its dedication to transparency and access to data. Historically, data on residential energy efficiency loans, particularly data related to LMI borrowers, have been difficult to collect. The WHEEL team believes that transparency is necessary for the energy efficiency loan market to develop and grow because it provides certainty for lenders and requires accountability from loan programs. The purpose of this paper is to begin the conversation about the viability of a residential energy efficiency loan product in the LMI market, the types of loans that LMI homeowners want, and how energy efficiency loan programs can effectively target LMI borrowers.

Key Findings

1) WHEEL and other state-sponsored EE loan programs offer significant benefits to all households including below market interest and strong consumer protections. In particular they benefit LMI households because they often have to resort to high interest credit cards to pay for HVAC (heating, ventilating, and air conditioning) and other reactive improvements.

2) There is a common perception that the LMI market is small and suffers disproportionally from subprime credit. In fact the market is more complex. The Work Number database reports that approximately 52% of individuals making $60,000 or less have credit scores above 640. In addition, WHEEL data show no correlation between income and FICO score among program participants. Considering that the American Community Survey estimates 37 million families earning less than $60,000 annually owned their homes as of 2013 (49% of all homeowners)[1], Energy efficiency loan programs that only reach higher income homeowners are missing out on a substantial part of the market.

[1] American Community Survey 2013

Findings from the First WHEEL Securitization Portfolio

3) While the WHEEL program does not specifically target borrowers by income, the majority of loans were taken out by middle and lower income families. In the first WHEEL securitization, 52% of borrowers reported annual incomes of less than 120% of area median income (AMI), including 23% below 80% AMI.

4) While some homeowners financed up to as many as nine energy efficiency measures with a single WHEEL loan, the average borrower invested in two measures, usually HVAC and companion measures such as insulation. In total, 50.8% of borrowers used the loans to fund two or fewer measures, and 71.5% of borrowers invested in three or fewer measures, rather than pay for a whole house retrofit.

5) LMI households invested in different measures than their higher income counterparts, and in fewer measures, which could have implications for program targeting and outreach. For example, LMI households were more likely to invest in furnace and boiler replacement while higher income families were more likely to invest in heat pumps.

6) Despite the fact that higher income borrowers did not invest in many more measures than LMI families, they took out larger loans and spent more per measure. This may be partially explained by higher income borrowers having larger houses and therefore requiring larger, more expensive equipment.

Identifying the LMI Market

There is no one agreed-upon definition of "low and moderate income" at the state or federal level. Different state and federal programs use different definitions depending on their program goals and demographics. There are two main benchmarks for income in the U.S.: the federal poverty guideline (FPG) and area median income (AMI).

The federal poverty guideline, published annually by the U.S. Department of Health and Human Services, is a modified version of a metric calculated by the U.S. Census Bureau to determine whether or not a family is in poverty. Many assistance programs use FPG to set income eligibility cutoffs. The FPG is tiered by family size. For example, one of the income eligibility options for the Low Income Home Energy Assistance Program (LIHEAP) is 150% FPG. The 2016 FPG for a three-person household is $20,160, which means that a family of four making 150% of that, $30,240, is potentially eligible to receive LIHEAP benefits. FPG is valuable for programs that want to provide the same dollar amount of assistance to families across the nation.

State Median Income (SMI) and Area Median Income (AMI) are two similar benchmarks for income levels calculated by the U.S. Census Bureau. These indicators provide an estimate of the median income of a state or community. The SMI and AMI are considered to be a more accurate indicator of someone's economic well-being within their community since they take into consideration economic factors on a state and local level. Some federal programs use SMI or AMI for income eligibility in lieu of, or in addition to, FPG. For example, LIHEAP offices may use 60% SMI as the cutoff for income eligibility

instead of 150% FPG. In Pennsylvania, 2016 SMI was $68,300. A family living in Pennsylvania is potentially eligible for LIHEAP if their income is 60% of that, or $40,980. Table 1 provides a crosswalk of SMI and FPG levels and the income amounts to which they refer. Highlighted cells indicate eligibility levels of well-known federal programs.

Table 1

Income Measure Comparison			
Income Level	FPG 2016 (Family of 3)[2]	SMI 2016 Pennsylvania[3]	Notes
$20,160	100%	30%	HHS Poverty Guideline
$26,208	130%	38%	USDA SNAP Eligibility
$30,240	150%	44%	HHS LIHEAP Eligibility
$34,150	169%	50%	HUD CDBG "Low Income"
$40,320	200%	59%	DOE Weatherization Eligibility
$40,980	203%	60%	HHS LIHEAP Eligibility
$54,640	271%	80%	HUD CDBG "Moderate Income"
$68,300	339%	100%	SMI in Pennsylvania
$80,640	400%	118%	ACA Premium Tax Credit Limit
$81,960	407%	120%	HUD CDBG "Medium Income"

Colloquially, “low income” refers to families that are eligible for benefit programs such as LIHEAP and the Supplemental Nutrition Assistance Program (SNAP). As mentioned above, the LIHEAP statute allows states to use 150% FPG or 60% SMI, whichever is greater, as the income cutoff for the program. SNAP, which is in the Department of Agriculture (USDA), requires recipients have a household income of less than 130% FPG. The Community Development Block Grant (CDBG), a program in the Department of Housing and Urban Development (HUD), defines low income as households under 50% AMI.

“Moderate income,” however, is not as clearly defined. Sometimes it refers generally to the middle class, in which case it could include households up to 200% AMI to cover a broad band of households in the middle of a locality’s income range. Other times it refers to those households that are above the “low income” threshold, but that still are not financially secure. CDBG, one of the few federal programs with a definition of “moderate income,” defines it as between 50% and 80% AMI. The program then defines “medium income” as between 80% and 120% AMI.

For the purposes of this report, “low income” will be defined as below 60% of the median income in the county in which the family lives according to the U.S. Census Bureau in 2016, or 60% AMI. “Moderate income” will be defined as households between 60% and 80% AMI. To put that in perspective, 80% AMI in Pennsylvania is an annual household income of $54,640. Our data indicate that there is a shift in behavior between those above and below 80% AMI in the types of energy efficiency measures they invest in, with families over 80% AMI tending to install measures similar to those in higher income brackets.

[2] Using data from 2010-2014, the U.S. Census estimates the average household size to be 2.63 people.
[3] SMI can vary widely between states. For example, the 2016 SMI in Maryland is the highest in the country at $89,500 while Mississippi has the lowest SMI at only $48,900.

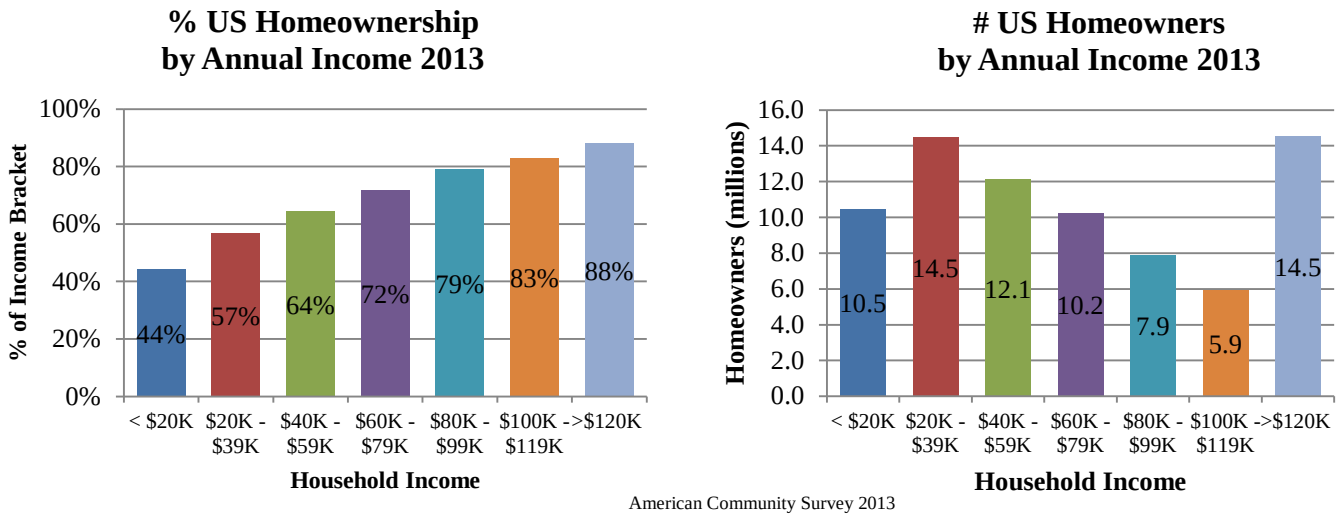
Characteristics of LMI Households

LMI homeowners are as diverse as the rest of the U.S. population in terms of housing, finances, and energy use patterns. However, there is evidence that LMI households differ from higher income families in some aspects that are important to EE lending.

Home Ownership

While it is true that lower income families are less likely to own their homes than their wealthier counterparts, home ownership is still well over 50% for most income brackets. Figure 1 shows U.S. homeownership by income in 2013. The lowest three income brackets approximately track our 80% AMI definition of LMI households (in 2009, 80% AMI in Pennsylvania was $51,040). Combined, 54.5% of those families own their homes.

Figure 1



American Community Survey 2013

In fact, the LMI market is as large as that of higher income brackets. According to the Census Bureau's American Community Survey, 37 million families earning less than $60,000 annually owned their homes as of 2013 (49% of all homeowners), while 38.6 million (51%) homeowners made more than $60,000. Energy efficiency loan programs that only make sense for higher income homeowners are therefore missing out on a very substantial part of the market.

Housing Age and Size

LMI families live in older and less energy efficient housing. On average, 72% of LMI families live in homes that are more than 30 years old as compared to 50% for higher income families[4]. These homes are more likely to have older and less energy efficiency appliances, HVAC systems and are generally in more need of insulation and air ceiling and other improvement that could increase the energy efficiency of their homes.

[4] U.S. Energy Information Administration, Residential Energy Consumption Survey 2009.

LMI households are generally smaller than those of higher income families. The average house for a family under $60,000 is 1,602 square feet, while families making $60,000 or more live in an average of 2,621 square feet[5].

Energy Cost

Home energy costs represent a greater burden to lower income families than to those with higher incomes because these families are more likely to have older and less energy efficient homes and lower overall incomes. As a result, these households spent a greater share of their incomes on home energy. In 2014, for example, average energy burden for LIHEAP-eligible families (up to 150% of poverty) was 10% of their annual income, almost four times the rate for non-low income households (2.4%). Of even greater concern, about one-third of lower income households have an energy burden greater than 15% of income and one in six have an energy burden greater than 25% of income[6]. As a result, EE upgrades can have a significant impact on the monthly budget of an LMI family. For that reason, low-interest EE loans may be even more attractive to LMI homeowners than to higher income families.

Creditworthiness of LMI Families

Many in the energy efficiency community are under the impression that LMI borrowers are not creditworthy and therefore not eligible for EE loans. However, according to the Work Number database, 52% of consumers with incomes at or below $60,000 have Equifax Risk Scores greater than 640[7]. This indicates that a large portion of the LMI sector is creditworthy and should not be excluded from EE loan programs.

LMI Households and Energy Efficiency Loans

There is a common assumption in the energy community that LMI households are not good candidates for finance programs. The belief is that they are generally not homeowners, do not have good credit and that those and other obstacles make it more trouble than it is worth to provide anything approaching market rate loan products to LMI families. As discussed above, while not all LMI families are good candidates for EE loans, a significant portion of the LMI market includes creditworthy homeowners who could achieve appreciable savings by implementing EE upgrades.

While these families are creditworthy, they are often on tight budgets and cannot afford to pay out-of-pocket for energy efficiency efforts so a low-interest loan may be the best solution. However, such loans are not readily accessible for many LMI homeowners, particularly when their furnace brakes in the middle of winter and they need a replacement that day. Historically, LMI homeowners have put such emergency purchases on a credit card, which can charge interest upwards of 24%.

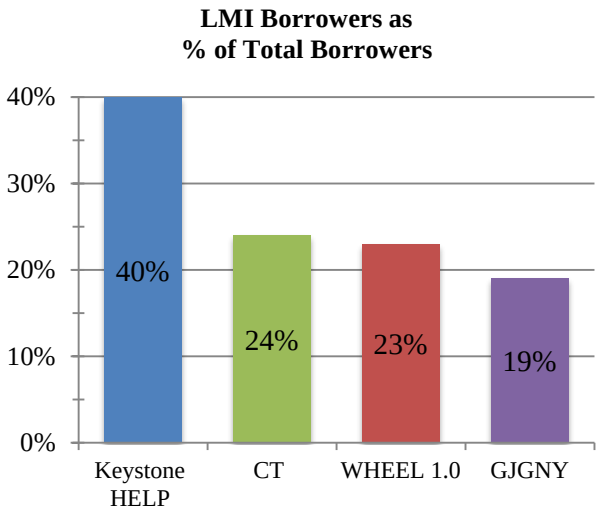
State-sponsored energy efficiency loan programs may offer a better alternative. WHEEL and other state-sponsored EE loan programs offer significant benefits to all households including below market interest

[5] U.S. Energy Information Administration, Residential Energy Consumption Survey 2009.
[6] LIHEAP Home Energy Notebook 2014.
[7] The Work Number is a database maintained by Equifax Workforce Solutions to provide income and employment verification. The database includes the employment and income information for more than 5,000 employers in the U.S.

Figure 2

and strong consumer protections. However, not all EE programs are designed the same. Some programs for example, uses the borrower's house as collateral, which may not be attractive to LMI borrowers for whom their home one of their only assets. Others require loan sizes of $15k or larger, which may be out of reach for an LMI homeowner in an energy crisis. Furthermore, many state loan programs have long approval processes that are unattractive to contractors and too arduous for families in immediate need of a new furnace or other appliance.

WHEEL, on the other hand, is uniquely suited to meet homeowners, specifically LMI borrowers, where they are. The minimum loan size is $2,500 and the loan term is 10 years, terms that are much more attainable for LMI families. WHEEL loans are also unsecured so a family that participates in WHEEL does not risk losing their home if they are unable to repay the loan. Furthermore, states that offer WHEEL loans provide subordinate capital that acts as a loan guarantee, making it possible for lenders to offer the loans at rates significantly lower than other unsecured products such as credit cards.



As mentioned above, there is little publicly available data on uptake of energy efficiency loans in LMI households. However the programs that do report LMI data figures provide a positive picture of the LMI market. As you can see in Figure 2, some state EE programs have had success attracting LMI borrowers. Some of these programs, such as Keystone HELP, offered incentives for low income borrowers such as interest rate buy downs, while others such as WHEEL and Green Jobs Green New York (GJGNY) did not offer additional subsidies for LMI borrowers. While these data are a good start, much more information is needed on LMI participation in EE loan programs order to ensure a robust market.

Case Study: Warehouse for Energy Efficiency Loans (WHEEL)

The Warehouse for Energy Efficiency Loans (WHEEL) project provides state and local governments ("sponsors") a turnkey financing solution for unsecured residential energy efficiency loans that can be tailored to their specific needs and objectives. The WHEEL program includes a broad universe of measures that sponsors can choose to offer in their states or regions, and standard loan terms across all WHEEL sponsors allow the loans to be packaged for sale on the secondary market ("securitized"). The first WHEEL securitization included loans from Pennsylvania, Kentucky, and Ohio. Since then, New York and Florida have joined; WHEEL 2.0 includes loans from Pennsylvania, Kentucky, New York and Florida, with others on track to join before the second securitization is completed.

WHEEL and Low Income Borrowers: The WHEEL program requires a minimum FICO score of 640 and a maximum borrower debt-to-income ratio (DTI) of 50% for all borrowers, regardless of the

state in which they live, but does not otherwise have any income requirement or limitation[8]. There are relevant differences in the programs that may impact low-income uptake, such as the fact that the Florida program is piloting with rural co-ops, which may serve more low-income homeowners, or the fact that some housing agency sponsors have a mandate to serve lower-income borrowers and may limit their funds to support only such borrowers.

WHEEL Data Summary

The first loan portfolio from WHEEL includes 2,079 loans[9] from Pennsylvania, Kentucky and the greater Cincinnati area. The loans were issued between June 2006 and September 2015 and range in size from $1,452[10] to $15,000. Because the concept of WHEEL was generated in Pennsylvania as a way to free up capital in their Keystone HELP program, and this was the first securitization of WHEEL loans, the vast majority of the loans (93.5%) were from that state. Of the remaining loans, 6.4% were from Kentucky and four loans were from Ohio.

The loans included 58 measures installed in borrowers' homes. For the purposes of this analysis, the measures have been sorted into 13 groups: Air/Ventilation Systems, Boiler Replacement, Building Envelope, Central Air, Ducts, Furnace Replacement, Heat Pump, Insulation, Kitchen Appliance Replacement, Other, Thermostat, Water Heater, and Window Improvements.

Table 2 shows the measure groupings by frequency and rate of their inclusion in WHEEL loans. Many loans included more than one measure, so individual loans may be represented multiple times in the chart if they included multiple measures. The full list of measures and their groupings can be found in Appendix A.

Table 3

Measures Included in WHEEL Loans		
Measure Group	# Loans	% Loans
Air/Ventilation Systems	67	3.2%
Boiler Replacement	234	11.3%
Building Envelope	65	3.1%
Central Air Replacement	549	26.4%
Ducts	44	2.1%
Furnace Replacement	652	31.4%
Heat Pump	597	28.7%
Insulation	627	30.2%
Other	483	23.2%
Thermostat	98	4.7%
Water Heater replacement	127	6.1%
Window Improvement	232	11.2%

WHEEL Measures by Income

WHEEL loans were not developed to target any one income bracket. Because the loan approval is based on credit score with no income requirement, LMI borrowers were eligible for the loans if they met the credit and debt-to-income ratio requirements. Within the confines of the credit requirements, states in WHEEL are able to provide additional subsides to make the loans more affordable for LMI borrowers.

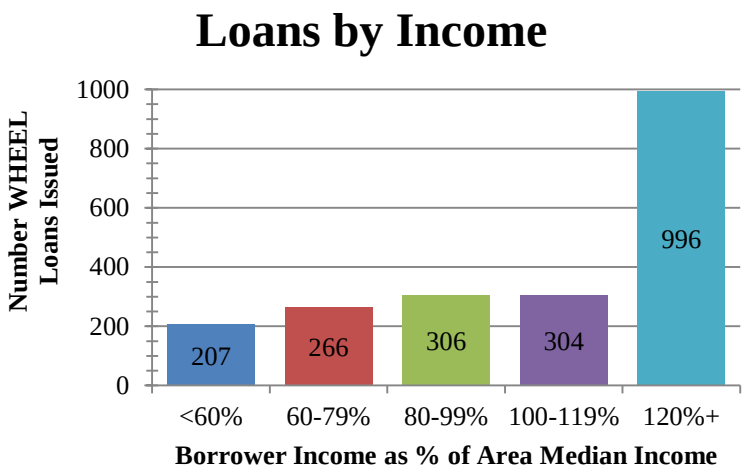
While the WHEEL program does not specifically target by income, the majority of loans are taken out by middle and lower income families. In the first WHEEL securitization, 52% of borrowers reported annual

[8] WHEEL income data are self-reported by the borrowers and are not necessarily verified with paystubs. However, the incentive if any would be to inflate income to qualify for a larger loan.
[9] The dataset used for this report includes the full portfolio of loans, not all of which were included in the securitization.

incomes of less than 120% of AMI, including 23% below 80% AMI[11]. In this section, we will take a close look at the differences between LMI households and those in higher income brackets.

The characteristics of the loans when grouped by income were in some ways surprising. For example, we originally believed that higher income borrowers would be more likely to pay for additional measures through the WHEEL loan once they committed to it. We did not find this to be the case overall.

Figure 3



As Table 2 demonstrates, regardless of the income level, WHEEL borrowers paid for an average of about two measures per loan. However, we did find some differences within the margins of those averages. According to the data, 55% of low income borrowers took out loans covering only one measure while only 40% of those in the highest income group borrowed for only one measure. Conversely, 31% of the highest income tier took out loans covering two measures while only 18% of those in the lowest tier did so. All income groups took out loans covering three or more measures at about the same rate.

This suggests that higher income borrowers were more likely than other borrowers to fund one upgrade in addition to the primary purpose of the loan, perhaps a companion measure that make sense to complete at the same time, but were not any more inclined than other borrowers to do whole house retrofits or roll other unrelated energy efficiency upgrades into the loan.

Table 2 also demonstrates that regardless of how many measures they paid for, higher income borrowers took out larger loans and spent more per measure. There are a few possible explanations for the additional cost per measure. First, higher income families are likely to have larger houses and therefore require larger appliances in the case of furnaces, heat pumps, water heaters, and boilers, and more materials and labor in the case of insulation. Second, higher income families might opt for higher-end appliances and materials that cost more. Unfortunately, the data do not include information on house size or brand/quality of measures installed, so no definite conclusion may be reached as to the reason for these families are taking out larger loans and spending more per measure.

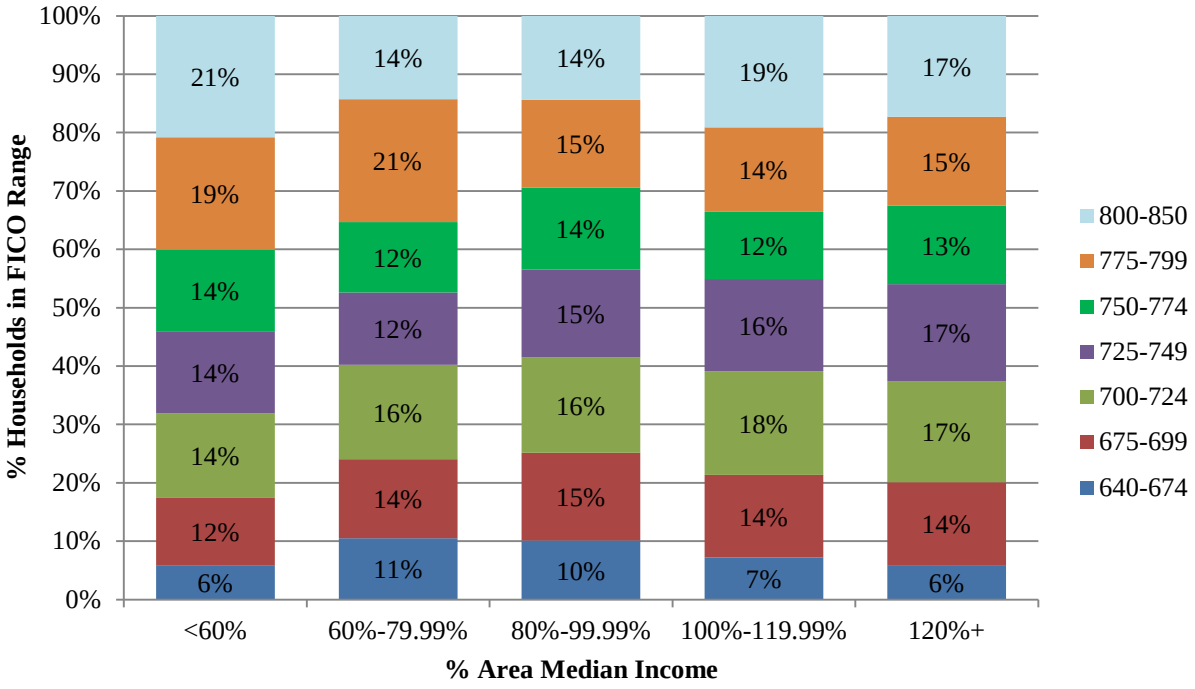
[11] Percent of AMI is calculated using U.S. Census family median income at the county level. Family median income excludes single-person households, which is appropriate for this dataset since a representative of the WHEEL Program Administrator who developed the Keystone HELP program indicated that historically nearly 2/3 of the loans included co-borrowers. Unfortunately, we were not able to obtain information on the percentage of loans in this dataset that contained co-borrowers. Previous WHEEL reports used median household income, which includes single-person households and is therefore significantly lower than family median income; this is why previous reports indicated 10% LMI rather than the 23% LMI reported here using the more appropriate income category.

Table 2

Comparing WHEEL Loans by Income (%AMI)			
Income Level (AMI)	Average # Measures	Avg. Principal Amount	Avg. Cost / Measure
<60%	1.96	$7,257	$4,897
60%-79.9%	2.10	$7,879	$4,967
80%-99.9%	1.90	$8,053	$5,391
100%-119.9%	1.90	$8,464	$5,688
120%+	2.11	$9,739	$6,137

We also found that the borrower's income an FICO scores were not related. Regardless of income, borrowers had approximately the same distribution of FICO scores. Notably, 21% of the lowest income borrowers had FICO scores between 800 and 850, the most of any income grouping. In addition, only 18% of the lowest income borrowers had FICO scores under 700, the fewest of any income grouping. While the data are confined to the WHEEL program and are necessarily skewed towards individuals with higher FICO scores (since WHEEL requires a minimum of a 640 FICO score), they do provide anecdotal evidence that an individual's income is not predictive of his creditworthiness.

Figure 4



The data also show that income has an effect on the types of measures borrowers select. To look at this question, we examined the subset of 917 loans (44% of the portfolio) that included only one energy efficiency measure. Since these loans have only one measure, there is no question as to the primary purpose for the loan, avoiding questions about which measures are integral to the WHEEL loan and

which, if any, are add-ons. Isolating the one-measure loans also gives us an opportunity to investigate which measures are likely to be done by themselves and which are likely to be done alongside others.

As shown in Figure 4, there were appreciable differences in the measures low and medium income borrowers invested in compared to higher income borrowers. These households were more likely to replace a heat pump or do central air, and less likely to do insulation, boiler replacement, or furnace replacement. In fact, heat pumps were almost half of the single-measure loans in the highest income category, while they represented just over a quarter of the low and moderate income loans. Conversely, furnace replacement was done by a quarter of the single-loan low income households, while they only represented 11% of loans in the highest income bracket.

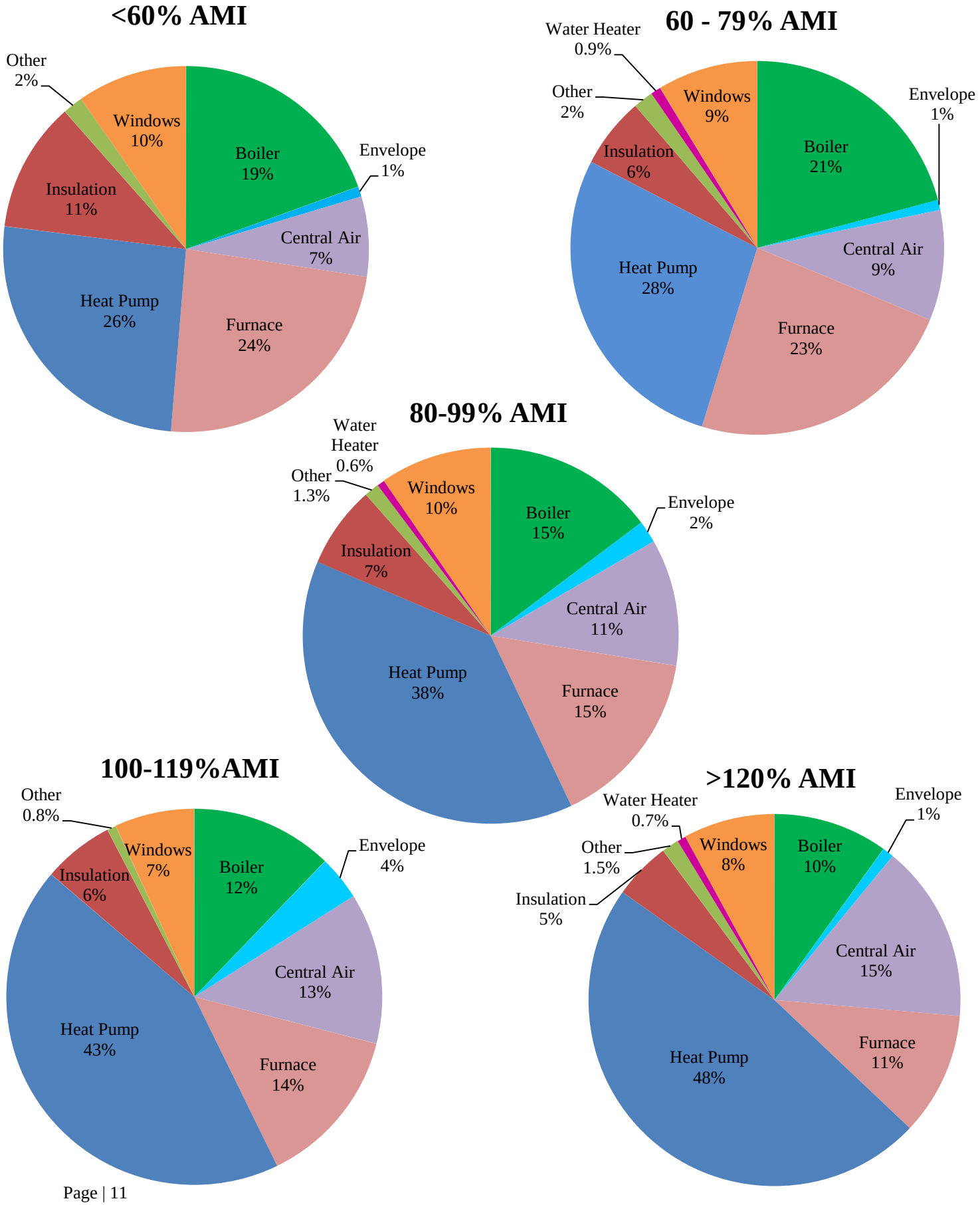
There were also differences in the measures that were more likely to be done in single-measure loans. Sixty-two percent of heat pumps were done as single measure and 53% of all boiler replacements. Other measures were rarely done by themselves, including air/ventilation systems, ducts, insulation, thermostats and water heaters.

We also found an interesting correlation between central air and furnace replacement. They were found to be done together about 70% of the time[12] regardless of income bracket. This is noteworthy because it alone explains two-thirds of the measure-per-loan difference between high and low income borrowers. According to the RECs data, higher income families are more likely to have central air. All of this together suggests that since all borrowers combined central air and furnace replacement at similar rates, there is only a 6% difference in the rate of low and high income borrowers taking out single-measure loans. The rest of the gap that appears in the data is likely due to the fact that higher income borrowers are more likely to have central air in their homes.

[12] The only higher correlation was between air/ventilation systems and insulation. 97% of air/ventilation system work was done alongside insulation.

Figure 5

Measure Frequency by Income



Next Steps

This report is the first in a series of papers that will identify strategies to increase residential retrofits through finance programs with a special focus on helping low and moderate income households take full advantage of available programs.

Specific areas of research could include:

1) Analysis of the creditworthiness of homeowners by income, including general characteristics of homeowners with scores of at least 640 (assets, cars, bank accounts, debt), to determine the appropriate loan products to offer borrowers in that market sector.

2) Analysis of homeowner behavior by income including decision-making patterns, demand for whole-house retrofits vs. reactive measures, reaction to interest rate changes, and barriers to using finance for energy efficiency investments.

3) Analysis of barriers for contractors to working in low and moderate income neighborhoods and models for targeting utility and other incentives to address these barriers.

In addition, more work needs to be done across the board in energy efficiency to ensure loan programs collect and make available data on their borrowers including income, creditworthiness, default rates, and other factors that could help deepen our understanding of the penetration of various loan programs in different market sectors, and how new and existing programs may be tailored to improve their reach in target sectors.

APPENDIX A - Measures Included in WHEEL 1.0 Loan Portfolio

Air/Ventilation Systems

- ERV
- Fireplace Insert
- Ventilating Fans

Boiler Replacement

- Gas Boiler
- Oil Boiler
- Oil Boiler to Gas/Propane Boiler
- Other Boiler
- Propane Boiler

Building Envelope

- Cool Roof
- Door Improvement
- Roof
- Rubber Roofing

Central Air

- Central Air Package System
- Central Air Split System

Ducts

- Duct Re-Design
- Duct Sealing
- Return Duct Ext

Furnace Replacement

- Electric Baseboard to Gas/Propane Furnace
- Electric Furnace to Gas/Propane Furnace
- Gas Furnace
- Oil Furnace
- Oil or Propane Furnace to Gas Furnace
- Other Furnace
- Propane Furnace

Heat Pump

- Air Source Heat Pump
- Ductless Heat Pump
- Fuel Furnace and Ducted Split AC to ASHP
- Fuel Furnace and Ducted Split AC to GSHP
- Geothermal Heat Pump
- Ground Source Heat Pump

Insulation

- Above Grade Wall Insulation
- Air Sealing
- Attic Insulation
- Attic Knee Wall Insulation
- Basement Wall Insulation
- Crawlspace Wall Insulation
- Duct Insulation
- Floor above Uncond. Basement Insulation
- Floor above Uncond. Crawl Space Insulation
- Rim Joist Insulation
- Vaulted Ceiling Insulation

Kitchen Appliance Replacement

- Refrigerator Replacement
- Stove

Thermostat

- Programmable Thermostat Installation

Water Heater

- Water Heater - Storage Tank Cond Space
- Water Heater - Storage Tank Uncond Space
- Water Heater - Tankless Cond Space
- Water Heater - Tankless Uncond Space
- Water Heater - Tankless Gas Whole Home
- Water Heater - Storage Gas High Efficiency

Window Improvements

- Window Improvement

Other

- Ceiling Fan
- Electrical
- Health & Safety
- Other
- Pellet
- Plumbing
- Utility Gas Line Extension
- Wood