



# Christian County Commission

100 West Church St, Room 100  
Ozark, MO 65721

<http://ChristianCountyMO.iqm2.com>

April Term

~ Minutes ~

Thursday, May 19, 2016

8:50 AM

The Christian County Courthouse

## I. Convene

The meeting was called to order at 8:50 AM by Presiding Commissioner Ray Weter

Attendee Name	Title	Status	Arrived
Ray Weter	Presiding Commissioner	Present	8:50 AM
Bill Barnett	Western Commissioner	Present	8:50 AM
Sue Ann Childers	Eastern Commissioner	Present	8:50 AM
Cheryl Mitchell	Assistant	Present	8:50 AM
Rachel Hankins	Assistant	Present	8:50 AM

## II. Agenda

### **Motion/Vote - 8:50 AM Christian County Commission**

Discussion - Approve Agenda

The meeting was attended by Cheryl Mitchell, Captain Richard Ramage, Lieutenant Mark Long, Brent Young, Judy Dollarhite and Julia Davison.

Presiding Commissioner Weter said the 10:00 a.m. GIS Services Agreement will be cancelled. Brent Young will represent Miranda Beadles as she is at a FEMA Training. Captain Richard Ramage, Lieutenant Mark Long & Julia Maples will be representing Brad Cole as he is on vacation.

Presiding Commissioner Weter entertained a motion to approve the agenda with noted exceptions as published for 5/9/2016.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

### **Motion/Vote - 8:55 AM Kay Brown-Christian County Clerk**

Minutes & Financials Approval - Approve Minutes and Financials

The meeting was attended by Cheryl Mitchell, Captain Richard Ramage, Lieutenant Mark Long, Brent Young, Judy Dollarhite, Martha Baucam, Robert Palmer and Julia Davison.

Presiding Commissioner Weter entertained a motion to approve the minutes for closed session 5/5/2016, they have been reviewed and are substantially correct.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Approve Minutes for 5/5/2016

The meeting was attended by Cheryl Mitchell, Captain Richard Ramage, Lieutenant Mark Long, Brent Young, Judy Dollarhite, Martha Baucam, Robert Palmer and Julia Davison.

Presiding Commissioner Weter entertained a motion to approve the regular session minutes for 5/5/2016. They have been reviewed and are substantially correct.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Approve Minutes for 5/12/2016

The meeting was attended by Cheryl Mitchell, Captain Richard Ramage, Lieutenant Mark Long, Brent Young, Judy Dollarhite, Martha Baucam, Robert Palmer and Julia Davison.

Presiding Commissioner Weter entertained a motion to approve the minutes for 5/12/2016. They have been reviewed and are substantially correct.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Approve Minutes for 5/16/2016.

The meeting was attended by Cheryl Mitchell, Captain Richard Ramage, Lieutenant Mark Long, Brent Young, Judy Dollarhite, Martha Baucam, Robert Palmer and Julia Davison.

Presiding Commissioner Weter entertained a motion to approve the minutes for the 5/16/2016 regular session. They have been reviewed and are substantially correct.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote - 9:00 AM Brad Cole-Christian County Sheriff**

Bid Opening - Bid Opening-Inmate Food

The meeting was attended by Cheryl Mitchell, Captain Richard Ramage, Lieutenant Mark Long, Brent Young, Judy Dollarhite, Martha Baucam, Hosea Bilyeu, Robert Palmer and Julia Davison.

Bid Openings for Inmate Food Service.

We will give the bids to Captain Richard Ramage and he will come back and give the Commission a decision next week.

Tiger Correctional Services 515 West Washington Ave, Jonesboro, AR.

Consolidated Food Services, 2670 106th Street, Des Moines, IA.

CBM Managed Services, which is our current vendor, 500 East 52nd Street North, Sioux Falls, SD.

Presiding Commissioner Weter said that Captain Richard Ramage will review the bids and come back with a decision on Thursday 5/26 at 9:15 a.m.

Presiding Commissioner Weter entertained a motion to meet Thursday, May 26, 2016 at 9:15 for the Inmate Food Service decision.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote - 9:15 AM Miranda Beadles-Highway Engineer**

Bid Decision - Bid Decision-Excess Equipment-Highway Department

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Brent Young representing Miranda Beadles who is at a Fema Workshop.

Presiding Commissioner Weter said we have 10 items with 3 bidders.

Presiding Commissioner Weter said he would like to have a discussion between the Commissioners regarding the bids.

Commissioner Barnett asked how much did we pay for the chipper.

Brent Young said \$243,000.00.

Commissioner Barnett said he would like to take the bid for the quad chipper to bigger areas for better bids.

Commissioner Childers asked can you tell us why we are wanting to sell this equipment?

Brent Young said it takes more to haul it around and the liability is greater which costs us more in the long run.

Commissioner Barnett said this is opposite of what you guys told us when you wanted to purchase this chipper. You told us that it was suppose to save the County money.

Brent Young said it did save us money when the oil prices were higher, now that they are lower it would be better just to rent one if we need it. It depreciates about \$20,000.00 a year.

Commissioner Childers asked if we have had an appraisal on this equipment.

Brent Young said no.

Presiding Commissioner Weter said we should get the highway engineer, Miranda Beadles involved in this discussion before we make a final decision.

Matt Pettit said I purchase a lot of these machines all the time and we gave you a bid above market price. The chipper might not have been used very much but the machine is 4-5 years old, their have been some technology changes and upgrades that make the value of this machine lower. We turned in a good number for you mainly because I live in Christian County.

Presiding Commissioner Weter said Bill, hopefully you can resolve this before next week.

Presiding Commissioner Weter entertained the motion to revisit the issue of the chip spreader for Monday the 23rd at 9:45 a.m. and make a final decision.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept the bid from Infinity Asphalt's bid of \$3,111.00 for the Vermeer 1250 Wood Chipper.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept Infinity Asphalt's bid of \$2,112.00 for the Cedar Rapids Asphalt Paver.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept Infinity Asphalt's bid of \$211.00 for the EZ Road Profiler.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept Infinity Asphalt's bid of \$1,012.00 for the 2004 Pro-Paver 413.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept Infinity Asphalt's bid of \$1,753.00 for the 1995 Hypac Pneumatic Roller.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept Hutchens Construction's bid of \$17,100.00 for the 2005 Hypac Pneumatic Roller.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept Infinity Asphalt's bid of \$2,512.00 for the 1996 Vermeer Wood Chipper 1250.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept Infinity Asphalt's bid of \$2,156.00 for the 1987 Ford Truck.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Accept Bid

The meeting was attended by Cheryl Mitchell, Brent Young, Judy Dollarhite, Hosea Bilyeu, Robert Palmer and Matt Pettit.

Presiding Commissioner Weter entertained a motion to accept Hutchens Construction's bid of \$22,600.00 for the 2004 50 ft. Lowboy Trailer with Pony Motor.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote - Christian County Commission**

Agreement - GIS Services Agreement

Meeting Cancelled.

<b>RESULT:</b>	<b>MEETING CANCELLED</b>
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**Motion/Vote -**

Recess until 11:00 a.m.

Presiding Commissioner Weter entertained a motion to stand in recess until 11:00 a.m.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote -**

Resume Regular Business

Presiding Commissioner Weter entertained a motion to come out of recess and resume regular business.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

**Motion/Vote - 11:00 AM Todd Smith-CEO Strategic Methods**

Presentation - PACE Program

The meeting was attended by Cheryl Mitchell, Robert Palmer, Judy Dollarhite, Ted Nichols, Amber Duran with Christian County Headliner, Todd Smith with Strategic Methods, and Charlie Dennison.

Presiding Commissioner Weter said that Todd Smith is here to present a new program for home owners who want energy savings.

Todd Smith said the reason I am here is because the government passed the PACE program (Property Assessed Clean Energy). If Christian County is interested they would need to sign a resolution saying that you would want to join the program. The company MCDE will handle the bonding side of the program. The company is called Renovate America, it will help home owners lower their utility bills and it will create new jobs. It offers home owners an additional funding source. Right now their options are to borrow against their home equity or put it on a credit card. This program is a fixed rate, low interest loan for the life of the loan. The home owner would submit to a voluntary assessment that they would have added to their real estate property tax bill. Renovate America is consumer oriented. The installer has to be pre-approved. Renovate America provides the vendor with the software to do what they need to do. They insure fair pricing and that all permits are in place. If a home owner is over 64 or doesn't speak English, Renovate America will call them and make sure they understand the program.

Presiding Commissioner Weter asked what happens if we sign this resolution?

Todd Smith said what happens at this point is nothing because once approved they will go out and find contractors and it takes awhile to get these contractors signed up and approved.



Ted Nichols said if someone puts in a \$5,000.00 HVAC system, how does the paperwork flow so that we know what they have done to improve their real estate. Is there wording included that says when they have to turn in the contract?

Todd Smith said if they don't turn it in, they don't get paid, so that is their incentive to get it turned in.

Ted Nichols said if they don't get it in on time then it would go on the next years taxes.

Todd Smith said they have an app that gives you real time projects, it shows how many have been completed and how far along they are in the process.

Ted Nichols said I am concerned about someone that may slip through the loophole.

Todd Smith said it would be very similar to NIDS. I will confirm that and call John and let you ask that question directly.

Presiding Commissioner Weter asked will ground source heat pumps be included in this program.

Todd Smith said yes it would definitely be covered.

Ted Nichols asked would septic tanks be included?

Todd Smith said I don't believe that would be energy saving.

Commissioner Childers asked once it is approved, then Renovate America submits it to the auditor.

Todd Smith said the contractors will handle all of the paperwork and get it approved.

Presiding Commissioner Weter asked if the interest rates are competitive.

Todd Smith said right now they are a little higher but since they are included in your property taxes then you would get a deduction which balances it all out.

Commissioner Childers asked if commercial is able to apply?

Todd Smith said yes they would get some big benefits and it would also help with the job market.

Commissioner Barnett said it sounds really interesting.

Presiding Commissioner Weter said it would definitely be a benefit to our citizens.

Todd Smith said the whole point of this is energy efficiency and so it would save the homeowner with their utility costs.

Commissioner Childers said if the property owner sells their house that loan would go with them or would it stay with the house.

Todd Smith said yes in many cases it stays with the house.

Commissioner Childers asked if the County could be left holding the bill?

Todd Smith said no.

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Judy Dollarhite asked if a homeowner decides to do this, the contractor would have to be certified through this program?

Todd Smith said yes.

Judy Dollarhite said where would a homeowner get a list of the contractors?

Todd Smith said it is a one page list that would be on MCED website, there are a lot of contractors that this is 80% of their business.

Ted Nichols asked how long before this program could be up and running?

Todd Smith said approximately 2 months.

Ted Nichols asked if a person is wanting to do this, how long before they would be able to take advantage of this program?

Todd Smith said approximately 6 months. I will ask them to see how long before they could get down here.

Commissioner Childers asked if they do a thorough job checking out their contractors?

Todd Smith said they are very very thorough.

Presiding Commissioner Weter said you said there is a one page contract? We need to get with our Counselor and let him look this over and give us his opinion. We can get back with you after he has reviewed it and we can get it back on the agenda at that time.

Judy Dollarhite asked is this strictly for existing homes or could it be piggy backed on a new loan?

Todd Smith said it is really designed for renovation. It isn't based on credit scores and so it would be better if they just go with a construction loan if they are building a new home.

Ted Nichols asked if they fall behind on their payments can I put that in with our regular 2% late fees?

Todd Smith said yes, I believe you can. If you are interested in looking into this further you can go to MCED's website at [mced.mo.gov](http://mced.mo.gov).

Judy Dollarhite said there isn't a prepayment penalty, is there?

Todd Smith said no.

Robert Palmer asked how much more burden is this going to be on the Collector's office?

Todd Smith said none, there is a software program that will help with this, it wouldn't be a real issue.

Ted Nichols said it wouldn't be an issue.

Commissioner Childers called for a motion to table the PACE program until we can review this further.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Sue Ann Childers, Eastern Commissioner
<b>SECONDER:</b>	Bill Barnett, Western Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers

### III. Adjournment

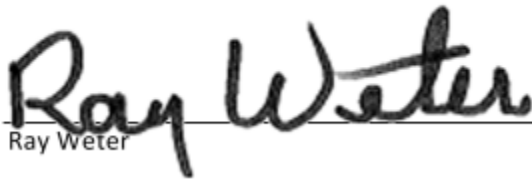
The meeting was closed at 11:30 AM

**Motion/Vote - 11:30 AM**

Adjourn

Presiding Commissioner Weter entertained a motion to adjourn.

<b>RESULT:</b>	<b>ADOPTED [UNANIMOUS]</b>
<b>MOVER:</b>	Bill Barnett, Western Commissioner
<b>SECONDER:</b>	Sue Ann Childers, Eastern Commissioner
<b>AYES:</b>	Ray Weter, Bill Barnett, Sue Ann Childers



Ray Weter

Presiding Commissioner, Ray Weter



Bill Barnett

Western Commissioner, Bill Barnett



Sue Ann Childers

Sue Ann Childers

Eastern Commissioner, Sue Ann Childers



## The Missouri Clean Energy District's PACE Program

The Missouri Clean Energy District (MCED) has partnered with Renovate America to bring Property Assessed Clean Energy (PACE) financing to Missouri property owners. MCED's PACE Program, HERO, takes the obstacles out of making energy-efficient upgrades by pairing this innovative financing solution with unmatched consumer protections. Working together, we will bring a better, more energy-efficient future to Missouri.

### PACE: Making Energy Efficiency Affordable

PACE (Property Assessed Clean Energy) is a program that enables both residential and commercial property owners to finance energy-efficient and renewable energy improvements through a voluntary tax assessment on the property. PACE communities experience a number of benefits, including economic growth and reduced carbon emissions.

### What is HERO?

HERO is the nation's leading PACE program, with 90 percent of the national residential market. It's a turnkey program that provides homeowners with a network of trusted contractors to choose from, and offers consumer protections that go above and beyond other financing options.

### Unmatched Consumer Protections

HERO offers homeowner and contractor support before, during and after a project. HERO Registered Contractors are all licensed, verified, and have agreed not to be paid until the homeowner signs off that the project has been completed to their satisfaction.

### How do HERO and MCED Work Together?

The Missouri Clean Energy District (MCED) was established to provide unlimited capital to fund energy efficiency and renewable energy projects.

There is no membership cost to local governments and no risk, because no public funds are used for financing. Once your community joins MCED, HERO takes care of the rest. They help develop a communications plan, PR strategy, and provide onsite and webinar training to educate local contractors about HERO.

### How do I offer PACE and the HERO Program?

Like many communities across the state already offering PACE and the HERO Program, all you have to do is join MCED. Contact John Harris at 573-592-9105 or [jharris@mcled.mo.gov](mailto:jharris@mcled.mo.gov) to get started today.

# State of Missouri

Property Assessed Clean Energy (PACE) is a program that enables both residential and commercial property owners to finance energy-efficient and renewable energy improvements through a voluntary assessment on the property. PACE communities experience a number of benefits, including economic growth and reduced carbon emissions.

Renovate America offers the leading residential PACE program in the nation, the HERO Program.

- HERO allows property owners to afford improvements that reduce energy consumption, helping them save on their utility bills and pay for products over time.
- Growth in the home improvement market creates new business that benefits local contractors in each community.
- HERO allows local property owners access to the financing without the need for taxpayer funding.
- Renovate America offers all property owners access to a network of trained local contractors and private capital providers.

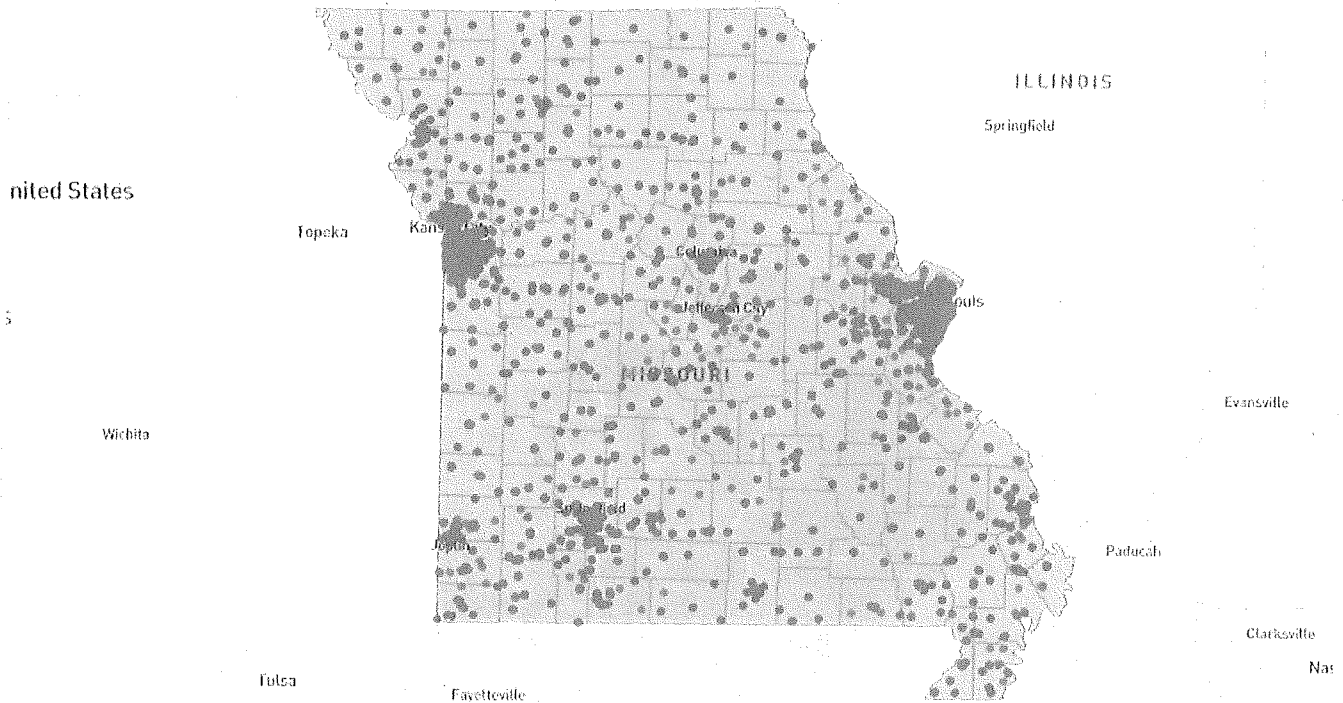
## State Projection – Five Year Forecast

	Missouri
Homes Improved	38,000
Jobs Created	6,000
Amount Funded	\$650 M
Economic Stimulus	\$1.2 B

	Missouri
Energy Saved (kWh-e)	4 B
Emissions Reduced (ton)	2.7 B

\*Estimated figures for year 5. Assumes full state adoption.  
 \*\*Impacts are projections based on lifetime of installed products

## Market Potential – Homes Improved



Attachment: PACE Program (2961 : PACE Program)

# PACE Industry Consumer Protections

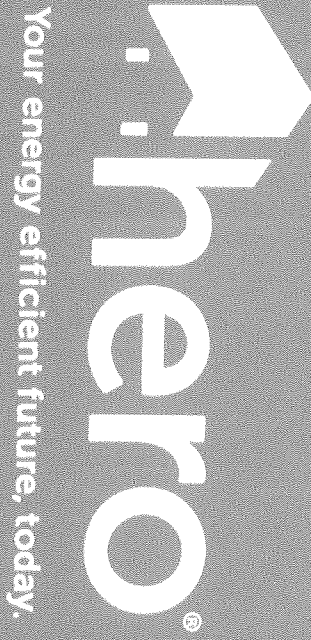
The HERO Program has helped lead the Property Assessed Clean Energy Industry on the most comprehensive consumer protections in consumer finance.

- **Contractor Requirements:** Largely locally-owned small businesses, all contractors are required to have a proven track record for quality and be in good legal standing.
- **Efficiency Standards:** Installed products must be rated as efficient by the DOE, EPA, or a state or local government agency.
- **Fair Market Standards:** Prices must fall within fair market standards.
- **Payment Protection:** Payment to the contractor is withheld until the homeowner signs off that the work is complete.
- **Senior Protection:** Seniors over age 64 get extra attention to help ensure they are moving forward with a project that is right for them.

Consumer Protection	HERO	Other Financing Options
Energy Efficient Product Verification	☑	✗
Contractors Must Meet Standards and Have Proven Track Records	☑	✗
Fair Market Value Pricing	☑	✗
Permit Requirements	☑	✗
Funding Provided Only Upon Successful Completion Of Project and Homeowner Sign Off	☑	✗
Pre- and Post-Funding Dispute Resolution	☑	✗
Extra Protections for Seniors	☑	✗
Real Estate Transaction Support When Selling or Refinancing	☑	✗

Attachment: PACE Program (2961 : PACE Program)







# What is PACE?

Property Assessed  
Clean Energy





# The Key to Energy Efficiency

# RENOVATE AMERICA

The Missouri Clean Energy District (MCED) has partnered with Renovate America to bring PACE financing to Missouri property owners through the HERO program.

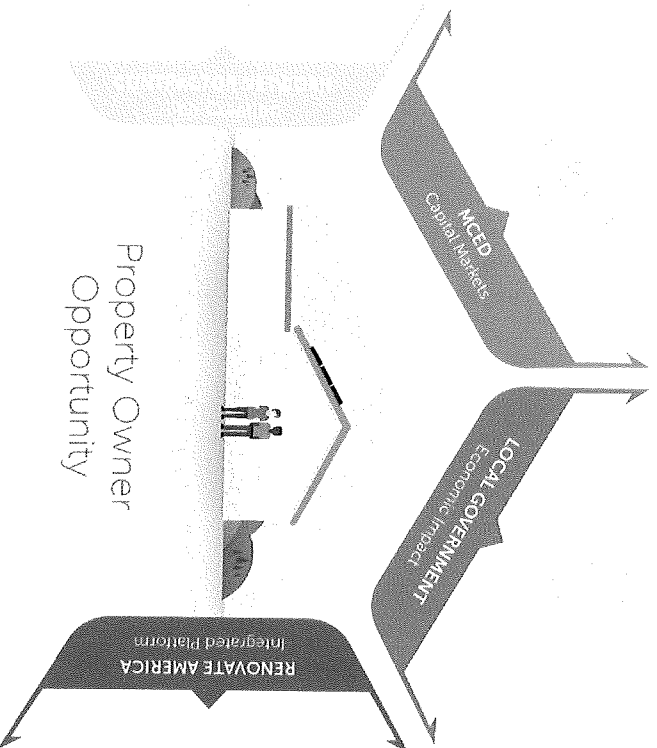
**MCCED.MO.GOV**  
Missouri Clean Energy District

Renovate America brings private capital to meet public policy objectives and is the only company to widely market PACE bonds with six securitizations complete.

Our proven model enables us to provide:

- Ongoing capital
- Industry-leading consumer protections
- Dependable support services
- Comprehensive technology infrastructure

...all at no cost to government.



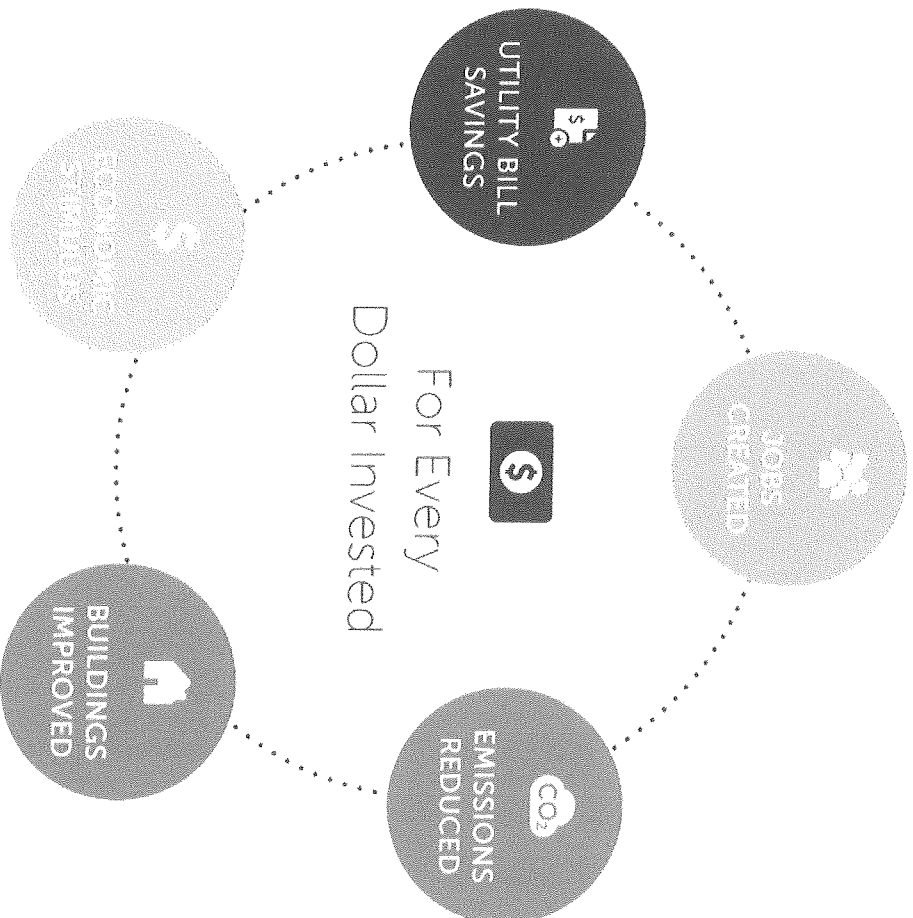
# Property Assessed Clean Energy (PACE)

## A moment of opportunity:

- Every Year, 1 in 6 property owners replace a system that affects energy consumption

## PACE Community Benefits:

- Reduced carbon emissions
- Less energy consumption
- Lower utility bills
- Creation of new, local jobs
- Increased property values



# Property Assessed Clean Energy (PACE) Financing

HERO is Property Assessed Clean Energy (PACE) financing, which is designed to make payments affordable by offering a fixed interest rate that is payable over an extended period of time along with property taxes.

### PACE Overview:

- New way to pay for energy efficiency and renewable upgrades
- Financed measures become a fixed asset and are repaid overtime through a voluntary tax assessment on the property tax bill
- Eligibility based on home equity, not credit score

<b>PARCEL NUMBER:</b> 123456-789		<b>BILL NUMBER:</b> 001		<b>AGENT:</b> 01		<b>BRANCH:</b> 02		<b>PROPERTY LOCATION:</b> 123 Sample Street, Anytown, USA, 12345	
<b>SAMPLE COUNTY</b> <b>SECURED PROPERTY TAX BILL 2015-2016</b> FOR FISCAL YEAR BEGINNING JULY 1, 2015 AND ENDING JUNE 30, 2016 <b>ANNUAL TAX BILL</b>									
JOHN SMITH DIRECTOR OF FINANCE TAX COLLECTOR									
*** ATTENTION ***									
<b>TAX RATE AREA CODE</b> AD VALOREM TAXING AGENCY		<b>TAX BASE</b> 1		<b>TAX RATE</b> 1.01920		<b>TAX AMOUNT</b> 1,332.66		<b>NET ASSESSED VALUES</b> 133,265	
<b>COUNTY WIDE 18</b> COIL ABC									
<b>IMPORTANT INFORMATION:</b> UNIFIED SCHOOL DISTRICT COUNTY SEWER STREET LIGHTING COUNTY PARAMEDIC HERO FINANCING		<b>EM TAXING AGENCY TOTAL</b> 1,350.24		<b>PHONE NUMBER</b> 000-000-0000 000-000-0000 000-000-0000 000-000-0000 000-000-0000		<b>LEVY AMOUNT</b> 238.76 117.82 17.88 6.92 700.00		<b>DIRECT LEVY TOTAL</b> 1,081.40	



# HERO Advantage

When you have HERO in your community you are protecting property owners before, during and upon completion of every project.

## HERO Features:

- 100% Financing
- Approvals Based on Home Equity
- Low Fixed Interest Rates
- 5, 10, 15 or 20 Year Payment Terms
- Consumer Protections

## HERO Products:

Over one million models of efficiency products qualify, including:

- HVAC
- Roofing
- Windows & Doors
- Insulation
- Solar

	Consumer Protection	Before HERO	After HERO
Training	Eligibility Requirements Proposal Automation Estimating Calculators Application Verification	X	✓
Compliance	Marketing Product Eligibility Fair Pricing Permit Verification	X	✓
Protection	Pay Upon Completion ID Verification Terms Confirmation In Good Standing Dispute Resolution	X	✓





# Community Support:

Consumer Protection & Contractor Training



# Community Support

We provide dedicated support to property owners, contractors, real estate professionals, and municipalities through every step of the process.

## Municipal Support

Dedicated Market Development Managers are assigned to every municipality to provide program education, continued support, and to respond to constituent inquiries.

## Contractor Training

Our representatives in the field provide training and ongoing assistance on Program implementation.

## Dispute Resolution

Every property owner complaint receives a full investigation. When necessary, our investigators will intervene to resolve any disputes.

## HERO Property Advisors: 855-225-HERO

A dedicated division of specialists are available to assist real estate professionals and homeowners during the selling or refinancing process and answer any questions that may arise.

## HERO Hotline: 855-HERO-411

Our full service call center is available to property owners and contractors from project start to completion.





# Consumer Protection Policy

HERO has developed industry leading Consumer Protection Policies for the home energy improvement financing sector:

### Contractor ID Verification

HERO Registered Contractors are all verified, and are required to adhere to our industry-leading consumer protections.

### Support Start to Finish

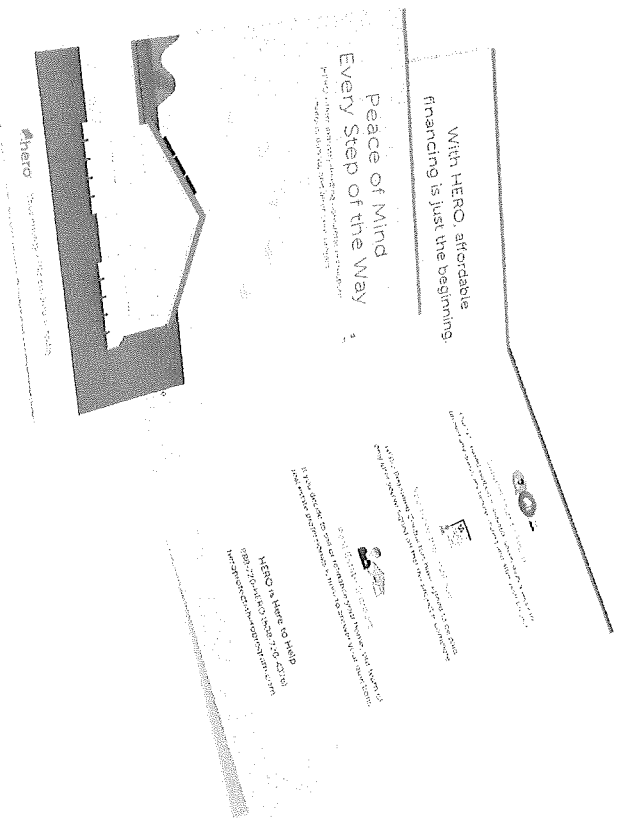
Our U.S. based support is available to contractors and property owners seven days a week.

### Product Verification

In addition to the HERO Product Eligibility Specifications, all products installed must meet or exceed applicable local, state, and/or federal permitting, codes, and standards.

### Payment Protection

No payments are made to the contractor until the property owner signs a completion certificate to verify the project has been completed to their satisfaction.



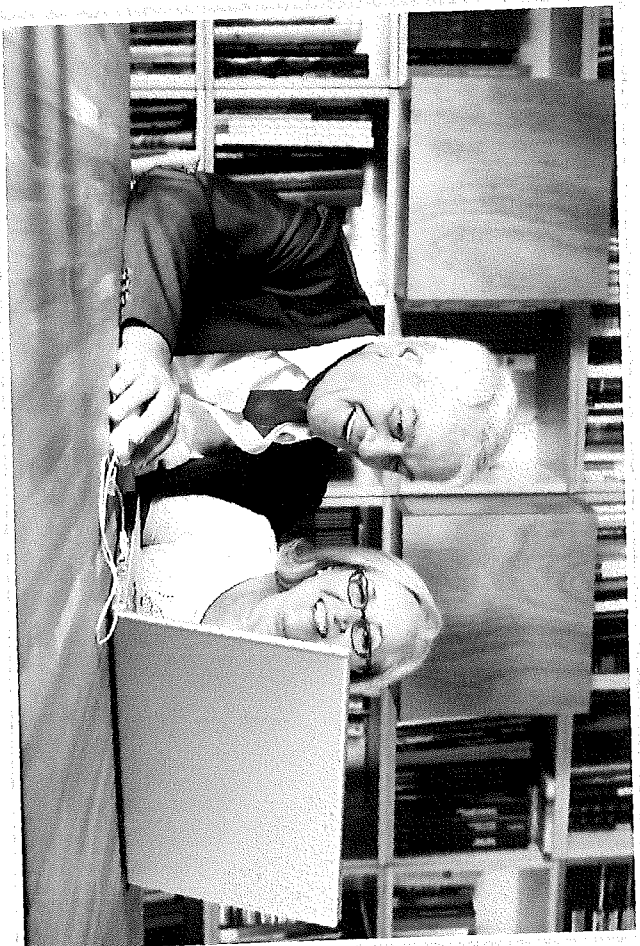
# HERO Protects Elderly Consumers

Compliance agents provide the following **additional services for elderly protection:**

- In-home visits (regular follow-ups)
- Contractor/property owner mediation services
- Liaise with Elder Protection Organizations
- 100% resolution of all reasonable matters

Additional preventative controls in place for homeowners over the age of 64:

- Trained specialists who ask specific questions to gauge property owner's capacity to enter into a contract
- Verbal confirmation of financing terms
- Verbal confirmation from homeowners before contractors are paid





# Technology Platform



Attachment: PACE Program (2961 : PACE Program)

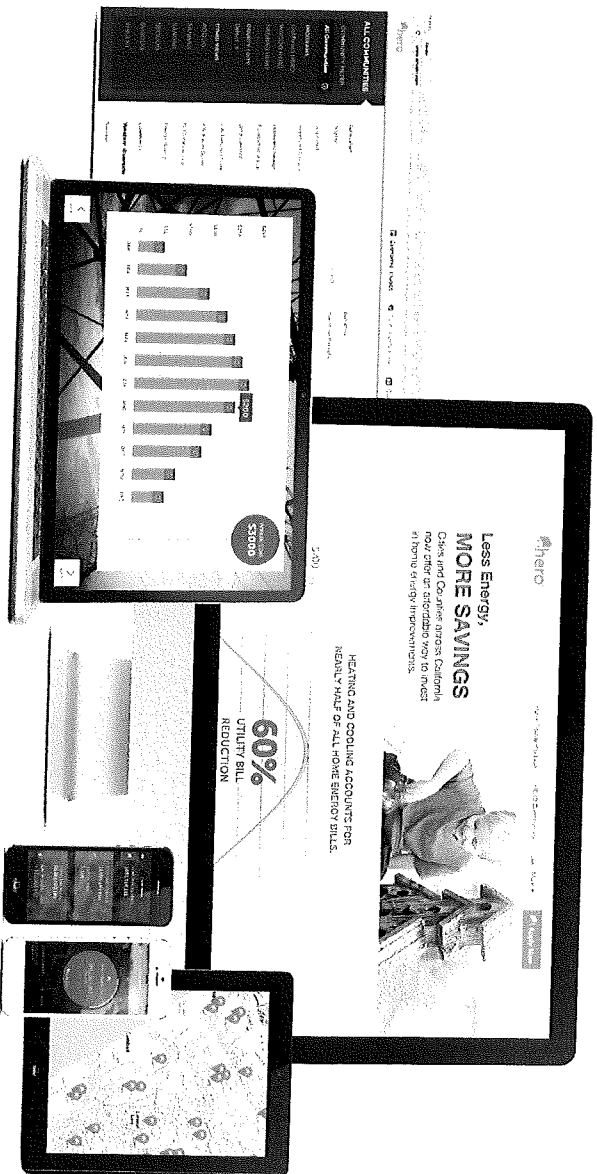


# HERO Supports Government Partners

HERO Gov provides real-time access to data so that government partners can see -- at any time -- the impact of the program on their community.

**Features:**

- Up-to-the minute reports provide data on:
  - Economic stimulus & impact
  - Environmental impact & savings
  - Drill-down on metrics by community
  - Ability to view different time periods

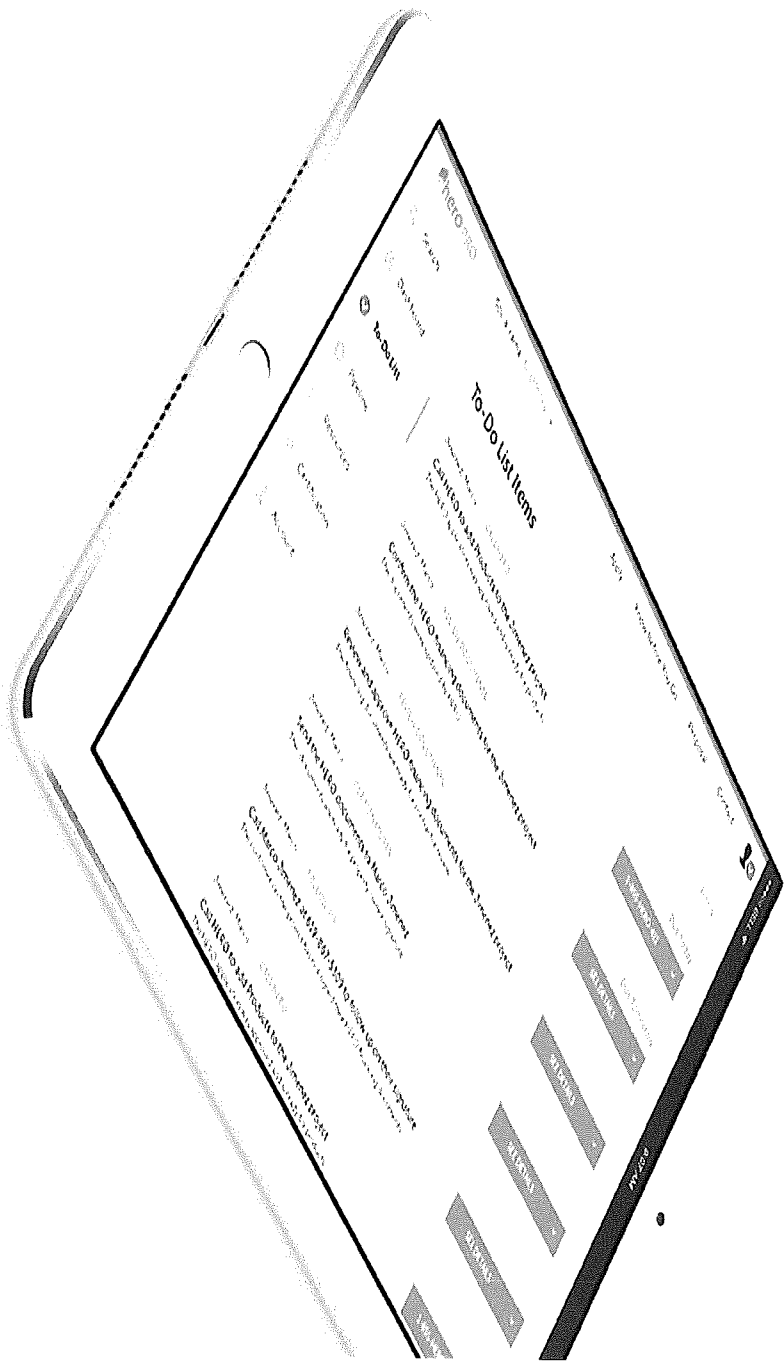


# HERO Supports Contractors

HERO Pro provides the most comprehensive suite of software tools for estimating and financing.

**Features:**

- Proposal tools
- Estimating calculators
- Job tracking dashboard
- Electronic signatures
- Step-by-step process
- Financing document generation





# HERO in

## Action:

Success & Awards



# The HERO Story in California – Success Since 2012

125,000+ approved applications for \$7.3 Billion

61,500+ homes improved

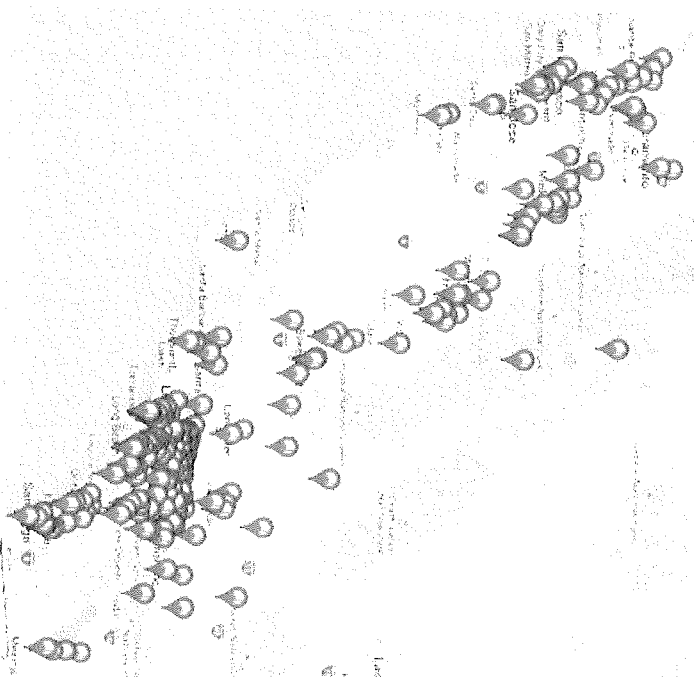
\$1.45+ Billion funded in upgrades

12,300+ local jobs created

\$2.51+ Billion in annual economic impact

2.51+ Million tons of abated CO<sub>2</sub> emissions

\$2.53+ Billion in utility bill savings



97%

Said that HERO Program Representatives are friendly, knowledgeable and professional.

96%


Said that they would recommend the HERO Program to a friend or relative.

Numbers reflect HERO program lifetime results through April 2016





# Awards & Recognition

 **U.S. Climate Leadership for Innovative Partnerships**  
U.S. Environmental Protection Agency


 **Model Community Achievement Award**  
South Coast Air Quality Management District

 **White House Water Summit**  
Office of Science and Technology Policy

 **Best Residential Partnership**  
U.S. Green Building Council

 **Environmental & Economic Partnership**  
Governor of California

 **Best of the Best**  
Urban Land Institute

 **President's Award for Excellence**  
Southern CA Association of Governments

 **Business Achievement Award**  
Climate Change Business Journal



# Frequently Asked Questions

## What is PACE?

PACE stands for Property Assessed Clean Energy. It is a government initiative that enables the financing of energy-efficient and renewable-energy upgrades to buildings, both residential and commercial, to be repaid over time through a voluntary tax assessment. PACE helps local economies grow and creates new, skilled jobs. Energy-efficiency savings also reduce CO2 emissions and offer energy independence.

## What is the HERO Program, and how does it work?

The Home Energy Renovation Opportunity (HERO) Program is the PACE program offered by Renovate America under in partnership with the Missouri Clean Energy District (MCED.) Renovate America offers a network of trusted contractors and industry-leading consumer protections that help more property owners confidently invest in upgrading their homes with energy-efficiency and renewable energy renovations.

## What types of home improvements are eligible?

Over one million products are eligible for HERO. Typical projects include: solar photovoltaic (PV) systems; energy-efficient space heating, ventilation and air conditioning (HVAC); energy-efficient windows, skylights, and doors; solar thermal water heating; air sealing and weatherization; insulation; and indoor energy-efficient light fixtures.

## What are the costs and benefits of offering HERO in my community?

There are no costs to offering the HERO Program and it does not require dedicated staff resources to develop or implement the Program. HERO will benefit your community by reducing energy consumption, stimulating local business, creating sustainable jobs, and lowering greenhouse gas emissions.