Scalable financial solutions for energy renovations
Best practices from Utrecht Region. What’s next?!

Stef Röell – March 2019

A Green, Healthy and Smart Region
Let’s talk renovation…

… but I don’t have money to renovate
... but I want to have a vacation
... I want to get married and have children
I want to have a new car
… or I simply don’t know where to start!
We need something different
2 obstacles:

1) Finance
2) Process support
Finance

Socially inclusive, acceptable and therefore: scalable
Could the house borrow the money instead of the owner?

**Before renovation**
Total cost =
Mortgage cost + energy bill

**After renovation**
Total cost =
Mortgage cost + monthly contribution to House Owners Association
Process support

• How to …
• Where to start?
• FAQ
• Team of consultants, designers, builders, other know-how

Process money via Elena-fund
How it started
Home Owners Associations

- Out of 7 million homes in the Netherlands around 1,2 million are part of a HOA

- Legal structure; appartment owners are unified (obligation)

- Looks after joint interests of owners

- Scalability potential is enormous (est. €20 bln in NL)
Pilot Leusden (Hamershof district)

- HOA with 97 houses.
- **Ambition:** most ambitious renovation level: energy neutral
- Budget neutral for apartment owners
- Process support
What was achieved so far

- Fund with €600 milion was launched on a national level (30 year loan for NEZER renovations)
- Many HOA’s are interested and standing in line for process support
- Elena subsidy has been submitted to the EIB to organise process support
- From pilot to scalable solution in a year!
What’s next?

- Risk rating -> Scale
- Get private investors on board!
- Solutions for privately owned homes. *Market potential is even bigger.*
Take-outs

- Smart pilots as a foundation for further scale
- Involve your stakeholders from the beginning
- Address all obstacles, not just one
- Potential in other countries for HOA’s: Denmark, Italy, Lithuania, Belgium and…..

- **Have the house finance the renovation!!**
Thank you

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