

**Gillich, A., Sunikka-Blank, M. and Ford, A. (2016) Lessons for the UK Green Deal from the US BBNP. *Building Research & Information*. DOI: 10.1080/09613218.2016.1159500**

**Supplemental data**

**Appendix A**

**Table A1: Green Deal data**

|                           | (DECC, 2015), Table 1 & 3 |        |           |                   |                           | Inferred values        |                                    |                         |
|---------------------------|---------------------------|--------|-----------|-------------------|---------------------------|------------------------|------------------------------------|-------------------------|
|                           | Assess-ments              | ECO    | Cash-back | GD Financ e Plans | GD Home Improve-ment Fund | Total non-ECO Upgrades | Conversion rate (grants and loans) | Conversion rate (loans) |
| January 2013 <sup>6</sup> | 74                        | 14,433 | 0         | 0                 | 0                         | 0                      | 0%                                 | 0%                      |
| February 2013             | 1,729                     | 18,606 | 96        | 0                 | 0                         | 96                     | 6%                                 | 0%                      |
| March 2013                | 7,491                     | 21,265 | 136       | 0                 | 0                         | 136                    | 2%                                 | 0%                      |
| April 2013                | 9,522                     | 27,846 | 110       | 0                 | 0                         | 110                    | 1%                                 | 0%                      |
| May 2013                  | 12,146                    | 33,096 | 145       | 0                 | 0                         | 145                    | 1%                                 | 0%                      |
| June 2013                 | 13,517                    | 33,809 | 3,337     | 5                 | 0                         | 3,342                  | 25%                                | 0%                      |
| July 2013                 | 13,645                    | 43,516 | 1,266     | 7                 | 0                         | 1,273                  | 9%                                 | 0%                      |
| August 2013               | 13,087                    | 49,773 | 1,158     | 133               | 0                         | 1,291                  | 10%                                | 1%                      |
| September 2013            | 13,965                    | 58,939 | 1,012     | 170               | 0                         | 1,182                  | 8%                                 | 1%                      |
| October 2013              | 16,672                    | 72,050 | 844       | 526               | 0                         | 1,370                  | 8%                                 | 3%                      |
| November 2013             | 15,595                    | 81,713 | 787       | 471               | 0                         | 1,258                  | 8%                                 | 3%                      |
| December 2013             | 12,385                    | 66,282 | 472       | 433               | 0                         | 905                    | 7%                                 | 3%                      |
| January 2014              | 15,267                    | 74,298 | 498       | 275               | 0                         | 773                    | 5%                                 | 2%                      |
| February 2014             | 17,998                    | 76,750 | 677       | 310               | 0                         | 987                    | 5%                                 | 2%                      |
| March 2014                | 25,138                    | 98,411 | 1,069     | 265               | 0                         | 1,334                  | 5%                                 | 1%                      |
| April 2014                | 22,012                    | 57,432 | 945       | 385               | 22                        | 1,352                  | 6%                                 | 2%                      |
| May 2014                  | 23,811                    | 58,908 | 973       | 481               | 74                        | 1,528                  | 6%                                 | 2%                      |
| June 2014                 | 29,018                    | 53,479 | 1,934     | 391               | 674                       | 2,999                  | 10%                                | 1%                      |

**Table A1, continued**

|                | (DECC, 2015) Table 1 & 3 |                  |               |                   |                           | Inferred values        |                                    |                         |
|----------------|--------------------------|------------------|---------------|-------------------|---------------------------|------------------------|------------------------------------|-------------------------|
|                | Assess-ments             | ECO              | Cash-back     | GD Financ e Plans | GD Home Improve-ment Fund | Total non-ECO Upgrades | Conversion rate (grants and loans) | Conversion rate (loans) |
| July 2014      | 37,192                   | 54,356           | 157           | 561               | 4,424                     | 5,142                  | 14%                                | 2%                      |
| August 2014    | 26,625                   | 48,594           | 60            | 625               | 4,140                     | 4,825                  | 18%                                | 2%                      |
| September 2014 | 29,629                   | 59,833           | 20            | 1,053             | 2,667                     | 3,740                  | 13%                                | 4%                      |
| October 2014   | 33,191                   | 64,387           | 0             | 1,152             | 2,450                     | 3,602                  | 11%                                | 3%                      |
| November 2014  | 32,734                   | 58,660           | 0             | 1,120             | 2,290                     | 3,410                  | 10%                                | 3%                      |
| December 2014  | 24,874                   | 47,755           | 0             | 906               | 1,574                     | 2,480                  | 10%                                | 4%                      |
| January 2015   | 26,357                   | 45,708           | 0             | 886               | 1,767                     | 2,653                  | 10%                                | 3%                      |
| February 2015  | 28,238                   | 42,513           | 0             | 922               | 1,294                     | 2,216                  | 8%                                 | 3%                      |
| March 2015     | 27,453                   | 50,569           | 0             | 1,180             | 1,676                     | 2,856                  | 10%                                | 4%                      |
| April 2015     | 16,439                   | 29,223           | 0             | 1,178             | 1,691                     | 2,869                  | 17%                                | 7%                      |
| May 2015       | 14,061                   | 29,603           | 0             | 1,314             | 2,180                     | 3,494                  | 25%                                | 9%                      |
| June 2015      | 16,071                   | 33,091           | 0             | 1,568             | 2,265                     | 3,833                  | 24%                                | 10%                     |
| <b>Total</b>   | <b>575,936</b>           | <b>1,504,898</b> | <b>15,696</b> | <b>16,317</b>     | <b>29,188</b>             | <b>61,201</b>          | <b>10.6%</b>                       | <b>2.8%</b>             |

**Table A2: Better Buildings Program data (DOE, 2014)**

|                | Assessments   | Upgrades     | Conversion Rate (inferred) | Number of Loans | Loan Fraction (inferred) |
|----------------|---------------|--------------|----------------------------|-----------------|--------------------------|
| Q4 2010        | 6074          | 3719         | 61%                        | 386             | 6%                       |
| Q1 2011        | 10211         | 4075         | 40%                        | 857             | 8%                       |
| Q2 2011        | 8337          | 3237         | 39%                        | 528             | 6%                       |
| Q3 2011        | 9792          | 3657         | 37%                        | 648             | 7%                       |
| Q4 2011        | 9898          | 4208         | 43%                        | 1020            | 10%                      |
| Q1 2012        | 10993         | 4890         | 44%                        | 1143            | 10%                      |
| Q2 2012        | 11990         | 6189         | 52%                        | 1252            | 10%                      |
| Q3 2012        | 12239         | 6971         | 57%                        | 1201            | 10%                      |
| Q4 2012        | 14385         | 9626         | 67%                        | 1536            | 11%                      |
| Q1 2013        | 15267         | 10430        | 68%                        | 1353            | 9%                       |
| Q2 2013        | 17755         | 8630         | 49%                        | 1396            | 8%                       |
| Q3 2013        | 11382         | 8861         | 78%                        | 1285            | 11%                      |
| <b>Q Total</b> | <b>138323</b> | <b>74493</b> | <b>54%</b>                 | <b>12605</b>    | <b>9%</b>                |

**Table A3: Interview details**

|   | <b>Interviewee</b>    | <b>Personal Title and Program</b>  | <b>Interview Type</b> | <b>Date</b> | <b>Length (hours)</b> |
|---|-----------------------|--|-----------------------|-------------|-----------------------|
| 1 | Alissa Whitemen       | Energy Efficiency Program Manager - Massachusetts Dept of Energy Resources                                   | In person             | 17/07/2013  | 1                     |
| 2 | Ludy Biddle           | Executive Director, NeighborWorks of Western Vermont   | In person             | 19/07/2013  | 1                     |
| 3 | Daniel Olson          | Senior Energy Efficiency Planner, - Energy Impact Illinois - Chicago Metropolitan Agency for Planning (CMAP) | Phone                 | 21/04/2014  | 1                     |
| 4 | Mary Templeton        | Executive Director - Michigan Saves  | Phone                 | 30/06/2014  | 1                     |
| 5 | Private Communication | Former DECC Official that worked closely with the Green Deal, UK   | In person             | 04/09/2014  | 0.75                  |