**SECTION 1 APPENDIX**

**LOT DETAILS**

**LOT DETAIL**

The following information provides more detail on the size and scope of each Lot

In this section you will find:

* Value of the Lot
* Potential market in each Lot based on key measure types
* Potential market in each Lot in low-income category

**Lot value evaluation**

Lot values have been calculated following analysis of domestic Energy Performance Certificate and Fuel Poverty data. Each local authority in a Lot area was assigned a fuel poverty rate based on the BEIS Sub–Regional Fuel Poverty estimates published in 2020. This rate was then multiplied by the total number of homes in each local authority to calculate the number of fuel poor homes. EPC D, E, F &G properties were then ordered highest to lowest in each local authority based on EST’s fuel poverty probability assessment. The top properties in each local authority were selected equal to the number of expected fuel poor homes identified earlier. The proportion of the programme total for each Lot area was calculated and the percentage applied to the total available funding and total minimum number of properties required.



*Table 1: estimated number of D,E,F&G properties*

**Market potential evaluation**

The South West Energy Hub have carried out analysis of the potential market opportunity for each Local Enterprise Partnership (LEP) area. This analysis has been carried out by the Energy Saving Trust using their Home Analytics tool. These tools use EPC data, where available, and then intelligently fills any gaps in the data.

The assessment of the potential opportunity has been driven by the primary scheme qualifying criteria, namely, Energy Performance Certificate (EPC) rating of ‘D’ or worse and household income less than £30,000 per year. The EST Fuel Poverty Indicator has been used as the closest proxy for low income – this is based on a Low-Income High-Cost measure of fuel poverty using English Housing Survey data.

As outlined in 4.4 of the Introduction, the Delivery Organisation is expected to deliver measures across all the local authority areas within the Lot. The minimum number of installations in each local authority area should reflect the overall percentage of properties as a percentage of the total and deliver 50% as a minimum.

For example: Lot X has four local authority areas (a-d), and a minimum installation of measures on 700 properties.

Area a has 35% of the total eligible properties in that Lot - 35% of 700 = 245 properties form the percentage requirement in area a. 50% of these properties need to be installed or 123 from this local authority area to achieve a fair delivery of improvements across the area.

**Capital / Ancillary / Management Fees**

The funder has made an allowance for up to 10.5% of the fees to be allocated as capitalised revenue, all Ancillary works must be allocated to this 10.5%. The table below identifies tasks split into these categories.

|  |  |  |
| --- | --- | --- |
| Capital | Ancillary | Management Fee |
| Measure installation | Retrofit Assessors/ EPCs | Marketing (web and print) |
| Retrofit Coordinator | Asbestos reports | Advertising |
| Enabling works | Professional fees | Customer Service / Advice |
| Lodgement fees | Ancillary measures as listed in Technical Specification | Project Management |
| Material delivery fees |  | Other staff costs |
|  |  | Overheads |
|  |  | Management reporting |
|  |  | Invoicing |

**LOT 1: GLOUCESTERSHIRE (GFirst)**

**Value of the Lot:** £4,531,969

**Geographic area:**

* Gloucestershire County Council
* Gloucester City Council
* Cheltenham Borough Council
* Cotswold District Council
* Forest of Dean District Council
* Tewkesbury Borough Council
* Stroud District Council

**Number of installations:** 406

Number of installations is based on completing only owner occupier properties and with an average total spend of £10,000 per property. It is likely that the numbers will be made up of a mixture of owner occupier, social and private rental properties and therefore these numbers are at the lower end of the spectrum.

**Potential market**

The GFirst LEP area contains likely 198,000 properties rated EPC ‘D’ or below. Of these in the region of 27,000 are in areas where there is a higher likelihood that households will fall within the scheme’s income-based eligibility criteria.

By definition of being EPC band ‘D’ or below, many of these properties will benefit from one or more of the eligible measures that can be delivered through the scheme. Table 1 below shows the number of households in the GFirst area that would benefit from some of the schemes keys measures that are likely to be EPC band D or below. Additionally, it shows where those households are also in areas more likely to meet the schemes income eligibility criteria:

**Table 1 – Likely eligible households appropriate for key scheme measures**

|  |
| --- |
| GFirst LEP |
| **Suitable measures** i.e. appropriate construction with low carbon measure not yet in place | **Number of likely eligible households -** EPC 'D' or below | **Number of likely eligible households -** EPC 'D' or below **&** low-income proxy |
| Cavity wall insulation  |  37,505  |  5,690  |
| Solid wall insulation  |  58,346  |  11,184  |
| Loft insulation |  111,431  |  17,210  |
| Floor insulation  |  194,359  |  26,360  |
| Glazing upgrade |  25,665  |  4,403  |
| Heating upgrade ASHP\* |  12,781  |  1,129  |
| Solar PV |  122,242  |  17,282  |
| Solar Thermal |  122,159  |  17,303  |

\*The ASHP opportunity in Table 1 above assumes that the property would not be connected to the gas network in order to be suitable for an Air Source Heat Pump (ASHP). However, this not a prerequisite for this scheme where fossil fuel heating installations are not eligible. On this basis the number of likely eligible properties that might theoretically benefit from an ASHP installation is more like 7,000 for the GFirst LEP area.

**LOT 2: WEST OF ENGLAND**

**Value of the Lot:** £7,497,366

**Geographic area:**

Bristol City Council Unitary Authority

Bath and North East Somerset Unitary Authority

South Gloucestershire Unitary Authority

North Somerset Unitary Authority

**Anticipated number of installations:** 671

Number of installations is based on completing only owner occupier properties and with an average total spend of £10,000 per property. It is likely that the numbers will be made up of a mixture of owner occupier, social and private rental properties and therefore these numbers are at the lower end of the spectrum.

**Potential market**

The West of England (WoE) LEP contains likely 332,000 properties rated EPC ‘D’ or below. Of these in the region of 44,000 are in areas where there is a higher likelihood that households will fall within the scheme’s income-based eligibility criteria.

By definition of being EPC band ‘D’ or below, many of these properties will benefit from one or more of the eligible measures that can be delivered through the scheme. Table 1 below shows the number of households in the WoE that would benefit from some of the schemes keys measures that are likely to be EPC band D or below. Additionally, it shows where those households are also in areas more likely to meet the schemes income eligibility criteria:

**Table 1 – Likely eligible households appropriate for key scheme measures**

|  |
| --- |
| WoE LEP |
| **Suitable measures** i.e. appropriate construction with low carbon measure not yet in place | **Number of likely eligible households -** EPC 'D' or below | **Number of likely eligible households -** EPC 'D' or below **&** low-income proxy |
| Cavity wall insulation  |  66,041  |  10,841  |
| Solid wall insulation  |  128,357  |  17,568  |
| Loft insulation |  178,613  |  26,354  |
| Floor insulation  |  325,654  |  43,917  |
| Glazing upgrade |  45,875  |  4,792  |
| Heating upgrade ASHP\* |  5,454  |  198  |
| Solar PV |  195,952  |  26,907  |
| Solar Thermal |  195,817  |  26,918  |

\*The ASHP opportunity in Table 1 above assumes that the property would not be connected to the gas network in order to be suitable for an Air Source Heat Pump (ASHP). However, this not a prerequisite for this scheme where fossil fuel heating installations are not eligible. On this basis the number of likely eligible properties that might theoretically benefit from an ASHP installation is more like 11,500 for WoE.

**LOT 3: HEART OF THE SOUTH WEST**

**Value of the Lot:** £14,790,595

**Geographic area:**

Exeter City Council

East Devon District Council

Mendip District Council

Mid Devon District Council

North Devon District Council

Plymouth City Council

Sedgemoor District Council

South Hams District Council

South Somerset District Council

Taunton Deane District Council

Teignbridge District Council

Torbay Council

West Devon District Council

West Somerset District Council

**Anticipated number of installations:** 1,324

Number of installations is based on completing only owner occupier properties and with an average total spend of £10,000 per property. It is likely that the numbers will be made up of a mixture of owner occupier, social and private rental properties and therefore these numbers are at the lower end of the spectrum.

**Potential Market**

The Heart of the south west LEP contains likely 560,000 properties rated EPC ‘D’ or below. Of these in the region of 87,000 are in areas where there is a higher likelihood that households will fall within the scheme’s income-based eligibility criteria.

By definition of being EPC band ‘D’ or below, many of these properties will benefit from one or more of the eligible measures that can be delivered through the scheme. Table 1 below shows the number of households in the HoSW that would benefit from some of the schemes keys measures that are likely to be EPC band D or below. Additionally, it shows where those households are also in areas more likely to meet the schemes income eligibility criteria:

**Table 1 – Likely eligible households appropriate for key scheme measures**

|  |
| --- |
| HoSW LEP |
| **Suitable measures** i.e. appropriate construction with low carbon measure not yet in place | **Number of likely eligible households -** EPC 'D' or below | **Number of likely eligible households -** EPC 'D' or below **&** low-income proxy |
| Cavity wall insulation  | 116,946  | 20,337  |
| Solid wall insulation  | 165,654  | 37,878  |
| Loft insulation | 294,792  | 53,405  |
| Floor insulation  | 547,168  | 85,807  |
| Glazing upgrade | 68,006  | 15,588  |
| Heating upgrade ASHP\* | 50,022  | 4,589  |
| Solar PV | 335,466  | 51,194  |
| Solar Thermal | 334,716  | 51,058  |

\*The ASHP opportunity in Table 1 above assumes that the property would not be connected to the gas network in order to be suitable for an Air Source Heat Pump (ASHP). However, this not a prerequisite for this scheme where fossil fuel heating installations are not eligible. On this basis the number of likely eligible properties that might theoretically benefit from an ASHP installation is more like 21,000 for HoSW.

**LOT 4: SWINDON AND WILTSHIRE**

**Value of the Lot:** £4,366,594

**Geographic area:**

Swindon Unitary Authority

Wiltshire County Council

**Anticipated number of installations:** 391

Number of installations is based on completing only owner occupier properties and with an average total spend of £10,000 per property. It is likely that the numbers will be made up of a mixture of owner occupier, social and private rental properties and therefore these numbers are at the lower end of the spectrum.

**Potential Market**

The Swindon and Wiltshire (SW) LEP contains likely 202,000 properties rated EPC ‘D’ or below. Of these in the region of 26,000 are in areas where there is a higher likelihood that households will fall within the scheme’s income-based eligibility criteria.

By definition of being EPC band ‘D’ or below, many of these properties will benefit from one or more of the eligible measures that can be delivered through the scheme. Table 1 below shows the number of households in the SW LEP area that would benefit from some of the schemes keys measures that are likely to be EPC band D or below. Additionally, it shows where those households are also in areas more likely to meet the schemes income eligibility criteria:

**Table 1 – Likely eligible households appropriate for key scheme measures**

|  |
| --- |
| SW LEP |
| **Suitable measures** i.e. appropriate construction with low carbon measure not yet in place | **Number of likely eligible households -** EPC 'D' or below | **Number of likely eligible households -** EPC 'D' or below **&** low-income proxy |
| Cavity wall insulation  |  46,844  |  7,093  |
| Solid wall insulation  |  39,696  |  6,605  |
| Loft insulation |  111,600  |  14,730  |
| Floor insulation  |  197,985  |  25,276  |
| Glazing upgrade |  19,010  |  3,756  |
| Heating upgrade ASHP\* |  22,014  |  2,424  |
| Solar PV |  132,580  |  16,253  |
| Solar Thermal |  132,320  |  16,219  |

\*The ASHP opportunity in Table 1 above assumes that the property would not be connected to the gas network in order to be suitable for an Air Source Heat Pump (ASHP). However, this not a prerequisite for this scheme where fossil fuel heating installations are not eligible. On this basis the number of likely eligible properties that might theoretically benefit from an ASHP installation is more like 9,000 for SW LEP area.

**LOT 5: DORSET**

**Value of the Lot:** £5,286,902

**Geographic area:**

Dorset County Council

Bournemouth, Christchurch and Poole Unitary Authority

**Anticipated number of installations:** 473

Number of installations is based on completing only owner occupier properties and with an average total spend of £10,000 per property. It is likely that the numbers will be made up of a mixture of owner occupier, social and private rental properties and therefore these numbers are at the lower end of the spectrum.

**Potential Market**

The Dorset LEP contains likely 235,000 properties rated EPC ‘D’ or below. Of these in the region of 31,000 are in areas where there is a higher likelihood that households will fall within the scheme’s income-based eligibility criteria.

By definition of being EPC band ‘D’ or below, many of these properties will benefit from one or more of the eligible measures that can be delivered through the scheme. Table 1 below shows the number of households in the Dorset that would benefit from some of the schemes keys measures that are likely to be EPC band D or below. Additionally, it shows where those households are also in areas more likely to meet the schemes income eligibility criteria:

**Table 1 – Likely eligible households appropriate for key scheme measures**

|  |
| --- |
| Dorset LEP |
| **Suitable measures** i.e. appropriate construction with low carbon measure not yet in place | **Number of likely eligible households -** EPC 'D' or below | **Number of likely eligible households -** EPC 'D' or below **&** low-income proxy |
| Cavity wall insulation  |  69,079  |  11,734  |
| Solid wall insulation  |  23,715  |  4,475  |
| Loft insulation |  121,618  |  18,097  |
| Floor insulation  |  230,599  |  30,715  |
| Glazing upgrade |  22,165  |  4,575  |
| Heating upgrade ASHP\* |  11,582  |  244  |
| Solar PV |  140,413  |  17,300  |
| Solar Thermal |  140,036  |  17,254  |

\*The ASHP opportunity in Table 1 above assumes that the property would not be connected to the gas network in order to be suitable for an Air Source Heat Pump (ASHP). However, this not a prerequisite for this scheme where fossil fuel heating installations are not eligible. On this basis the number of likely eligible properties that might theoretically benefit from an ASHP installation is more like 11,000 for Dorset.

**LOT 6: CORNWALL AND ISLES OF SCILLY**

**Value of the Lot:** £6,082,120

**Delivery Fee:**  Bidders can provide a delivery fee for installations carried out on the Isles of Scilly only. These fees are not applicable on any installations carried out on the mainland within Cornwall.

**Geographic area:**

* + - * Cornwall County
			* Isles of Scilly

**Anticipated number of installations:** 544

Number of installations is based on completing only owner occupier properties and with an average total spend of £10,000 per property. It is likely that the numbers will be made up of a mixture of owner occupier, social and private rental properties and therefore these numbers are at the lower end of the spectrum.

**Potential Market**

The Cornwall and Isles of Scilly (CloS) LEP contains likely 194,000 properties rated EPC ‘D’ or below. Of these in the region of 36,000 are in areas where there is a higher likelihood that households will fall within the scheme’s income-based eligibility criteria.

By definition of being EPC band ‘D’ or below, many of these properties will benefit from one or more of the eligible measures that can be delivered through the scheme. Table 1 below shows the number of households in the CloS LEP area that would benefit from some of the schemes keys measures that are likely to be EPC band D or below. Additionally, it shows where those households are also in areas more likely to meet the schemes income eligibility criteria:

**Table 1 – Likely eligible households appropriate for key scheme measures**

|  |
| --- |
| CLoS LEP |
| **Suitable measures** i.e. appropriate construction with low carbon measure not yet in place | **Number of likely eligible households -** EPC 'D' or below | **Number of likely eligible households -** EPC 'D' or below **&** low-income proxy |
| Cavity wall insulation  |  26,312  |  5,503  |
| Solid wall insulation  |  69,889  |  17,119  |
| Loft insulation |  90,594  |  19,836  |
| Floor insulation  |  188,481  |  35,179  |
| Glazing upgrade |  23,339  |  6,228  |
| Heating upgrade ASHP\* |  34,163  |  4,751  |
| Solar PV |  122,447  |  22,357  |
| Solar Thermal |  122,089  |  22,297  |

\*The ASHP opportunity in Table 1 above assumes that the property would not be connected to the gas network in order to be suitable for an Air Source Heat Pump (ASHP). However, this not a prerequisite for this scheme where fossil fuel heating installations are not eligible. On this basis the number of likely eligible properties that might theoretically benefit from an ASHP installation is more like 9,000 for CloS LEP area.

**LOT 7: SOLENT LEP**

**Value of the Lot:** £8,615,208

**Delivery Fee:**  Bidders can provide a delivery fee for installations carried out on the Isle of Wight. These fees are not applicable on any installations carried out on the mainland.

**Geographic area:**

Eastleigh District Council

Fareham District Council

Havant District Council

Isle of Wight Unitary Authority

New Forest District Council

Portsmouth Unitary Authority

Southampton Unitary Authority

**Anticipated number of installations:** 771

Number of installations is based on completing only owner occupier properties and with an average total spend of £10,000 per property. It is likely that the numbers will be made up of a mixture of owner occupier, social and private rental properties and therefore these numbers are at the lower end of the spectrum.

**Potential Market**

The Solent LEP contains likely 355,000 properties rated EPC ‘D’ or below. Of these in the region of 51,000 are in areas where there is a higher likelihood that households will fall within the scheme’s income-based eligibility criteria.

By definition of being EPC band ‘D’ or below, many of these properties will benefit from one or more of the eligible measures that can be delivered through the scheme. Table 1 below shows the number of households in the Solent LEP area that would benefit from some of the schemes keys measures that are likely to be EPC band D or below. Additionally, it shows where those households are also in areas more likely to meet the schemes income eligibility criteria:

**Table 1 – Likely eligible households appropriate for key scheme measures**

|  |
| --- |
| Solent LEP |
| **Suitable measures** i.e. appropriate construction with low carbon measure not yet in place | **Number of likely eligible households -** EPC 'D' or below | **Number of likely eligible households -** EPC 'D' or below **&** low-income proxy |
| Cavity wall insulation  | 140,252  | 22,495  |
| Solid wall insulation  |  17,626  |  3,776  |
| Loft insulation | 209,218  | 32,631  |
| Floor insulation  | 350,547  | 50,396  |
| Glazing upgrade |  26,761  |  4,727  |
| Heating upgrade ASHP\* |  5,577  |  460  |
| Solar PV | 203,319  | 28,840  |
| Solar Thermal | 203,193  | 28,892  |

\*The ASHP opportunity in Table 1 above assumes that the property would not be connected to the gas network in order to be suitable for an Air Source Heat Pump (ASHP). However, this not a prerequisite for this scheme where fossil fuel heating installations are not eligible. On this basis the number of likely eligible properties that might theoretically benefit from an ASHP installation is more like 16,000 for Solent.