

energy  
saving  
trust

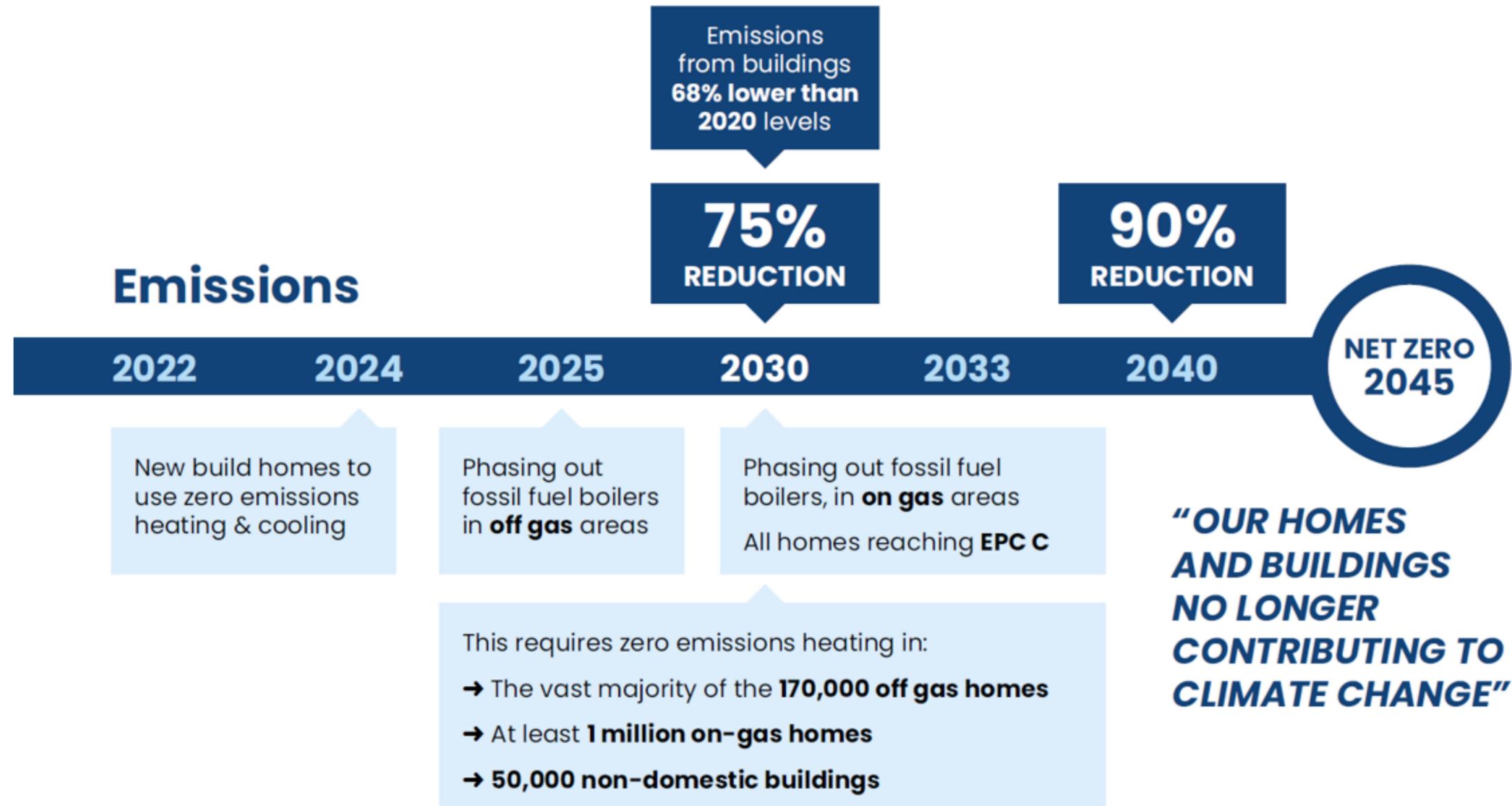
# Challenges and Opportunities for Installers in Scotland



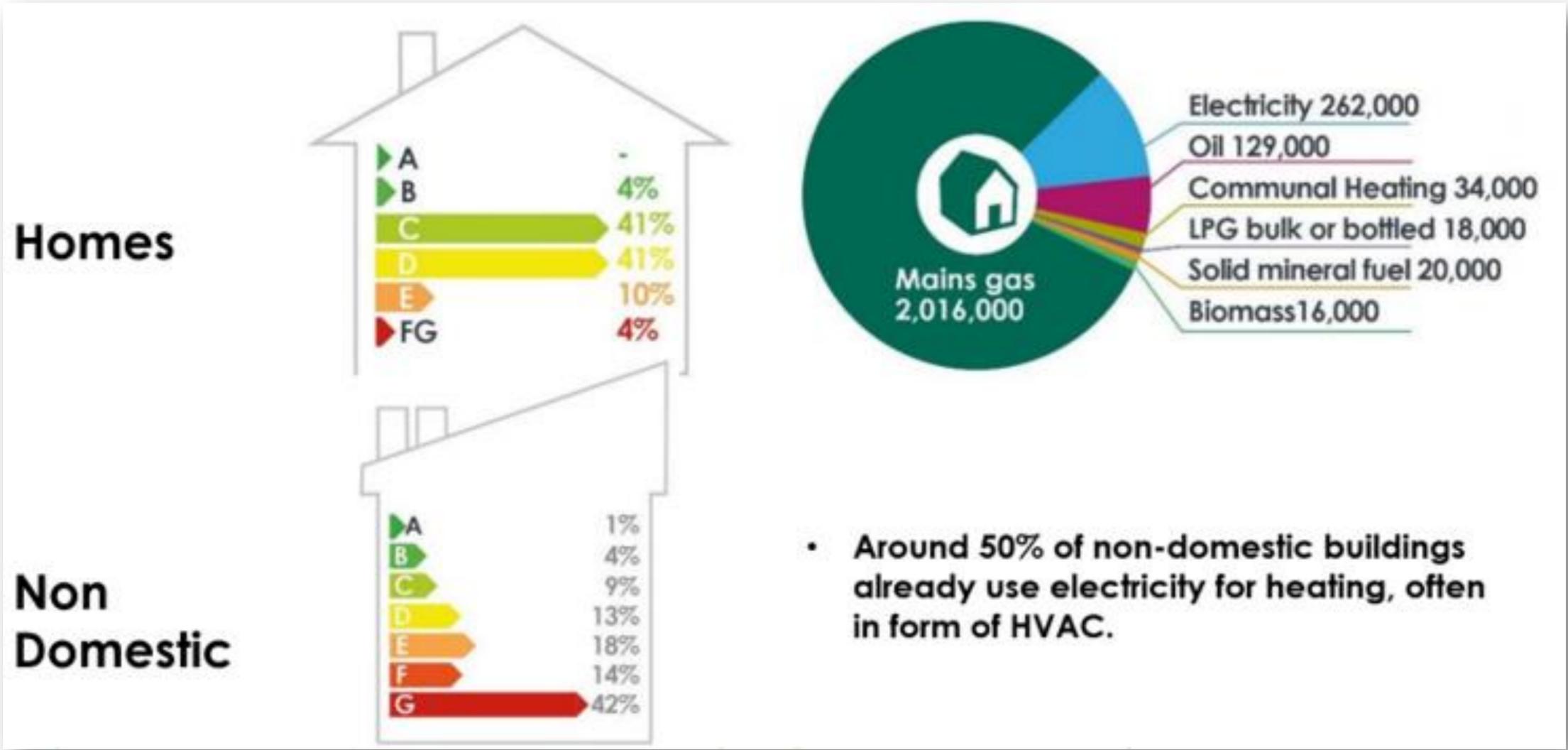
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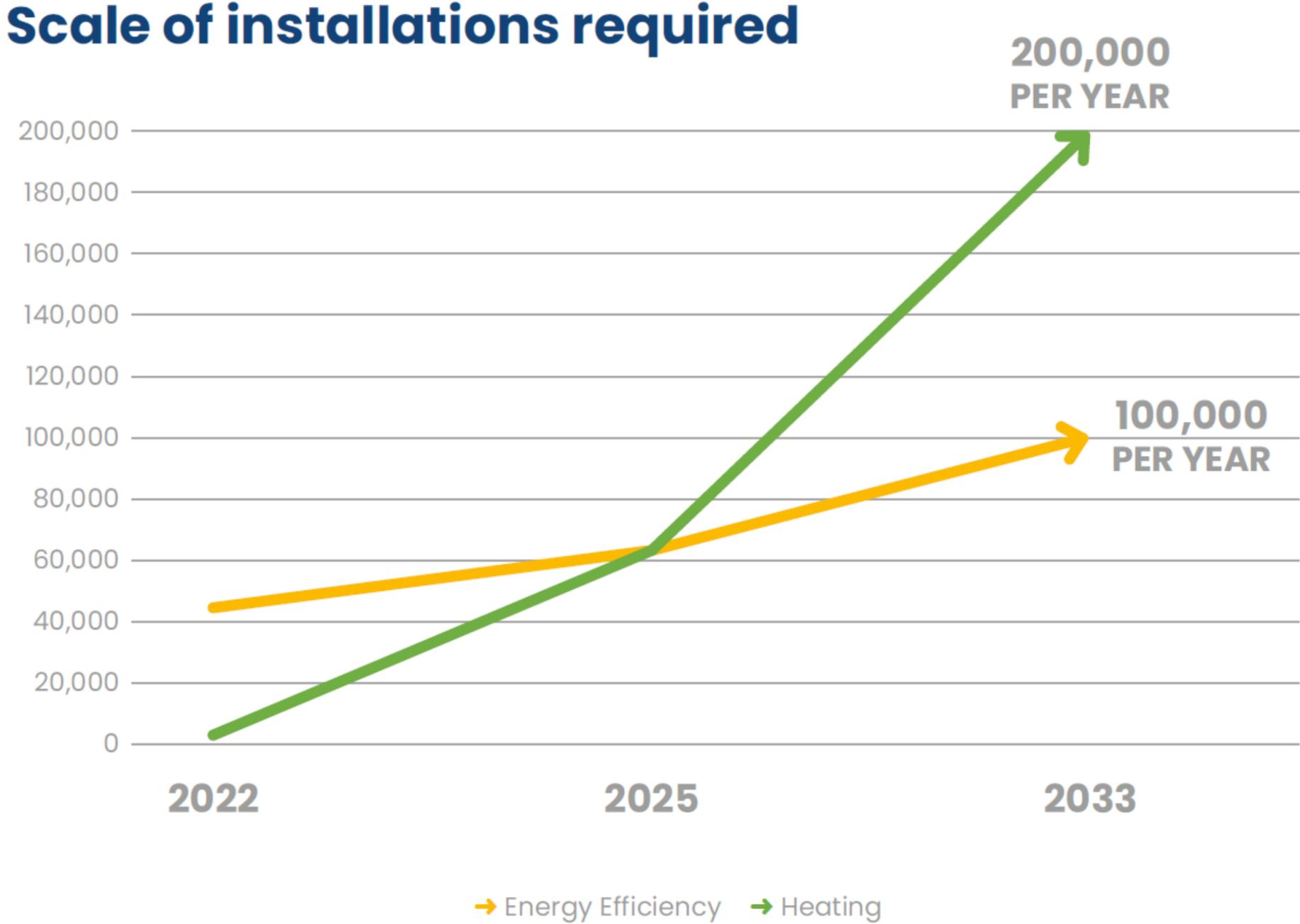
# The challenge



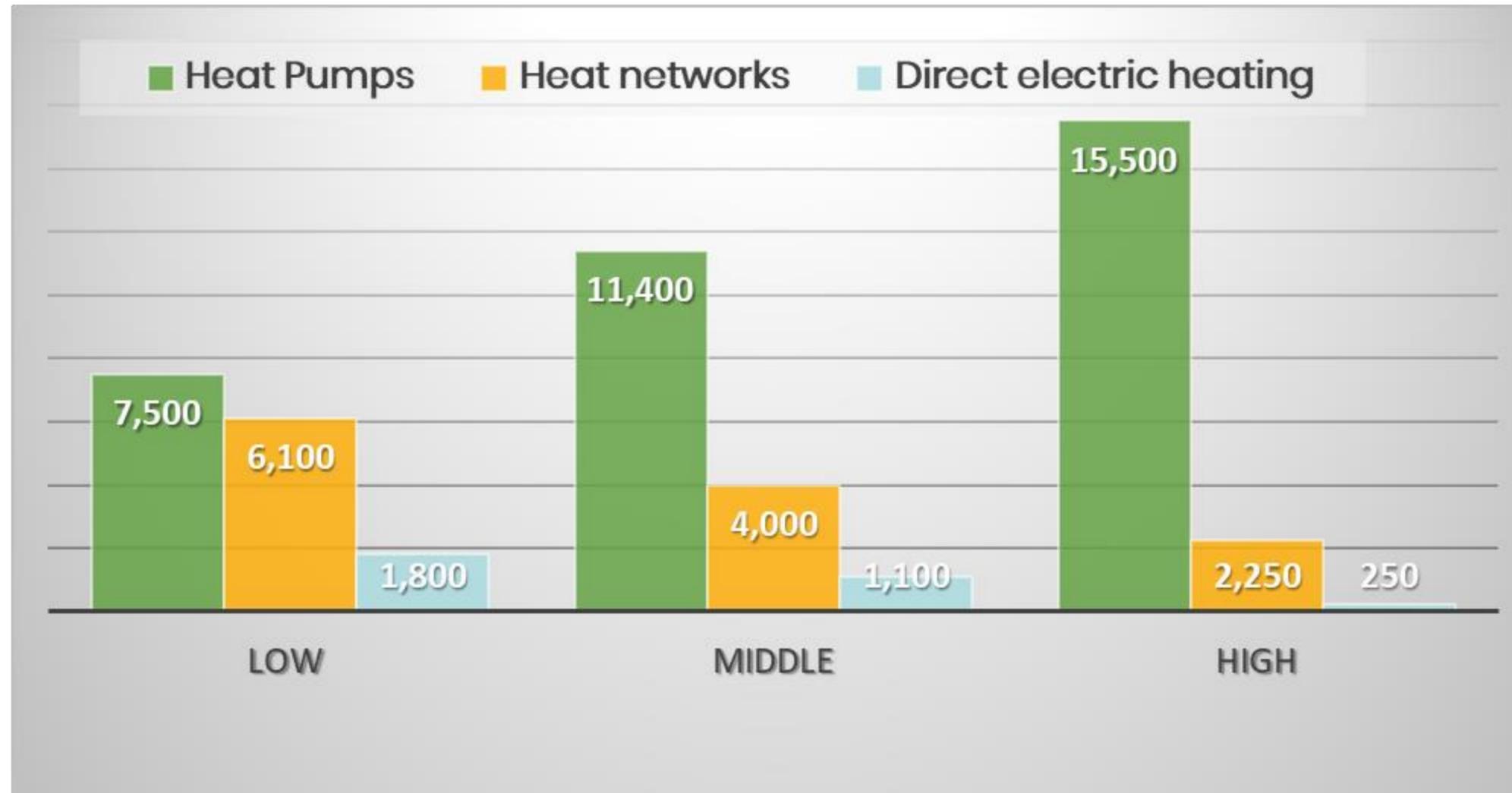
# The opportunity



# The scale – number of installations



# The scale – workforce requirements



# Home Energy Scotland Grant and Loan schemes – Domestic

Primary improvement	Maximum cashback	Maximum loan	Total funding available
External and internal wall insulation	£7,500	£2,500	£10,000
Room-in-roof or flat roof insulation	£3,000	£1,000	£4,000
Loft, cavity wall and floor insulation	£1,500	£500	£2,000
Heat Pumps	£7,500	£7,500	£15,000
Heat Pumps rural uplift*	£9,000	£7,500	£16,500

\*The rural uplift is available to households in eligible rural and island postcodes

[homeenergyscotland.org/find-funding-grants-and-loans/interest-free-loans](http://homeenergyscotland.org/find-funding-grants-and-loans/interest-free-loans)

# SME loan scheme – Non-Domestic

Primary improvement	Maximum cashback	Maximum loan	Total funding available
Energy efficiency	£20,000	£100,000	£120,000
Heat pumps	£10,000	£100,000	£110,000

with 8 year repayment

[businessenergyscotland.org/smeloan](https://businessenergyscotland.org/smeloan)

# Private Rented Sector Landlord loan

## Energy efficiency and other improvements

### Loan value (0% interest)

Up to £100,000 (£35,00 per property)

Available to landlords registered in Scotland with 5 or fewer properties

### Loan value (3.5% interest)

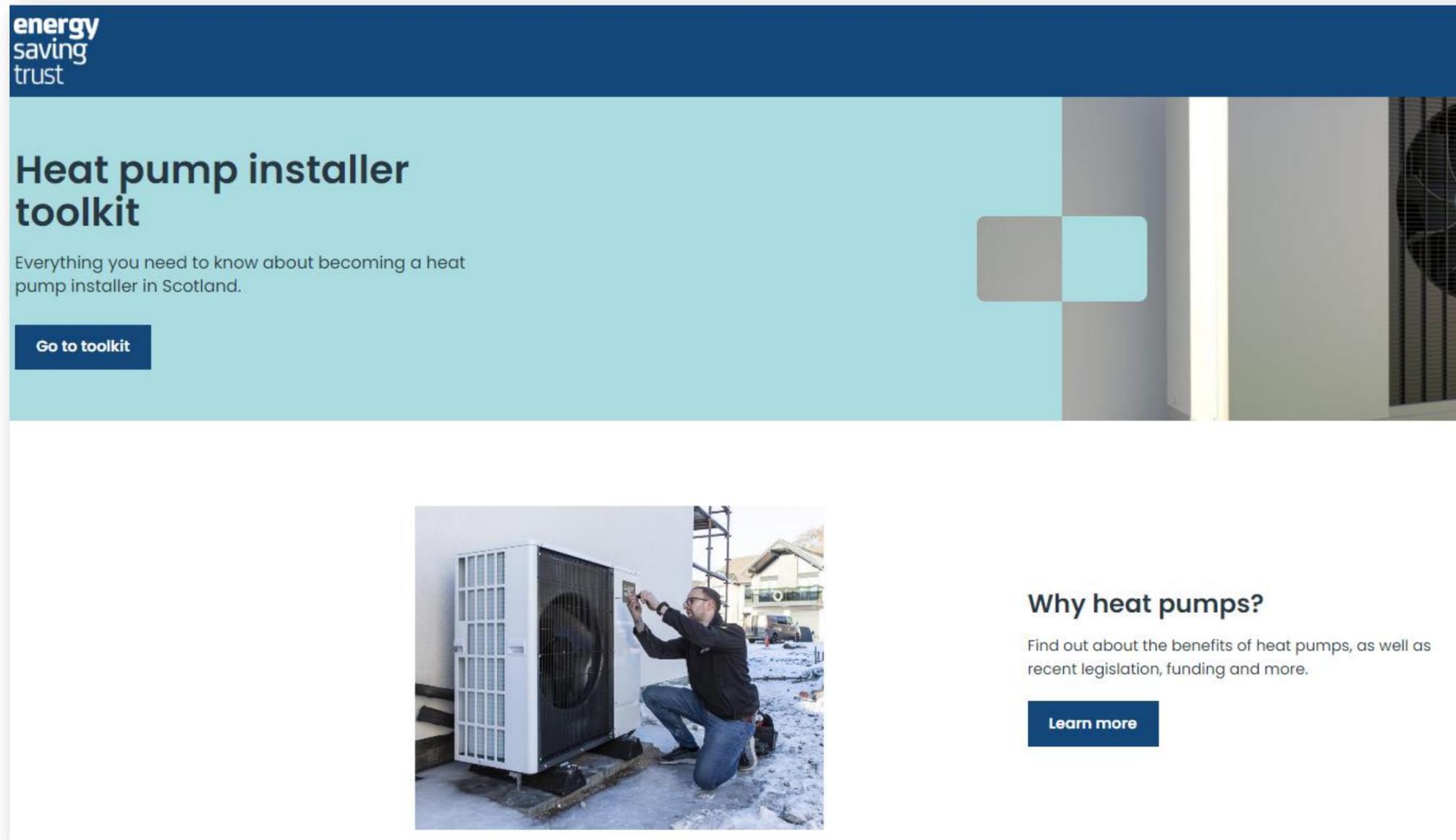
More than 5 properties can borrow up to £250k

# Challenges for the sector

- Upskill – [Scottish installer skills matrix](#)
- MCS Certification for renewables technologies
- TrustMark (PAS2030) for insulation work



# Resources - Heat Pump installer toolkit



**energy saving trust**

## Heat pump installer toolkit

Everything you need to know about becoming a heat pump installer in Scotland.

[Go to toolkit](#)



### Why heat pumps?

Find out about the benefits of heat pumps, as well as recent legislation, funding and more.

[Learn more](#)

<https://heatpumpinstallertoolkit.org/>

# Green Heat Installer Engagement Programme – useful links

- Website: [energysavingtrust.org.uk/green-installer](https://energysavingtrust.org.uk/green-installer)
- Email updates and quarterly newsletter subscription – [bit.ly/2PSatKL](https://bit.ly/2PSatKL)
- LinkedIn group: [linkedin.com/groups/5139242](https://linkedin.com/groups/5139242)
- Email: [GreenInstallerScotland@est.org.uk](mailto:GreenInstallerScotland@est.org.uk)

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**Thank you**

