



Empowering you to make
smart energy choices

Quick, Healthy & Green: How to unlock access to utility incentives and financing for your clean energy multifamily retrofits and new construction projects



Connecticut Housing Coalition Conference, September 2017

Agenda / Discussion Items

- Overview and alignment of multifamily offerings
- Utility incentives for new construction and renovation/retrofit projects
- Financing resources and technical assistance
- The value of benchmarking
- Q&A session

Moderator & Panelists

- Moderator: Suzanne Piacentini, Connecticut Field Office
Director, HUD
- Panel:
 - Enoch Lenge, Supervisor, Energy Efficiency, Eversource
 - Lindsay Buckwell, Associate Program Administrator, UI/SCG/CNG
 - Kim Stevenson, Director of Multifamily Housing, Connecticut
Green Bank
 - Joe Caron, Account Manager, New England, WegoWise, Inc.



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Utility Incentives for Multifamily Energy Improvement and New Construction Projects

What We Offer

- **Comprehensive energy solutions** for market rate and income eligible multifamily properties
 - Financial incentives, rebates, and financing
 - Technical assistance and measure identification
 - Owner and tenant education

Eligible Multifamily Property Types

- Any multifamily property with 5+ units
- Not-for-profit, market rate and income eligible customers, including:
 - Private owners / landlords
 - Housing authorities
 - Housing associations

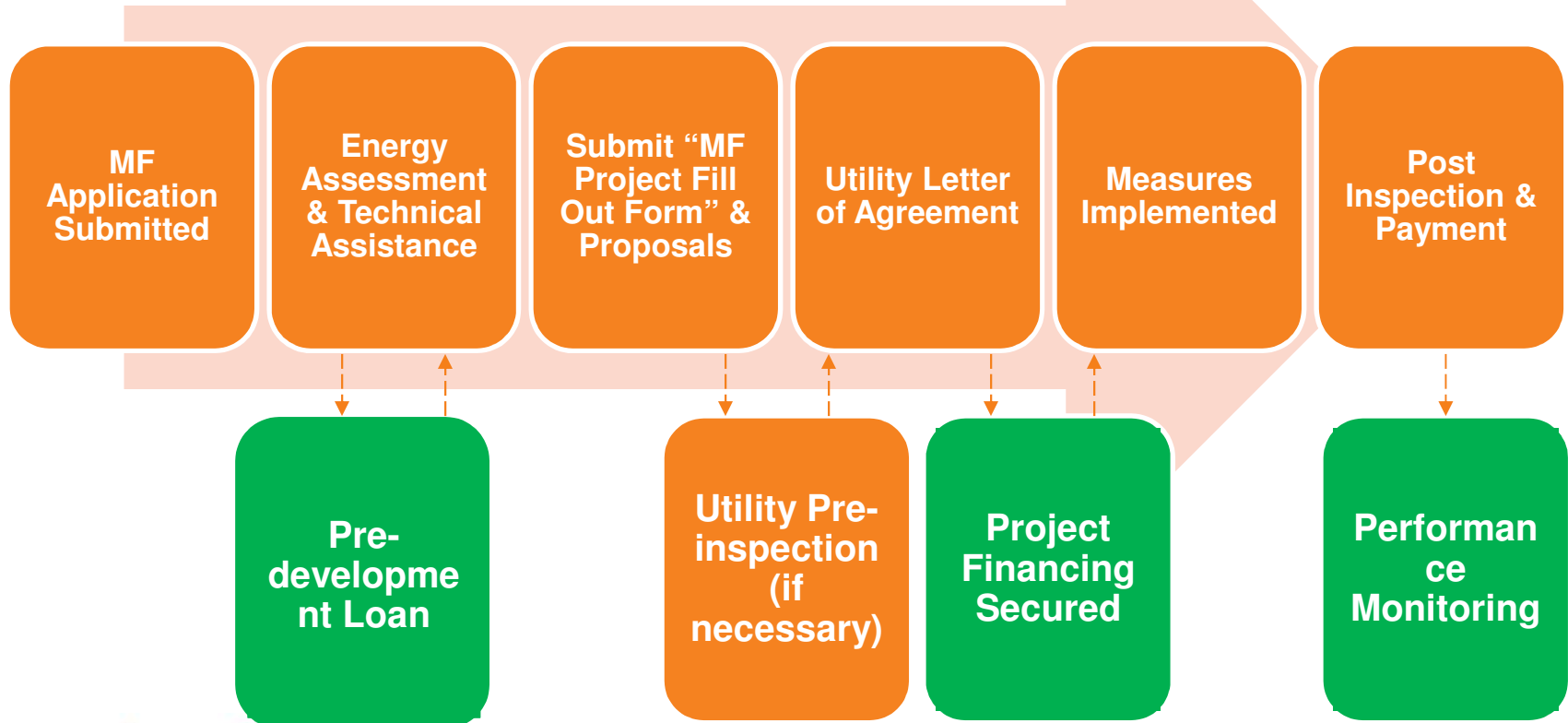


Two Multifamily Paths

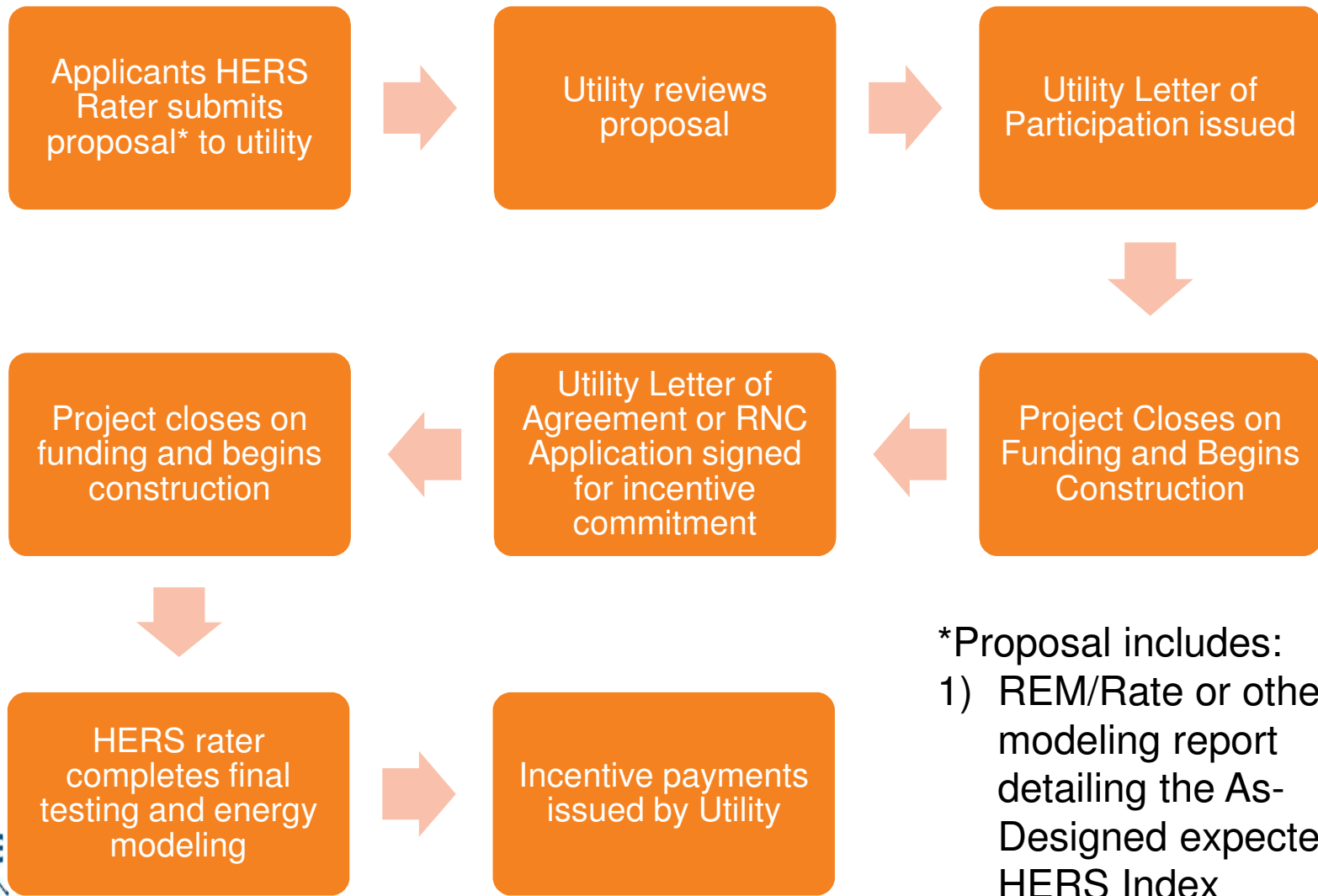
- New Construction Project
 - Ground up new construction
 - Redevelopment
 - Gut rehabs
- Renovation/Retrofit Project
 - CHFA/DOH funding application (i.e. CHAMP, 9% LIHTC, SSHP)
 - Capital improvements (windows, siding, HVAC, roofs, appliances)
 - Targeted energy upgrades (i.e. lighting upgrade, insulation upgrade, HVAC upgrades)

Process Flow

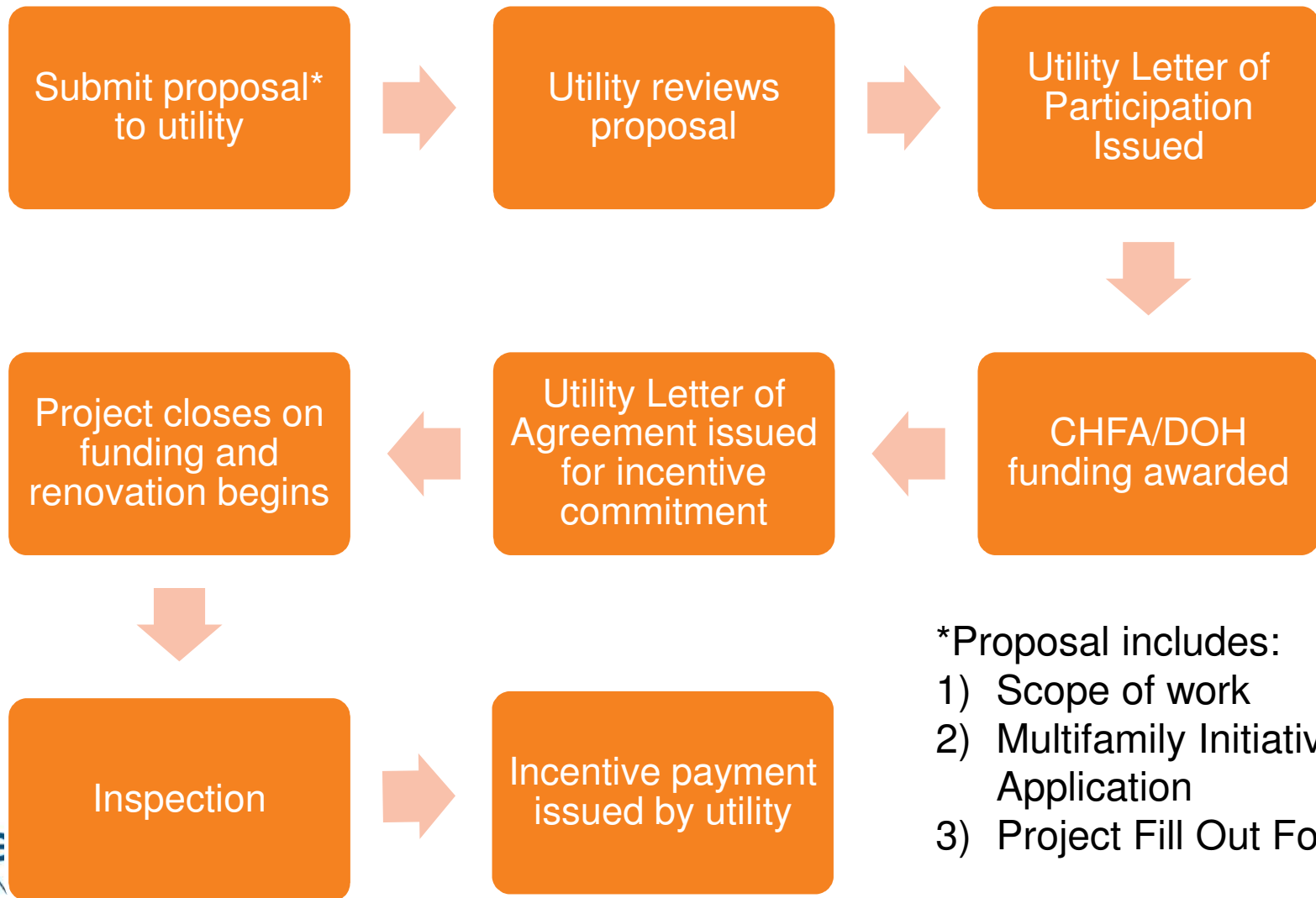
Cover Key:
Utility = ■
CT Green Bank ■



New Construction Multifamily Incentive Process



Renovation/Retrofit Multifamily Incentive Process



*Proposal includes:

- 1) Scope of work
- 2) Multifamily Initiative Application
- 3) Project Fill Out Form

Case Study: Charles Street Apartments (Meriden, CT)



- Eversource Electric and Gas
- Income Eligible – 3 Stories, 80 units
 - Natural gas heat and DHW – individually metered, tenant paid
 - Electric – individually metered, tenant paid

Measures		Installed Cost	Incentive	Annual kWh Savings	Annual CCF Savings	Annual MMBTU Savings
1	Dwelling Unit Lighting Bulbs	\$3,840.00	\$3,840.00	6,841		23.3
2	Dwelling Unit Lighting Fixtures	\$62,843.95	\$12,199.24	12,468		42.5
3	Exterior & Common Area Lighting	\$34,327.10	\$34,327.10	102,717		350.5
4	Air sealing (heating & cooling)	\$22,070.51	\$22,070.51	2,443	2,311	246.1
5	Attic Insulation (heating & cooling)	\$33,085.00	\$33,085.00	1,371	3,759	392.1
6	Apt. Furnace ECM Fan Motors	\$20,000.00	\$20,000.00	30,800		105.1
7	Apt. AC Systems	\$186,800.00	\$53,153.25	21,106		72.0
8	Apt Duct Sealing (heating & cooling)	\$2,275.98	\$2,275.98	886.4	284.6	11.9
9	Common Area AC Systems	\$14,800.00	\$6,962.25	2,764		9.4
10	Common Area Furnace ECM Fan Motors	\$1,000.00	\$1,000.00	1,540		5.3
11	Water Measures - Low Flow Fixtures	\$1,066.00	\$1,066.00		1,193	122.8
12	Heating System - Apt Gas Furnaces	\$380,000.00	\$56,241.14		6,521	671.1
13	Common Area Furnaces	\$26,802.00	\$12,317.94		1,808	186.1
14	Comprehesive Bonus		\$111,269.00			
TOTAL COST & SAVINGS		\$788,910.54	\$369,807.40	182,937	16,671	2,311

Case Study: Savin Avenue, West Haven



- UI Electric, Income Eligible – 30 units
 - All Electric: Heat and DHW – individually metered, tenant paid

Measures		Installed Cost	Incentive	Annual kWh Savings	Annual MMBTU Savings
1	Dwelling Unit Lighting Bulbs	\$3,404.08	\$3404.08	12,662	43.2
2	Exterior & Common Area Lighting	\$6,302.20	\$6,302.20	27,604	94.2
3	Air sealing (heating)	\$7,624.40	\$7624.40	21225	72.4
4	Attic Insulation (heating)	\$11,780.00	\$8,340.00	34,108	116.4
5	Hot Water Heater Replacement	\$2,449.24	\$1,393.87	1,675	5.7
6	Window Replacement	\$20,227.00	\$20,227.00	21,106	72.0
7	Water Measures - Low Flow Fixtures	\$475.50	\$475.50	1,301	4.4
TOTAL COST & SAVINGS		\$52,262.42	\$47,767.05	119,681	408.3



Multifamily Housing Financing Resources



CT Green Bank

Mission and Goals



Support the Governor's and Legislature's energy strategy to achieve cheaper, cleaner, and more reliable sources of energy while creating jobs and supporting local economic development

- Attract and deploy private capital to finance the clean energy goals for Connecticut
- Leverage limited public funds with multiples of private investment, returning and reinvesting public funds for further clean energy deployment
- Develop and implement strategies that bring down the cost of clean energy in order to make it more accessible and affordable to consumers
- Support affordable and healthy homes and businesses in distressed communities, **reduce energy burden** and **address health & safety**

Case Study – Holistic Approach

Unsecured LIME Loan with CDFI Partner



East Meadow Condo Association, Manchester, CT



www.ctgreenbank.com/our-stories/#multifamily

Description:	Lighting, boilers, roof replacement, insulation
Total Project Costs:	\$654,000
Utility Incentives:	<u>\$34,000</u>
Financed:	\$620,000
Estimated Annual Savings:	\$79,000
Annual Debt Service:	\$53,000, 1.48 DSCR
Financing Terms:	20 years, 6.00%
Payback Period:	7.8 years

Energy improvements yield significant savings, unlocking cashflows that cover debt service – often for additional improvements such as needed structural, health or safety work.

Pre-Dev Costs that Can Be Financed

- Energy Benchmarking
- Opportunity assessments and audits – holistic look at all fuel and technology options
- Design, engineering and bidding work
- Assessments of energy-related health and safety barriers
- Green physical needs assessments
- Green Design & Charrettes (for new construction)
- Financial packaging



Pre-Dev financing can be used for assessment & design of measures incented by the utility companies as well as those that are not.

Implementation Costs that Can Be Financed

energize
CONNECTICUT



CONNECTICUT
GREEN BANK

- Any measure incented by utility EE programs
- Renewable energy systems (solar PV, ST, etc.)
- Efficient fuel conversions (oil or electric to gas)
- Combined heat & power systems
- Energy storage & EV fueling stations
- Qualified health and safety measures
- Performance monitoring



Eligible Health & Safety Issues

Knob & Tube Wiring



Mold/ Water Leaks



Asbestos



Lead Paint



CO Off-Gassing



Radon



Multifamily Programs



Technical assistance and financing to help owners save money on energy, increase property values, and improve tenants' safety & comfort.

Pre-Development Resources

Benchmark CT

- Free energy benchmarking resource



Sherpa Loan

- Designated service provider
- Standardized process & fee schedule



Navigator Loan

- Client managed contractor(s)
- Customized technical services



Project Financing


LIME

- Low Income Multifamily Energy
- Affordable
- Unsecured



Solar

- Solar projects only
- Commercial solar lease



Catalyst Fund

- Flexible low-cost financing
- Energy & health/safety



www.ctgreenbank.com/multifamily

Navigator Loan

Unlocking Cash Flows to Stabilize Properties



Case Studies – Projects In Development

Seabury Coop, New Haven

- 88 units, adj. to Yale campus
- Annual energy costs: \$226K (2015)
- Potential Energy Upgrades: electric boiler replacement, lighting, windows, roof insulation
- H&S: Electrical hazards/exposed wires and other various



Success Village Coop, Bridgeport

- 964 units, WW2 workers housing
- Annual heating costs: \$1.8M (2015)
- Potential Energy Upgrades: failing central steam boiler system, degraded steam pipe network, unit insulation
- H&S: Asbestos contamination



WegoWise Data

Presented by Joe Caron
Account Manager

