

A blue-tinted photograph of a family in a living room. In the foreground, a man and a young child are sitting at a small round table, looking down at papers and writing with pens. In the background, a woman with curly hair is sitting on a light-colored sofa, smiling and looking at a laptop screen. The room has a lamp and some framed pictures on the wall.

Safe Operations and Property Improvements in a Pandemic

Prioritizing Resident Needs During COVID-19

September 10, 2020



Agenda

Panel Overview

Panelist Presentations

- Patrick Isherwood
- Sarah Hill
- Marissa Van Sant

Questions



Speakers



Anna Grimes
*PG&E Single Point of
Contact*
TRC



Sarah Hill
*Director of Low Income
Programs*
Association for Energy
Affordability



Patrick Isherwood
*Director of Asset
Management*
Self-Help Enterprises



Marissa Van Sant
Senior Project Manager
TRC



**Self-Help
Enterprises**





Navigating EE Programs During COVID



Energy Efficiency



Solar Photovoltaics



Solar Thermal



ENERGY SAVINGS ASSISTANCE
COMMON AREA MEASURES



SOMAH

Background



- ❖ Owner Background
- ❖ Programs and their engagement
- ❖ Mechanics and established schedules
- ❖ Working through program deadlines & regulatory deadlines.
- ❖ What strategies or resources are we pursuing?

The Challenges



**Self-Help
Enterprises**

- ❖ Contractor Contracts
- ❖ Pandemic
- ❖ CAM (Common Area Measures)
- ❖ Health and Safety
- ❖ Interaction
- ❖ Deadlines / Audits



Building the Puzzle

- ❖ Allocation of Resources
- ❖ Costs & Reimbursements
- ❖ Cash Flow
- ❖ Touching on Goals



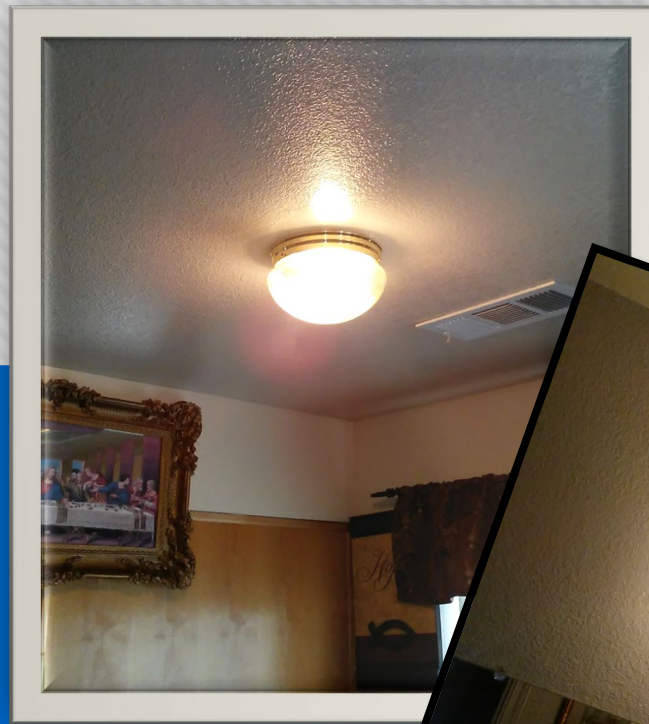
**Self-Help
Enterprises**



Workable Solutions



- ❖ Communication
- ❖ Schedule and change of plans
- ❖ Vendors
- ❖ Virtual Audits



Next Steps – COVID End Date?



- ❖ How does this impact us moving forward?
- ❖ Change of plans?
- ❖ Operating post pandemic
 - ❖ keep moving forward
 - ❖ execute opportunities



Conclusion



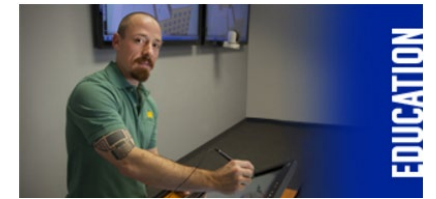
Self-Help Enterprises





Energy Efficiency is our Specialty, Affordable Housing is our Priority

The Association for Energy Affordability, Inc. is dedicated to achieving energy efficiency in new and existing buildings in order to foster and maintain affordable, healthy housing and communities.





SOMAH

SOLAR ON MULTIFAMILY AFFORDABLE HOUSING

COVID-19 Response



COVID-19 Response Program Summary

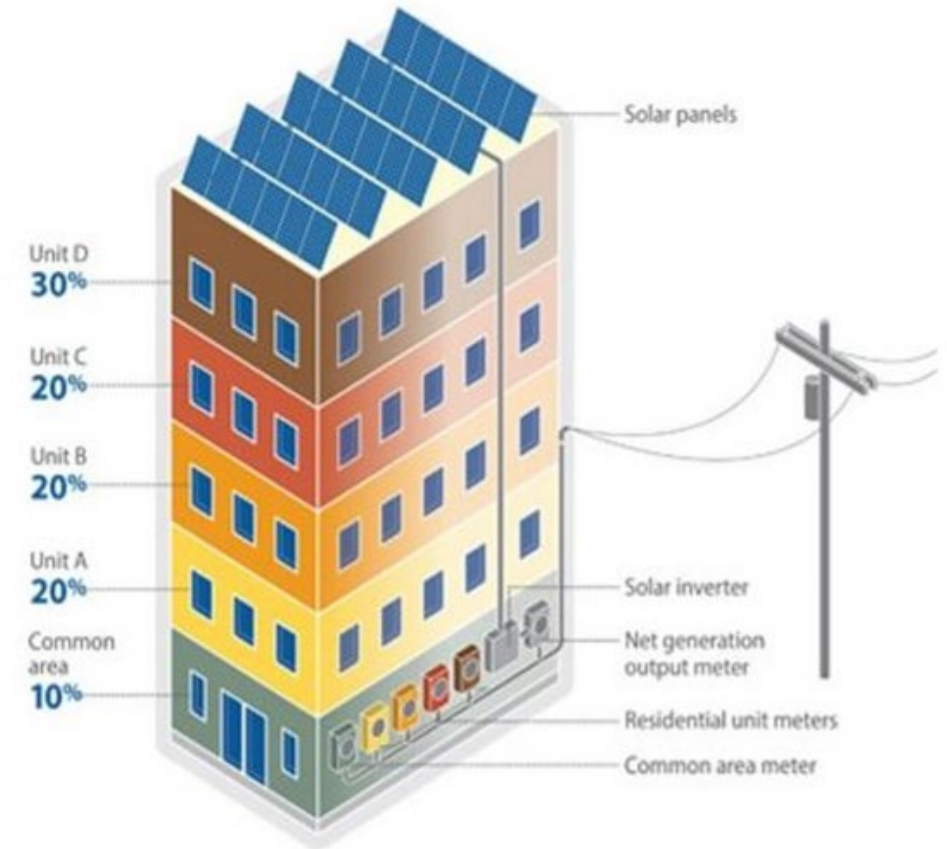


**\$100 million annual
budget**

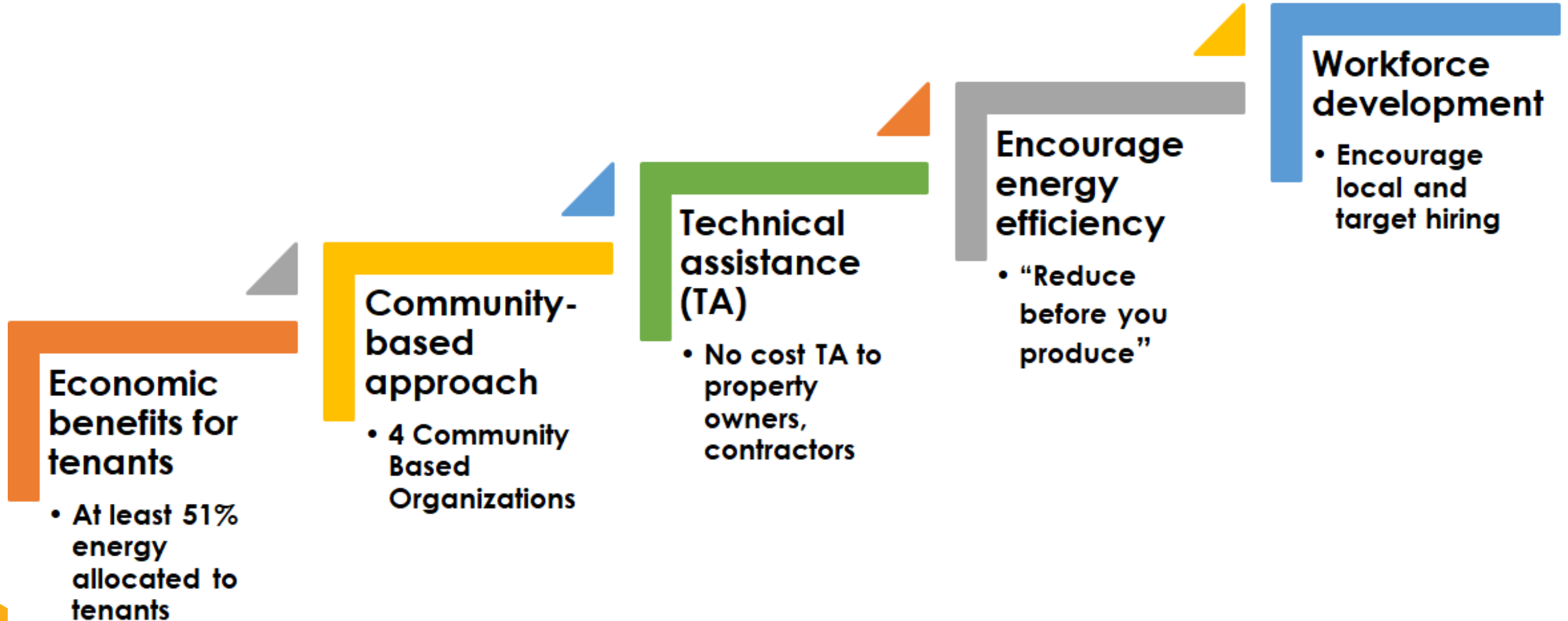
**Pacific Gas & Electric,
Southern California
Edison, San Diego Gas &
Electric, PacifiCorp,
Liberty**



**Install 300 MW of solar PV
on affordable housing in
California**



COVID-19 Response Program Summary



Solar on Multifamily Affordable Housing Program



COVID-19 Response

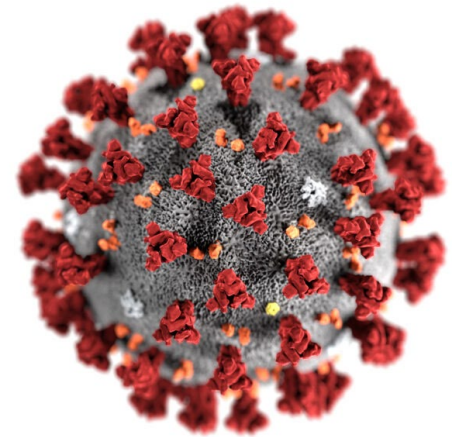


COVID-19 Response

Challenges and Needs



- Ongoing situation and response
- PA issued surveys to understand COVID-19 impact
 - Financial impact
 - Timeline impact
 - Construction
 - Interconnection
 - Impact on job trainees and job training organizations



COVID-19 Response **Program Response**



1. Created COVID-19 task-force tracking updates
2. Created COVID-19 webpage
<https://calsomah.org/COVID19> for resources and updates
3. Continue holding events, trainings and forums virtually
4. Issuing both program-wide and as-needed application extensions
5. Energy Efficiency Audit Postponement Request



COVID-19 Response

Participant Planning



Tenant safety

- Low-income communities and DACs are disproportionately more vulnerable to public health crises
 - Postpone any in-person tenant workshops
 - Postpone or do virtual in-unit audits
 - Exercise caution and mind social distancing guidelines

Questions?: tenants@CalSOMAH.org

Participant Planning

Job training requirements and participant safety

- Safety is our priority.
- Needed more than ever
- Follow local, state, and federal OSHA guidelines on construction activities, social distancing, and jobsite safety
 - Webinar: Cal/OSHA COVID-19 Guidance for Construction

COVID-19 Response Program Response



The SOMAH PA is dedicated to offering flexibility during this time.

If you are experiencing COVID-19 related delays with your application, extensions will be granted on an as-needed basis.

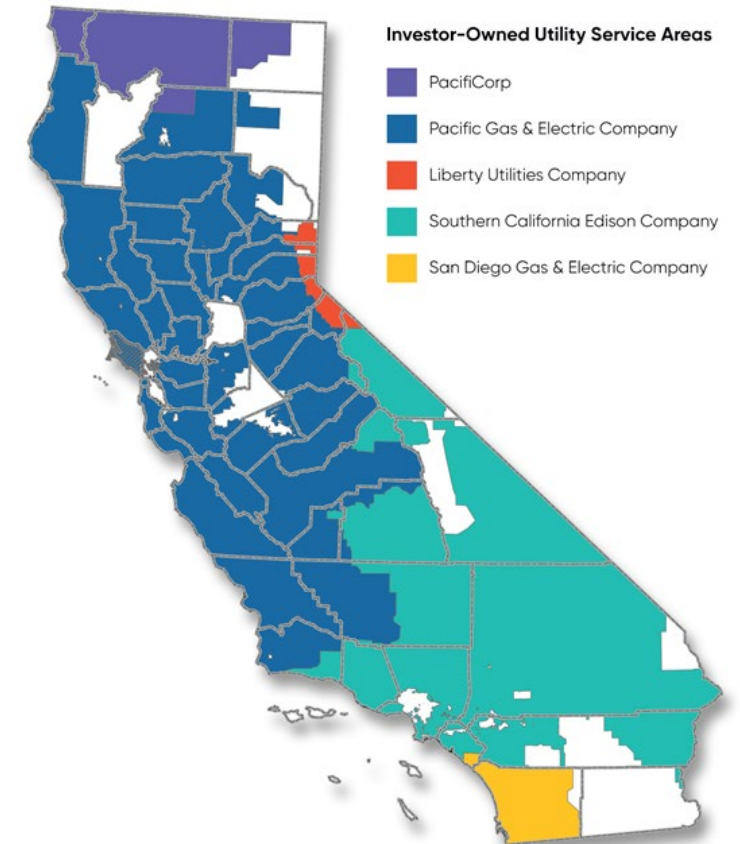
Solar installers are identified as essential workers.

All essential workers should continue to follow [health and safety guidelines](#) set forth by local and statewide public health offices.

COVID-19 Response Funding and How to Get Started



Utility	Total New Funding	Estimated Remaining Accounting for Waitlist
Liberty Utilities	\$164,842	Funds available today
PacifiCorp	\$895,140	Funds available today
PG&E	\$40,894,357	Funds available today
SCE	\$65,953,481	Funds available today
SDG&E	\$16,400,559	Funds available today



Questions & Feedback



Email: **contact@CalSOMAH.org**

Web form: **CalSOMAH.org/contact-us**

General hotline: **858-244-1177 ext. 5**

Tenant hotline: **800-843-9728**



LOW INCOME WEATHERIZATION PROGRAM for Multifamily (LIWP-MF)

OVERVIEW

- Whole building energy efficiency, solar thermal, and solar PV for multifamily properties under a single program
- All measures that result in greenhouse gas (GHG) reductions are eligible
- EE incentives (including solar thermal) are based on amount of GHG reductions
- PV incentives based on size of PV system



Energy Efficiency



Solar Photovoltaics



Solar Thermal

PROGRAM MODEL

- Single point-of-contact
- No upfront cost to property owner
- Free energy audit and technical assistance
- Leveraging of other financial resources encouraged
- Free WegoWise benchmarking
- Incentives paid after installation of measures



LIST OF MEASURES ELIGIBLE FOR INCENTIVES

Measure Category	Measure Type	
Building Shell	Cool roof Roof insulation Attic insulation Wall insulation Floor insulation	Window/sliding door replacement Window coatings Window shading Air sealing
Heating and Cooling	Heating system replacement Cooling system replacement Fan replacement Pump replacement	Duct insulation HVAC system controls Energy Management Systems
Water Heating	Water heater/boiler replacement Variable speed pumps Recirculation controls	Pool, spa pumps and equipment Low flow fixtures (kitchen/bath) Pipe insulation
Lighting and Appliances	Indoor, outdoor, parking lot, and garage lighting	Refrigerators Dishwashers Clothes washer and dryers (incl. common area coin-op)
Renewable Energy	Solar hot water systems (thermal)	Solar photovoltaic

COVID Challenges

- Construction Progress
- Site Verification
Program Participants
City Inspectors
- Cash Flow
Construction
Rent



- Construction Progress → Program Deadlines and Reservations Extended
- Site Verification → Virtual
- Cash Flow → Progress Payments, Material Purchase Payments

AVAILABLE FUNDING

\$5 million

Farmworker Carve-out (open enrollment)

\$9.5 million (Screening waitlist for enrollment)

- Funding available for all MF affordable properties
- In and outside of DAC territories
- In and outside of IOU territories
- Construction complete by May 2022
- **Open enrollment for Homelessness carve out: \$2 million**

Permanent Supportive Housing

Transitional Housing

Shelters



GET STARTED!

www.camultifamilyenergyefficiency.org

Contact us:

liwpinfo@aea.us.org

Fill out an interest form here





California

Sarah Hill

Director of Low Income Programs

shill@aea.us.org





ENERGY SAVINGS ASSISTANCE **COMMON AREA MEASURES**

How Low-Income Energy Efficiency Programs are Responding to COVID-19

Marissa Van Sant, TRC

San Joaquin Valley Housing Collaborative Forum

September 10, 2020



***Pacific Gas and
Electric Company[®]***

This offering is funded by California utility customers and administered by PG&E under the auspices of the California Public Utilities Commission.

“PG&E” refers to Pacific Gas and Electric Company, a subsidiary of PG&E Corporation.

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Energy Savings Assistance: Common Area Measures (ESA CAM)

ESA CAM is a \$25M EE incentive and technical assistance program serving income eligible, deed-restricted affordable multifamily properties.

Program overview

- Offers eligible properties incentives covering up to 100% of project cost for qualified energy efficiency (EE) retrofits.
- Upgrades are to be performed in common areas or on central systems.
- Additional no-cost services: on-site/virtual energy assessments, scope development and bid review technical assistance, and benchmarking.

Progress to-date

Zero projects lost to
COVID-19.

-

200 projects enrolled
with scopes of work
ranging from \$2k to
>\$1M.

-

>50% of \$25M
incentives reserved.



Administrator

Pacific Gas & Electric (PG&E)

Third-Party Implementer

TRC

Program cycle

2018-2020 (2021 coming soon!)





Eligibility Requirements



General Requirements

- PG&E service*
- ESA In-Unit coordination



Existing Multifamily

- 5 or more attached dwelling units
- Low or high rise



Deed Restriction

- Must be held to long term affordability by local, state, or federal agency



Income Eligibility

- Minimum 2/3 of residents meet ESA income requirements (200% of [federal poverty level](#))

**Southern California Gas, Southern California Edison, and San Diego Gas and Electric have a similar offering within their service territories. Contact the Single Point of Contact (SPOC) at multifamilySPOC@trccompanies.com for a referral.*



What is a Common Area?





Eligible EE Measures



ENERGY SAVINGS ASSISTANCE COMMON AREA MEASURES

ELIGIBLE MEASURES

The following is a complete list of measures eligible for ESA CAM incentives. Please note that all measure opportunities are confirmed following an energy audit.



Lighting

- Wall or Ceiling Mounted Occupancy Sensor
- LED PAR20, PAR 30 and PAR 38 Lamps
- LED Candelabra Lamps
- LED Globe Lamps
- LED A Lamps
- LED BR-R Lamps
- LED Plug-in (PL) Lamps
- LED T8 Lamps (2', 4' or U-shape, Type A or C)
- LED Recessed Troffers and Retrofit Kits (1'x4', 2'x4', or 2'x2')
- LED Linear Ambient Fixtures (2' or 4')
- LED Ceiling, Vanity or Sconce Fixtures (≤ 41 W)
- LED Recessed Downlight Retrofit Kits (≤ 26W)
- LED Pendant, Track or Accent Fixtures (≤ 26W)
- LED Parking Garage Fixture
- LED Exterior Wall or Pole Mounted Fixture Replacing 50-400W HID Fixture
- LED Exit Signs



Appliances & Plug Loads

- Commercial Clothes Washer, ENERGY STAR
- Refrigerator, ENERGY STAR
- Tier-2 Smart Power Strip
- Variable Speed Pump for Swimming, Spa and Wading Pools, ≤ 3 HP



Heating & Cooling

- PTAC, ≤ 24 kBtu, 10.27 EER
- PTHP, ≤ 24 kBtu, 10.15 EER
- Air Conditioners Split System, 18-65 kBtu, SEER = 15, 17, and 19
- Heat Pump Split System, SEER = 15 and 17
- Packaged Air Conditioner, < 55kBtu, SEER 15 and 17
- Non-Condensing Space Heating Boiler, < 300 kBtu, 84% AFUE
- Non-Condensing Space Heating Boiler, ≥ 300 kBtu, TE ≥ 85%
- Condensing Space Heating Boiler, ≥ 300 kBtu, TE ≥ 94%
- Central Natural Gas Furnace, ≥ 95% AFUE
- Smart Thermostat



Building Envelope

- Windows, ≤ U-0.32, SHGC ≤ 0.23
- Reflective Window Film
- Attic Insulation, bring existing ceiling to ≥ R30
- Attic Insulation, add ≥ R-11 to existing ceiling insulation
- Blow-in Wall Insulation, R-13



Water Heating

- Non-Condensing Domestic Hot Water Boiler, > 75 kBtu, TE ≥ 84%
- Condensing Domestic Hot Water Boiler, > 75 kBtu, TE 90%-93%
- Storage Water Heater, > 75 kBtu, TE ≥ 83%
- Storage Water Heater, ≤ 75 kBtu, UEF ≥ 0.64
- Instantaneous Tankless Water Heater, 76 - 200 kBtu, UEF ≥ 0.87
- Instantaneous Tankless Water Heater, > 200 kBtu, TE ≥ 85%
- Heat Pump Water Heater, 45-55 gallons, UEF ≥ 3.09
- Heat Pump Water Heater, 56-75 gallons, UEF ≥ 3.33
- Heat Pump Water Heater, > 75 gallons, UEF ≥ 3.42
- Demand Control DHW Recirculation Pump
- Variable Speed DHW Recirculation Pump
- Low-flow Lavatory Faucet Aerator, 0.5-1.0 GPM
- Low-flow Kitchen Faucet Aerator, 1.5 GPM
- Low-flow Showerhead, ≤1.6GPM

Note: ESA CAM staff will help identify specific eligible upgrades.

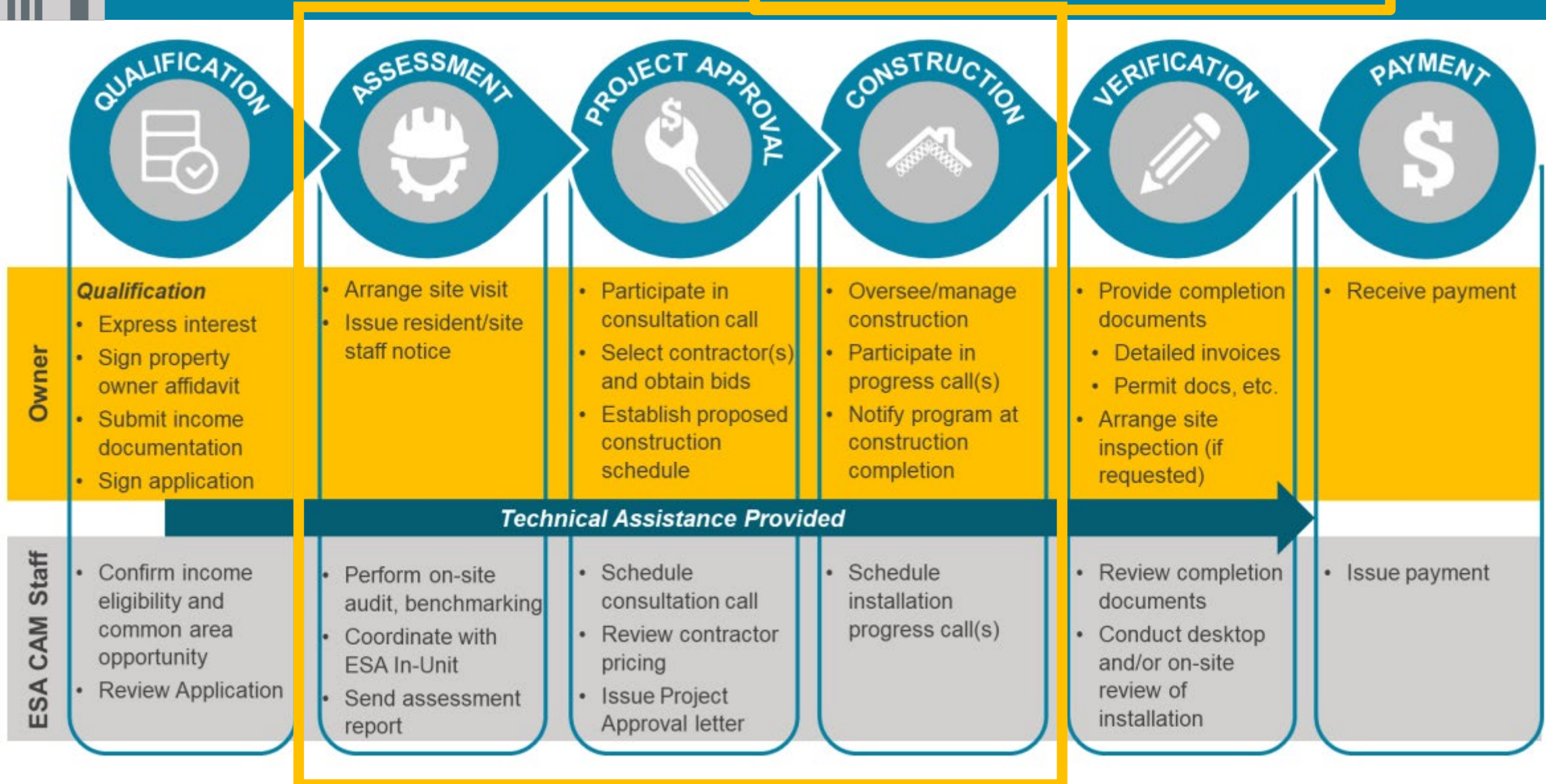
Available in the “Resources” section at www.esacommonarea.com





Process

*Steps immediately impacted by
COVID-19*





Response to COVID-19: Program Updates



*Policies and Procedures
July 1, 2020*

Prepared by:



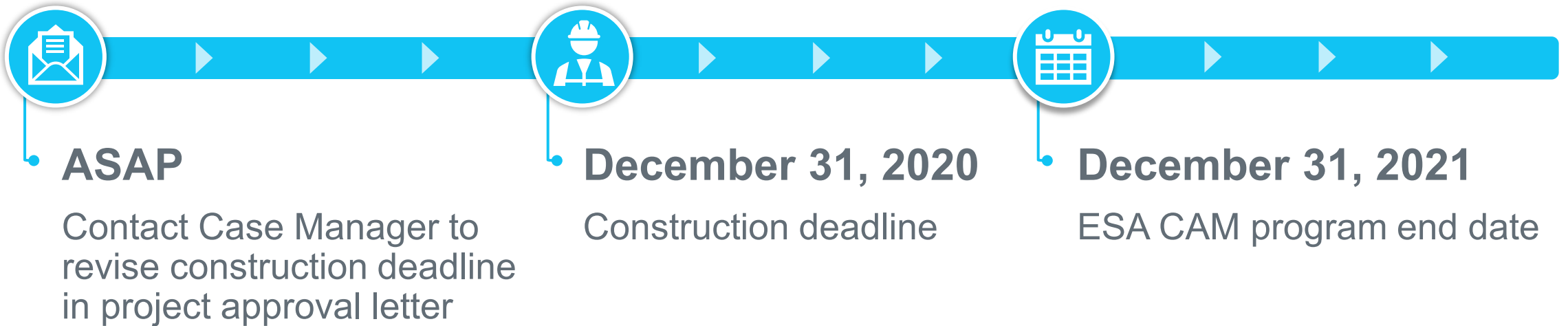
Policies & Procedures Update - July 1, 2020

- Program & construction deadline extension
- Phased payment policy update
- Virtual assessment addition
- Tracked county and property restrictions



Program Timeline

Projects with Project Approval Letter issued on or before March 1, 2020:



*All projects must complete construction as set forth in their Project Approval Letter
or the construction deadline, whichever comes first .*



Program Timeline

Projects with Project Approval Letter issued on or after March 2, 2020:



All projects must complete construction as set forth in their Project Approval Letter or the construction deadline, whichever comes first .



Program Timeline

Projects without a Project Approval Letter:



All projects must complete construction as set forth in their Project Approval Letter or the construction deadline, whichever comes first .



Phased Payment Policy

Revised Threshold

The qualifying incentive threshold reduced from **\$200,000** to **\$100,000**.

Incentive Payment

Projects can receive up to **33% of the total incentive reservation** at 50% project completion.

Requirements

Projects must receive written approval.

Project must install at least 1/3 of core measures.

Core Measures



Comprehensive lighting scopes \geq \$20,000



DHW heaters and boilers



Heating and cooling systems*



Building envelope measures*



Virtual Audits and Final Verifications

- In response to COVID-19, ESA CAM is now offering virtual audits (pre-construction) and verification inspections (post-construction)
- Virtual assessments are conducted via a software platform compatible with most smart devices. ESA CAM staff guide on-site personnel virtually through the assessment covering:
 - Safety
 - Videography best practices and techniques
 - What data they're looking for and the equipment/site components they'll need to inspect over the video



Additional COVID-19 Resources

- ESA CAM Q2 2020 newsletter included COVID-19 resources (e.g., websites, webinars, etc.) for affordable housing properties
- Resources maintained on program website, www.esacommonarea.com
- Encourage project teams to share valuable resources with us, multifamilySPOC@TRCcompanies.com



Thank You



PG&E ESA CAM website

www.esacommonarea.com



Marissa Van Sant, ESA CAM Program Manager

mvansant@TRCcompanies.com

Questions



Thank You

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