

# Greening the Multifamily Housing Stock: What's Next for California?

**Sponsored By:** Local Initiatives Support Corporation, California Housing Partnership Corporation, NeighborWorks America, and Oakland Housing Authority

## Conference Notes



January 6, 2010  
9:30-4:30 p.m.

Waterfront Hotel, Oakland, CA

### **Handouts:**

- Agenda
- Evaluation
- Speaker Bios
- Green Building Resources
- Green Guide for Rehab Checklist

Archive of conference materials can be found on Bay Area LISC's website

## **OPENING PLENARY**

### ***Stephanie Forbes (Moderator)***

Executive Director, Bay Area LISC

Email: [sforbes@lisc.org](mailto:sforbes@lisc.org)

- This conference hopes to look at green housing today; best practices and challenges, and where do we go from here.
- We have new federal dollars for green programs and three key pieces of state legislation:
  - Assembly Bill 32: Global Warming Solutions Act of 2006 (AB 32): requiring we reduce greenhouse gases to 1990 levels
  - Senate Bill 375: Redesigning Communities to Reduce Greenhouse Gases (SB 375): integrating land use with climate change
  - Assembly Bill 758 requiring the reduction of energy usage in existing buildings

### ***Madeline Fraser-Cook***

Program Director, LISC Green Development Center

Email: [mfcook@lisc.org](mailto:mfcook@lisc.org)

- LISC created the “Getting Started with Green Preservation” guide with key points for greening, stabilizing and reducing utility costs, improving air quality, reducing environmental impacts, but the question remains “How are we going to pay for it?”
- Green measures add 2.5-5% to the cost of a project. It can be done for less, but it’s hard.
- Greening new developments is more straightforward than green retrofit.

### ***Ted Toon***

Director, HUD Office of Affordable Housing Preservation (OAHP)

Email: [theodore.k.toon@hud.gov](mailto:theodore.k.toon@hud.gov)

- HUD will create an Office of Sustainability to pull green efforts together across programs. They have a commitment to tie transit and energy efficiency to housing.
- In federal legislation, the Preservation Bill, the Energy Act, and the Jobs Bill may affect this work. The gap in funding for public housing increasingly requires energy efficiency.
- HUD appropriations this year included \$50 million for an Energy Innovation Fund (EIF) to incentivize higher green standards.

### ***Tom Azumbrado***

Director, San Francisco Multifamily Hub (covering CA, Nevada, Hawaii, and Arizona)

Email: [tomas.w.azumbrado@hud.gov](mailto:tomas.w.azumbrado@hud.gov)

- There will be new emphasis on bringing in ongoing maintenance and technology; no ignoring green measures once they are put in place. For example, solving the difficulty solar can cause when putting out fires.
- Post evaluations of green systems are not done, and projects are not getting the projected energy savings.
- Required energy audits are viewed as extraneous work.
- There is a lot of work and coordination to be done.

## STIMULUS UPDATE: WHAT HAVE WE DONE TO DATE?

### ***Matt Schwartz (Moderator)***

President, California Housing Partnership Corporation

Email: mschwartz@chpc.net

- Despite the number of friends in DC and at HUD, we can only expect the budget to keep up with the overall cost of living. Energy costs are rising faster, so we will need to find savings.
- 20% of greenhouse gases come from housing; with higher energy costs coming from older dilapidated housing.
- We will see some surprising resources for housing through the Climate Bill, the American Recovery and Reinvestment Act (ARRA), and more.

### ***Wayne Waite***

Regional Energy Representative, HUD Region 9

Presentation: Recovery Act: California Update

Handout: Weatherization Agencies and Allocations in California

Email: wayne.w.waite@hud.gov

#### Energy Efficiency Programs from ARRA

- Public Housing Capital Fund
  - Repair and modernization of public housing
  - Administered by HUD
  - \$131 million allocation to CA, funding allocated both on formula and competitive basis (\$4 billion, nationally)
- Green Retrofit Program (GRP) for Multifamily Housing
  - Grants or loans for energy retrofit and green investments in Section 8 assisted housing
  - Administered by HUD's Office of Affordable Housing Preservation (OAHP)
  - \$25 million to California (\$250 million, nationally)
- State Energy Program (SEP)
  - \$226 million allocation to CA, \$70 million committed (\$3.1 billion, nationally)
  - Administered by California Energy Commission (CEC)
  - Increasing energy efficiency to reduce energy costs and consumption, cut reliance on imported energy, and shrink energy impacts on the environment.
    - Department of General Services (\$25 million) - Energy Efficient State Property Revolving Loan Program
    - Energy Conservation Assistance Act (ECAA) 1% Low Interest Loans (\$25 million)
    - Green Jobs Workforce Training Program (\$20 million)
  - Request for Proposals out for: (Awards to be made in January 2010)
    - Energy Efficiency Program (\$110 million)
    - Clean Energy Business Finance Program (\$35 million)
    - Contracts (\$6.75 million)
    - Program Support (\$4.25 million)
- Energy Efficiency Conservation Block Grant Program (EECBG)
  - for local governments to use for projects and programs to reduce total energy use
  - \$351 awarded CA, \$49.6 allocated (\$3.2 billion, nationally)
  - Administered by CEC

- Weatherization Assistance Program (WAP)
  - reduces the heating and cooling costs for low-income families by improving the energy efficiency of their homes and ensuring their health and safety
  - Administered by Department of Community Services and Development (CSD) by local Energy Service Providers
  - \$185 million to CA
  - income eligibility increased
  - the art will be developing connections to multifamily
- Green retrofits programs:
  - HUD's Office of Public and Indian Housing (PIH) Green Retrofit: \$600 million, established specific standards to public housing
  - Energy Retrofit for Moderate Rehabilitation Projects: \$35.4 million, pretty flexible
  - Green Retrofit for New/Substantial Rehab: \$1.3 million
  - GRP: way to get whole building remodel
  - California has most projects of any state in the country.
  - On the horizon: Recovery through Retrofit and Cash for Caulkers (details pending)

***Vince O'Donnell***

LISC, Affordable Housing Preservation Initiative

Presentation: ARRA Resources for Greening Multifamily Housing

Email: [vodonnell@lisc.org](mailto:vodonnell@lisc.org)

- Three energy programs from the ARRA: WAP, SEP, and EECBG. Because it's of this programs will be implemented differently state by state this accounts to effectively 150 programs. It is essential to link affordable housing production and preservation to sustainability.
- Vince asks how many people have ARRA money in a deal? Less than 25% of people in the room.
- WAP has diverse delivery systems, in California it goes through CSD which also administers LIHEAP, CSBG, and Lead Hazard Control. Several other states have made better connection between Weatherization and Multifamily Housing. While CA has no goals, no rental focus, no income targeting, there is a chance for a mid-course correction.

***Panama Bartholomy***

Advisory, California Energy Commission (CEC)

Presentation: Energy Commission Perspective

Email: [pbarthol@energy.state.ca.us](mailto:pbarthol@energy.state.ca.us)

- SEP - Through ARRA \$226 million came to California for the SEP, when normally it receives \$3 million. This is a comprehensive residential program, calling for leverage to receive awards. Ten applications for \$155 million were received. Winners will be announced the first week of February. More information is available at [energy.ca.gov/recovery](http://energy.ca.gov/recovery)
- EECBG– Energy Commission is the conduit for small cities on this program, but mostly local governments receive this funding directly. Your contact will be the sustainability/energy coordinator.
- Property Assessed Clean Energy (PACE) - provide upfront financing for green improvements through 20 year loans from the local government assessment district. The

program currently has lots of market barriers, including that the PACE loans must be senior to any other loans. Local governments are starting to work with financiers and Wells Fargo has agreed. By the third quarter of this year we should see this program in full swing.

- Cash for Caulkers will likely bring \$900 million for CA.

**Kelly Hymes** (absent, presented by Matt Schwartz)  
 Policy Advisor, California Public Utilities Commission (CPUC)  
 Presentation: California Energy Efficiency Strategic Plan  
 Email: [khy@cpuc.ca.gov](mailto:khy@cpuc.ca.gov)

- Low Income Energy Efficiency Program (LIHEAP): Provides financial assistance to eligible households to offset the costs of heating and/or cooling dwellings.
  - Provides free weatherization and energy efficiency measures to eligible CA customers.
  - Implemented by the regulated utilities (PGE, SDGE, SCG, & SCE) with CPUC oversight.
- Rebates for Multi-family Properties
  - Cash rebates are offered to property owners and managers of existing residential dwellings that contain 2 or more units.

## SESSION 1: FINANCING GREEN IMPROVEMENTS TO PUBLIC HOUSING

**Mary Paumen (Moderator)**  
 Senior Program Director, LISC Housing Authority Resource Center  
 Email: [mpaumen@lisc.org](mailto:mpaumen@lisc.org)

**Casius Pealer**  
 Manager, Affordable Housing Initiative, US Green Building Council (USGBC)  
 Presentation: Financing Green Improvements to Public Housing  
 Email: [cpealer@usgbc.org](mailto:cpealer@usgbc.org)

- Green standards should be an expectation for affordable housing not just an overlay.
- USGBC started to form consensus on what green building meant. 33% of all LEED certified homes are affordable homes.
- Importance of integrated design charette (4th to last slide)
  - unites players who may not typically work together
  - important to successfully realizing green building
- Importance of performance testing and verification (3rd to last slide)
  - Green building improvements don't do any good if they are installed, but are not working correctly
- See presentation for interesting legislation list.

***Lisa Baker***

Executive Director, Yolo County Housing

Presentation: Greening Multi-Family Housing: The Yolo County Experience

Handout: Government Partnerships Quick Reference Guide

Email: [lbaker@ycha.org](mailto:lbaker@ycha.org)

- In 2006 Yolo County found itself insolvent; they needed to rethink its process and took the counter intuitive approach of going green.
- Energy Performance Contracting and Energy Services Companies (ESCO) and Energy Performance Contracting (EPC) are ways to use future savings to pay for energy improvements. However, watch out to use ESCO and EPC to do energy improvements whenever possible to avoid savings not being recaptured.
- Yolo also paid to have their carbon footprint analyzed, so they could analyze and track changes.
- “Freer is Gooder”: Free money today is better than free money tomorrow
- Tips:
  - Yolo County Housing went into FY2007 with \$1.2M deficit
  - YCH addressed financial issues partially by greening its portfolio and operations
    - Not only addressed \$1.2M deficit, but also saved an additional \$1M while increasing staff
  - Finding the financing for green retrofits of existing, physically sound housing is a challenge
- Strategies employed:
  1. Pooled procurement of supplies
    - included office supplies, maintenance materials, cleaning supplies
    - resulted in 31% cost savings while resulting in greener operations
    - examples:
      - ordered appliances from the Energy Star website rather than HD Supply, produced \$9,525 in savings for Yolo.
      - pooled office supply purchasing with local government
  2. “Free” measures
    - Lighting, weatherstripping, and water conservation measures were installed through PG&E Energy Partners Program
  3. Local government partnerships
    - Partnerships between PG&E and local governments, quasi-governmental agencies, or non-profits
    - Allows rate-payer dollars to be accessed for energy-related improvements
    - A way to finance infrastructure improvements

***Lisa Hodges***

Development Advisor, District of Columbia Housing Authority (DCHA)

Presentation: Financing Green Improvements to Public Housing: Retrofits

Email: [lhodges@dchousing.org](mailto:lhodges@dchousing.org)

- Green improvements (such as improved indoor air quality and safer living and working conditions) improve tenant quality of life, which can lead to reduced operating costs
- Savings in O+M costs free up dollars that can be put to other uses
- You need to find the realistic, efficient options for your organization. example: In D.C. photovoltaics are not as good as efficiency measures.

- The Energy Capital Improvement Program (ECIP) helps to financially leverage the energy and water savings associated with the replacement of aging equipment and infrastructure. Also, when you are saving money on operations those funds can be directed to other important uses. Preparing for retrofit figure out what replacements can or should be accelerated.
- Total savings: \$2,364,645
- In terms of ARRA funding, look for projects that have a good story, but can't get any other funding.

***Phil Neville***

Deputy Executive Director, Oakland Housing Authority

Presentation: Financing Green Improvements to Public Housing: Oakland Housing Authority

Email: pneville@Oakha.org

- Oakland Housing Authority was the first Public Housing Authority in Northern California.
- Phil gives examples of projects in that Oakland that have integrated various green ideas.
- He emphasizes it is easier on new construction.
- One of his projects is stalled due to Prop. 1C funds.
- In some areas like doors and windows even though the financial return would not be high they decide to go the green route anyway.

Questions/Comments:

- Comment: Because majority of savings from EPCs and ESCOs are water related, localities that do not have metered water may not benefit under traditional model. (Yolo used carbon footprint as alternative benchmark.)
- Comment: Many Public Housing Authorities have master metered utilities, so individual tenant utility usage cannot be monitored or incentivized. One study shows average 28% savings when tenants pay for own utilities. Tenant education or alternative incentives are key to best practices.

**SESSION 2: GREEN RESOURCES FOR PRIVATE OWNERS**

***Michelle McDonough Winters, (Moderator)***

Program Director, LISC Affordable Housing Preservation Initiative

Email: mwinters@lisc.org

*Theodore K. Toon*

Deputy Assistant Secretary, HUD Office of Affordable Housing Preservation (OAHP)

Presentation: Green Retrofit Program for Multifamily Housing

Email: Theodore.K.Toon@hud.gov

- \$250,000,000 grants or loans for energy retrofit and green investments
- Maximum improvements of \$15,000/unit, all subject to Davis-Bacon
- Administered by HUD's OAHP

- Program guidance is provided in Housing Notice H-09-02. All forms, and application are available at [www.hud.gov/recovery](http://www.hud.gov/recovery)
- Applications closed as of November, 2009
- Over 200 properties / 20,000 units accepted for processing (as of Dec 31)
- Lessons learned from the M2M Green Initiative
- Benefits to Residents, HUD and taxpayers, and property owners
- OAHP Resource Desk Q&A: [www.oahp.net](http://www.oahp.net)

*Maryann Leshin*

Director, Northern California Programs, [Enterprise Community Partners](#)

Presentation: [Briefing on Enterprise SF Bay Area Green Retrofit Pilot Program](#)

Email: [mleshin@enterprisecommunity.org](mailto:mleshin@enterprisecommunity.org)

- Green Retrofit Pilot Program
  - Effort to improve energy and water efficiency in older affordable multifamily buildings by providing technical support, energy funding, utility rebate and incentive resources and debt to accomplish green retrofit projects.
  - Includes TA, \$25,000 grant, Green Capital Needs Assessments, loan
  - Five non-profit affordable housing developers (12 properties) participating in the pilot: RCD, EBALDC, TNDC, CHP and Satellite Housing.
- A key component of this effort is to monitor energy use post-retrofit and compare to pre-retrofit use.
- Existing challenges:
  - Tenant behavior, weather, utility pricing
  - Individually metered buildings
  - Sources for credit enhancement and/or top loss

*Ryan Chao*

Executive Director, [Satellite Housing](#)

Presentation: [Green Rehab Case Study: St. Patrick's Terrace](#)

Email: [rchao@sathomes.org](mailto:rchao@sathomes.org)

- Satellite's Green Initiatives: TODs, green business/living practices, and green new construction and rehabs
- St. Patrick's Terrace background, strategy, scope of work
- Challenges:
  - Lack of programs focused on green rehab during time of project.
  - Coordinating prepayment and underwriting processes.
  - Involvement/coordination of multiple departments and team members.
  - Prioritization of green recommendations, integrating them as technologies
  - Relocation/occupied rehab.
  - Changing/uncertain funding environment.
  - Limited mark-to-market potential and uncertainty on cost savings of green measures.
- Lessons:
  - Most green recommendations could be easily incorporated into scope of work without significant impact on budget.
  - Third party green experts vital members of development team.
  - Green rehab project comparable in scope/challenge to new construction project.
  - Indoor air/light quality measures make real impact on quality of community.

---

## SESSION 3: MAKING THE NUMBERS WORK FOR SOLAR PV SYSTEMS

### *Cathy Craig (Moderator)*

Senior Program Officer, Bay Area LISC

Email: [ccraig@lisc.org](mailto:ccraig@lisc.org)

### *Meg McGraw-Scherer*

Program Manager, California Housing Partnership Corporation

Presentation: Making the Numbers Work for Solar PV Systems

Email: [mmcgraw-scherer@chpc.net](mailto:mmcgraw-scherer@chpc.net)

- Solar 101:
  - Financing is available through California Solar Initiative (CSI)'s Multifamily Affordable Solar Housing (MASH) Program
    - 9% credit program and the Solar Credit. 4% deals no longer need to deduct out of basis, now more deals can access funds.
  - Rebates and Grants can be provided by the federal, state government and local utility. They can also come directly from manufacturers.

### *Eric Nyman*

Sales Manager, Sun, Light & Power

Presentation: Greening Multi-Family Housing

Email: [eric@sunlightandpower.com](mailto:eric@sunlightandpower.com)

- Options:
  - Rebates (constantly changing)
  - Return on Investment and Payback
  - Federal Tax Credits
  - PACE -Local retrofit loan program
- Rebates:
  - CSI
  - New Solar Homes Partnership (NSHP)
  - MASH (currently oversubscribed, but money expected to return later this year)
  - Federal Tax Credits: Through the stimulus this credit can be a 30% or the total system price. Applications due OCTOBER 31, 2010. HOWEVER, grants are taxable.
  - Return on Investment varies based on rebate program and other factors, but somewhere between 8-15 years for payback with a 30 year life of the system.
  - PACE: fixed rate 20 year loan, from city or county, repaid through property tax assessment. Can be cash positive from day one because of rebates and tax credit.

***Andy Blauvelt***

Project manager, EAH Inc.

Presentation: Crescent Park Apartments

Email: ablauvelt@eahhousing.org

- Green Jobs Program – standard not high enough yet,
- Need to work on bringing back MASH
- When ARRA goes away we'll need new funding
- Some policies don't layer well
- Assembly Bill 920: California Solar Surplus Act of 2009 (AB 920) could allow properties to sell power back to the grid
- There is a lot of new technology out there and we still have yet to see where it's going.
- Even if you have an individual metered building, but it would be better for you to be master metered you can accept the entire bill and receive the utility allowance and savings.

***Terese McNamee***

Chief Financial Officer, Eden, Inc.

Presentation: Downtown River Profile for PPA

Email: tmcnamee@edenhousing.org

- Power Purchase Agreements (PPA) - legal contract between an electricity generator and a power purchaser
- With MASH Rebate and Investment Tax Credit to fund the majority, what are your options to fund the gap?
  - Year 15 buyout/resyndication is not an option for many Eden properties
  - cash flow not an option
  - monetizing very complicated
  - With a power purchase agreement the provider puts up money and is paid back with savings over time. This can be accomplished several ways (see powerpoint).
  - Eden now has 38 different properties about to execute a PPA.

---

## **SESSION 4: FINANCING ENERGY EFFICIENCY IMPROVEMENTS THROUGH AN ESCO**

***Matt Schwartz***

President, California Housing Partnership Corporation

Email: mschwartz@chpc.net

- Energy performance based financing is an emerging area of great potential
- Public Housing Authorities can leverage significant financing through energy savings, resulting in ability to generate large capital that would otherwise be difficult to attain
- Typically, utility costs are calculated by HUD based on the average past 3 years' utility consumption; with a "frozen rolling base," utility costs are frozen at the current rate, and savings beyond that baseline can be used to leverage financing for improvements (typically bond issuance).

- Climate has a large influence on the impact of energy efficiency, and thus the capital that can be generated through energy performance based financing

***Gail Livingston***

Director of Operations and Property Management, Boston Housing Authority (BHA)

Presentation: Boston Authority Energy Performance Contract

Email: [gail.livingston@bostonhousing.org](mailto:gail.livingston@bostonhousing.org)

- Project Team: BHA, Ameresco, ADI, and Crews & Associates Inc.
- Project Chronology: from Dec 2003 – Sept 2009
- Energy Conservation Measures in Contract
- Three Phase Approach
- Financing:
  - Total estimated financed: \$56 million
  - Total debt service: approx \$98 million
  - Project cost of \$62,962,533
- Lessons Learned
  - Be a full partner at the table; do not give up ownership of the project.
  - Push for the scope of work you need.
  - Scrutinize all pricing; be skeptical
  - Participate in seeking financing
  - Have your own expert
  - Be prepared to monitor construction activities.

***Barbara Smith***

Administrator, Housing Development and Modernization, San Francisco Housing Authority (SFHA)

Presentation: Financing Energy Efficiency Improvements with ESCOS

Email: [hope@sfha.org](mailto:hope@sfha.org)

- Energy Performance Contracting (EPC) is a way to pay for needed public housing upgrades and renovations using utility savings. Financing technique uses utility cost savings for up to 20 years
- SFHA Selects Ameresco, an ESCO, for a Utility Savings Program
- SFHA has been spending over \$12.5 million a year for energy and water
  - Preliminary estimates projected that an ESCO program could result in over \$3 M in annual savings
- How Improvements Might Work
  - HUD could allow amendments to the ACC similar to Capital Fund Financing.
  - Shift credit risk from the PHA to the HUD Operating Subsidy.

Questions/comments:

- Q: What is the purpose/advantage of an ESCO's guarantee of savings (versus in house or 3<sup>rd</sup> party estimate)?
- A: Financing is underwritten based on the guarantee. The quality of the guarantee can affect bond rating and consequently, bond costs. Because of the liability involved, ESCOs can be overly conservative in their calculation of the guarantee.
- Q: What happens if there are surplus savings beyond guarantee? Who benefits?

- A: Can negotiate a split – BHA’s contract is for 80/20 split between a Public Housing Authority and an ESCO. Note that the split should be negotiated on based on actual dollar savings – not simply savings “at meter.”
- Q: Why not seek conventional financing instead of bond issuance via an ESCO’s guarantee?
- A: Experience so far has been that conventional lenders are not willing to secure against energy performance. (One deal required that entire operating subsidy be deposited to a custodian bank before being released to Public Housing Authority; HUD does not currently allow this.)
- Comment: Energy savings can be based on factors other than ESCO implemented measures, e.g., demand response and tenant conservation. (Contracts should be structured so that owner benefits from such savings.)
- Comment: Maintenance of installed measures is the responsibility of owner, not ESCO (although ESCO monitors maintenance/upkeep).

## **WRAP-UP SESSION: WHERE DO WE GO FROM HERE?**

### ***Matt Schwartz (Moderator)***

President, California Housing Partnership Corporation

Email: [mschwartz@chpc.net](mailto:mschwartz@chpc.net)

- Identified Barriers to using LIHEAP from the morning’s session:
  - Income limits set at 200% of Federal Poverty level, not our standard income limits
  - Only PUC certified contractors can be used
  - No official multi-family goal
  - Works best with master-metered projects
  - Need more presence with the PUC

### ***Valerie Agostino***

Vice President of Operations, Mercy Housing

Email: [vagostino@mercyhousing.org](mailto:vagostino@mercyhousing.org)

- Aren’t we so lucky? New programs, different timelines, hard to synthesize... but we’re ready.
- New partners to work with esp. the PUC, to ensure we have access

### ***Doug Shoemaker***

Deputy Director, San Francisco Mayor’s Office of Housing

Email: [douglas.shoemaker@sfgov.org](mailto:douglas.shoemaker@sfgov.org)

- New programs, old problems with consistency and timelines
- Need to set multi-year rules to avoid rushing to get in the door
- Need to find places where we can find efficiency from program overlap, automatic enrollment

- Regulations should start from a multi-family lens
- Affordable housing cannot be assumed to fund the entire upfront cost for environmental benefits created through their projects, i.e. grant funding is needed, debt financing not enough

***Bill Lowell***

Deputy Director, Housing Authority of the County of San Mateo

Email: [wlowell@smchousing.org](mailto:wlowell@smchousing.org)

- Positive new spirit of cooperation, agency alignment at the Federal level
- How do we corral the various programs to work for multi-family?
- Very good at talking to each other, but...could improve the conversation with the State, HUD, and others
- Set-asides or minimums for multi-family
- Multi-family green retrofit put out as a good model to set aside state dollars; state complement to HUD GRP program

***Stephanie Forbes***

Bay Area LISC

Email: [sforbes@lisc.org](mailto:sforbes@lisc.org)

- We need to put multi-family on the map!
- CA WAP does not focus on multi-family, important policy goal to improve presence of multi-family in regulations
- No more money in the MASH program, need to refund

**Audience Input:**

- Barrier: Lack of multi-family in regulations.
- Solution: Increase our presence at PUC and other agency meetings
- CHPC pledges their presence and request others
- Barrier: Financing knowledge does not always fit with operations and installation knowledge
- Solution: More communication of among experts in our field
- A clearinghouse of resources on these issues
- Another barrier: Too many meetings to maintain strong presence
- Another solution: Need a high level state mandate, legislation
- Solar PV can be a net source.
- Solar industry can be an ally, PPA providers should be part of the big tent
- WAP funds, it is possible to get far through the process and be told you're not eligible. There is a lot of money here and we can't ignore it.
- We could press California CSD department to allocate the rest to a CA Housing Agency, could be just focused on Low-Income providers
- Possibly a lack of knowledge on the department's part, rather than a lack of desire
- Will follow up with head of Community Action Agency and make request to Housing California to advocate on our behalf with the PUC and others.
- The affordable housing community is well positioned to do the reporting and monitoring requirements, as well as delivering services. Way too many of the programs are contractor oriented.

- If we want to use WAP funds, the program needs to change massively (Doug Shoemaker, SF MOH)
- Starting with education between energy agency and the affordable housing community (Michelle Winters, LISC)
- Weatherization is at the household level, this is inefficient for multi-family. Similar to problems with lead abatement funding. Guidance from local agencies on how to put forth requests for funding would be helpful.
- There are many new technologies regarding energy efficiency and encourage resident education.