COST EFFECTIVE GREEN REHAB FOR MULTIFAMILY
1. Multifamily Housing
   o Issues and Nuances
2. Green Retrofit:
   o Benefits
   o Approaches to Green Rehab
3. Introduction to ICAST
   o ResourceSmart
   o Triple Bottom Line Foundation
Multifamily Housing

1. 20% of residential market
   - Subsidized Affordable
   - Non-Subsidized Affordable / Market Rate

2. Underserved and untapped market
   a) Commercial Property but Residential Use
   b) Complex Ownership / Management Structure
   c) Split-Incentive hurdle
   d) Utility Rebate programs driven by Meter/Utility Account Holders
Why Go Green?

- Reduce operating costs
  - Energy, Water, O&M costs
- Increase value of property
- Increase comfort, health and safety
- Increase Profitability
  - Lower turnover and higher occupancy
- Create opportunities and jobs for local contractors
- Reduce waste
- Environmental benefits
  - Reduced GHG, Hg, SOx, NOx,...
1. Why MF Owners are not signing up for DSM
   a) Time Constraint
      - Complex Process
   b) Knowledge
      - Regulatory Requirements
      - Optimal / Cost Effective Solutions
      - Pace of Technology Change
   c) Lack of Funds
Decide to Explore Green Rehab Options

Locate Contractors & Schedule Energy Audit

Compile options into a plan that best fits your needs

Finalize Scope of Work and Budget

Select various contractors for SOW

Send bids to contractors – HVAC, lighting, insulation, windows, etc.


Develop detailed Specifications for bids

Inspect contractors to ensure quality, schedule & budget

Close-Out: Pay Invoices, complete reports, Rebate paperwork, etc.

Track Results to make sure green rehab met expectations

Fix Issues if Project did not Pan Out
Successful EE Programs

1. Direct Install
   ✓ No-Cost, No decision Required, Quick and Hassle-Free

2. One-Stop-Shop
   ✓ Manages all the steps – hassle-free
     ○ Oversees entire green rehab process
   ✓ Provides relevant information when needed
     ○ Decisions on cost effective ECMs
   ✓ Access to various financing options
     ○ Rebates, Incentives, Grants, Debt, Off-Balance Sheet, etc.
One-Stop-Shop

✓ Portfolio & Property Assessments

✓ Green Retrofit:
  1. EE and DSM
  2. Renewable Energy
  3. Water Conservation
  4. Indoor Air Quality
  5. Tenant Engagement

✓ Property Rehab

✓ Financing

✓ O&M
1. Financial viability important
   – Big Picture approach

2. Leverage utility rebates and incentives
   – Owner buy-in is essential for sustainability

3. Offer a simple, hassle-free, and cost-effective program
   – Make it easy for the owner / property manager
Products and Services

- Off-Balance Sheet
  - EPC / PFS
  - PACE

- Conventional Debt
  - Fixed L/T loans
  - 1st position on lien NOT required

- Renewables
  - PPA / Lease
ResourceSmart

- Portfolio to Property Assessments
  - GPNA, Portfolio Analysis, TA
- Green Retrofit:
  - EE, RE, DR, Water, IAQ
- Property Rehab
- O&M services
  - Training and Technical Assistance
- Access to financing
  - Grants and Incentives
  - Utility Rebates
  - Financing Partners
QUESTIONS?

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