



We Can't Go it Alone: Interagency Partnerships are Critical to Achieving Deeper Energy Improvements in Affordable Multifamily Housing

Kim Stevenson, Connecticut Green Bank

Marcus Smith, CT Housing Finance Authority

Colette Slover, CT Department of Housing

Enoch Lenge, Eversource

Who we are and what we do

Housing Agencies



Green Bank



Utility Companies

EVERSOURCE



energize CT
CONNECTICUT

We are all concerned about high energy costs in Connecticut?

- High energy costs and very high burden for low income households
- Energy cost savings opportunity on the order of \$120,000,000 per year (conservatively).



We have a common goal



. . . to achieve comprehensive, deeper energy improvements that help owners and tenants save energy, reduce costs, increase property values, and provide healthier and more comfortable housing.

So what's the problem?



- Too hard for owners
- Individual agency goals and drivers differ
- We share info, but processes not integrated
- Not designed to achieve desired outcomes
- We don't speak a common language
- We operated in silos

Individual agency goals and drivers differ

Housing Agencies



Green Bank



Utility Companies

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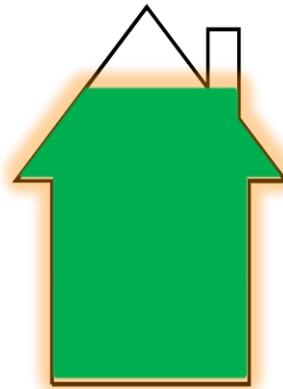
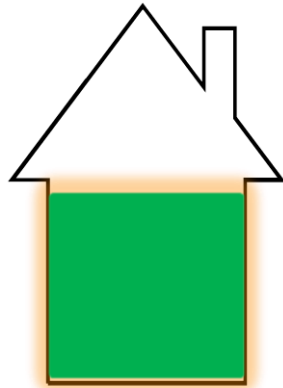
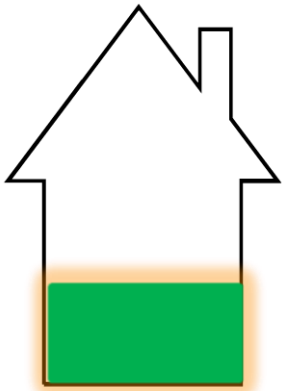
We don't speak the same language



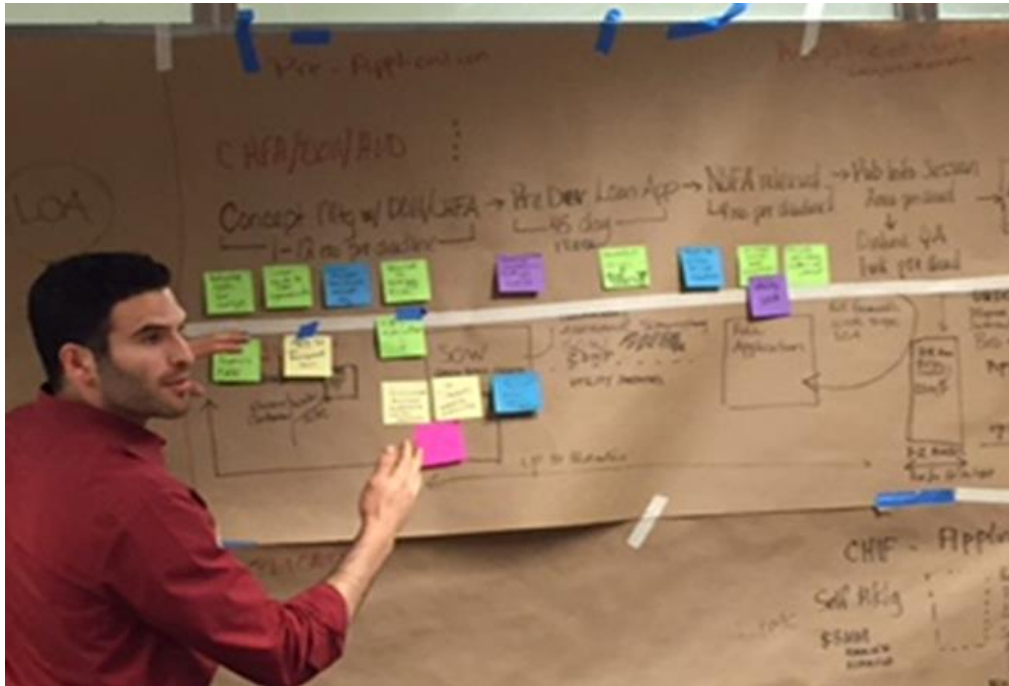
*cost
effective*

"ACTUALLY, THAT MEANS ENGLISH AS A SECOND LANGUAGE...THE ELEPHANT SINGLES LOUNGE IS ACROSS THE STREET!"

Alone vs. together



What we did . . . LEAN'ed



What we did . . . Planned

TEAM LEADER: Brian Biernat/ Colette Slover			DEEP, HUD, DOH, CG			
WORKGROUP MEMBERS: Nancy O'Brien, Marcus Smith, Enoch Lenge, Evan Seretan, Kim Stevenson, Colette Slover, Rick Daugherty						
TASK/ACTIVITY	TASK OWNER(S)	PARTICIPANTS	Nov	Dec	Jan	Feb
4 Develop technical expertise amongst DOH/CHFA staff with regards to energy efficiency underwriting and improvements (including solar). Develop underwriting criteria specific to EMC.	Marcus	Colette, Nancy, Kathy, Ben				
5 Develop training events that will help grow the capacity of consultants, developers, owners, property managers as it relates to the incorporation of energy efficiency principles into proposals	Marcus	Colette, Nancy, Kathy, Suzanne, Jennifer and Rick				
6 Create policies to address split incentive issues (commitment from owner/ property management to maintain and invest in systems; M&V; impact of owner vs. tenant paid utilities on underwriting)	Marcus	Enoch, Cal, Evan, Colette				
7 Develop a holistic approach to financing projects that addresses all building needs	Kathy	Nancy, Marcus, Colette				
8 Standardize methods of collecting data and the type of data being collected	Marcus	Colette, Kim				
9 Develop DOH/CHFA processes that ensure benchmarking, building audits, and energy plan for each application (Review RnR EE incentive points in CHAMP, QAP, incorporate requirements for qualified energy professional O&M M&V)	Nancy	Colette, Marcus, Kathy				

What we did . . . Integrated Processes



Our successes



- New process to incorporate utility incentives into state funded projects
- Changes to LIHTC Qualified Allocation Plan
- New pre-development and technical assistance loans

Incorporating Utility Incentives into DOH & CHFA Multifamily Projects

- Synchronized Utilities staff resources with DOH/CHFA annual funding round schedule
- Clearly defined process for how to incorporate utility incentives into DOH/ CHFA funding applications
- Created and streamlined utility incentive application forms
- Utility incentives now required with all DOH/CHFA funding applications
- Ensures utility incentives are included initial project capital stack (no wind falls after project completion)
- Pre-application design support available through the utilities
- Regularly scheduled meetings with DOH/CHFA/Eversource/UIIL

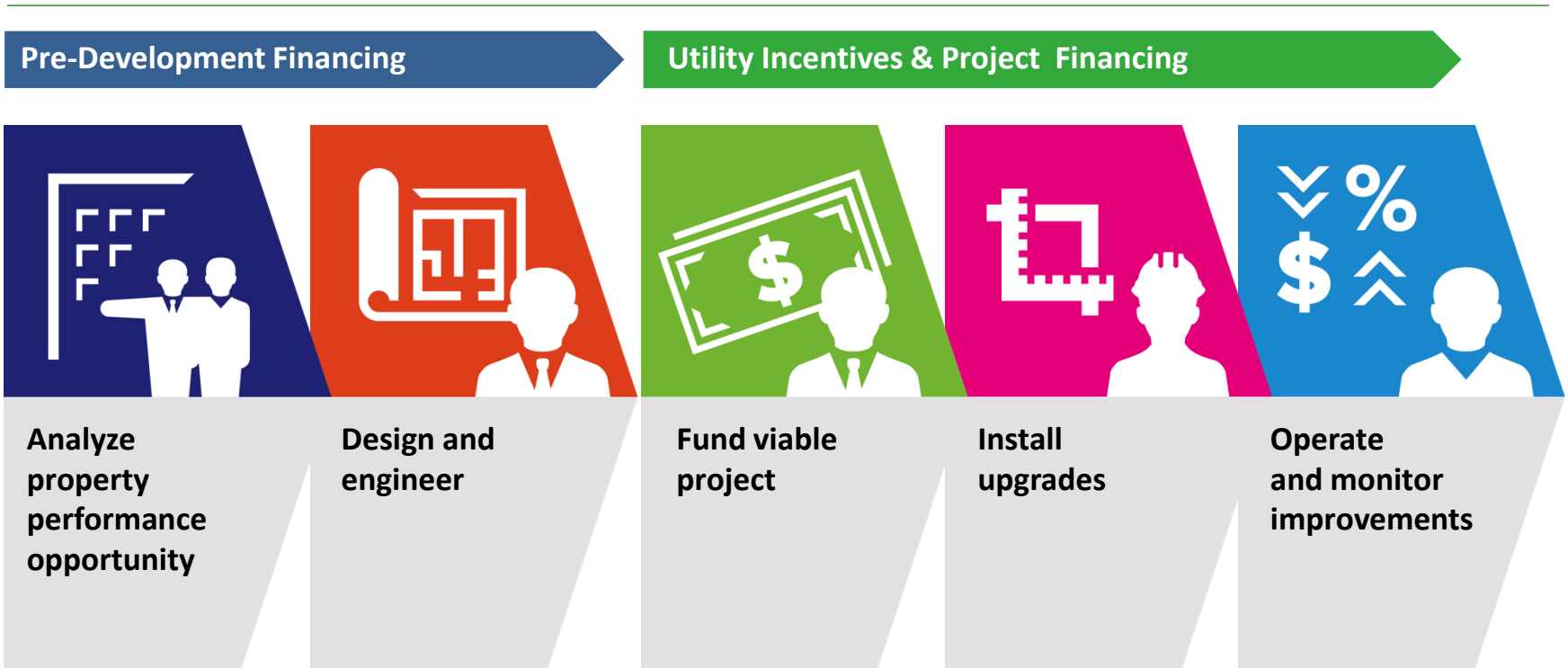
Proposed changes to the LIHTC Qualified Allocation Plan



- 3 points for passive house design
 - 2 points for high performance building design
 - 1 point for renewable energy systems
- (102 maximum points)

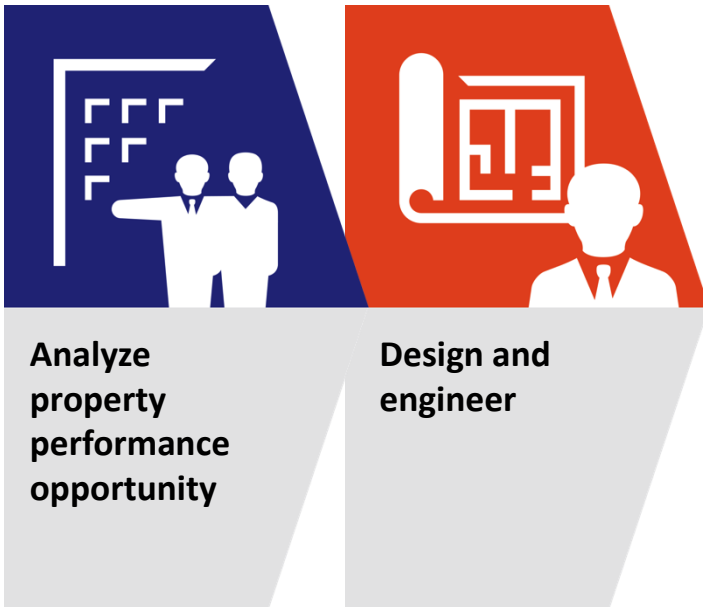


Start at any stage and we'll work with you to achieve your goals



Pre-Development financing

Pre-Development Financing



Sherpa Loan

- Designated service provider
- Standardized process/fee schedule



Navigator Loan

- Client managed contractor(s)
- Customized technical services



Project financing

Project Financing



LIME

Affordable
Low Income
Multifamily Energy



C-PACE

Market-rate
Commercial Property
Assessed Clean Energy



SOLAR

Solar projects only
Commercial solar lease



GAP FUND

Affordable
Low Income
Flexible terms



What's next?

