



**Energy Block
Grants Work!**
CAMPAIGN TO SAVE EECBG



TODAY'S WEBINAR TOPIC

Local Governments & DOE's Better Buildings Challenge

Speaker:



Maria Vargas
Director, Better Buildings Challenge
U.S. Department of Energy



Check this Out!

Funders Network for Smart Growth
& Livable Communities'
Local Sustainability Matching Fund

Due March 5, 2012

[www.fundersnetwork.org/
participate/green-building/
local-sustainability-matching-fund](http://www.fundersnetwork.org/participate/green-building/local-sustainability-matching-fund)

January 12, 2012

For more information: www.climatecommunities.us



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Upcoming Grant Opportunities

BuREC WaterSMART Water & Energy Efficiency Grants - Due Jan. 19, 2012

www.usbr.gov/WaterSMART/weeg/index.html

EPA Urban Waters Small Grants - Due Jan. 23, 2012

www.epa.gov/urbanwaters/funding/index.html

EPA Brownfields Multi-Purpose Pilot Grants - Due Feb. 10, 2012

www.epa.gov/brownfields/news/index.htm

NFWF Five Star Restoration Grants - Due Feb. 15, 2012

www.nfwf.org/fivestar

NEA Our Town Grants - Due Mar. 1, 2012

www.nea.gov/grants/apply/OurTown/index.html

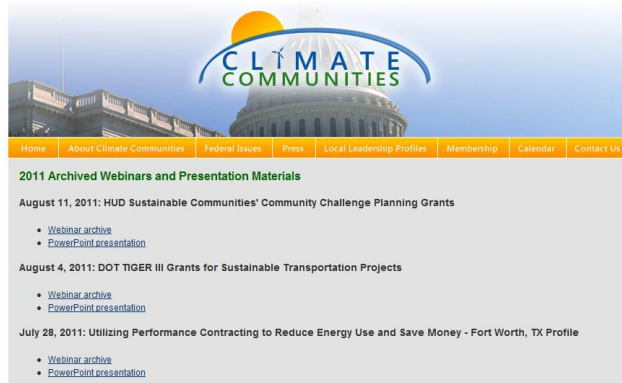


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Recorded Webinar and PowerPoint Archive

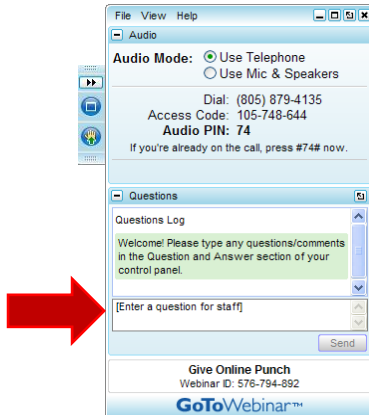
All 2011 recorded webinars and PowerPoints are available at:
www.climatecommunities.us/webinars.html



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Asking Questions



At any point during the presentation, you can type your question into the question text box and click send. All questions will be read aloud and answered at the end of the presentations, as long as time permits.

Better Buildings Challenge

January 2012



Better Buildings Challenge

Make commercial and industrial buildings 20% more efficient by 2020; save more than \$40 billion annually for US organizations; create American jobs

- ▶ Market leadership; High level partnership with DOE
- ▶ Overcome market barriers/persistent obstacles with replicable, marketplace solutions
- ▶ Showcasing real solutions; provide models for others to follow
- ▶ Recognition from DOE and Administration for success
- ▶ Partnering with industry leaders to better understand policy and technical opportunities
- ▶ Portfolio wide commitment to continuous improvement



Milestones

- ✓ President Obama announces Better Buildings Initiative, including the Better Buildings Challenge, in February
- ✓ DOE Secretary Chu highlights the Better Buildings Challenge at the Clinton Global Initiative in June; DOE and White House profile inaugural partners
- ✓ President Obama and Former President Clinton officially launch the program in December 2011



Who are the Current Partners and Allies?

62 public, private and non-profit organizations:

- ▶ 22 Commercial Partners
- ▶ 9 Better Buildings, Better Plants Partners
- ▶ 9 Community Partners
- ▶ 10 Education Partners
- ▶ 11 Financial Allies
- ▶ 1 Utility Ally

Together, they represent:

- ▶ 1.6 billion square feet of commercial and industrial space committed
- ▶ 300 manufacturing plants
- ▶ \$2 billion in private sector financing





Partnership Agreement

Partner Agrees to: Commit

- Assign Senior Executive
- Announce innovations/market solutions

Take Action

- Showcase project within 9 months
- Organization wide plan, schedule and milestones within 9 months

Report Results

- Share information and implementation models
- Share portfolio wide, facility level energy performance twice a year
- Quarterly updates on progress on showcases projects, other

DOE Agrees to: Assist

- Technical assistance
- With the development of implementation models

Connect

- Establish marketplace of energy efficiency stakeholders

Recognize

- National and local recognition
- Showcase and highlight partners who develop and share innovative and cost effective marketplace blueprints



Community Partners

[ATLANTA, GA](#)
16 MILLION SQ. FT. COMMITTED

[DENVER, CO](#)
6 MILLION SQ. FT. COMMITTED

[THE DISTRICT OF COLUMBIA](#)
90 MILLION SQ. FT. COMMITTED

[HOUSTON, TX](#)
MILLION SQ. FT. COMMITTED

[LOS ANGELES, CA](#)
30 MILLION SQ. FT. COMMITTED

[SACRAMENTO, CA](#)
12 MILLION SQ. FT. COMMITTED

[SEATTLE, WA](#)
23 MILLION SQ. FT. COMMITTED

[STATE OF IOWA, DEPARTMENT OF ADMINISTRATIVE SERVICES](#)
17 MILLION SQ. FT. COMMITTED

[STATE OF MINNESOTA](#)
30 MILLION SQ. FT. COMMITTED



Role of Challenge Partners and Allies

- ▶ Demonstrate how to overcome persistent barriers/obstacles by sharing replicable marketplace solutions
- ▶ Show how to make energy efficiency an integrated priority at the top level of the organization by sharing your organization's plan for success
- ▶ Demonstrate leadership by setting an aggressive portfolio-wide energy efficiency goal
- ▶ Measuring progress toward your goal by sharing data
- ▶ Showing real results through showcase projects
- ▶ Partnering with industry leaders to better understand policy and technical opportunities



Key activities for Partners and Allies

- ▶ Leadership actions
 - Showcase Project
 - Implementation models
 - New Financing Models
- ▶ Measuring Success
- ▶ Celebrating leadership
 - Recognition for results



Showcase Project

A **discrete** project that addresses a specific building, plant or system across a portfolio and produces measurable results in energy and cost.

- ▶ Great opportunity to highlight your commitment
- ▶ Prove what is possible
- ▶ Demonstrate action and leadership
- ▶ Inspirational stories that are opportunities for amplification of BBC messages and recognition
- ▶ Are not exhaustive technical studies or white papers -- market is flooded with case studies



Showcase Project

Examples:

- ▶ Nissan is making a \$200 million investment in a new paint plant that will improve energy efficiency by 30% compared to the plant it is replacing.
- ▶ Sacramento will be highlighting its adaptive reuse and retrofit of the historic Cannery property that will include significant energy efficiency.
- ▶ SUPERVALU is building the Grocery Store of the Future, including a breakthrough carbon-free ammonia refrigeration system at the Albertsons store in Carpinteria, California - the first such system in North America.



Better Buildings Challenge

Home Partners Allies Media About Contact Us
 SEARCH

[Better Buildings Challenge](#) > [Showcase Projects](#) > **Company X**

Big Building Retrofit

Location: Houston, TX
Climate: Hot, Dry
Building Type: Office campus
Ownership: Owner Occupied
Project Size: 3 buildings / 900,000sf
Financial Overview: Project Cost

Project Overview
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Barriers Addressed

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EEMs Incorporated

BUILDING CONTROLS 19.7%
Install and upgrade network of building automation systems

CENTRAL PLANT UPGRADE 23%
New 450-well hybrid geothermal heat pump system

HVAC 22.4%
Retrofit buildings, upgrade air handlers and ductwork; replace chillers in two buildings and add supplemental cooler

Energy Reduction

Base	218 kBtu psf
Expected	28%
Actual	31%

Cost Reduction

Base	218 kBtu psf
Expected	28%
Actual	31%

Other Benefits

Energy Star score before: 66
 Energy Star score after: 79

U.S. DEPARTMENT OF ENERGY
Energy Efficiency & Renewable Energy

Implementation Models

A replicable process that an organization has used to achieve its energy reduction goals

- ▶ Replicable solutions from leaders in the marketplace
- ▶ Provides specific strategies and actionable tools that other organizations can adopt
- ▶ Will be integrated into the BBC Solution Center – for the common barriers in the market
- ▶ It may be an organizational/ business decision or process, financing or implementation strategy that has addressed a barrier within the organization and/or within the market.



Implementation Models

Examples:

- ▶ 3M established a special fund devoted solely to energy efficiency projects that don't get approved through normal budgeting process. Overcomes financial barrier – worthwhile efficiency projects often go unfunded due to competing demands on capital
- ▶ Delaware State University will secure construction financing via the Delaware Sustainable Energy Utility's Energy Efficiency Construction Bonds for an energy services performance contract across 26 buildings that will result in 25 percent energy savings
- ▶ University of California, Irvine will share the Smart Labs program, which has successfully reduced energy consumption in lab space by more than 50 percent using advanced occupancy and air quality sensors to reduce the amount of conditioned air exhausted into the atmosphere when conditions permit.



Development of New Financing Models

- ▶ Demonstrate to the market that there are better ways to create value through innovative finance structures
- ▶ Growing new markets is slow when it has to be one transaction at a time
- ▶ But by profiling successes through the Better Buildings Challenge precedents are established for the market to follow, increasing lead generation and deal flow



Successful Transactions

- ▶ Citi completed a private funding of a Sustainable Energy Utility for \$73 million
- ▶ Green Campus Partners has funded 13 upgrade projects worth over \$43 million since June 2011
- ▶ Transcend Equity completed the first Managed Energy Services Agreement in New York City
- ▶ Abundant Power innovated a new public/private partnership with Alabama that has already resulted in over \$3 million in new projects
- ▶ Renewable Funding launched Commercial Property Assessed Clean Energy financing in San Francisco with a \$100 billion capacity
- ▶ Metrus Energy is turning the success of their initial work for BAE Systems in a multi-million second round of projects



DOE will highlight actions of Challenge Partners and Allies

- BBC Website
 - www.betterbuildings.energy.gov/challenge
 - Highlights partners commitment and progress
 - Will grow to include showcase projects, implementation models
- BBC Events and Recognition
- Solutions Center



Better Buildings Challenge Website

BETTER BUILDINGS CHALLENGE
Organizations Leading the Way to Greater Energy Efficiency

U.S. DEPARTMENT OF ENERGY | Energy Efficiency & Renewable Energy

Home Partners Allies Media About Contact

BETTER BUILDINGS BETTER PLANTS
Leading companies are working to improve their bottom line by saving energy in their manufacturing plants.

- 3M
- Alcoa
- Schneider Electric
- Legrand North America

More Partners >>

CHALLENGE PARTNERS & ALLIES REPRESENT

+300
MANUFACTURING FACILITIES
+1 BILLION
SQUARE FEET COMMITTED
\$2 BILLION
IN FINANCING THROUGH ALLIES

BETTER BUILDINGS

- Ascension Health
- Best Buy
- CBRE
- Cleveland Clinic Foundation
- Forest City Enterprises
- Green Sports Alliance
- HIL Hotels & Resorts
- IHG (InterContinental Hotels Group)
- Jones Lang LaSalle
- Kohl's Department Stores
- Lend Lease
- The PNC Financial Services Group
- Prologis
- RREEF Real Estate
- Atlanta, GA
- Denver, CO
- Los Angeles, CA
- Sacramento, CA
- Seattle, WA
- State of Iowa, Department of Administrative Services
- State of Minnesota
- Allegheny College
- Delaware State University
- Douglas County School District, NV
- Houston Independent School District, TX
- Kentucky Community and Technical College

BETTER BUILDINGS, BETTER PLANTS
Leading companies are working to better their bottom line by saving energy in their manufacturing plants.

- 3M
- Alcoa
- Briggs and Stratton
- Cummins Inc.
- GE
- Legrand
- Nissan North America Inc.
- Saint-Gobain Corporation
- Schneider Electric

ALLIES
Organizations committed to helping reduce energy use through innovative energy efficiency products, services, technologies, and partnerships.

- Abundant Power
- Blue Hill Partners LLC
- Citi
- Energi Inc.
- GE Capital
- Green Campus Partners
- Metrus Energy
- Renewable Funding
- Serious Energy Inc.
- Southern California Edison
- Transcend Equity
- Ygrene Energy Fund

DOE: Ongoing Complementary efforts

MARKET GAP	WORK UNDERWAY
Valuation of energy efficiency upgrades	- Work with the Appraisal Foundation - Building energy performance database
Increase in asset value of a building due to improved energy efficiency	- DOE asset rating; will complement Portfolio Manager in the market
Use of emerging technologies	-Technology performance verification effort
Federal government leading by example	NEW: DOE support and streamlining of FEMP program



Success: what does it look like?

- ▶ For the market
 - Revolutionary change --reaching the “tipping point” in the market
 - Continuous efficiency becomes a common business practice
 - US is a true leader in driving efficiency; demonstrating potential for jobs growth
- ▶ For partners
 - Widespread recognition for leadership
 - Measurable energy and cost savings

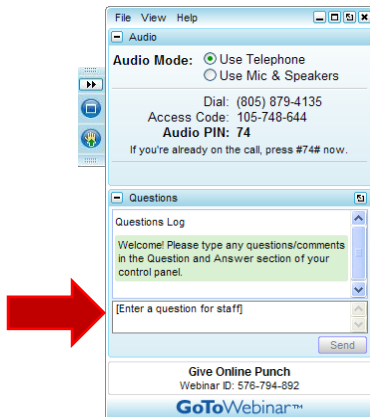


Thank You

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Questions?