
City of Los Angeles Commercial Building Performance Partnership

An ARRA-funded program



Program Design and Implementation

- City partnered with the Clinton Climate Initiative to design the program
- Program design leveraged existing infrastructure of local utilities: LADWP and SoCalGas
- Through a competitively bid process, Willdan Energy Solutions was selected as Program Administrator.



Why Commercial Buildings?

- Huge Potential Market Impact
 - 179,465 commercial buildings in Los Angeles
- Huge Potential Environmental Impact
 - Residential 7,664,151,881 kWh 31%
 - **Commercial 14,114,463,865kWh 57%**
 - Industrial 2,367,714,148 kWh 10%
 - Other 472,004,941kWh 2%
- Huge Financial Opportunity
 - Potential energy savings and increased net cash flow represent significant opportunity to leverage private financing



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NO COST Program Offerings

- Online "Self-Assessment" Tool
- Phase 1 Savings Opportunity Assessments
- Phase 2 Investment Grade Assessments
- Facilitated access to Utility, State and Federal incentives (including EPC Act 179D)
- Measurement & Verification through LADWP and SoCalGas



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NO COST Program Offerings

- Introduction of Financing Options & Investors
 - PACE financing
 - Energy Services Agreement
 - Capital Lease
 - Unsecured / Subordinated Loans
 - On-Bill Financing
- Credit Enhancement on PACE Financings
 - \$2.5M Debt Service Reserve Fund
- “Fast Track” option for shovel-ready projects



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Property Owner Commitments

- Provide access to data, staff, buildings
- Communicate performance goals
- Communicate implementation plans
- Communicate project funding plans/needs
- Assess proposed measures on their economic & operational merits
- Share post-retrofit energy consumption data through LADWP



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Savings Opportunity Assessments

- Eligibility Criteria
 - Must be a non-residential income-producing property
 - Must be within LADWP territory
 - No size restriction
 - Complete application and data release
- Scope
 - ASHRAE Level 1 walk-through assessment
 - Energy Star Benchmarking
 - Identification of energy / water savings opportunities
 - Consistent & transparent estimates of Costs, Savings, rebates, & incentives



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Investment Grade Assessments

- Eligibility Criteria
 - > 50,000 GSF or monthly electricity demand > 200 kW
 - Complete application
- Scope
 - ASHRAE Level 2 assessment
 - Liaise with potential investors (if requested by owner)
 - Scope may be expanded for qualifying projects
 - ASHRAE Level 3
 - Detailed Energy Modeling
 - EPAct tax deduction certification



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Streamlined Rebate/Incentive Access

- Willdan will manage processing of all Utility rebates on the owner's behalf
- Customized savings calculation tools will ensure "clean" rebate applications
- All projects are eligible for rebate/incentive processing support



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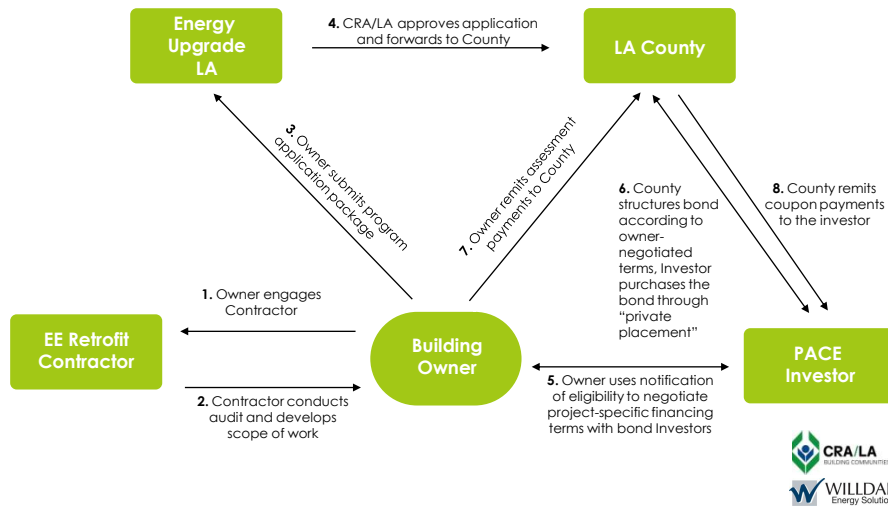
Financing Options

- The program will provide a list of financing options and qualified investors
- During the ASHRAE Level II assessment, Willdan will facilitate introductions to investors at owners' request
- Owners negotiate directly with investors – the City does not play any role in negotiation of financing terms



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PACE Financing - Mechanics



Answers to FAQs

- ❑ Owners may self-implement projects.
- ❑ Owners may choose a pre-qualified auditor from the program list, or propose another qualified auditor.
- ❑ Auditors may stay on to provide project management and additional services at owner's cost.
- ❑ Owners may elect to receive Statements of Interest from investors without making any commitment or revealing their identity.
- ❑ Solar PV/thermal and other onsite generation projects are financeable.
- ❑ There will be caps on the # of buildings that an individual owner can submit for audits.
- ❑ There is no min/max size for a building to receive an audit.

Contacts

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