
California Utilities Multifamily Energy Efficiency Rebate Programs

Presented by
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Electric Company™***

California Statewide Energy Efficiency Rebate Programs

- California Energy Efficiency Programs are launched on a program year basis
- Funding for California Energy Efficiency programs is collected through the Public Goods Charge (PGC) on ratepayer's utility bills.
- Funding is allocated by the California Public Utilities Commission (CPUC) and administered by the utility
- Each program within each IOU has specific energy savings goals (kW, kWh and therms)



California Statewide Multifamily Energy Efficiency Rebate Programs

- An extremely innovative model, addressing the unique energy efficiency needs of multifamily properties
- Statewide collaboration is one of only a few utility-administered programs in the nation, specifically addressing the multifamily segment
- Focus has led to great program success and significant energy savings for thousands of multifamily properties in California

Multifamily Programs History

2000-01	2002-03	2004-05
<p>Residential Contractor Program (RCP) Contractor Based Delivery</p>	<p>Multifamily Energy Efficiency Rebate Program Property Owner/Manager Based Incentives</p>	<p>Property Owners/Managers and Contractor Blended Incentive Delivery</p>
<ul style="list-style-type: none"> •Authorized one year program •Upstream focused program using contractors as the final delivery channel 	<ul style="list-style-type: none"> •Funding authorized one year at a time •Substituted multifamily based incentive program to promote high efficiency projects 	<ul style="list-style-type: none"> •Authorized as a two year program •Incentives for the installation of energy-efficient products •In existing apartment dwelling units, common areas of apartment & condominium complexes, & common areas of mobile home parks

2004/05 Multifamily Program Accomplishments

	Energy Savings (kWh)	Demand Savings (kW)	Therms Savings	Incentives Paid (\$)
PG&E	22,703,451	7,570	1,688,151	\$8,336,773
SCE	45,109,000	6,870		\$10,592,417
SoCalGas			2,349,935	\$4,152,831
SDG&E	11,967,840	1,817	666,997	\$3,312,243
TOTAL	79,780,29	16,257	4,705,083	\$26,394,264

Accomplishments based on serving 3,992 multifamily sites, which consisted of 251,786 apartment dwelling units

2006/08 Multifamily Program

- **Statewide Rebates for Energy Efficient Products – up to \$1,500**
 - Appliances & General Improvements
 - Boilers & Water Heating
 - HVAC
 - Lighting
- **Common areas of apartment & condominium complexes & mobile home parks**
- **Multifamily Properties (2 or more units)**
- **Upstream, Midstream, Downstream**

2006/08 Multifamily Program (Continued)

- **Multifamily Energy Efficiency Rebate Program**
 - Easy to apply
 - Electronic product location forms
 - 6-8 week turn around/paid on average
 - Program offerings/rebate amounts may change
 - Funded by California utility customers
 - Administered by California Utilities
 - Under auspices of the California Public Utilities Commission

Assistance Programs Available Through PG&E

- **CARE (California Alternate Rates for Energy)**
 - Rate program for low-income households and housing facilities
 - Provides a 20 percent discount on monthly energy bills
- **FERA (Federal Electric Rate Assistance)**
 - Electric rate for low to middle-income households with three or more people that do not qualify for CARE
- **REACH (Relief for Energy Assistance through Community Help)**
 - Provides one-time utility grant for low-income customers who are unable to pay their bill due to a sudden, unexpected financial hardship
- **Energy Partners**
 - Free weatherization services for low-income customers

Demand Response Programs



- **Reliability Programs**
 - Customers agree to reduce their load to some contractually determined level in exchange for an incentive, often a commodity price discount
- **Price Responsive Programs**
 - Customers choose how much load reduction they can provide based on either the electricity price or a per- kW/KWh load reduction incentive
- **Peak Choice**
 - Customers choose from a menu of DR options, based on reduction amount, commitment level, event duration, notification lead time, number of events, and other information
- **Smart AC: Residential Demand Response**
 - When Smart AC is activated, air conditioner functions normally do for about 15 minutes of every half hour and for the other 15 minutes, the system fan will circulate already-cooled air around the room

Multifamily Affordable Solar Housing Program (MASH)

- MASH is a program developed to facilitate the adoption of solar technology in the multifamily segment
- The program offers an upfront incentive to the facilities based on the expected performance of their photovoltaic systems
- MASH is a part of the California Solar Initiative (CSI)

HVAC Programs

- **Duct Test and Seal Incentive**
 - Contract with a licensed C-20 HVAC contractor who is eligible for the program to seal ducts that are part of your home's central heating and cooling systems and qualify for an incentive
- **Refrigerant Charge and Airflow**
 - To keep your cooling system operating at peak performance, have it checked every year and have a refrigerant charge and airflow tune-up if the check-up indicates that it is needed

Energy Efficiency Rebates for Multifamily Properties

- **Appliances and General Improvements**
 - *Example:* High Efficiency Clothes Washers or Windows
- **Boilers and Water Heating**
 - *Example:* Gas Storage Water Heaters
- **HVAC**
 - *Example:* ENERGY STAR® Room Air Conditioners
- **Lighting**
 - *Example:* T8 Lamps and ballasts

All rebates and accompanying information can be found in the *Energy Efficiency Rebates for Multifamily Properties Catalog*

2006/08 Multifamily Program

Accomplishments through 12/31/08

	Energy Savings (kWh)	Demand Savings (kW)	Therms Savings	Incentives Paid (\$)
PG&E	76,480,514	9,930	429,496	\$28,023,701
SCE	141,648,490	8,970		\$56,889,850
SoCalGas			1,686,931	\$2,110,485
SDG&E	10,739,775	4,581	418,224	\$5,939,716
TOTAL	228,868,779	23,481	2,534,672	\$92,963,752

Accomplishments based on serving 15,008 multifamily sites, which consisted of 560,564 apartment dwelling units

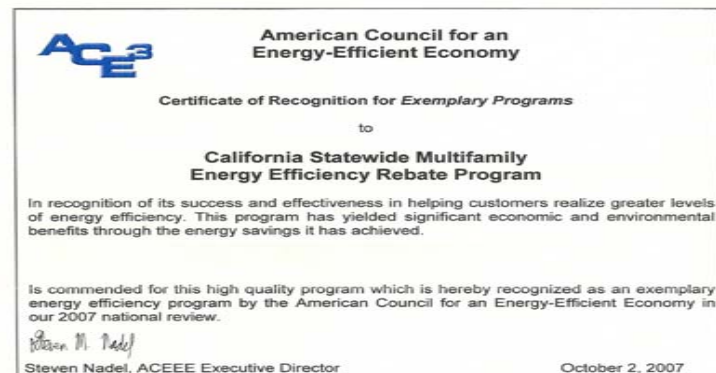
2006/08 Multifamily Program

Accomplishments through 12/31/08

- Energy saved is roughly equivalent to the annual electricity usage of 34,000 homes/year
- Therms saved is roughly equivalent to the annual natural gas usage of 5,000 homes/year

2007 Multifamily Statewide Awards

- The program was recognized by Association of Energy Service Professionals in the Outstanding Achievement in Energy Program Design or Implementation Award
- The program was recognized by American Council for an Energy Efficient Economy as an exemplary program developed by the utilities



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Program Challenges

- Budget (stop/start)
- Split incentives (tenant/landlord)
- Accurate documentation
- Participation
- Responsible qualified contractors
- Leverage with low-income, non-profit housing organizations, 3rd party programs, local government programs, etc.

How do we respond to the challenges?

- **Patience**
- **Education and Training**
 - CONSUMER – Tenant, Property Owner/Manager
 - CONTRACTOR – Statewide contractors' meetings
- **Be Responsive**
 - Address issues immediately with property owners/managers and contractors to protect our customers as well as the reputation of the utility
- **Follow-up and surveys**
 - Timely information to adjust program
- **Evaluation, Measurement and Verification**

Program Benefits

- **Becoming more visible, since 2002**
- **Incentive opportunities = Energy Savings**
- **Gaining momentum**
- **Capturing potential energy savings, resulting from installation of products**
- **Tenants & property owners save money**
- **Training and Education**
 - **Property Owner/Managers, Tenants, Contractors**
 - **Impacting Hard-To-Reach sector**

Program Benefits (Continued)

- **Split Incentives – benefiting property owners and tenants**
- **Installation of comprehensive measures**
- **Marketing outreach**
 - Nonprofit housing organizations
 - California Association of Apartments
 - Low income properties
 - Affordable housing events
 - Leveraging with available funding resources

Future Program Design Considerations

- **PY 2009- 2011 Filings – Filed in 2008, re-filed March 2, 2009 and awaiting approval**
- **2009 Bridge Funding**
- **Leverage upstream incentives with industry partners**
 - **Aggregate product/service rebates**
- **Financing opportunities**
- **SCE / SCG MF Audit Pilot Program**
- **Requiring companion measure installations**

EXTRA, EXTRA...

Read all about the **EXTRA SAVINGS!**



Save money and energy by replacing outdated gas and electric appliances and fixtures at your multifamily property with new energy-efficient models. Rebates for qualified products are still available. Call your local utility company for details.

 **Pacific Gas and Electric Company**
800-933-9555
www.pge.com

 **SDGE**
A Sempra Energy utility
800-411-7343
www.sdge.com

 **EDISON**
A Southern California Gas Company
800-844-4509
www.sce.com

 **Southern California Gas Company**
A Sempra Energy utility
213-244-3782
www.socalgas.com

Funding is limited. Please call to make sure rebate applications are still being accepted. Applications will be accepted on a first-come, first-served basis. This Program will end on December 31, 2005 or earlier if allocated funds are depleted before that date. All applications and rebate forms must be postmarked by January 31, 2006 to be considered eligible for a rebate. This program shall at all times be subject to change or termination without prior notice. This program is funded by California utility customers and administered by the California Investor Owned Utilities (IOUs), under the auspices of the California Public Utilities Commission. The above trademarks belong to their respective owners.

EXTRA, EXTRA...

Thank you Multifamily Property Owners and Managers!



By participating in the 2004-2005 California Statewide Multifamily Rebate Program and by installing **energy-efficient technologies** in 3,400 Multifamily Properties, you have **saved almost 74 million kWh** in electricity and **4.2 million therms** of natural gas. Almost **23 million rebate dollars** were received by participating customers. Watch for continued opportunities to **save energy and save money** for your multifamily properties in January 2006.

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PG&E'S ENERGY EFFICIENCY REBATES FOR MULTIFAMILY PROPERTIES

If you're a property owner or manager in Northern California, you may be eligible to participate in PG&E's Energy Efficiency Rebates for Multifamily Properties. Rebate offerings include energy-efficient lighting, water heaters, air conditioners, insulation, windows, clothes washers and much more.



GMH Capital Partners took advantage of PG&E's rebates at their multifamily property, Bella Vista at Hilltop Apartments, located in Richmond, California in 2005 and received a rebate check for \$327,428.



"Not only did the rebate check allow us to fund the project, but our property value increased, our operating expenses and our tenants' energy costs have been reduced, and the entire complex has benefited from improved lighting quality and efficiency."

Road Giesburg,
Senior Vice President, Operations
GMH Capital Partners

What did they install to reap the energy and cost savings?

- 2,291 T8 fluorescent lamps
- 3,510 Energy Star® interior hardwired fixtures
- 2,837 Energy Star® exterior hardwired fixtures

In 2006, GMH Capital Partners will receive additional energy savings and cash rebates for installing more energy-efficient products. Projects for 2006 include installing high performance dual pane windows and when needed, replacing existing clothes washers and water heaters in tenant units with qualifying energy-efficient models.



For more information, please call PG&E's Smarter Energy Line at (800) 933-9555 or visit www.pge.com/multifamily.



Reservations are required and funding is limited. Please call to ensure rebate applications are still being accepted. Applications will be accepted on a first-come, first-served basis. This program shall, at all times, be subject to change or termination without prior notice. This program is funded by California utility customers and administered by Pacific Gas and Electric Company under the auspices of the California Public Utilities Commission.

ENERGY EFFICIENT SOLUTIONS FOR MULTIFAMILY PROPERTIES



Rebates are available for the installation of qualifying energy-efficient products in individual tenant units and in common areas of residential apartment buildings, mobile home parks and condominium complexes. Rebates are available for:

- Appliances
- Building Envelope Improvements
- Boilers and Water Heaters
- HVAC
- Lighting
- Pool Pumps



SAVE ENERGY, MONEY AND THE ENVIRONMENT

FOR MORE INFORMATION CONTACT YOUR LOCAL UTILITY



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