

BetterBuildings / Clean Energy Accelerator notes for Mar 21, 2011 EUC meeting

Grant objectives

Economic– create and retain jobs locally

Environmental – reduce greenhouse gas emissions by reducing energy consumption

Security – reduce demand for energy resources

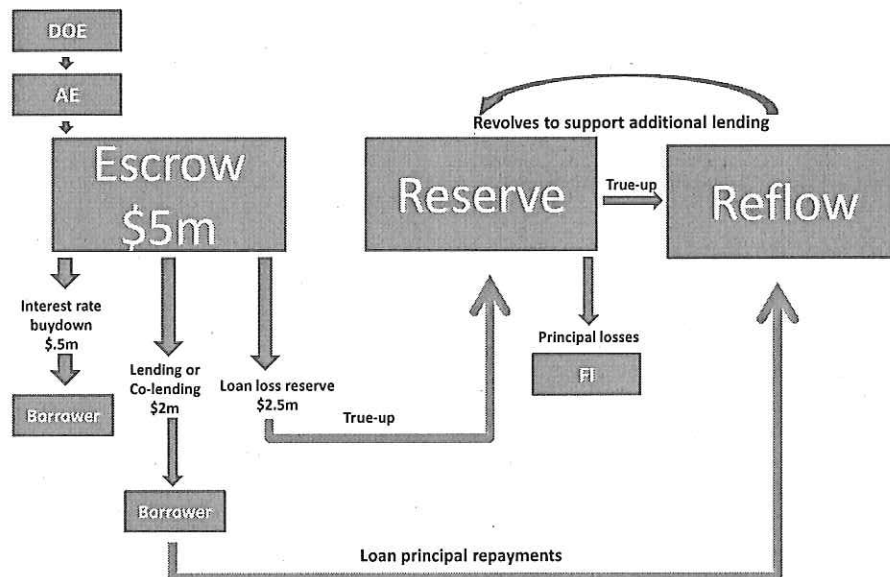
Request for Proposals to seek financial partnership

4,300 residential / multi-family deep dive retrofits by June 2013

Financial institution to provide all phases of loan services, including loan origination, underwriting, servicing, reporting, collecting

Flow of Funds model

Financial Transactions Structure



3/9/11 Financial Transactions Structure

RFP development and feedback

U.S. Department of Energy and their financial consultant

City of Austin

- Controller's Office
- Treasury Office
- Austin Energy Financial and Accounting

Timeliness suggestion from DOE

Identified “timeliness and contract obligation of ARRA funds” as critical

Encouraged a sooner-rather-than-later financial partner contract approval date

Proposed financial RFP calendar

Date	Action
14-Feb	Financial RFP issued
8-Mar	Original due date for financial RFP
17-Mar	Extension date for financial RFP; this is 7 business day extension from original Mar 8 close date
18-Mar	Purchasing reviews proposals for responsiveness
21-Mar	Proposals distributed to reviewers
21-Mar	EUC administrative briefing; can notify EUC of # of responders - not posted as action item because review process still underway
22-Mar	Purchasing meets with reviewers for decisions
23-Mar	RCA to downtown Purchasing
23-Mar	Contract negotiations begin
7-Apr	RCA to Council

What does this mean?

We received 3 “responsive” proposals

EUC will be briefed on RFP rather than asked to approve selected bidder

Financial partner contract to be negotiated by Apr 7, the proposed date for Council action

What's next?

EUC to be briefed on BetterBuildings' future promotions and product design

Lessons learned from Best Offer Ever to be incorporated into Austin Energy's processes

Marketing RFP under development

Training RFP to be developed

Austin Energy's BetterBuildings/Clean Energy Accelerator

Mar 14, 2011 update



Overall

Loan processing from Austin Energy's first BetterBuildings promotion (application period closed Dec 31, 2010) is still underway. Lawrence Berkeley National Lab is finishing the "Best Offer" case study. Austin Energy's financial RFP close date was moved from Mar 8 to Mar 17 to encourage participation and possibly quality of responses. Best Offer promotion data through Feb 2011 is presented below.

Data and Evaluation

Update <ul style="list-style-type: none"> AE staff discussing XML schema with DOE consultants Gathering data for Q1 metrics Compiling Historic Preservation data for pre-1966 Best Offer homes 	<div style="text-align: center;">450</div> <p><i>Number of BetterBuildings residential energy upgrades completed and funded through Feb 2011</i></p>
Schedule <ul style="list-style-type: none"> Monthly retrofit report due Mar 2 (completed) Q1 metrics due Apr 30, 2011 	Issues XML schema metrics differ from spreadsheets; requesting DOE to clarify/modify; conference call Mar 7

Finance

Update <ul style="list-style-type: none"> Feb 14 Request for Proposals (RFP) for financial partners issued; existing financial partner contract extended while new contract is negotiated Feb 24 held pre-proposal meeting with financial partners 	<div style="text-align: center;">\$539,700</div> <p><i>BetterBuildings interest rate buy downs for energy upgrades completed and funded through Feb 2011</i></p>
Schedule <ul style="list-style-type: none"> Feb 15 Resource Management Commission briefed on financial RFP Mar 8 RFP scheduled to close; extended to Mar 17 Apr 7 tentative date for City Council approval of financial partner contract 	Issues Procurement staff contacted financial institutions to confirm awareness of RFP due to limited attendance at pre-proposal meeting; RFP extended by 7 working days to allow adequate time for proposal preparation

Marketing and Driving Demand

Update <ul style="list-style-type: none"> Phone survey for Best Offer participants still underway Laurence Berkeley National Lab's BetterBuildings/Austin Energy case study is nearly complete 	<div style="text-align: center;">\$3.5 million</div> <p><i>Dollar value of private capital lent for BetterBuildings promotion Oct 2010 through Feb 2011</i></p>
Schedule <ul style="list-style-type: none"> RFP under internal review On bill financing options under review 	Issues Limited number of responses from phone survey; methodology under evaluation

Workforce

Update <ul style="list-style-type: none"> Best Offer final inspections complete Monthly meetings scheduled with RCCA board to discuss increased contractor engagement at all levels (financing, marketing, workforce development, data gathering) 	<div style="text-align: center;">40</div> <p><i>Number of contractors participating in BetterBuildings residential energy upgrades through Feb 2011</i></p>
Schedule <ul style="list-style-type: none"> Marketing position resumes under review Mar 2 met with Southwest Research Institute to discuss industrial audits / training opportunities Mar 3 met with Resource Conservation Contractors Association 	Issues Reviewing workforce scheduling options to better prepare for ramp-up

Item 16: Briefing Handout