



Energy Efficiency Retrofit Financing

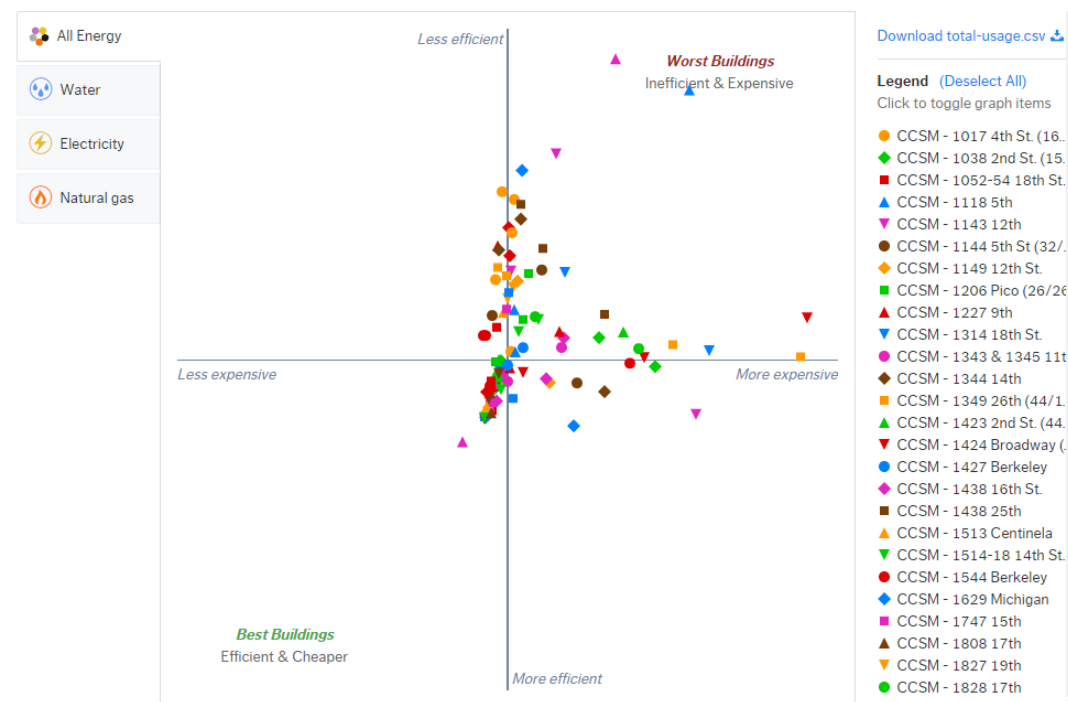
Statistics about Community Corp.'s Portfolio

- **Currently own and manage 1,719 units**
 - 1,031 are acquisition/rehabs (60% of units)
 - 688 have been newly constructed (40% of units)
- **Newly constructed properties range in size from 4 to 47 units (average of 26 units in 26 buildings)**
- **Rehabilitated properties range in size from 4 to 62 units**
- **About 50% of Community Corp.'s units are Rent Controlled**

Our Approach

- Baseline analysis of portfolio with variance identification
 - WeGo Wise Tool
- Hypothetical Analysis
 - What would happen if we did the work?
- Incremental Roll-Out
 - What actually happened when we did the work?

Relative performance of buildings in your portfolio - Every point is a building. The top right are problems that need attention



Toilet Replacements

- Savings from toilet replacements have been substantial; **often resulting in at least 25-30% reductions in water use**
- **Below are net savings (water savings + sewer savings – increase in drain service)**
- 36 Apartments (1.3 avg. bed)
 - \$253 monthly reduction, ~32%
- 4 Apartments (3 avg. bed)
 - \$147 monthly reduction, ~35%
- 47 Apartments (2.3 avg. bed)
 - \$1,111 monthly reduction, ~40%
- 12 Apartments (2.5 avg. bed)
 - \$222 monthly reduction, ~37%



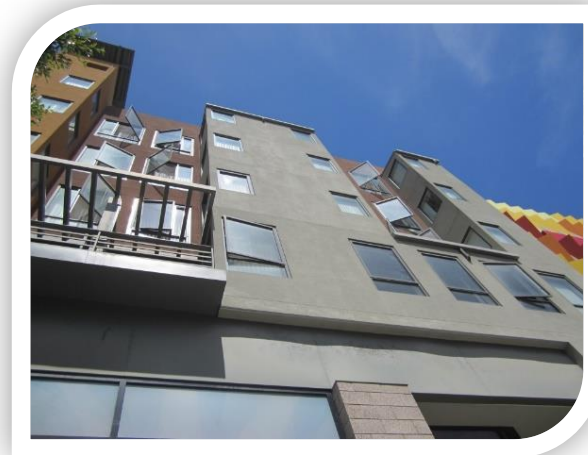
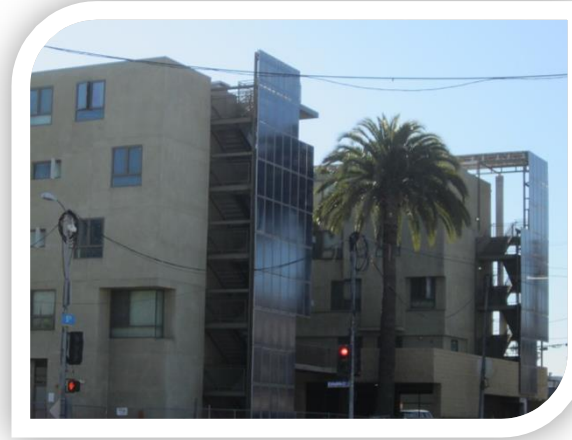
Existing Toilet - 1.6 Gallons per flush (Low-Flow)

New Toilet - .8 Gallons per flush (Ultra low-flow)

Case Study – On Bill Repayment

5 building energy & water retrofits

EUC + On-Bill Repayment
Financing



Newer Buildings – Typical Conditions

- 80% efficient boilers
- Fluorescent lighting and broken lighting controls
- Inconsistent showerheads and aerators
- Top loading washers in central laundry
- Decent envelope
- Onset and advanced DHW crossover disease

[Provided by AEA]

Older Buildings – Typical Conditions

- More components at end of useful life
- Poor performing envelope
- Uninsulated DHW piping
- Higher chance of asbestos, lead hazards
- Capital needs (new roof, rewire, aging HVAC)

[Provided by AEA]

Retrofit Costs and Sources of Funding

Properties	Financing Based on Savings (OBR Amount)	Utility Incentives	Property Reserves	Total Energy Retrofit Costs
1424 Broadway	\$40,707	\$28,700	\$57,395	\$126,802
1423 Second St	\$57,513	\$44,000	\$71,862	\$173,375
502 Colorado	\$28,978	\$30,800	\$107,016	\$166,794
1206 Pico	\$37,304	\$41,600	\$49,719	\$128,623
1038 Second St	\$25,563	\$24,000	\$78,377	\$127,940
TOTAL	\$190,065	\$169,100	\$364,368	\$723,533
% of Total	26.3%	23.4%	50.4%	

Benefits of EE Retrofits

- Cost Savings
 - Toilet Replacements are typical 20% reduction in water use for Community Corp.
 - OBR project avoided over \$20,000 of costs at the five properties in first year
- Operational Savings
 - LED Lighting especially, less frequent burnouts and replacements
 - New ultra low flow toilets have not resulted in higher rate of drain clogs
 - **Must balance with potential increased maintenance costs or skills needed for equipment**
- Education & Advocacy
 - Help reduce carbon footprint and provide examples for others
 - Educate our residents and cause them to think about their own consumption