

Program Updates

**Presented to Seattle City Council
October 29, 2012**



Program Overview

Community Power Works

is an innovative pilot program testing new models for energy efficiency in the residential, commercial, and institutional sectors.

Innovation

+

Investment

=

Impact





Community Impact





Community Impact

As of 9/30/2012:

- **Over 780 single-family homes and 600 multifamily units** have completed energy upgrades or have an upgrade in progress. That is **1,340 units towards our 2,070 unit goal**.
- Completed **300,000 square feet of large commercial space** and over **2.6 million square feet** undergoing engineering review.
- **Four major hospitals**—Harborview, Virginia Mason, Swedish, and Group Health—have upgrade projects completed or in progress.
- **118 small business** received energy assessments, 13 signed bids, 6 completed upgrades.

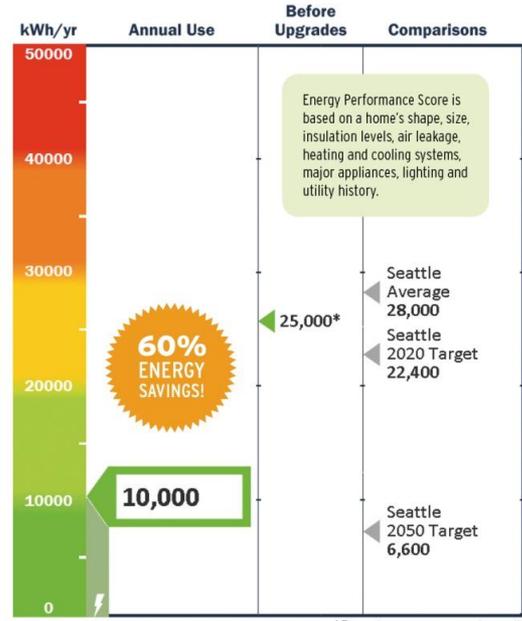


Environmental Impact



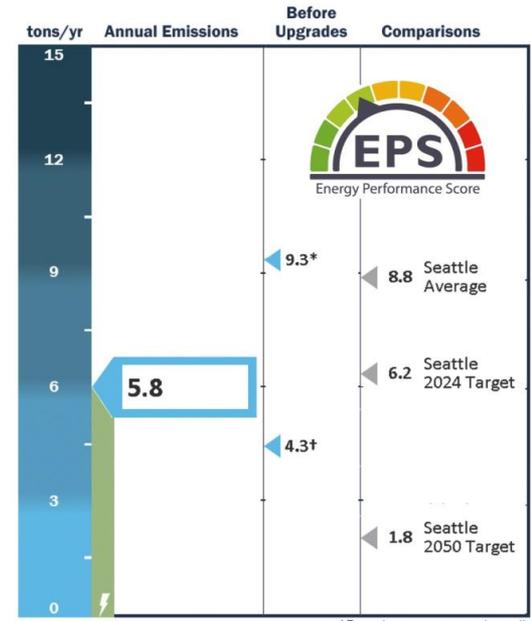
RENEE & ALEX'S EPS SCORES

Energy Score



ENERGY USE:
Before: 25,000 kWh/yr | **After:** 10,000 kWh/yr

Carbon Score



CARBON OUTPUT:
Before: 9.3 tons/yr | **After:** 5.8 tons/yr

*Based on a pre-upgrade audit

*Based on a pre-upgrade audit
 †With energy from renewable sources



Environmental Impact

- Homeowners with Community Power Works are saving, on average, **28-30% in energy**, with many homeowners saving more than 50%.
- Across all building sectors, Community Power Works will save enough energy to **power 1,058 homes for a year**.
- Community Power Works energy upgrades will reduce 51,089 tons of greenhouse gases, the equivalent of taking **9,080 cars off the road for a year**.



Economic Impact





Economic Impact

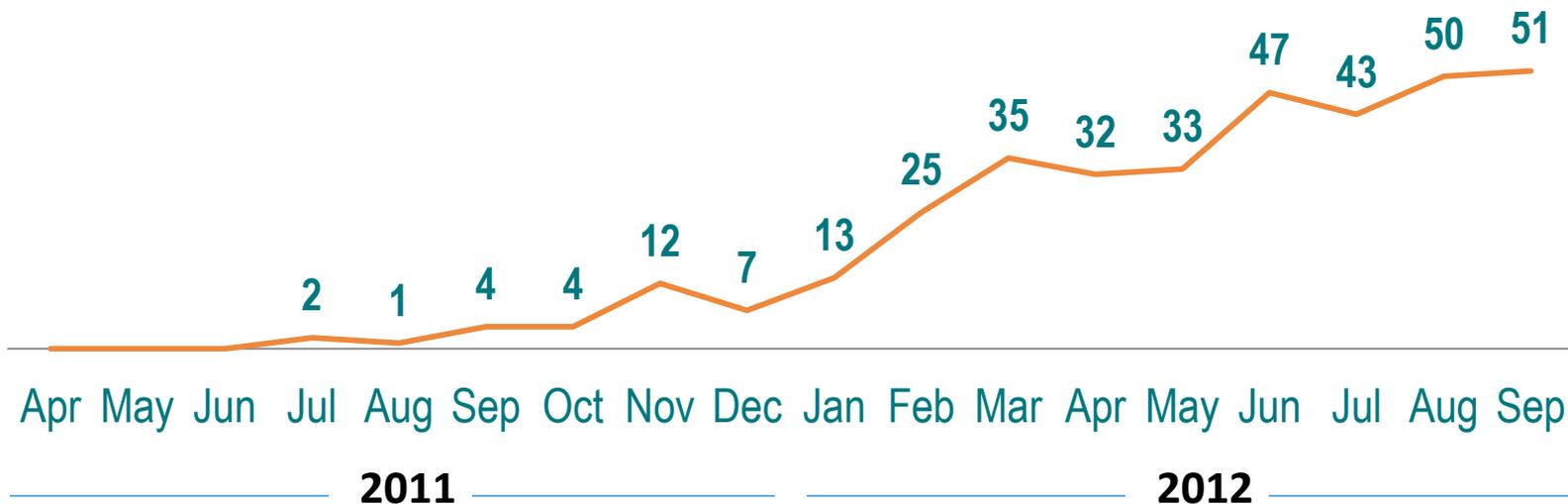
- Community Power Works has created **over 109,200 hours of work** performed by 782 people, including **over 600 contractors and auditors**.
- 92% of contractor firms working on Community Power Works upgrades are **locally-owned businesses** from Puget Sound area.
- All home contractors are small businesses with fewer than 30 employees. **Over one-third are women, minority, veteran, or employee-owned.**
- Community Power Works has added **6 new contractors** to the single family program for a total of 26 – more than twice our original contractor pool.



WSU Mid-Project Review

CPW for Home participation rates have steadily risen since the beginning of the program. Monthly production has increased from an average of **3 homes per month in 2011** to an average of **37 homes per month in 2012**.

In August and September, completed upgrades averaged over **50 homes per month**.



WSU Mid-Project Review

As rates of participation in CPW for Home have risen, so has uptake of Community Power Works' innovative suite of financing options.

Loan take up has increased from **16% for projects completed through March 2012** to **27% for projects completed June through August 2012**.



WSU Mid-Project Review

Community Power Works tells the story of how **rapid learning** and **adaptive management** demonstrate success over time.

- Customer satisfaction is high: **93% of participants would recommend Community Power Works to their friends.**
- Conversion rates are high: we're on track to see **one completed upgrade from every two audits.**
- Average bid size is high:
 - **Apr 2011 - Jan 2012 = \$10,667**
 - **Fall 2012 Pipeline = \$14,627**





WSU Mid-Project Review

Community Power Works is helping **transform Seattle's home performance market.**

- Contractors have reported that Community Power Works has positively affected their business practices and operations, including:
 - Getting **more experience** with comprehensive whole house retrofits;
 - Developing **new relationships** within the industry;
 - Strengthening **marketing and sales skills**; and
 - Improving **reporting and project tracking systems**.
- 50 projects completed in summer 2012 show **significant measurable improvements in overall assessment quality** compared with the first 50 completed projects in 2011.



Questions?

