

Program Transition Briefing

**Presented to Seattle City Council
Energy & Environment Committee
March 26, 2013**



Community Power Works for Home



Community Power Works

is an innovative pilot program designed to address three barriers to achieving deeper energy savings:

- Information Barriers
- Process Barriers
- Funding Barriers



Information Barriers

Before Community Power Works:

- Homeowners were unaware of energy savings potential, or links to comfort and indoor air quality.



After Community Power Works:

- Energy Performance Score helps customers understand how their homes perform.
- Contractors are kept abreast of program processes and utility incentives.
- Contractors are provided support to improve their business models and customer interactions.

Process Barriers

Before Community Power Works:

- No coordinated service delivery was available for utilities' incentives, which led to customer and contractor confusion.



After Community Power Works:

- On-call customer service gives customers an opportunity to address issues through a third party.
- An IT platform tracks the workflow for the program, contractors, and customers.
- Robust quality assurance is provided to ensure measures are successfully implemented.



Financial Barriers

Before Community Power Works:

- Homes heated by oil, propane, or wood do not have access to incentives.
- With the Northwest's low cost of energy, making energy efficiency cost-effective is challenging.
- Non-energy benefits – such as carbon reduction, health, and economic development – are not sufficiently factored in to cost-effectiveness tests.

After Community Power Works:

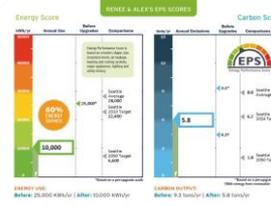
- Additional rebates are available to incentivize deeper energy efficiency measures, as well as fuel conversion.
- Competitive financing allows customers to amortize the costs of energy efficiency (up to 20 years).



Lending to people, Investing for resilience



Integrated Service Delivery Model



1. SIGN UP

- Targeted marketing

2. ASSESS HOME

- \$95 audit
- Approved auditors
- EPS

3. UPGRADE HOME

- Approved contractors

4. SAVE ENERGY

- Third-party test out

5. GET PAID

- Incentives
- Rebates
- Financing
- On-bill repayment

Accessible IT platform

Robust customer service

Quality assurance/quality control

Progress Toward Residential Goal

**2,040 upgrades complete
or in progress, including:**



- Homeowners with Community Power Works are projected to see **30% average energy savings.**
- 100 homes are achieving **more than 50% energy savings.**



Where Do We Go From Here?



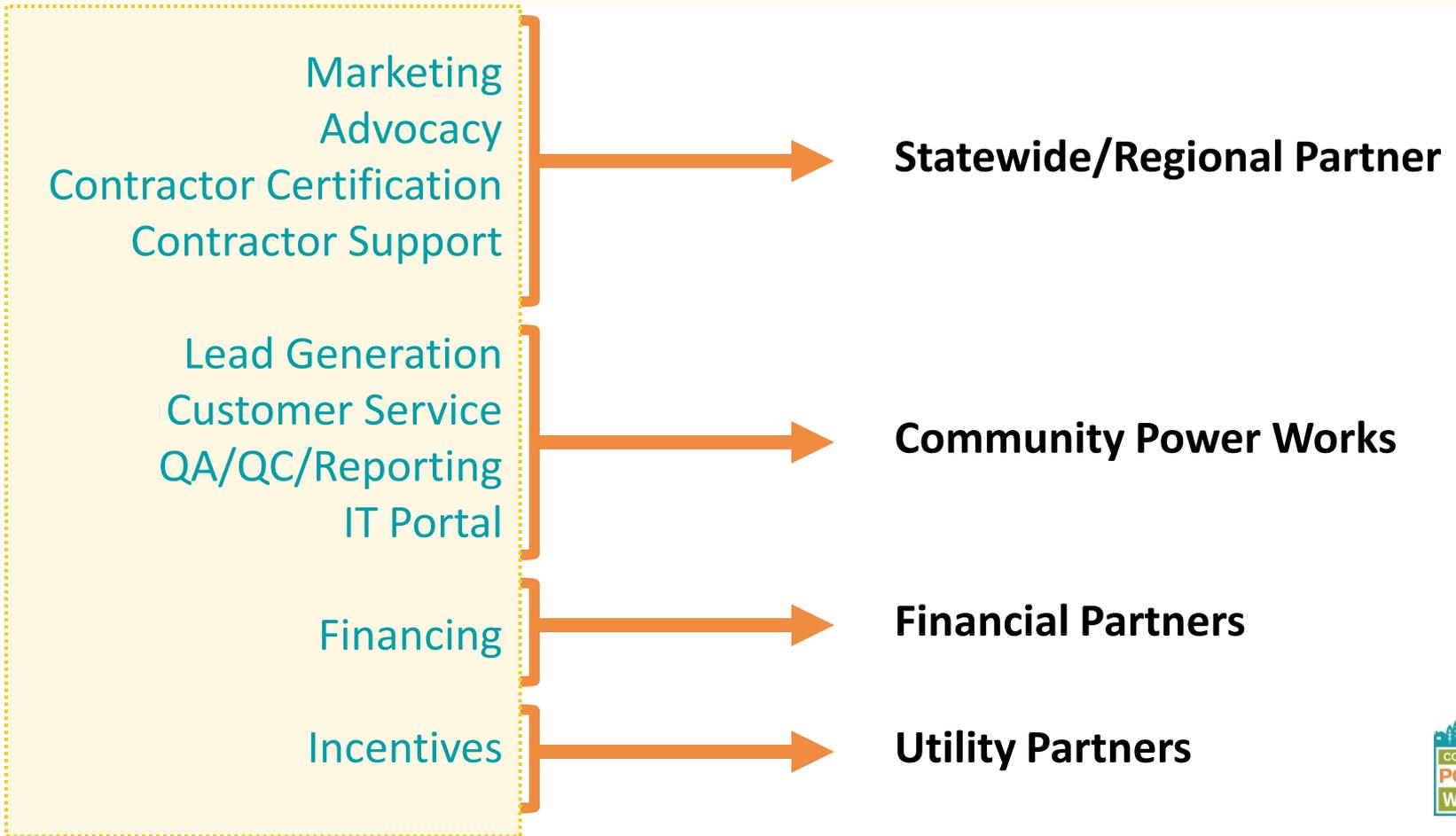


Advisory Group: What We Heard

- While it should **partner with utilities**, Community Power Works should not live within, or be completely funded by, a utility.
- Community Power Works **has developed assets that can live on** in different parts of the community.
- Office of Sustainability & Environment should conduct a process to **identify a partner** to implement the program after the grant ends.



Future of Community Power Works Assets





Needs Going Forward

Community Power Works:

- Federal grant support for Community Power Works will end September 30, 2013. If the program is to move beyond the grant-funded pilot, the City needs to identify the partner that will assume on-going program implementation.

Seattle City Light Residential Incentives:

- Seattle City Light (SCL) has piloted residential energy savings incentives through Community Power Works, and plans to expand the residential incentives to their entire service territory.
- For expansion, SCL is interested in working with a third party to deliver the residential incentives, and there may be an opportunity to work with the same partner selected for Community Power Works.





Process Moving Forward

- OSE will issue a Request for Qualifications (RFQ) to identify a non-profit partner. OSE and SCL are working together to scope the RFQ such that the selected partner meets the needs of both departments.
- Over the summer and fall, OSE work with the selected partner to conduct business plan feasibility to determine if there is a viable future for Community Power Works (including solidifying strategic partnerships and necessary funding).
- If a path forward is identified, the partner would manage the program transition and would assume program implementation going forward. The City would remain a partner.



Community Power Works Transition Timeline

Release RFQ – *March 29*

Announcement of successful respondent(s) – *early-June*

MOU execution – *late-June*

Business Plan Development – *through November*

Contract Signed – *November*

MAR

APR

MAY

JUN

JUL

AUG

SEPT

OCT

NOV

DEC

2014

Seattle City Light
Incentive Program Scaling

Successful respondent(s)
negotiate contract with
Seattle City Light

If CPW not feasible, SCL contracts
with partner and implements
stand-alone incentive program

If deemed feasible, SCL and OSE
contract separately with new CPW
program that delivers SCL incentives

Questions?

