

HERS Rater Opportunities in the Multifamily Housing Market

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Multifamily Housing Programs That Rely on HERS Ratings

Ratepayer Funded Programs:

- **Multifamily New Construction Programs**
- **Multifamily Housing Rehab Programs**

Other Funding Source Requirements

- **Enterprise Community Partners - Green Communities Grants**
- **Local Building Departments, Redevelopment and Housing Agencies**

Solar/PV Programs

- **New Solar Homes Program**
- **California Solar Initiative for Low Income Single Family and Multifamily**

Green Building Programs

- **LEED**
- **Build It Green**



SCE California New Homes Program (CANHP)



Multifamily Incentives

- **Qualifying Projects**
 - **3 or more attached units**
 - **Positive electric energy savings**
 - **Served by SCE**
- **Performance-based Incentives**
 - **Exceed Title 24 requirements by at least 15% or 20% - must have positive electric energy savings**
 - **Incentive = \$150-\$275/dwelling unit (depending on climate zone)**
- **Prescriptive Component**
 - **ENERGY STAR® appliances (\$30-50/appliance)**
 - **QII and Verified Ducts (\$50-75/system)**



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SCE California New Homes Program (CANHP)



- New Construction **Multifamily** Program
 - **Design assistance**
 - **Performance: Exceed T-24 by 15% and 20%**
 - **Appliances: Individual Measure Incentives**
 - **ENERGY STAR® Option**
 - **Assist with energy component of green building programs**
- Shortage of HERS Raters with experience with high rise residential buildings



Incentive	Performance Level	Incentive Amount	Requirements
Developer Incentive	15% or more	\$150/unit	Coastal Climate Zones 1-7
		\$200/unit	Inland Climate Zones 8-16
Developer Incentive	20% or more	N/A	Coastal Climate Zones 1-7
		\$275/unit	Inland Climate Zones 8-16



SCE California New Homes Program (CANHP)



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PG&E California Multifamily New Homes Program



- New Construction **Multifamily** Program
 - **Design assistance**
 - **HERS Rater Incentives**
 - **Energy Consultant Incentives**
 - **Performance: Exceed T-24 by 15%**
 - **Appliances: Individual Measure Incentives**
 - **Assist with energy component of green building programs**
- Financial Incentives: At least 15% above code
 - **\$150-\$200/unit Developer Incentive**
 - **\$60/unit HERS Rater Incentive (capped \$12,000/project)**
 - **\$50/unit Energy Consultant Incentive (capped \$10,000/consultant)**
 - **Appliance Rebates**



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PG&E Incentive Summary



Pacific Gas and
Electric Company®

CA Multifamily New Homes Incentive	Incentive Amount
Developer Incentive	\$150 per unit coastal regions (Climate Zones 1-7) \$200 per unit inland regions (Climate Zones 8-16)
Energy Consultant Incentive	\$50 per unit (\$10,000 per project cap)
HERS Rater Incentive	\$60 per unit (\$12,000 per project cap)
ENERGY STAR® Dishwashers	\$30 per Tier 1 equipment \$50 per Tier 2 equipment
ENERGY STAR® Clothes Washers	\$35 per Tier 1 equipment \$75 per Tier 2 equipment
ENERGY STAR® Refrigerators	\$50 per unit
Natural Gas Clothes Dryers	\$50 per unit
Lighting: High Efficacy Interior Hardwired Fixtures w/ controls	\$10 per fixture



PG&E Performance Program Requirements



- **Project Requirements**

- **New construction (3 or more dwelling units/building)**
- **Exceed 2005 Title 24 part 6 by at least 15%**
- **Positive electric energy savings**
- **Served by PG&E (gas or electric)**
- **Passes plan review and viability checks**
- **Third-party verification by a HERS rater (CHEERS/CalCERTS/CBPCA)**
- **Completion within 30 months of signing the application or December 31st, 2010 (or must request extension)**
- **Submit application prior to December 15th, 2008.**

WWW.h-m-g.com/multifamily/CMFNH

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SCE/SCG Designed for Comfort Rehab Program

- Projects have to be **at least 20% more energy efficient** than existing conditions
- Energy efficiency measures include:
 - Windows
 - Insulation (walls and roof/attic)
 - Water heating
 - Space heating
 - Space cooling



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SCE/SCG Designed for Comfort Financial Incentives

- Up to \$700/dwelling unit for LARGE projects
- Up to \$1500/dwelling unit for SMALL projects
- Up to \$500/unit for Special Needs projects
- Energy consultants (\$40/unit, max. \$5,000/project)
- **HERS raters (\$50/unit, max. \$6,000/project)**
- Energy Smart Pak (worth \$35/pak) provided to install in each unit of participating project

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SCE/SCG Designed for Comfort

- Program Eligibility

- **Small Multifamily Projects:** (3) to eight (8) dwelling units (on residential rates)
- **Large Multifamily Projects:** nine (9) or more dwelling units (on residential rates)
- **Special Needs Housing:** special needs tenants with SRO, dorm type units
- **Must be in Southern California Edison and/or Southern California Gas Company service territory**
- **At least 10% of the dwelling units must be occupied by income qualified tenants**
- **Installed qualifying energy efficiency measures must result in a 20% energy efficiency improvement over existing building condition.**
- **Must hire a HERS rater to inspect and verify the energy efficiency measures before and after installation.**
- **May hire an energy consultant to provide design assistance**



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Designed for Comfort HERS Rater Role

- **Conduct Existing Conditions Inventory**
 - A California Home Energy Rating Systems (C-HERS) rating and audit must be conducted on each building to establish the existing conditions of a potential rehab project.
 - Building owner contracts with a HERS Rater to perform the initial audit and rating to document existing conditions
 - The HERS Rater may also perform the services of an Energy Consultant. If not, then the HERS Rater submits the building existing conditions to the Energy Consultant
 - Alternatively, a HERS rater certified to use the CHEERS RateTool may use the application to conduct the analysis and recommend building upgrades. This new tool will greatly expand the number of HERS raters with energy audit training



Designed for Comfort HERS Rater Role

- **Conduct Post-Installation Inspection**
 - The HERS rater may, depending upon the choice of measures, perform as inspection during the construction period.
 - Upon completion of the rehab project, a HERS rater will conduct a final inspection to ensure that the recommended equipment is actually installed.
 - The HERS Rater will submit documentation to *DfC* staff certifying that the as-built, upgraded conditions match the simulation performance parameters



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Enterprise Community Partners

Green Communities Grants

- Grant recipients required to install energy efficiency measures with a 10 year or less payback
 - Green Communities Grant recipients with rehabilitation projects need an audit of existing conditions, an analysis to determine the measures with a 10 year payback or less
- Oftentimes, Multifamily housing owners don't know who to turn to for this expertise
- Opportunity for HERS Raters to audit - and use new CHEERS RateTool for this application



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Local Building Departments, Redevelopment and Housing Agencies

- **Local Building Departments are Adopting More Stringent Energy Efficiency and Green Building Requirements**
- **Housing Agency Notice of Funding Availability (NOFA)**
 - Often require or provide competitive points for energy efficiency and green measures, processes, verifications, and planning

Become familiar with your local agency requirements



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New Solar Homes Partnership (CEC)

- **The New Solar Homes Partnership (NSHP) requires HERS rater verify energy efficiency measures and the PV system**
 - **Energy Efficiency Measures Requiring Field Verification**
 - Tier I - 15 percent reduction in the residential building's overall energy budget compared to the current Title 24 Standards.**
 - Tier II - 35 percent reduction in the residential building's overall energy budget, and 40 percent reduction in the cooling energy it will need, compared to current Title 24 Building Energy Efficiency Standards.**
- **Requires HERS Rater**
 - **Identify a HERS rater early in planning**



California Solar Initiative for Existing Homes (CPUC)

- **Single Family Low Income Incentive Program**
Under development
 - For more information, please review the CPUC website and then contact Elizabeth Helton at eah@cpuc.ca.gov with additional questions.
- **Multifamily Low Income Incentive Program**
 - Under Development
 - For more information about the multifamily strategy, please contact Luke Tougas at latc@pge.com

Represents Additional Opportunities for HERS Rater in Existing Multifamily Housing Market



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Build It Green (BIG)

GreenPoint Rated

- GreenPoint Rated is a third-party verification system for the green building measures
- Point values are assigned based on their benefits to the homeowner and the environment and reflect construction practices that exceed California's building and energy code requirements.
- **GreenPoint Rater training is open to all California building professionals interested in adding green ratings to their portfolio of service offerings**

www.builditgreen.org





LEED for Homes



- **LEED for Homes Initiative for Multifamily Housing**
 - **The LEED for Homes Initiative for Multifamily Housing promotes sustainable building practices specifically for Multifamily homes**
 - **Goal - reward intrinsic resource efficiencies of Multifamily housing within the LEED for Homes Rating System**
 - **USGBC is working to develop appropriate tools, educational offerings and technical assistance for the Multifamily housing market**
 - **USGBC partnering with Enterprise Community Partners to promote green Multifamily housing**
 - **LEED checklist requires ENERGY STAR® which requires HERS Rating**

www.usgbc.org/leed/homes/



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Time of Sale HERS Ratings

More opportunities on the horizon:

Options for Energy Efficiency in Existing Buildings -
December 2005 California Energy Commission Report

Time-of-Sale Information Disclosure – By 2010, California should begin requiring the disclosure of home energy ratings when a house is sold. Prior to this requirement, the Energy Commission should work with the real estate industry to develop and implement a program for time-of-sale information disclosure, including an informational booklet about home energy efficiency. In addition, the Energy Commission should conclude the Home Energy Rating System rulemaking and ensure that the infrastructure for the time-of-sale requirement is sufficiently in place. Legislative action is recommended.



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Opportunities for HERS Raters

- **Multifamily housing owners and developers seek**
 - **Expertise for the energy efficiency needs - not so familiar with the energy industry - don't know where to turn**
 - **One stop shopping for their energy efficiency, solar/PV, and green expertise and coordination of inspections and verifications**
- **Become an expert in multifamily and high rise multifamily HERS Rating**
- **Take advantage of utility programs and HERS Rater Incentives**
- **HERS Rating a component of solar/PV green building program rating and verifications**
 - **Expand your certifications and expand your services**
- **Market yourself to the Multifamily housing industry for both new construction end rehab projects - know their funding requirements**
- **Keep abreast of your local jurisdictions building and funding requirements**



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