

Event Program

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VAEEC SPRING 2023 FORUM

Agenda

12:00 - 1:00 PM REGISTRATION & NETWORKING

1:00 - 1:10 PM WELCOME & OPENING REMARKS

1:10 - 1:30 PM KEYNOTE ADDRESS

THERESA BACKHUS

Building Innovation Hub, Institute for Market Transformation

1:30 - 2:05 PM BUSINESS MEETING & MEMBER UPDATES

2:05 - 2:35 PM NETWORKING BREAK

2:35 - 3:50 PM PLENARY SESSION

MEETING THE MOMENT FOR BUILDING DEMAND

3:50 - 4:00 PM CLOSING REMARKS



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Top 2022 VAEEC Accomplishments

- 1. Virginia Ranked #20 on the ACEEE State EE Scorecard
- 2. \$227M for Low-Income Energy Efficiency from RGGI
- 3. Energy Efficiency Legislation for Public Buildings
- 4. Statewide C-PACE Program Launched
- 5. New Energy Efficiency Resources
- 6. VAEEC Events
- 7. Two WFD Proposals
- 8. Intervened in Dominion's DSM Filing
- 9. Met with Decision Makers
- 10. New Strategic Plan



NEW ENERGY FEEICIENCY RESOURCES

VAEEC EVENTS

TWO WORKFORCE DEVELOPMENT PROPOSALS

INTERVENED IN DOMINION'S DSM FILING

MET WITH DECISION MAKERS

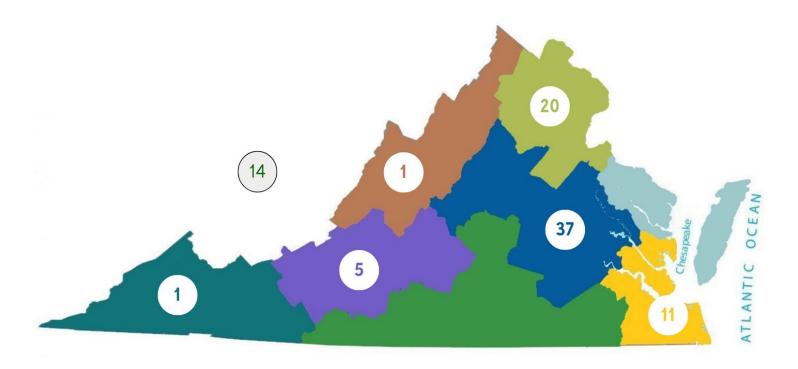
VAEEC 2022 Annual Report- https://vaeec.org/about/

2022 Membership Overview





2022 Membership Overview





Objective #1

Safeguard & Enhance energy efficiency funding and initiatives in order to reduce demand and benefit all Virginians

Objective #2

Expand VAEEC's
Partnerships &
Collaborations
to diversify engagement
& perspectives

Objective #3

Continue Providing
Resources & Guidance
to decision-makers to
expand energy efficiency
implementation across
Virginia







Objective #1

Safeguard & Enhance

energy efficiency funding and initiatives in order to reduce demand and benefit all Virginians



Strategies

- Safeguard Virginia's participation in RGGI and the allocations for energy-efficient housing
- Support strong utility, state, and municipal programs and robust building codes and performance standards
- Leverage industry expertise in Virginia to match workforce needs with career development and training opportunities
- 4. Ensure energy efficiency is integral to **broader concepts** such as:
 - a. Decarbonization;
 - Resiliency; and
 - c. Grid Modernization

Objective #2

Expand VAEEC's
Partnerships &
Collaborations
to diversify engagement
& perspectives



Strategies

- Diversify membership and leadership to reflect the demographics of Virginia (race, gender, age, income, education level, industry/trade, geography) by:
 - Identifying gaps in representation and engagement with members and partners; and
 - Assessing outreach strategies to potential new members
- Evaluate opportunities to collaborate with and support similar organizations

Objective #3

Continue Providing
Resources & Guidance
to decision-makers to
expand energy efficiency
implementation across
Virginia



Strategies

- Ensure decision-makers understand the foundational importance and economic opportunities of energy efficiency
- Curate resources on advanced energy efficiency technologies and topics

Policy Updates- Legislative

2023 General Assembly Session

- Balance of Power
 - House lead by Republicans
 - Senate lead by Democrats
- SCC Commission Seats
 - Two of three seats vacant
 - Appointments were not made during Session
 - Vacancies likely to remain until 2024 Session
- Regional Greenhouse Gas Initiative (RGGI)
 - Legislation to withdraw VA from RGGI was defeated
 - Governor's budget amendments to remove some RGGI EE funds blocked





Policy Updates- Regulatory

RGGI

- Waiting for VA Air Board to formally adopt regulations to remove VA
- Latest information on vaeec.org/rggi, including regulatory timeline

Utility Programs

- Dominion
 - DSM Hearing last week
- Old Dominion Power
 - Filing first-ever Virginia DSM application next month

Virginia Uniform Statewide Building Code

- Draft includes most 2021 IECC updates <u>except</u>
 - Wall insulation R-value minimum requirement
 - Air leakage minimum requirement for thermal envelope

New Opportunity for Recognition

Every submission receives the following:

- Spotlight on the VAEEC website
- Featured post on VAEEC social media
- Publicity in monthly e-newsletters
- Acknowledgement at the EE Forum
- Automatically nominated for the Virginia EE Leadership Awards

Fill out the *free* participation form by August 1st.



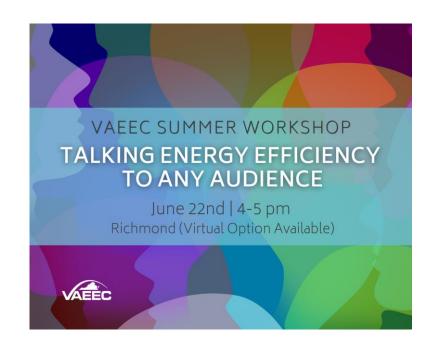
Summer Workshop & Networking

Join us for a time of networking & learning

- How to talk about energy efficiency to just about anyone
- Stick around afterward for socializing

Thursday, June 22nd from 4-5 pm

Gather Arts District (Richmond) with a virtual option available



KEYNOTE ADDRESS

Theresa Backhus

Director of the Building Innovation Hub Institute for Market Transformation



BUSINESS MEETING & MEMBER UPDATES

Board of Directors Elections



Members Seeking Re-Election



Bryna Dunn, Moseley Architects, 1st Term



Leigh Anne Ratliff, Trane Technologies, 2nd Term



Candidates Seeking Election



McKenna Dunbar, Sierra Club VA Chapter, 1st Term



Lesley Fore, Alliance to Save Energy, 1st Term



Engagement Opportunities

Join an advisory committee!

EDUCATION & EVENTS

MEMBERSHIP

POLICY & PROGRAMS

TECHNOLOGY



Changes to the Articles of Incorporation

ARTICLE VII REGISTERED OFFICE AND REGISTERED AGENT

The address of the registered office of the Corporation which is located in the City of Richmond, Virginia, is 1431 W Main Street313 East Broad Street, Suite 226, Richmond, Virginia 2321920. The registered agent of the Corporation is KC BleileChelsea Harnish who is a resident of the Commonwealth of Virginia and a director and an officer of the Corporation, whose address is identical with the registered office.



BUSINESS MEETING & MEMBER UPDATES

Member Spotlight





PLENARY PANEL

Meeting the Moment for Building Demand



Meeting the Moment for Building Demand

ANDREW GRIGSBY

Viridiant

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MARCO RUBIN

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KIM STRAHM Community Housing Partners

KStrahm@chpc2.org

BETTINA BERGOO (Moderator)

Virginia Energy Bettina.Bergoo@energy.virginia.gov



Optimizing Energy Retrofits in Virginia

A window of opportunity



Clean Energy Deployment in Virginia

- Efficiency works but is VASTLY under-deployed.
 - Consumers don't understand technology or its potential
 - Need easy, affordable financing
 - Industry not trained or oriented towards best ROI
 - Cost-effective fuel switching not supported by existing programs
 - Moderate income households not served by effective programs
 - Multi-family: owners lack incentive to reduce residents' utility costs





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is endemic.				

Usage History		οT
Мо	Yr	kWh
Mar	21	6531
Apr	21	4137
May	21	3851
Jun	21	2334
Jul	21	4056
Aug	21	2643
Sep	21	3268
Oct	21	2834
Nov	21	5416
Dec	21	5678
Jan	22	6398
Feb Mar	22	4736
war	22	3058

Incredibly high usage persists

Needed: Deep Energy Retrofits – at Scale!

Virginia has more than 3.6M housing units as of 2023.

To achieve climate goals, we have to get all of those as close to net-zero as possible in less than 30 years.

That requires more than 120K deep energy retrofits per year – starting now.



Low-income & Market-Rate Residential Retrofits

a confusing, uncoordinated patchwork of programs and incentives...

Federal funds deployed by state

- Federal Weatherization for <60% AMI
- Local block grants

Bill payment assistance programs

- State, Utility
- PIPP program in development

Funds originating via state legislation

- RGGI funds for <80% AMI
- Virginia's LMI solar program for <80%
 AMI
- HB 2789 funds via Dominion and APCO, avg \$1,500 support for <80% AMI

Federal tax credits

 25C & D credits for solar, energy efficiency

Local efforts

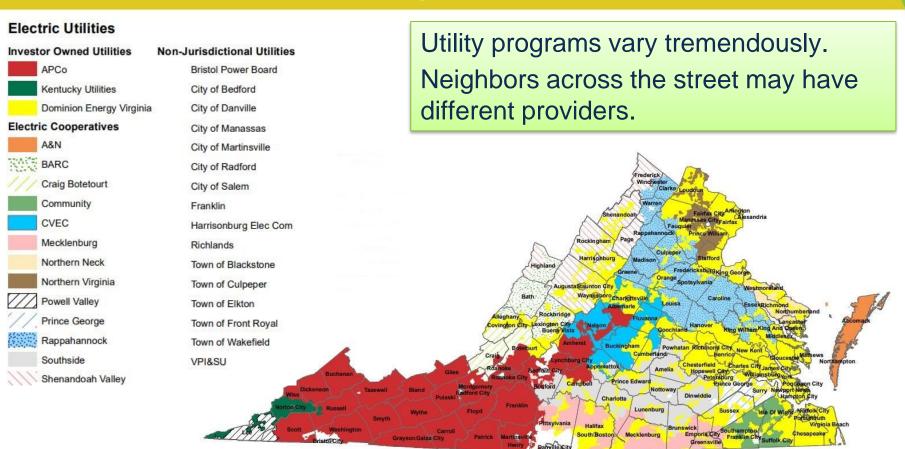
- · C'Ville, FFX, Arlington
- Local low-income housing organizations

Utility programs (ratepayer dollars) Dominion customers: avg \$1,500 s

- Dominion customers: avg \$1,500 support for <80% AMI, little for others
- APCO customers: avg \$7,000 support for <60% AMI, modest for others
- Electric co-ops: shared solar, REC's Vividly Brighter
- Gas utility programs: C'ville, Columbia, Washington



The Puzzle Doesn't Go Together



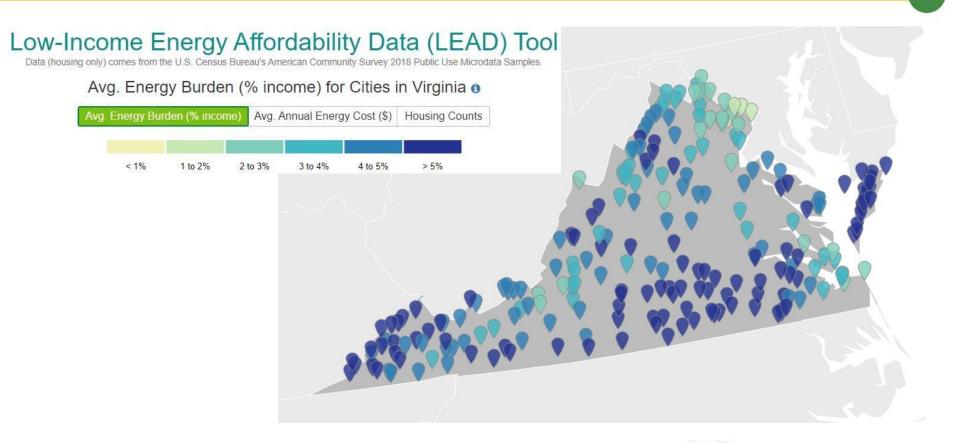
The Puzzle Doesn't Go Together

- Community Housing Partners (CHP)
- Project:HOMES
 - Appalachian Community Action (APPCAA)
- Bay Aging
- Central Virginia Allliance for Community Living
- Clinch Valley Community Action
- Lynchburg Community Action Agency
- Mountain Community Action Program
- PEOPLE, Inc
- Pittslyvania County Community Action
 - Othe

Weatherization providers must administer multiple, uncoordinated programs.

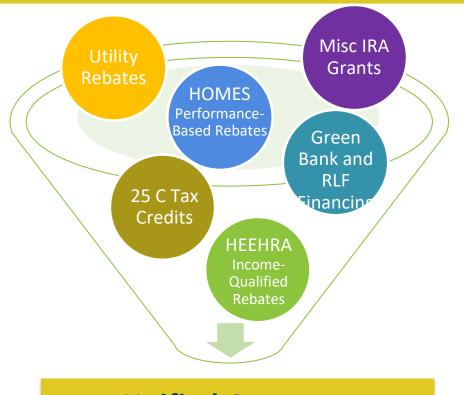


Energy Burden in Virginia





100s of Millions in New Funding Potentially Available



Unified Customer Experience Needed!

How will Virginians

- make sense of all this?
- prioritize upgrades?
- estimate savings?
- find contractors that optimize efficiency results?
- pay for costs not covered?

Window of Opportunity

- IRA guidelines not yet complete
- Virginia Energy now developing plans with limited information/support

We now have a unique opportunity to design and propose a system that will

- maximize immediate impact
- extend to every jurisdiction in Virginia
- enable deep energy retrofits
- endure beyond federal funding
- drive market transformation
- demonstrate clean energy's potential
- model effective, efficient market intervention

Solution: Energy Concierge with Financing

At no cost, every building needs

- a professional energy audit
- a detailed work-scope for a deep energy retrofit with ROI
- help navigating a <u>performance-driven</u> energy retrofit process

Plus – owners/occupants need accessible financing

Pay for this with

- ratepayer funds as approved by SCC
- capacity market payments for grid services
- margin earned via financing

Best Practices for Building Energy Upgrades

An "Energy Concierge" model solves the perennial hurdles for energy upgrades to reach scale.

1 3	
Challenge	Solution
The rebates are so confusing!	Concierge incorporates all available incentives
I'll have to finance anything major.	Concierge brings easy financing options
Will I really save money?	Investment-grade audit includes ROI calculations
But who will do the work?	Vetted program contractors – with QA by Concierge
I'm just too busy/overwhelmed!	Concierge offers turnkey, one-stop shop
Uncle Bobby says heat pumps don't work in Virginia.	Expert auditor has current info backed by research
I want solar first!	Energy model shows ROI of all options
I'm a renter/I might move.	As available, financing via utility bill tariff or PACE

Solution: Energy Concierge with Financing

Today's opportunity:

- Admin funds of HOMES/HEEHRA can be used to create the infrastructure for Concierge model (procedures, IT, contractor network, marketing, QA)
- Rebates, tax credits, etc. reduce principal of loans so that more retrofit projects show immediate savings (can cashflow).
- BIL/IRA funds pay for start-up costs and to jump-start the market.

Future opportunity: Concierge managers continually increase internal efficiencies to enable program to continue without federal dollars.

Contact:

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804-773-3200

www.viridiant.org



non-profit organization committed to supporting sustainable building processes through education, consultation, and certification

PLENARY PANEL

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PLENARY PANEL

Joyce Bodoh

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Partners serves low-income individuals and families across the Southeast and Mid-Atlantic through its mission to create homes and communities that are healthy, sustainable, and





Energy Solutions

Research and Training Weatherization **Utility Programs**



Housing Services

Property Management Asset Management Resident Services Homeownership



Environmental Impact Goals



CHP will prioritize decarbonization activities that are under organizational control through business operations and asset management.



Prioritize decarbonization on CHP's owned portfolio through 1) Energy Solutions retrofit work; 2) Asset Management capital improvements; and 3) Real Estate Development comprehensive rehabs (LIHTC).

CHP will put systems and processes in place to assist resident and clients in reducing carbon emissions.

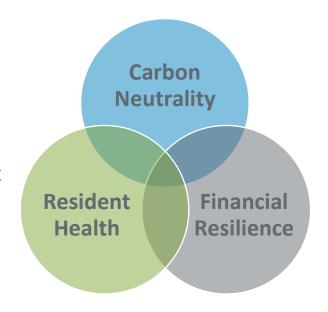


Prioritize building technologies in both multifamily and single-family development projects that result in energy efficient units and homes.



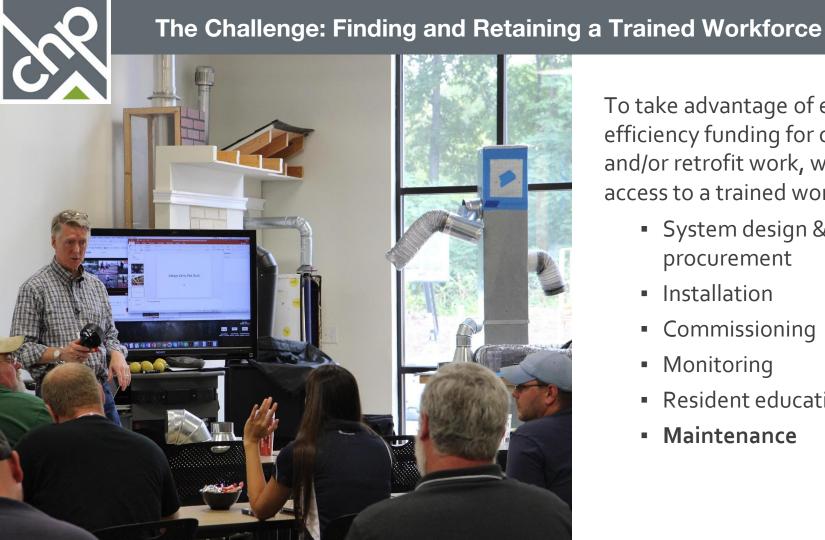
Multifamily Portfolio Owner - Balancing Investment Strategies

- CHP owns **95** affordable housing rental communities totaling **5,932** units.
- We're responsible for the long-term stewardship of:
 - ✓ Our properties through responsible management attend to financial viability
 - ✓ Our residents' health and quality of life
 - √ The environment through a commitment to building performance & decarbonization









To take advantage of energy efficiency funding for construction and/or retrofit work, we need access to a trained workforce...

- System design & procurement
- Installation
- Commissioning
- Monitoring
- Resident education
- Maintenance



Workforce Development - an ARRA Example

CREATES was a 2-year regional partnership funded by a \$3.8 million U.S. Department of Labor Energy Training Partnership grant via the American Recovery and Reinvestment Act.



Partners:

- CHP
- Virginia Tech
- New River Community College
- Wytheville Community College
- Virginia Western Community College
- New River/Mount Rogers
 Workforce Investment Board
- Western Virginia Workforce Development Board

Industry Advisory Board and regular employer roundtable discussions

Grant Staff: ETP Grant Administrator, Employer Outreach Specialist, and two CREATES Regional Program Specialists





CREATES Model – Job Creation & Placement

For Job Seekers

- Skills training, degree and certification programs
 - CREATES job board and job fairs
 - Job search and placement
 - Career counseling

Training Opportunities

- Energy efficiency assessment
- Energy-efficient construction and retrofit services
- Construction technology
- Renewable electric power
 - Alternative energy
 - Green property management
- Professional certifications

For Employers

- Skills training, degree and certification programs for incumbent workers
 - Opportunities to hire program graduates
 - CREATES job board
 - Workshops and job fairs
- Involvement in curriculum development

PLENARY PANEL

Kim Strahm

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Meeting the Moment for Building Demand

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Thank You, Sponsors

















Join the Campaign Today



Save the Dates



Summer Workshop
TALKING ENERGY
EFFICIENCY TO ANY
AUDIENCE

June 22nd | 4-5 pm



WORKFORCE DEVELOPMENT WEBINAR

August 2023



Thank you for attending!

Please return your name badge on your way out.

