Today’s Presenters

- Misty Mersich, Climate Protection Program Analyst
  - Sonoma County Regional Climate Protection Authority
    - Initiated Better Building Program pilot in Windsor
    - Leading BayREN PAYS development efforts

- Chris Bradt, Senior Program Consultant
  - BKi
    - Lead Consultant on Windsor and BayREN Pilots
Presentation Topics

- Overview of the PAYS® System
- Windsor Efficiency PAYS®
- Bay Area PAYS Pilots
Overview of the PAYS® System
What is Efficiency PAYS?

A customer-funded on bill program

Customers get immediate savings

Efficiency with no up-front cost and no new debt
An “Offer that Works”…

With PAYS, customers enjoy lower utility bills and new equipment.

- Savings on Bill
- PAYS repayment for new equipment (showerheads, washers, toilets, landscaping)

Monthly Utility Bill Costs

Before Upgrade | After Upgrade

WATER + ENERGY UTILITY BILL | WATER + ENERGY UTILITY BILL
How the “Offer” is Delivered

The Efficiency PAYS® Model

Certified Contractor
- Installs program measures

Customer
- Pays charge with utility bill

Utility/Program Operator
- Pays for approved projects
- Pays third party (if used)

Capital Provider
Windsor Efficiency PAYS®

- RCPA’s objectives for BBP Pilot:
  - Remove first cost barriers to efficiency upgrades
  - Provide financing related to savings on the customer’s utility bill

- Windsor’s objectives:
  - Help meet 2020 water conservation goals
  - Help meet Climate Action Plan GHG goals

- Program launched in August 2012
  - Town shifted rebates from Toilets/Washers to Landscape
  - Increased participation in Conservation Program
Windsor Efficiency PAYS®

- ~5% of all residential units
- Average single family savings of:
  - 10% of energy use
  - 20% of indoor water use
  - $15 per month in net utility costs
- Reached over 50% of multifamily properties
  - 30% indoor water savings
Project Case Studies

2-person single family home

*Installed Measures*
- Two 0.8 gpf toilets
  - Replaced toilets tested at 2.7 gpf
- Two 1.5 gpm showerheads
  - Replaced showerheads tested at 2.7 gpm
- Four bathroom + one kitchen aerators

*Water Savings (indoor)*
- Pre-project: 4,000 gallons/month
- Post-project: 1,800 gallons/month
- 55% Savings

41-unit multifamily building

*Installed Measures*
- 63 0.8 gpf toilets
  - Replaced toilets tested at 2.1 gpf
- 63 1.5 gpm showerheads
  - Replaced showerheads tested at 3.0 gpm
- 63 bathroom + 41 kitchen aerators

*Water Savings (indoor)*
- Pre-project: 167,000 gallons/month
- Post-project: 108,000 gallons/month
- 35% Savings
Bay Area PAYS Pilots
Bay Area PAYS Initiatives

Windsor – Residential, Commercial Landscaping
Hayward – Multifamily Residential
EBMUD – Food Services, Multifamily, Landscaping
SFPUC – Multifamily Residential
Green Hayward PAYS®

- To focus on Multifamily properties with water, water & energy, and energy saving measures
- Hayward program goal: 2,000 residential units
  - Research started in June 2013
  - City Council briefed in October 2013 on Program Concept
  - RFPs for implementer services in December 2013
  - City Council approval in February 2014
Green Hayward PAYS®

Sample project scope: 40 unit building

- Program measures in each unit:
  - 1 toilet; 1 showerhead; 1 bathroom aerator; 1 kitchen aerator
- Total estimated project cost: $18,400
  - Estimated bi-monthly charge: $400
- Estimated bi-monthly savings: $590
  - Estimated NET bi-monthly savings: $190

ESTIMATED NET ANNUAL SAVINGS: $1,140
More Information

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- BayREN PAYS Program Information
  - www.bayren.org/pays
Additional Slides
The PAYS Tool Kit

Resources developed through 12 PAYS Programs in 5 states

- Contracts: establish program implementer responsibilities
  - Contractor & Vendor Agreements
  - Customer Purchase Agreement
- Customer forms: address critical on-bill issues
  - Customer Acknowledgement & Work Acceptance Form
  - New Customer Disclosure Form
- Calculators: integrate new measures/rates
  - Measure cost effectiveness and project qualification
  - Project reporting and billing summaries
Opportunities for New Programs

- Turnkey Approach: Leverage existing PAYS Components
  - Cost-effectively tailored to local rates/conditions
  - Energy and water measures or water measures only
  - Self-financing or third party financing
  - Straight-to-market
- Phased Approach: Develop customized on-bill services
  - Program Discovery
  - Program Design
  - Program Implementation
- Possible funding: grants, existing rebate funds, spread interest rates, and reallocated capital project costs
Evidence the “Offer” Works

From Cadmus’s BBP Pilot Process Evaluation