

CITY OF TAKOMA PARK  
HOUSING & COMMUNITY DEVELOPMENT



# Multifamily Building Improvement Grant Webinar

January 22, 2023





Montgomery County<sup>®</sup>  
**GreenBank**

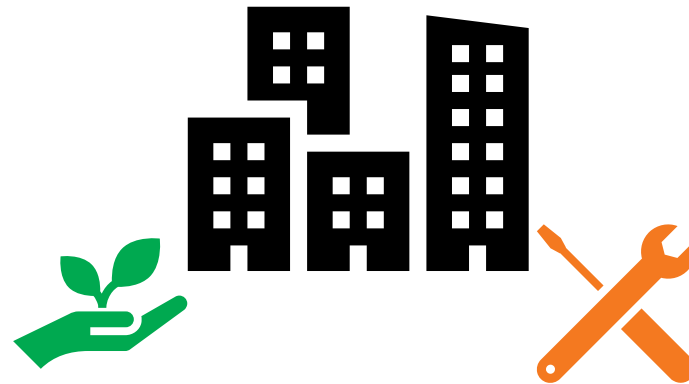
Your partner for clean energy

**A Joint Collaboration between The  
Montgomery County Green Bank and the City  
of Takoma Park**

**Utilizing two programs to provide holistic  
support to buildings from start to finish**

## What's the Program?

- Up to **\$250,000** for a property to assist them in improving their energy efficiency and move away from fossil fuels.
- The program aims to reduce the carbon emissions of buildings to address climate change and reduce the energy burden of residents.
- This grant does not have to be repaid and is intended to help small scale multifamily buildings in the City.



## Who's Eligible

- Multifamily buildings located in the City of Takoma Park
- Between 3 – 30 Units
- Has applied for the Montgomery County Green Bank Technical Assistance program
- Has no outstanding citations or legal violations.





## How Does the Program Work?

- 1 Apply to the Green Bank Technical Assistance Program and complete their intake.
- 2 Apply for the Multifamily Building Improvement Grant. Grant funding will be set aside for approved applicants
- 3 Complete the energy audit with the Montgomery County Green Bank.
- 4 Work with the Green Bank and the City to come up with a financing plan for the building and sign the grant agreement.
- 5 Begin improving your building!

# What are Green Banks?

Green Banks are mission-driven institutions that use innovative financing to accelerate the transition to clean energy and fight climate change.



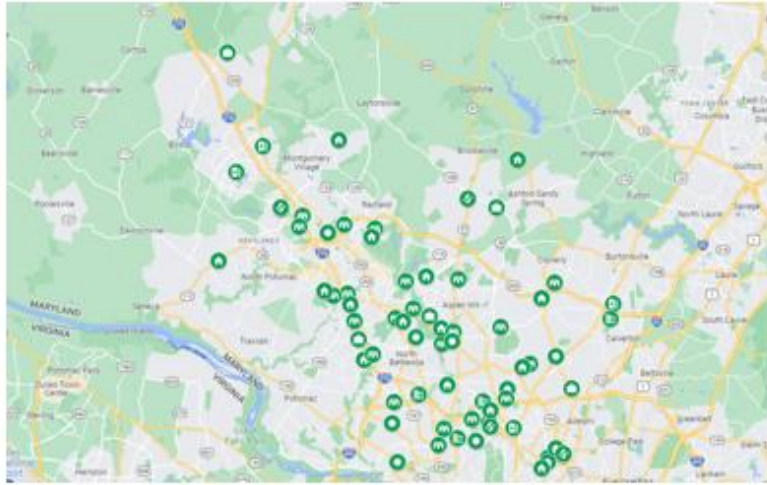
# About the Montgomery County Green Bank



- ❑ Structure: Chartered by Montgomery County. Independent, 501(c)3 non-profit corporation. 11-member board; 2 county reps.
- ❑ Initial Equity: \$18 million in capital from settlement funds from the Pepco-Exelon merger.
- ❑ Recurring Equity: 10% of county's annual energy tax goes to the Green Bank (legislation passed on 02/01/22).
- ❑ Purpose: Accelerate investment in energy efficiency and renewable energy in the county by partnering with the private sector.
- ❑ Focus: Build a more diverse, equitable, and inclusively prosperous, resilient, sustainable, and healthy community.
- ❑ Alignment: Support Montgomery County's goal to reduce its greenhouse gas emissions to 0% by 2035.
- ❑ Target: Leverage investment to attract private capital at target 4:1



# Green Bank Impacts



**5,299**

Metric Tons in Annual  
Greenhouse Gas  
Reductions

**\$32.7MM**

Million in Closed Clean  
Energy Project Value

**3,832 kW**

Of Solar Array Installed

**1,540**

Households Supported

**1,207**

Low & Moderate Income  
Households Benefitting

**1,131**

Multifamily Homes  
Supported





# Financing Programs

## COMMERCIAL

Financing solutions for **commercial property owners and businesses** to help pay for energy savings upgrades that increase net operating income (NOI), improve property values, and reduce greenhouse gas emissions.



**FINANCING SOLUTIONS FOR COMMERCIAL PROPERTY OWNERS AND BUSINESSES**

-  **CLEER**
-  **C-PACE**
-  **CSPPA**
-  **SBESS**
-  **TAILORED STRUCTURED FINANCE**

[mccgreenbank.org](http://mccgreenbank.org)

## RESIDENTIAL

We offer Montgomery County **homeowners** financing to improve their home's energy efficiency or install renewable energy systems, helping reduce energy usage and save money on electricity bills.



**FIND A SOLUTION FOR YOUR HOME WITH OUR RESIDENTIAL FINANCING PROGRAMS.**

-  **ACCESS SOLAR FINANCING**
-  **RENEWABLE ENERGY FINANCING**
-  **ENERGY EFFICIENCY FINANCING**

[mccgreenbank.org](http://mccgreenbank.org)

# Why Climate and Sustainability? (not just because of BEPS)

Replacing aging/inefficient infrastructure maintenance burden on opex and reserves.

Increasing energy efficiency and lowering risk eases opex (net cash flow).

Incentives from government and utilities drive investment costs below expected return.

New systems improve comfort and health, creating a better living environment.

Save your reserves for non-financeable, non-cash flowing projects.

# Technical Assistance Program (TAP)

- **Purpose:** Develop “business case” for energy upgrades on your commercial property and comply with County BEPS requirements
- **Eligible Property Types:** Commercial, industrial, multi-family, non-profit, government
- **Eligible Study Types:** ASHRAE Level I-III audits, targeted analyses (e.g., HVAC), feasibility studies (e.g., solar PV, EV chargers, electrification, climate resiliency), benchmarking/data verification



**COMMERCIAL PROPERTY TECHNICAL ASSISTANCE PROGRAM**  Montgomery County **GreenBank**  
Your partner for clean energy

**ABOUT THE PROGRAM**

The Montgomery County Green Bank's Technical Assistance Program helps to define the business case for energy conservation measures on commercial properties in Montgomery County. The Green Bank covers up to 100% of the cost of ASHRAE Level I, Level II, Level III/ Investment Grade Audits, and feasibility analyses.

In partnership with a prequalified contractors pool, the Green Bank launched this program to inform building improvement plans, accelerate investments in energy efficiency and renewable energy, and encourage property owner compliance with local requirements for building energy benchmarking and building energy performance standards (BEPS).

 STUDY TYPES	 PROPERTY TYPES	 HOW IT WORKS
Studies may include ASHRAE Level I, Level II, Level III/Investment Grade audits and/or targeted analyses into benchmarking, energy efficiency, renewable energy (e.g., solar PV, electrification, EV charging infrastructure, and resiliency measures).	Eligible property types include but are not limited to office, industrial, retail, hospitality, common ownership communities, multifamily rental (market rate and affordable), and nonprofit-owned properties such as faith-based and educational institutions.	We connect you with qualified service provider. The service provider provides a quote to perform the study. The Green Bank then reviews the service provider's proposal and determines an appropriate level of funding support, which may be up to 100% of the study cost.

NEED MORE INFO?  
EMAIL THE TECHNICAL ASSISTANCE PROGRAM DIRECTOR AT  
TAP@MCGREENBANK.ORG

SCAN THIS QR CODE TO VIEW OUR ONLINE  
PREQUALIFICATION FORM OR VISIT:  
[HTTPS://MCCGREENBANK.ORG/TECHNICAL-ASSISTANCE-PROGRAM-APPLICATION-FORM/](https://mccgreenbank.org/technical-assistance-program-application-form/)





# TAP Eligible Studies & Scope: Required Components for Audits and Targeted HVAC



- Follow ASHRAE 211-2018 for Level I-III/IGA, including:
  - Estimate Utility, Federal, State, County, and other incentives available for the proposed measures.
  - Estimate energy savings and energy cost savings for the improvements over current conditions.
  - Assess feasibility, cost, and benefits of electrification.
  - Describe benchmarking/BEPS compliance requirements (state & local)
  - Prepare a report. Include financial strategies to achieve the recommendations (with MCGB help as needed)
  - Deliver report to customer and Green Bank.
  - Participate in a final discussion alongside the Green Bank.

# TAP Eligible Studies & Scope: Feasibility Studies, Benchmarking & Data Verification



- Feasibility Study + Business Case:
  - Renewable energy
  - Electrification
  - Electric Vehicle Supply Equipment (EVSE)
  - Resiliency (e.g., battery storage).
- Benchmarking + Data Verification (DV)
  - First time benchmarking
  - Utility DV
  - Gross Floor Area DV



## Takoma Park Condo Property Reduces Energy Consumption by 20%

Published On: October 17, 2020

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- ◆ BOILERS
- ◆ DOMESTIC WATER HEATERS
- ◆ COGENERATION SYSTEM
- ◆ SWITCHGEAR
- ◆ OCCUPANCY-SENSING THERMOSTATS
- ◆ ULTRA-HIGH-EFFICIENCY MOTORS TO SYSTEM PUMPS
- ◆ EV CHARGER

Total Cost for Project	\$1,500,000
Green Bank CLEER Program Loan with Sandy Spring Bank	\$837,000
Green Bank Bridge Loan with City First Enterprises	\$200,000
Maryland Energy Administration CHP Grant	\$75,000
EmPOWER Maryland Incentives from Pepco	\$175,000
Condominium Reserves	\$213,000

# The Application

Open Now! [Scan the QR Code](#) →

You'll need to provide a point of contact, building information, and answer some questions about how much money you have available to spend on improvements

Staff will review applications on a bi-weekly basis and if you are approved, you will receive a Preliminary Approval Letter.

Some Criteria Staff will Consider:

- Unit Mixture
- Utility Type/Cost Attribution
- Ownership Type
- Readiness/Good Standing







## Eligible Projects

1. Replacing natural gas, propane, or heating oil equipment and appliances with electric or non-fossil-fuel based alternatives.
2. Installation of EnergyStar Certified high efficiency systems, including:
  - Heating and cooling (HVAC)
  - Heat pumps
  - Heat pump water heaters
  - Electric dryers
  - Induction and electric cooktops or convection ovens
3. Weatherization and envelope improvements, including:
  - Insulation
  - Air sealing
  - Window improvements/replacements
  - Electric vehicle chargers
  - Geothermal heating and cooling
  - On-site community solar
  - Electric panel upgrades
  - Building controls
  - Energy storage

## The Grant Award

The award amount will be determined based on the projects identified in the energy audit.

The City may cover up to **70%** of the project(s) cost with a maximum award of **\$250,000 per property**

A grant agreement will be drafted and have to be approved and signed before you can begin work. You can get 30% of the award upfront as an advance. Payments after can be either directly to the contractor or can be a reimbursement.

You will need to expend the funds before **June 30<sup>th</sup>, 2026**. It is important to keep in touch with City Staff if you experience any delays or setbacks.





## **Frequently Asked Questions**

### **How do I find a contractor?**

The Montgomery County Green Bank has a list of qualified contractors who can implement your projects.

### **If I received a grant from the City in the past, can I still apply?**

Yes, you may apply, however, if you were unable to complete your project be prepared to answer questions about your readiness to successfully participate in the program.

### **Is the application only online this year?**

Yes, if you have issues submitting an online application, please reach out to the City via the program manager, Devin McNally (301-891-7222, [devinm@takomaparkmd.gov](mailto:devinm@takomaparkmd.gov)).

### **Can I use part of this money for solar? Or EV charging?**

Funding will be determined based on the energy audit you do with the Green Bank. This could include the installation of solar panels. At this time, the City has not included EV charging as an eligible project.

### **I don't have a lot of cash to use as a match. Can I still apply?**

Yes! While the City requires landlords to bring some money to the table, the intention is to provide a strong incentive to begin the process of implementing green improvements.



## Technical Assistance Resources

### Funding Resources:

- MHP Cost Share Program- <https://mhpartners.org/>
- Maryland Energy Administration- various Business Incentives (grants and loans): <https://energy.maryland.gov/business/Pages/incentives.aspx>
- Various CDFIs (Community Development Finance Institutions): <https://www.cdfi.org/wp-content/uploads/2015/03/Maryland.pdf>

### Technical Assistance:

- Maryland SBDC (Small Business Development Center): <https://www.marylandsbdc.org/>
- Montgomery County Economic Development Cooperation: <https://thinkmoco.com/choose/support-resources>

### Energy Information:

- Montgomery County Energy Connection: <https://montgomeryenergyconnection.org/>
- Green-e certified green power options: <https://www.green-e.org/certified-resources>
- Solar United Neighbors (SUN): <https://www.solarunitedneighbors.org/>
- EnergySage: <https://www.energysage.com/p/MontgomeryDEP/>
- MD Electric Choice: <https://www.mdelectricchoice.com/>

# Questions? Reach out to us!



## **MFBIG**

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CITY OF TAKOMA PARK



★ MARYLAND ★