

Using PRIs to Build Sustainable Communities

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Eden Housing Inc.

- Large Regional Non-Profit Housing Developer
- Strong Balance Sheet over \$7M in Cash Balances
- Nearly 5000 units owned or under management

Goals and Mission

- Organization goal to ensure sustainability of portfolio by reducing operating costs and utility consumption by 30%
- Goal to increase resident services and education to entire portfolio
- Synergy with our Mission to build and manage high-quality, service enhanced, affordable housing communities

Solar Retrofit Program

- 26 Properties-All in stabilized operations
- 1MW System
- Primarily Common Area Electricity
- Projects currently financed through a variety of sources including HUD, tax credit, State and Local funding programs

Financial Feasibility

- Completed energy audits at 100% of existing portfolio. Identified over \$750K annual savings
- Identified energy conservation measures for each property including water, recycling and electricity
- Start with the quick fixes-Lighting, controlling hot water heaters and landscape watering
- Solar Improvements required capital investment that exceeded existing property reserves

Sources and Uses

Sources		
MASH Rebate (PG&E)		\$3,334,320
Investment Tax Credit		2,096,580
Gap		1,401,930
- Financed	500,000	
- Property Reserves	901,930	
Total Sources		\$6,832,830
Uses		
1.263 megawatt of Common Area Solar		\$6,832,830
Total Uses		\$6,832,830

Using PRI to Fund Project

- Property can use the energy savings to fund the improvements but did not have adequate capital to fund upfront
- Needed flexible capital to work within the unique and complicated financing structure of each property
- PRI terms- 10 year fully amortizing debt, unsecured, 5% interest rate, minimal fees

Measuring Success

- Launched our corporate focus on Green Building
- Measure the energy savings net of all expenses
- Measuring the reduction in consumption
- Measuring the training programs implemented
- Started informal discussion and action