TODAY’S PRESENTATION

• Overview of pilots
• Brief description and status of each
• Lessons learned and open questions
<table>
<thead>
<tr>
<th>Building Type</th>
<th>#1 Anhalt Apartments</th>
<th>#2 Deep Retrofit RFP</th>
<th>#3 Bullitt Center</th>
<th>#4 Pacific Tower</th>
<th>#5 Virtual Audits RFP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>Existing – substantial alteration</td>
<td>Existing</td>
<td>New construction</td>
<td>Existing – substantial alteration</td>
<td>Existing</td>
</tr>
</tbody>
</table>
| SCL Goals     | • Encourage performance path  
• Engage occupants  
• Assess sub-metering | • Encourage deep retrofits  
• Bundle measures  
• Maintain savings  
• Assess M&V tools | • Support net-zero energy  
• Assess M&V tools  
• Assess financing mechanism | • Encourage performance path  
• Bundle measures  
• Engage occupants  
• Maintain savings | • Assess delivery mechanism  
• Assess M&V tools  
• Assess financing mechanism |
| Baseline      | • Fixed  
• Modeled, normalized | • Fixed  
• Existing use, normalized | • Fixed  
• Modeled, normalized | • Target EUI is 120% of reference model | • Existing interval use data, normalized |
| Incentive Rate| $0.35/kWh | • User proposed  
$0.08-$0.22/kWh per year | $0.025/kWh | • $0.24 to $0.84/kWh per 3% reduction beyond target  
• $.03/kWh per years 4 to 6 | TBD |
| Contract Structure | Standard 2-yr agreement with 2 partial payments, 50% of estimate at completion, remainder after 1yr occupancy | City ordinance for 3-yr agreement, with 3 partial payments | City ordinance for 20-yr agreement, with 3 year pilot. Payments made bi-monthly. | Standard 2-yr agreement for full potential. Payment made at year 1, new agreement for year 2. | Anticipate standard 2-yr agreement. |
#1 – ANHALT APARTMENTS

- Renovation of historic building
  - Trinity Real Estate
  - Preservation Green Lab and City of Seattle demonstration project

- Addition of new building on empty side lot

- 39 Units; 29,848 sf

- Pilot for “outcome-based” energy code compliance
  - Baseline  EUI = 44.8 kBtu/sf
  - Proposed  EUI = 40.1 kBtu/sf
  - Goal = 9% below SEC
#1 – ANHALT APARTMENTS

- **Above-code measures**
  - Increased insulation, efficient appliances and showers, ERVs, efficient whole-house fans
  - Sub-meters with web-based interface for tenant engagement

- **Status**
  - Fully leased Nov 2015
    - First incentive paid for prescriptive measures
    - Start of performance period
  - Performance period ends Nov 2016
  - Savings analysis pending
#2 – DEEP RETROFIT RFP

- Existing buildings with “shovel ready” projects
- Released RFP in 2013
  - Large commercial office space
  - Three-year performance scope
  - Mix of measures; capital, O&M and behavior
  - Allowed proposals to “bid in” incentive
#2 – DEEP RETROFIT RFP

• Three buildings selected, a balance of
  o Existing building efficiency
  o Building size
  o Proposed measures

• Three providers

• Three M&V packages