

Project/Performance Site Location(s)

Project/Performance Site Primary Location I am submitting an application as an individual, and not on behalf of a company, state, local or tribal government, academia, or other type of organization.

Organization Name:

DUNS Number:

* Street1:

Street2:

* City: County:

* State:

Province:

* Country:

* ZIP / Postal Code: * Project/ Performance Site Congressional District:

Project/Performance Site Location 1 I am submitting an application as an individual, and not on behalf of a company, state, local or tribal government, academia, or other type of organization.

Organization Name:

DUNS Number:

* Street1:

Street2:

* City: County:

* State:

Province:

* Country:

* ZIP / Postal Code: * Project/ Performance Site Congressional District:

Project/Performance Site Location 2 I am submitting an application as an individual, and not on behalf of a company, state, local or tribal government, academia, or other type of organization.

Organization Name:

DUNS Number:

* Street1:

Street2:

* City: County:

* State:

Province:

* Country:

* ZIP / Postal Code: * Project/ Performance Site Congressional District:

Project/Performance Site Location(s)

Project/Performance Site Location 3

I am submitting an application as an individual, and not on behalf of a company, state, local or tribal government, academia, or other type of organization.

Organization Name:

DUNS Number:

* Street1:

Street2:

* City: County:

* State:

Province:

* Country:

* ZIP / Postal Code: * Project/ Performance Site Congressional District:

Project/Performance Site Location 4

I am submitting an application as an individual, and not on behalf of a company, state, local or tribal government, academia, or other type of organization.

Organization Name:

DUNS Number:

* Street1:

Street2:

* City: County:

* State:

Province:

* Country:

* ZIP / Postal Code: * Project/ Performance Site Congressional District:

Project/Performance Site Location 5

I am submitting an application as an individual, and not on behalf of a company, state, local or tribal government, academia, or other type of organization.

Organization Name:

DUNS Number:

* Street1:

Street2:

* City: County:

* State:

Province:

* Country:

* ZIP / Postal Code: * Project/ Performance Site Congressional District:

Project/Performance Site Location(s)

Project/Performance Site Location a

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* ZIP / Postal Code: * Project/ Performance Site Congressional District:

Project/Performance Site Location 7

I am submitting an application as an individual, and not on behalf of a company, state, local or tribal government, academia, or other type of organization.

Organization Name:

DUNS Number:

* Street1:

Street2:

* City: County:

* State:

Province:

* Country:

* ZIP / Postal Code: * Project/ Performance Site Congressional District:

Application for Federal Assistance SF-424

Version 02

* 1. Type of Submission:		* 2. Type of Application:		* If Revision, select appropriate letter(s):	
<input type="checkbox"/> Preapplication		<input checked="" type="checkbox"/> New		<input type="text"/>	
<input checked="" type="checkbox"/> Application		<input type="checkbox"/> Continuation		* Other (Specify)	
<input type="checkbox"/> Changed/Corrected Application		<input type="checkbox"/> Revision		<input type="text"/>	
* 3. Date Received:		4. Applicant Identifier:			
<input type="text" value="12/14/2009"/>		<input type="text"/>			
5a. Federal Entity Identifier:			* 5b. Federal Award Identifier:		
<input type="text"/>			<input type="text"/>		
State Use Only:					
6. Date Received by State:		7. State Application Identifier:			
<input type="text"/>		<input type="text"/>			
8. APPLICANT INFORMATION:					
* a. Legal Name: <input type="text" value="City of Philadelphia"/>					
* b. Employer/Taxpayer Identification Number (EIN/TIN):			* c. Organizational DUNS:		
<input type="text" value="236003047"/>			<input type="text" value="780873782"/>		
* d. Address:					
* Street1:	<input type="text" value="1401 JFK Blvd."/>				
Street2:	<input type="text" value="Suite 1000"/>				
* City:	<input type="text" value="Philadelphia"/>				
County:	<input type="text"/>				
* State:	<input type="text" value="PA: Pennsylvania"/>				
Province:	<input type="text"/>				
* Country:	<input type="text" value="USA: UNITED STATES"/>				
* Zip / Postal Code:	<input type="text" value="19102-1639"/>				
* e. Organizational Unit:					
Department Name:			Division Name:		
<input type="text"/>			<input type="text"/>		
* f. Name and contact information of person to be contacted on matters involving this application:					
Prefix:	<input type="text" value="Ms."/>	* First Name:	<input type="text" value="Katherine"/>		
Middle Name:	<input type="text" value="Lorene"/>				
* Last Name:	<input type="text" value="Gajewski"/>				
Suffix:	<input type="text"/>				
Title:	<input type="text" value="Director of Sustainability"/>				
Organizational Affiliation:					
<input type="text" value="Office of the Mayor, City of Philadelphia"/>					
* Telephone Number:	<input type="text" value="215-686-4471"/>	Fax Number:	<input type="text" value="215-686-4477"/>		
* Email:	<input type="text" value="Katherine.Gajewski@phila.gov"/>				

Application for Federal Assistance SF-424

Version 02

9. Type of Applicant 1: Select Applicant Type:

C: City or Township Government

Type of Applicant 2: Select Applicant Type:

Type of Applicant 3: Select Applicant Type:

*** Other (specify):**

*** 10. Name of Federal Agency:**

Environmental Management Consolidated Business Cen

11. Catalog of Federal Domestic Assistance Number:

81.128

CFDA Title:

Energy Efficiency & Conservation Block Grant Program

*** 12. Funding Opportunity Number:**

DE-FOA-0000148

*** Title:**

Recovery Act: Energy Efficiency and Conservation Block Grants: Competitive Solicitation: Retrofit Ramp-up and General Innovation Fund Programs

13. Competition Identification Number:

Title:

14. Areas Affected by Project (Cities, Counties, States, etc.):

Bucks County, Pennsylvania
Chester County, Pennsylvania
Delaware County, Pennsylvania
Montgomery County, Pennsylvania
Philadelphia County, Pennsylvania

*** 15. Descriptive Title of Applicant's Project:**

Application by the City of Philadelphia on behalf of the five-county region: Transforming the High Performance Building Market in Southeast Pennsylvania

Attach supporting documents as specified in agency instructions.

Add Attachments

Delete Attachments

View Attachments

Application for Federal Assistance SF-424

Version 02

16. Congressional Districts Of:

* a. Applicant PA-001

* b. Program/Project PA-001

Attach an additional list of Program/Project Congressional Districts if needed.

PHILADELPH - Site Locations.

Add Attachment

Delete Attachment

View Attachment

17. Proposed Project:

* a. Start Date: 06/01/2010

* b. End Date: 05/01/2013

18. Estimated Funding (\$):

* a. Federal	59,435,927.00
* b. Applicant	0.00
* c. State	0.00
* d. Local	0.00
* e. Other	226,172,499.00
* f. Program Income	0.00
* g. TOTAL	285,608,426.00

* 19. Is Application Subject to Review By State Under Executive Order 12372 Process?

 a. This application was made available to the State under the Executive Order 12372 Process for review on b. Program is subject to E.O. 12372 but has not been selected by the State for review. c. Program is not covered by E.O. 12372.

* 20. Is the Applicant Delinquent On Any Federal Debt? (If "Yes", provide explanation.)

 Yes No

Explanation

21. *By signing this application, I certify (1) to the statements contained in the list of certifications** and (2) that the statements herein are true, complete and accurate to the best of my knowledge. I also provide the required assurances** and agree to comply with any resulting terms if I accept an award. I am aware that any false, fictitious, or fraudulent statements or claims may subject me to criminal, civil, or administrative penalties. (U.S. Code, Title 218, Section 1001)

 ** I AGREE

** The list of certifications and assurances, or an internet site where you may obtain this list, is contained in the announcement or agency specific instructions.

Authorized Representative:

Prefix: Ms. * First Name: Katherine

Middle Name: Lorene

* Last Name: Gajewski

Suffix:

* Title: Director of Sustainability

* Telephone Number: 215-686-4471 Fax Number: 215-686-4477

* Email: Katherine.Gajewski@phila.gov

* Signature of Authorized Representative: Katherine Gajewski * Date Signed: 12/14/2009

Application for Federal Assistance SF-424

Version 02

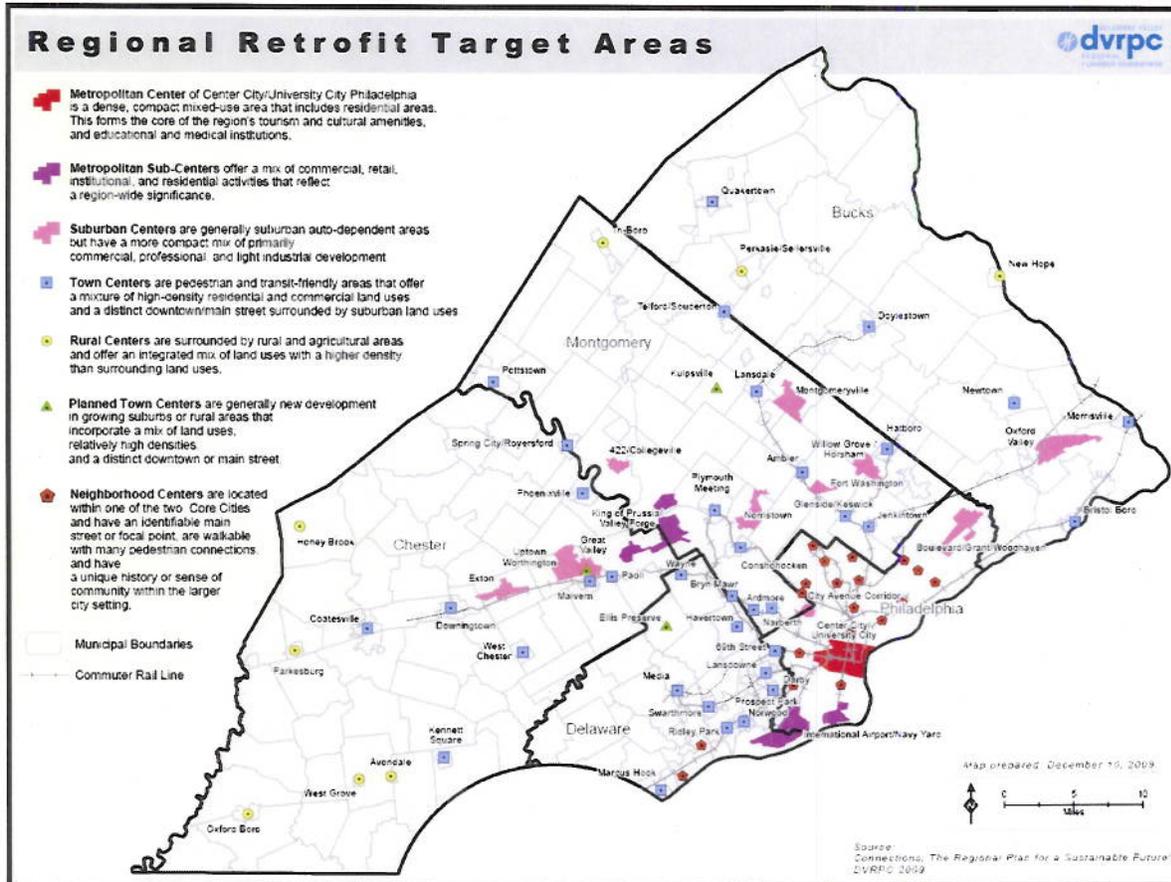
*** Applicant Federal Debt Delinquency Explanation**

The following field should contain an explanation if the Applicant organization is delinquent on any Federal Debt. Maximum number of characters that can be entered is 4,000. Try and avoid extra spaces and carriage returns to maximize the availability of space.

**Project Energy Smart:
Transforming the High Performance Building Retrofit Market in Southeastern Pennsylvania**

Application for Federal Assistance

U.S. Department of Energy
Office of Energy Efficiency and Renewable Energy
**Energy Efficiency and Conservation Block Grants:
Competitive Solicitation: Retrofit Ramp-up Program**
Funding Opportunity Announcement Number: DE-FOA-0000148
CFDA Number: 81.128 Energy Efficiency and Conservation Block Grant



**Project Energy Smart Greater Philadelphia
Transforming the Regional Building Energy Efficiency Market**

City of Philadelphia (Lead)

Metropolitan Caucus (Bucks, Chester, Delaware, Montgomery and Philadelphia Counties)

AFC First Financial/The Keystone HELP Program

Ben Franklin Technology Partners

Delaware Valley Regional Planning Commission

Energy Coordinating Agency

Pennsylvania Housing Finance Agency

Philadelphia Industrial Development Corporation

The Reinvestment Fund

December 14, 2009

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Project Energy Smart, the Greater Philadelphia Region’s proposed building energy efficiency initiative, will create approximately 3,000 jobs, save approximately 14 million BTUs of energy, and avoid approximately one million metric tons of carbon emissions.¹ At the same time, it will fundamentally transform the regional energy efficiency retrofit market to make it both significantly larger and self-sustaining over time. The initiative is designed to hit the ground running. It would rapidly scale up a trio of proven programs that not only have existing processes for delivering deep retrofits, but projects in the pipeline that would allow funding to begin to flow within weeks of startup. Its innovation lies in establishing powerful new links between those expanded retrofit programs and private capital pools, small business growth, workforce development, and the emergence of an energy efficiency technology sector.

Creating these links is not costly; the vast majority of the funds requested would go to retrofits themselves and not into making these connections. It would be impossible, however, to quickly forge new relationships without a sudden and massive growth in the resources available for retrofits to bring these varied actors to the table.

In short, Project Energy Smart (PES) provides for the rapid creation of a comprehensive regional energy efficiency ecosystem that is indeed smarter – a symbiotic cluster of partners working together to drive a retrofit market in ways that would take years to develop without this coordinated capital injection.

1.0 PROJECT OBJECTIVES

The most reliable, largest-scale, and most financially and operationally sustainable approach to the expansion of deep building energy retrofits is the creation of a robust private retrofit market. The creation of – or, perhaps more accurately, the rapid acceleration of – such a market in the Greater Philadelphia Region is both the orienting strategy underpinning this application and the overarching objective from which all others are drawn.

A “robust private market” for retrofits holds the potential to grow far larger than any program based purely on public resources. In 2007 Americans were already spending \$52 billion on energy efficiency-related improvements to their homes – about five times the total federal funding for retrofits in the American Recovery and Reinvestment Act (ARRA). If efforts to build private capacity in the energy retrofit market can grow by just a few percent, it could add capacity equivalent to a new ARRA every single year, even before commercial and other building classes are considered.²

To this end, PES takes an approach to “market transformation” that is not only geographic but also sectoral. That is, it approaches market transformation as a matter of building self-sustaining capacity in the retrofit market over the long-term. It attempts to create growth in both:

1. The factors driving supply in the building energy retrofit market: **firms and labor**, and
2. The factors driving demand in the building energy retrofit market: **quality information about the value of retrofits and readily available, affordable financing to cover the up-front costs**

These components of the retrofit market operate on a regional level – banks have regional markets, construction firms and auditors operate regionwide, and all these firms draw on regional labor pools – and so this application proposes investment on a regional scale. Recognizing, however, that if funding is spread over too wide an area its impact may be dampened, PES targets funds on geographic areas within the region that are “naturally sustainable” – that hew to the overarching ambition of the EECBG program to save energy by being densely developed, walkable, and transit accessible.

This application benefits from the extensive work done by the two regional institutions:

¹ Estimates are based on the three year program period, and were calculated using the EECBG Estimated Benefits Calculator provided to the City of Philadelphia during its EECBG formula grant application process.

² “The Remodeling Market in Transition,” Joint Center for Housing Studies of Harvard University: http://www.jchs.harvard.edu/publications/remodeling/remodeling2009/r09-1_5_growth_markets.pdf

First, the Metropolitan Caucus – a coalition of senior public executives from Philadelphia, Bucks County, Chester County, Delaware County, and Montgomery County – identified this grant as a potential opportunity for transforming a regional market, and has committed the institutional support of the respective county governments to the promotion and execution of the program. In this way, there is a baseline of support for the program across the region that will be critical to its success.

Second, the region's long-range plan *Connections: The Regional Plan for a Sustainable Future* designates a set of "regional centers" for focusing future development.³ These centers, unanimously adopted by the applicant counties in July 2009, were selected because they are the areas where these kinds of naturally sustainable neighborhoods exist (see map on application cover). *Connections* was developed by the Delaware Valley Regional Planning Commission, the region's federally-designated Metropolitan Planning Organization, on whose board all the applicant counties sit. EECBG funding would be prioritized to go first to projects within these "regional centers," as well as other dense downtown areas, college, corporate, and commercial campuses, and neighborhoods particularly accessible by public transit. In this way, PES will impact larger percentages of buildings within target areas while maximizing the interconnections between financing, firms, and labor across the region.

Working from these sectoral and geographic perspectives PES has set ambitious goals:

- Maximize Energy Savings and Greenhouse Gas Reduction: Save over 14 million BTUs of energy, and avoid over one million metric tons of carbon emissions (MtCO₂e) over the three years of the grant performance period, and establish a framework for continuing savings over the long term.
- Create Jobs: PES will create or retain over 3,000 jobs over the performance period, and will actively connect those workers to training opportunities to increase the overall quality of the regional workforce.
- Grow Businesses: Increase the number and quality of firms that sell energy efficiency retrofits as part of their core business (auditing firms and construction firms).
 - Currently, there are approximately 400 contractors certified by the State of Pennsylvania to do work for its home energy efficiency program. We anticipate increasing that number by at least 50%.
 - Currently, there are 105 Building Performance Institute (BPI) certified energy auditors in the region. We anticipate increasing that number by at least 25%.
- Expand Access to Capital: By leveraging public and private sources, PES will expand the capital available for retrofits in the region by over \$225 million over the performance period – achieving approximately 4:1 leverage on EECBG investment.
- Change Private Lenders' Underwriting Criteria for Energy Efficiency Lending Products: Currently, many private lenders hesitate to consider energy efficiency as a cash flow generator when calculating the risk involved in making unsecured loans. This hesitation undermines banks' willingness to make loans for energy efficiency improvements and keeps the most important source of capital for efficiency improvements on the sidelines. PES will create partnerships that offer banks low-risk opportunities to participate in high-quality energy efficiency retrofit loans. Through these partnerships, banks will have access to the loan performance data they need to establish firmer underwriting criteria for energy efficiency, increasing their willingness to lend based on projected energy efficiency savings. **Already, two major lenders – Citizens Bank and PNC Bank, with over \$400 billion in combined assets – have agreed to explore opportunities for partnership lending, and additional private partners will be recruited as the initiative moves forward.**

³ "Connections: The Regional Plan for a Sustainable Future," Delaware Valley Regional Planning Commission, <http://www.dvrpc.org/Connections/>

- Leverage other Regional ARRA Energy Efficiency Sector Investments: The region is currently home to significant public investment in building energy efficiency, including over \$60 million Weatherization Assistance Program (WAP) and EECBG formula funds and over \$14 million in worker training funds. By serving a connecting role among projects, firms, and labor in the retrofit market, PES will increase the efficiency and effectiveness with which these funds operate.

1.1 Delivery Mechanisms

To achieve these objectives, PES will strengthen and build on a core of three (3) delivery mechanisms – existing partnerships with highly functional operations and proven track records of delivering energy efficiency retrofits. Each program will be rapidly scaled and modified to improve on already impressive track records.

The three core delivery mechanisms are:

- The Greenworks Fund
 - *Program Description:* A partnership between the City’s economic development agency, the Philadelphia Industrial Development Corporation (PIDC), and the non-profit lender The Reinvestment Fund (TRF), the Greenworks Fund is dedicated to funding building energy efficiency improvements in commercial, industrial, institutional, and public buildings.
 - *Planned Upgrade:* If it receives an EECBG award, the Fund would use this flexible source of capital to enter in to partnership loans with private banking partners, creating a low-risk vehicle for banks to enter into the energy efficiency market and expanding the total capital available for retrofits. Two major private lenders have already agreed to explore such a partnership, and several more are being recruited.
- Keystone HELP with Home Performance with Energy Star
 - *Program Description:* A well-recognized national model in delivering single family home energy efficiency retrofits, Keystone HELP is a Pennsylvania Department of Environmental Protection (PADEP) partnership with the bank AFC Financial that utilizes certified contractors as marketing agents for easy-to-access, low-cost loans for home energy efficiency. **Keystone is also an ideal partner for the recently announced Home Star program. Keystone can provide quick, inexpensive capital to homeowners who need assistance with up-front renovation costs, allowing them to repay their loans quickly out of their Home Star tax rebates. In this way, Keystone can dramatically increase the number of people in the region who will be able to take advantage of Home Star.**
 - *Planned Upgrade:* Keystone HELP will undergo two upgrades with EECBG funding, one to expand capital availability and one to improve retrofit performance:
 - *Expanding Available Capital:* The program will be scaled up by creating a reserve fund to buy down interest rates on loans, making them more accessible to consumers. AFC First will also use EECBG funds to create loan-loss reserves that allow it to sell its existing portfolio of performing Keystone loans into a secondary market and/or to incent regional banks to create a new capital pool for the program. To support and enhance this expansion, Keystone HELP will conduct extensive outreach to draw more construction firms into the program.
 - *Improving Performance:* Keystone HELP will also partner with Southeastern Pennsylvania’s “Home Performance with Energy Star” (HPwES) compliance manager, the Energy Coordinating Agency, to drive increased utilization of this comprehensive standard for performing retrofits. The partnership with HPwES will be critical. Many homeowners decide that they do not need a Keystone loan to undertake retrofits, and currently those

customers go without the systematic audits and performance tracking that make retrofits most effective. By introducing HPwES to the region for Keystone projects and beyond, PES will ensure that every retrofit maximizes energy and cost savings.

- Preservation through Smart Rehabilitation (Smart Rehab):
 - *Program Description:* Smart Rehab is a program of the Pennsylvania Housing Finance Agency that provides deep energy retrofits for multifamily housing units. It serves affordable housing, but can facilitate market rate multifamily retrofits as well.
 - *Planned Upgrade:* Currently, Smart Rehab is a single-source matching-grant program, limiting its size and the range of projects it can fund. If it receives EECBG funds, it will begin leveraging its existing grant funds with loans from the Greenworks fund and other payback mechanisms, like rebates from local utility rebate programs for efficiency investments. This will make the Smart Rehab fund viable for a longer period of time and expand the range of its investments.

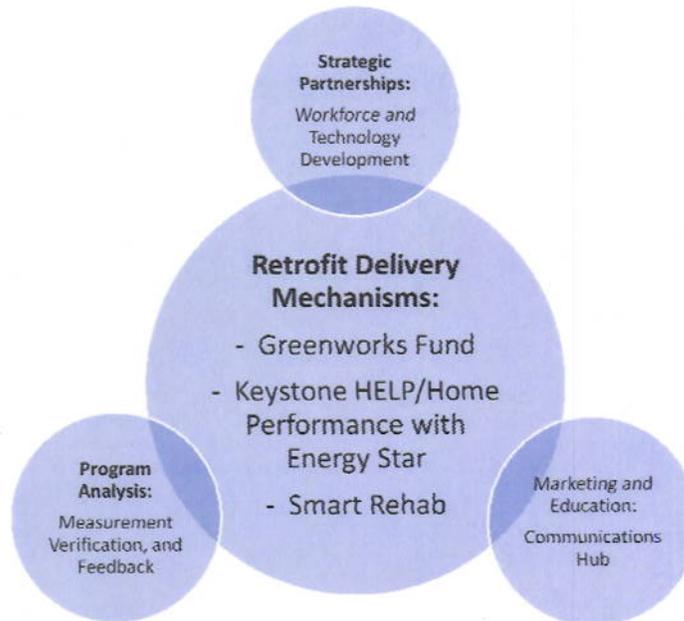
This core of delivery mechanisms would in turn be supported by a range of secondary programs to help ensure that the investments truly “move the dial” on the market transformation objectives outlined above.

These supporting programs include:

- A One Stop Information Hub and Coordinated Marketing/Education Campaign: EECBG funds will be used to create a new entity – a one stop Information Hub for building owners – on how to achieve maximum energy savings with deep retrofits, how to access financing, and how to measure gains. Coordinated with this Hub will be an aggressive marketing campaign, with diverse audiences reflecting the different kinds of building owners (single family home, multifamily home, commercial) served by the delivery mechanisms above. The marketing effort would leverage resources of partners to achieve maximum market penetration. For example, advertising space in the regional transit system might be tapped to drive traffic to the Hub and make people aware of the benefits of energy retrofits.
- Program Assessment and Feedback Mechanisms: A suite of measurement, verification, and analytical tools will be deployed across the three delivery mechanisms above. Energy savings will be tracked along with financial performance and operational/program delivery metrics. Regular reports will be issued to allow managers at each program to assess performance and make adjustments. Additionally, charettes and small conferences will be convened to share data and add value to ongoing regional and national conversations around energy efficiency retrofits, financing, and delivery mechanisms.
- Strategic Partnerships: A series of “strategic partnerships” will link the delivery mechanisms above to the market actors that drive supply and demand.
 - *Workforce Training Programs:* The Philadelphia region is home to a rich network of training programs focused on ensuring that workers have the skills to provide high quality building retrofits. Funding for retrofits will be prioritized in favor of projects that utilize these programs to ensure that workers are getting the latest training. Particular consideration will be given for projects that partner with workforce programs that support unemployed workers, veterans, minorities, women, or other populations that face particular barriers to entry into the construction trades.
 - *High Performance Building Energy Technology Market Development Programs:* Joining with the Ben Franklin Technology Partners of Southeastern Pennsylvania (BFTP) a nationally respected regional technology-based economic development organization that seeds new technology partnerships and enterprises; is responsible for the development of the Commonwealth’s Alternative Energy Development Program in the region; and has developed special expertise in high performance building technology, PES will establish systems for linking funded projects with the

latest energy saving technologies. In this way, PES will both improve the performance of retrofits under the program and provide a ready market for high performance building technologies in the region – setting the stage for development of a robust cluster of efficiency product suppliers in the five-county area.

Project Energy Smart Program Design



2.0 MERIT REVIEW CRITERIA

2.1 Leveraging and Sustainability

This application takes a varied approach to leveraging and sustainability, utilizing different tools across its three delivery mechanisms to maximize impact. The strategies are thus detailed according to the delivery mechanism through which they will be implemented.

2.11 Greenworks Loan Fund

The Greenworks Loan Fund will attain over \$117 million in leverage through the following strategies:

Available Leverage: These are leverage funds that are available now and whose impact on EECBG-funded projects can be reasonably approximated. These funds are reflected in the program budget.

- *Existing Greenworks Loan Fund:* PIDC and TRF will pool any EECBG funds with their existing Greenworks loan fund capital, valued at \$9 million.
- *New Markets Tax Credits (NMTC):* PIDC and TRF anticipate significant interest in loan funds from supermarkets, charter schools, and private, mixed-use development projects eligible for New Markets Tax Credits (NMTC). The two organizations will reserve a combined total of \$54 million of their NMTCs for blending with EECBG-funded projects.
- *HUD Section 108:* PIDC holds a large allocation of “HUD Section 108” loan funds that can be used for a variety of redevelopment projects, and will apply up to \$10 million of those funds to projects utilizing EECBG funds for energy efficiency retrofit work.

- *Regional Capital Assistance Program (RCAP):* The RCAP is a flexible pool of state funding for redevelopment projects. PIDC is the designated administrator for RCAP projects in Philadelphia and expects that up to \$5 million in RCAP funds can be blended with EECBG funds.
- *Utility Rebates:* Both the region's largest utility (PECO) and the Philadelphia Gas Works (Philadelphia's gas supplier) have developed sophisticated rebate programs to reduce the cost of energy efficiency retrofits for building owners. PECO's program has already been approved by the PA Public Utility Commission and PGW's program has been submitted and is pending approval. Through PA Act 129 programs, PECO Energy will be investing \$85 million a year for the next four years in electricity conservation across all customer classes – an estimated average of \$6,400 per large project. If and when PGW's proposal is passed the combined value of their programs is estimated to be worth \$96 million annually to projects like those funded through PES. Funds under these programs will be available to leverage with PES funds, subject to regulatory requirements.
- *ESCO Guaranteed Energy Savings Act (GESA) Program:* Pennsylvania's ESCO GESA program offers a simplified process and up-front capital for ESCO investment into municipally or institutionally owned buildings. GESA's administrators at PADEP have agreed to blend their financing with EEBG funds for eligible projects. Based on the current pipeline of regional projects, GESA already has up to \$34 million in capital available.
- *Clinton Climate Initiative (C40) Discounts:* As a CCI C-40 City, Philadelphia and its partners have access to bulk purchasing discounts from suppliers of building retrofit technology worldwide. CCI estimates that the value of these discounts could range from 4% to 45% of total costs for EECBG-funded projects – a midrange 20% estimate, or roughly \$5 million is used here.

Potential Leverage: These are leverage sources that are likely to flow to EECBG funded projects, but whose value is difficult to calculate in advance. These funds are not accounted for in the program budget.

- *Partnership Lending:* PIDC and TRF expect to seek at least \$10 million partnerships with private lenders. The two public/non-profit institutions will identify high quality energy efficiency loans, present them to private lending partners, and volunteer to take a "first loss" position in those loans, dramatically reducing risk and enabling private capital to invest where they otherwise might not. This will be the main vehicle to help change bank underwriting criteria.

Greenworks Fund Leverage and Sustainability Overview

Strategy	Status	Funds Leveraged	Sustainability Impact and other Notes
Greenworks Loan Fund	Available	\$9 million	Loans are anticipated to turn a profit, creating a virtually permanent source of capital.
NMTC	Available	\$54 million	NMTC funds are a renewable source; learning to blend these funds with energy efficiency funds creates a replicable model for investment.
HUD Section 108	Available	\$10 million	HUD Section 108 funds are a renewable source; learning to blend these funds with energy efficiency funds creates a replicable model for investment.
RCAP	Available	\$5 million	RCAP funds are a renewable source; learning to blend these funds with energy efficiency funds creates a replicable model for investment.
Utility Rebates	Available	\$300,000	Allows for more rapid revolve of funds.
CCI Discounts	Available	\$1.5-13.5 million	Cuts cost of retrofits, allowing more buyers

			to enter market.
GESA	Available	\$34 million	GESA program revolves funds, allows for continued investing after program period.
Partnership Lending	Potential	\$10 million	Potentially the most significant sustainability strategy in the application. Two

2.12 Keystone HELP and Home Performance with Energy Star

Keystone HELP will attain over \$100 million in leverage through the following strategies:

Available Leverage: These are leverage funds that are available now and whose impact on EECBG-funded projects can be reasonably approximated. These funds are reflected in the program budget.

- *Buy Down Interest Rates:* Keystone HELP has demonstrated that reducing interest rates dramatically drives up participation in its retrofit program. For a \$2.8 million investment of EECBG funds, rates for \$30 million in Keystone HELP loans can be reduced by 50% or more.
- *Loan Loss Reserves:* AFC is currently in negotiations with the PA Treasury Department and private lenders to establish new sources of private capital that would allow the program to grow quickly. Both of these approaches would net the program approximately \$30 million in additional capital; however, both would require access to up-front capital for loan loss reserves:
 - *Loan Loss Reserve for Secondary Market:* AFC First currently holds approximately \$30 million in performing loans on its books. A sale of those loans to a secondary market would immediately recapitalize the fund and allow lending to proceed rapidly at a large scale. A loss reserve is required to make this new type of transaction safer for investors.
 - *Loan Loss Reserve for New Affordable Capital:* An alternative loan loss reserve could be established to allow AFC First to entice private lenders to inject capital into the HELP program. Based on AFC's attained leverage ratio in its first capitalization effort, it is anticipated that this second capital infusion will provide leverage of between 5:1 and 10:1, creating a new pool of up to \$30 million.
- *Owner Contributions:* ECA's early experience as a HPwES administrator suggests that between 50% and 75% of customers who learn about and decide to participate in HPwES do so without financing. As HPwES is scaled up under PES, the number of customers introduced to the program will rise, and so will the number of homeowners bringing their own capital to the program – approximately \$27.5 million worth over the course of the performance period, based on an expectation that approximately 50% of customers participating in the program will do so without financing.
- *Fuel Switching Incentives:* Local utilities utilizing federal tax credits to drive increased participation in “fuel switching” programs that move customers from inefficient oil heat to efficient gas heat; PES will become a delivery mechanism for the fuel switching initiative. Approximately 25% of all PES customers are estimated to participate in fuel switching and 75% of those will fund the switch with their own capital due to available rebates, bringing an additional \$10.8 million in leverage.
- *Utility Rebates:* PECO and PGW rebates are also available to single family homeowners served through Keystone HELP. PECO rebates alone are likely worth almost \$3.5 million to PES projects.

Potential Leverage: These are leverage sources that are likely to flow to EECBG funded projects, but whose value is difficult to calculate in advance. These funds are not accounted for in the program budget.

- *Home Star:* Keystone HELP will provide up-front capital to assist customers who do not have cash-in-hand for retrofits, and will allow those customers to radically shorten the term of their loans by making balloon payments using their tax rebates. Demand for this program is likely to be high in the region, but is difficult to calculate in advance.
- *FHA Mortgages:* AFC First is currently undergoing certification as a Federal Housing Administration (FHA) Energy Efficient Mortgage (EEM) lender, and will be able to offer this

product in tandem with its EECBG-funded products. Shared marketing will help the two programs complement one another. AFC anticipates making up to \$100 million in EEMs.

Keystone HELP/Home Performance with Energy Star Leverage and Sustainability Overview

Strategy	Status	Funds Leveraged	Sustainability Impact and other Notes
Interest Rate Buydown	Available	\$30 million	Increases the total market for loans, allowing funds to move faster.
Loan Loss Reserves	Available	\$30 million	Creates new secondary market for AFC loans, a permanent source of new capital.
Utility Rebates	Available	\$3,487,500	Allows for faster return on EECBG investment, allowing funds to “revolve” more frequently.
Owner Contributions	Available	\$27.5 million	Direct customer-vendor transactions for retrofits will set a standard for a future in which retrofits are a straightforward component of normal home renovation market activity.
Fuel Switching	Available	\$10.8 million	n/a
FHA Mortgages	Potential	\$50-\$100 million	n/a
Home Star	Potential	Unknown	Allows faster return on EECBG funds, incents more homeowners to participate.

2.13 Smart Rehab Program

Funding the Smart Rehab program will attain over \$7 million in leverage through the following strategies, both of which are “available now:”

- Blending with Weatherization Assistance Program (WAP) Funds: Currently, the Smart Rehab program is funded mainly with Weatherization Assistance Program funds. PHFA anticipates blending WAP and EECBG funds at a 1:1 ratio, stretching the performance of both funding sources. PHFA has approximately \$6.5 million available for this purpose.
- Utility Rebates: PHFA is pursuing a policy by which PECO and PGW utility rebates to projects funded with Smart Rehab would return to the Smart Rehab pool, extending the life of the pool and the overall number of projects it is able to fund.

Smart Rehab Leverage and Sustainability Overview

Strategy	Funds Leveraged	Sustainability Impact and other Notes
Blending with WAP	\$6.5 million	Stretches timeframe for dispersal of existing funds.
Utility Rebates	\$550,000	Replenishes “grant fund” turning it into a “sinking fund” with approximately an 8% return.

2.2 Project Impact

The quantitative impacts of the retrofits to be funded by this program – job creation, energy and emissions reductions, etc – are detailed in the attached project impact form, along with the assumptions underlying those figures, and will not be discussed here.

Instead, this section focuses on a qualitative assessment of the impact of the strategies in this application. It breaks that impact into four areas – financial market impacts, retrofit firm impacts, retrofit workforce impacts, and geographic impacts – that correspond to the goals set in the first section of this application.

2.21 Financial Market Impacts

Perhaps the most ambitious of the goals in this application is to significantly increase the amount of capital available for energy efficiency retrofits by providing multiple pathways for additional public entities and large private lenders to enter the market. The recently released report of the federal Middle Class Task Force, ‘Recovery Through Retrofit’⁴ makes this point forcefully, and a recent survey conducted by the non-profit Green Economy Task Force found a lack of access to capital to be the primary barrier to growth of the retrofit market in the Greater Philadelphia Region specifically.⁵ The majority of the capital available is public. ESCO activity is increasing, but participation in an ESCO represents a significant investment in time and energy that only makes sense for the largest projects.

PES is structured to provide multiple entry points for private capital across its delivery mechanisms:

- Partnership Lending in Greenworks Fund: The Greenworks Fund will serve as a sourcing agent for promising energy efficiency loans, and will seek formal partnerships with private lenders to partner in these loans. The Greenworks Fund will take a “first loss” position on these loans, reducing the risk for private lenders who will act as partners. In the short term, this will expand the amount of funding available for Greenworks Fund projects. The real impact, however, will be over the long-term. Regional banking executives have indicated that a primary impediment to lending based on anticipated returns from energy efficiency is insufficient data on how those loans will perform to enable reliable underwriting. Simply put, banks don’t have data they feel comfortable with that tell them that energy efficiency improvements are bankable investments. It is important to private lenders to be able to access raw data on loan performance and analyze it according to their own internal underwriting standards. Reports from government agencies, foundations, and other actors do not constitute the level of “proof of performance” than lenders seek. The partnership structure envisioned for the Greenworks Fund would allow banks to hold energy efficiency loans on their books with limited risk, providing an opportunity for banks to develop the *internal* business case they need to begin lending for energy efficiency retrofits. Already, two major lenders – PNC Bank and Citizens Bank, with over \$400 billion in combined assets – have agreed to explore partnership lending opportunities through the Greenworks Fund.
- Loan Loss Reserves for Keystone HELP: Keystone HELP offers two additional opportunities for private lenders to begin to enter the energy efficiency lending market in more robust ways. First, Keystone’s large (~\$30 million) portfolio of existing, high-performing loans can be sold to a secondary market. Second, Keystone can act as a source and aggregator of strong loans for a regional pool of private lenders – a partnership structure not unlike the one proposed for the Greenworks Fund. In either case, EECBG funds will be critical to allowing these transactions to take place by providing loan loss reserves to reduce the risk to lenders in these new and untested transactions. Like the partnership envisioned under Greenworks, loss reserves would allow private lenders to “touch” energy efficiency lending with decreased risk, enabling them to build underwriting models that they can use in the course of their normal market-rate lending.

These strategies will directly leverage additional funds into the energy efficiency market in the short term by enticing new sources of public and private capital to participate in our delivery mechanisms – as much as \$60-\$70 million. However, the real impact of these strategies will be much greater – though also harder to measure – over the long term. As banks develop underwriting criteria for assessing the value of energy efficiency improvements in a loan proposal, those criteria will become a part of the process of assessing virtually any loan for building renovation. It will become a strong positive for a loan applicant to have energy saving components in their proposals – a natural incentive for the energy efficiency market to grow. Because major banks are national in scale, moreover, the impact of shifts in underwriting criteria will be replicable across the country.

⁴ “Recovery Through Retrofit,” Middle Class Task Force, http://www.whitehouse.gov/assets/documents/Recovery_Through_Retrofit_Final_Report.pdf

⁵ “Emerging Industries Project Report,” Green Economy Task Force, http://www.sbnphiladelphia.org/events/Energy_Efficiency_and_Retrofit.pdf

2.22 Firm Impacts

A basic ingredient of any high-functioning market is the presence of a large number of capable firms, providing for competition that drives quality up and prices down – the recipe for market growth. This is why a program structure that directly supports firm growth was critical in the design of this application.

The Greater Philadelphia Region is already home to a number of skilled energy efficiency contractors of many sizes – a fact clearly evidenced in the building done here. The Comcast Center in downtown Philadelphia is the tallest LEED Gold building in the US, and the Delaware Valley Green Building Council maintains an extensive database of home retrofit projects that demonstrate a core of competency for smaller scale projects as well.⁶

However, participation in this market among construction firms of all sizes has room to grow. There are 9,124 construction firms in the region. Yet there are only 407 approved contractors with Keystone HELP. In other words, only roughly 5% of construction firms in the region are known to be actively participating in one of the region's most important energy efficiency retrofit activities, though virtually all possess at least the basic skills required to enter into this new market.

This is one the main reasons PES incorporates Keystone HELP as a core delivery mechanism. Developing new businesses is critical to Keystone's business model. Keystone works by effectively "licensing" certified contractors and auditors to market its loans. Keystone's low-interest, low-red-tape loans, in turn, serve as a powerful tool for auditors and contractors seeking new business.

If Keystone is able to expand its operations with EECBG funds, it will need to expand its base of certified retrofit providers as well. Using EECBG funds for support, we have set a provisional goal of increasing Keystone's contractor pool by 50%, or roughly 200 firms. In particular, efforts will focus on bringing small minority-, women-, or disabled-owned (MWDDBE) businesses into the program, and on developing firms in counties that do not currently have large numbers of participants.

To gauge the scope of the impact of an effort on this scale, it is helpful to think back to the suggestion at the beginning of this application: that the private energy efficiency retrofit market need only grow by a few percent to have tremendous impact – an impact on a similar scale to all retrofit spending under ARRA. An additional 200 firms in the region's market would mean an additional 2.2% of all local construction firms were retrofit firms. An increase of this size could support hundreds of millions of dollars worth of new energy efficiency retrofit work each year – an amount again comparable to the total ARRA-funded retrofit work currently being contemplated region-wide.

Growing the region's base of energy efficiency retrofit providers in this way will not only provide the necessary capacity to implement ARRA funded programs, but will also drive continued energy efficiency retrofit work over the long term. Firms that have invested time and energy to develop expertise in this field will continue to use that expertise as a marketing tool to sell their services on the private market. In short, they will do what companies that have a useful product do – continue to sell it aggressively, seeking out new customers and growing the overall market.

2.23 Workforce Impacts

The report "Recovery Through Retrofit" has identified demand for skilled workers as a parallel to the demand for firm growth as a critical component of expanding the energy efficiency retrofit market.⁷ The Commonwealth of Pennsylvania and the Greater Philadelphia Region have taken tremendous strides toward implementing that report's recommendations; the state Department of Labor and Industry

⁶ Delaware Valley Green Building Council Project Database, http://www.dvgbc.org/green_resources/projects

⁷ "Recovery Through Retrofit," Middle Class Task Force, http://www.whitehouse.gov/assets/documents/Recovery_Through_Retrofit_Final_Report.pdf

(PAL&I) has established high standards for qualification as a retrofit worker and implemented a statewide network of training centers capable of training thousands of people to those standards over the next three years.

PES will create or retain approximately 3,000 jobs over the next three years, and it is important that the workers who fill those jobs come with the skills and background required to make the program successful. There must, therefore, be a direct connection between this statewide workforce development effort and the PES' retrofit programs.

It is also true, however, that there exists tremendous current capacity in the regional construction market. A significant percentage of WAP workers, for instance, were already employed by construction firms performing WAP-related work, and are "pre-qualifying" for WAP certification rather than going through training programs. For these workers, mandated participation in training would be unproductive.

The intent of PES' structure is to balance two competing objectives. It establishes a process through which the firms delivering energy efficiency retrofits have easy access to new trained workers they need, while at the same time ensuring that cumbersome rules about certification and licensing do not slow down qualified workers ready to start work immediately.

To accomplish this balance, PES establishes a flexible framework for connecting firms performing retrofits and a variety of training programs. Additional workforce development partners will be solicited over time, but already three critical regional partners are signatories to this application:

- Energy Coordinating Agency (ECA): ECA, a Philadelphia based non-profit corporation, has developed a state-of-the-art building science training center in Philadelphia that has been certified as a Weatherization Training Center by the PAL&I. ECA also recently won a national grant from the Exxon/Mobil Foundation to develop the first nationally approved apprenticeship program for Weatherization Technicians. ECA is partnering with a broad range of entities, including community based organizations to reach traditionally underserved and disadvantaged populations. Thus far, ECA has placed more than 85% of its trainees in full-time jobs.
- Penn State Solar Resource and Training Center: Penn State recently received a grant from the Department of Energy to develop and manage a capacity building institution for the solar industry in the Philadelphia region. The center will be co-located with several other strategic partners, including a Center of Excellence for High Performance Building Systems supported by the Ben Franklin Technology Partnership.
- Philadelphia Area Labor Management (PALM) "Step Up" Program: PALM, a non-profit labor-management intermediary, has received a grant from the Pennsylvania Department of Labor and Industry to develop an energy retrofit training program for multi-family housing and other large commercial structures. This program will provide opportunities for minorities and other displaced workers to take apprenticeship roles in trade unions, providing a true "career pathway" as envisioned in Recovery Through Retrofit.

Direct connections to these and other trainers will allow the firms to locate workers as needed, based on specific projects and workloads. PES will allow the established certification procedures of each delivery mechanism – designed to ensure success in that particular market – to control the qualifications required of each worker. So, for example, firms must qualify to participate in Keystone HELP/HPwES, and that certification extends to their workers. On commercial buildings, by contrast, the critical certifications are for the energy auditor and building engineer, who must design a retrofit program that meets a given building's unique needs. Workers need industry-standard certification in HVAC, electrical, or insulation.

This flexibility will ensure that workers have access to jobs as they become available while firms have access to workers as their need grows. At the same time, the process ensures that firms and workers with existing capacity are able to start using that capacity right away.

2.24 Geographic Impacts

As discussed above, the target geographies were selected to engage a wide enough geographic area to develop a strong pipeline of eligible projects, while focusing investment tightly enough that efficiencies from working at scale are retained. For example, this program will enable the retrofit of as much as 10% of the single family housing stock within the target areas over six years, while if the funding were dispersed across the region only 1.5% of homes could be served in the same time period.

2.25 Replicability

One of the benefits of the PES' approach of using multiple strategies for enabling retrofits is that it provides models for three separate – and equally replicable – delivery mechanisms:

- A non-profit lender-based public/private partnership for packaging large non-secured loans for companies, institutions, and local governments (Greenworks Fund)
- A private lender-based public/private partnership for packaging small non-secured loans for middle income homeowners (Keystone HELP)
- A public lender-based partnership for a sinking fund for affordable housing (a particularly difficult market to retrofit)

Moreover, each of these three programs share basic characteristics that make them widely and rapidly replicable:

- None rely on new or uncommon legislative or regulatory measures that would have to be crafted and adopted for transfer to occur in additional jurisdictions
- All are based on institutional structures (private lenders, non-profit lenders, and public lenders) that are almost universally present in large and mid-size cities across the country, as well as at the county level in more rural communities.
- All are scalable; none require enormous up-front capital commitments. Instead, all can be started with small capital pools and scaled up as expertise grows and results are proven.

2.3 Project Approach

2.31 Outreach/Marketing Strategy

The proposed program intends to reach a number of constituencies, including single family homeowners, multi-family building owners (which can be non-profit or for profit businesses, or condo associations), commercial building owners, institutional owners (universities, health care systems), and public sector owners (city and county governments).

With this in mind, marketing efforts will occur through two channels:

- Centralized
- Through Delivery Mechanisms

First, a marketing and education team supported by a professional communications firm and managed out of the central program management office will develop and deliver a comprehensive outreach campaign. The team will consider existing and planned energy efficiency education campaigns of coordinating partners - including the Metropolitan Caucus, DVRPC, PADEP, PIDC, TRF, ECA, SEPTA (the regional transit authority), and BFTP – and deliver common messages through a central Communications Hub.

The Hub will be a clearinghouse for such resources as government incentives and programs, best practices guides to weatherizing homes and businesses, tips for energy efficiency, and savings calculators. It would comprise both an interactive website and a staffed call center where consumers could pose questions to experts.

Critically, like other core elements of this proposal, the hub would not have to start from scratch. It would build on the existing elements in www.energywisepa.org – a joint effort of several of the partners in this application, including ECA, TRF, and PADEP, with support from USDOE. The website would be

rebranded to reflect the expanded focus of this program, and new tools would be added, included the ability to schedule energy audits and request quotes for projects online.

The call center, tasked with providing expert responses to energy efficiency questions, particularly for homeowners. It will be coordinated with the recently announced DOE-funded Mid-Atlantic Clean Energy Applications Center to be located in Philadelphia. To support the public education goals of the call center, several training seminars will be conducted each year to educate City, county, and utility employees that are likely to receive questions from consumers. Additionally, funds will be available to local governments with related call centers to help them implement their own training programs.

The marketing team operating out of the Communications Hub will also be charged with developing materials and utilizing paid and earned media as well as traditional outreach to promote all elements of PES with a consistent look and feel. These materials will be distributed through a range of channels:

- Paid advertisements will be strategically placed throughout the region, with a special focus on the target geographies and in high visibility locations like transit stops and on buses and trains.
- DVRPC will use its existing regional information infrastructure – regular public meetings and other convenings and publications to distribute materials and information.
- PECO and PGW will coordinate with their existing energy efficiency information campaigns. PECO will be a particularly critical partner, as its substantial PA Act 129 and Smart Grid energy efficiency plans call for extensive outreach efforts of their own.

The central outreach campaign will also explore innovative community education and engagement methods to stimulate involvement in targeted communities. Such activities could include a) a region wide energy challenge among neighborhoods or universities to generate excitement for energy efficiency, b) workshops, c) development of a network of neighborhood ambassadors who would serve as knowledgeable resources and advocates in their communities.

Second, beyond the coordinated Communications Hub and centralized informational campaign it would direct, outreach and marketing efforts to specific constituencies will be administered through each of the delivery mechanisms. Using materials designed to match with those of the Hub, for example, contractors participating in the Keystone HELP program will be given added support to go out and market retrofits themselves, using the low interest loans available as a critical promotional tool.

The marketing and communications effort will seek ways to become self-sustaining by the time project funds end at the close of the grant period. This may include identifying new funding sources or charging small fees to businesses serving the program (contractors receiving referrals from the website, for example).

2.32 Funding Structure

Funds will be received by the Philadelphia Mayor's Office of Sustainability (PMOS). Subgrant agreements for the purpose of providing services that cut across delivery mechanisms and with certain strategic partners will be held by PMOS. PMOS will also transfer funds as necessary to support City agencies that are providing services in support of grant activities, like the Labor Standards Office (Davis Bacon Compliance) and the Historical Commission (Section 106 Compliance) Grant agreements with the partners managing each of the delivery mechanisms will be held by the Philadelphia city agency with relevant content expertise – ie, subgrants for housing finance will be held by the Office of Housing and Community Development, while subgrants for commercial finance will be held by the Department of Commerce.

Full funding will not be distributed to the partners overseeing delivery mechanisms immediately; instead, funding will be held centrally and distributed on an as-needed basis, to allow for rebalancing among funding mechanisms if one begins to move funds faster than the others.

2.33 Implementation/Delivery Plan

Implementation of the core elements of the program will happen rapidly, as all the core delivery mechanisms are existing programs with capacity to grow. Particularly critical is the fact that each of the mechanisms not only has a system established for delivering retrofits, but a pipeline of projects already working through audits and other clearances to prepare them to receive funding when it becomes available.

Implementation/delivery details for each of the delivery mechanisms are as follows:

- Greenworks Loan Fund

PIDC and TRF, working with county governments and economic development agencies have already identified approximately 37 eligible projects likely to apply for financing, with a total value over \$20 million. This preparation will allow awards under EECEBG competitive to be made quickly. And because the Greenworks Loan Fund already uses EECEBG Formula funding, its process and documentation will all have been pre-approved by DOE.

Greenworks Fund Pipeline

Project Type	Representative Borrowers	Current Project Pipeline	Average SF/Project	Projects in Years 1-3	Projects in Years 3-6
Lease Financing	Colleges, hospitals, anchor institutions, government facilities, etc.	4	25,000	8	2
Sm. Construction Loans	Manufacturers, community facilities, supermarkets	8	20,000	14	2
Lg. Construction Loans	Mixed-use commercial, charter schools, office space	8	30,000	8	2
New Markets Tax Credit Financing	Private, mixed-use development, supermarkets, charter schools	3	50,000	6	2
GESA/ESCO Financing	Public buildings	4	25,000	10	2

- Keystone HELP

Currently, approximately 488 Keystone loan applications representing \$2.44 million in demand are pending in the Greater Philadelphia Region, so AFC First would be able to begin using EECEBG funding immediately to buy down the cost of debt for those loans and make more of them affordable for the prospective borrowers. In addition, because AFC and ECA – the regional HPwES provider – have an existing relationship, new HPwES applications could begin processing immediately.

Other elements of the Keystone ramp-up plan would begin immediately upon receipt of grant funds, including the creation of loan loss reserve pools to support the recruitment of private lending partners for investment in a regional pot of capital for the program and the sale of Keystone's existing loan portfolio onto the secondary market.

- PHFA Smart Rehab

PHFA's Smart Rehab, too, already has an established pool of projects currently undergoing energy auditing to prepare for funding.

PHFA Smart Rehab Pipeline

Regional Projects in Current Pipeline	Units	Eligible Regional Projects	Eligible Units
29	2,058	859	40,454

In order to ramp up, PHFA would need only to establish a mechanism for recapturing funds from utility rebates to recapitalize the program, which will required new coordination with PECO and PGW. Because PHFA is a Weatherization Assistance Program subrecipient, Smart Rehab's program model will already have been approved for use with DOE/ARRA funds

2.34 Monitoring/Verification & Feedback

Monitoring and verification (M&V), like marketing, will occur on two levels – by individual delivery mechanism and centrally across programs. Each of the delivery mechanisms already has M&V protocols in place:

- The Greenworks Fund will have an energy engineering firm on contract that will review energy usage reports on funded projects, as well as conduct on-site inspections.
- Keystone HELP receives energy usage reports, and its performance is reviewed by PADEP.
- PHFA auditors review energy usage from funded projects, and also inspect completed projects.

PES will add to these protocols a project impact evaluation by an independent firm or entity. This evaluation would prepare annual reports reflecting data, including:

- kBTUs in reduced total energy consumption
- tCO₂eq in reduced GHG emissions
- \$ in reduced energy expenditures
- % increase in energy efficiency as measured in BTU/sf
- Return on Investment (ROI) for each delivery mechanism
- Jobs created/retained, businesses added to program rosters, trainees employed by funded projects

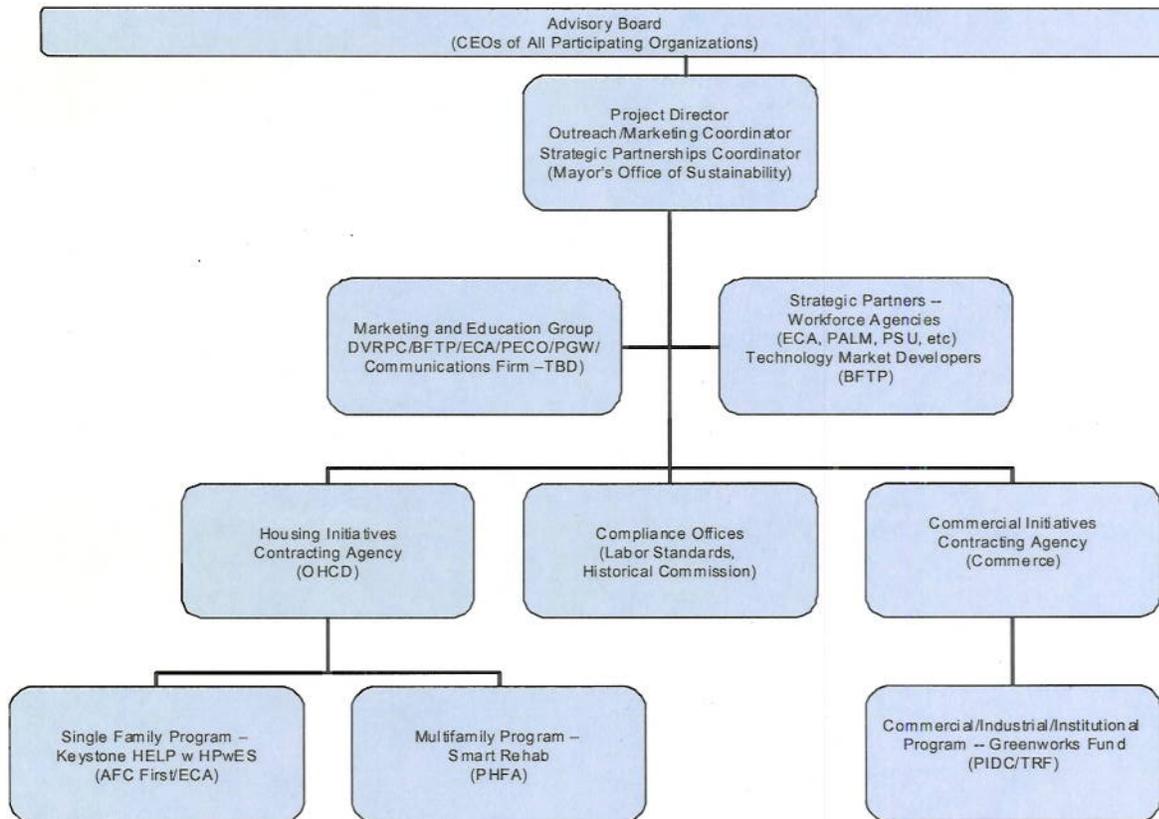
The purpose of these reports will be first to allow managers of each delivery mechanism to assess their performance and identify opportunities for improvement, but also to allow the central program office and advisory board to assess which programs are offering the greatest ROI, and to allot resources accordingly.

The results of these evaluations will be free and open to the public, including a tool to allow owners to track the outcomes of their retrofits online (though private financial data will of course be protected).

In addition to or in lieu of some of these M&V components, PES may make utilize online energy audit and account monitoring tools developed by PECO, PGW, and other regional entities, some of which are scheduled to be rolled out as soon as mid-January 2010. These tools will enable residential customers to do an initial energy audit of their home, download their usage data, and monitor their energy savings on an on-going basis. To aid this effort, PECO also is committed to working to coordinate to the extent practicable its DOE-supported deployment of 600,000 smart meters with PES investments.

2.35 Partnership Structure and Capabilities

Project Energy Smart Organizational Chart



The organizational chart above depicts the major components of the program and the partner responsible for implementing them, with details provided in the bulleted text below.

- **Advisory Board/Metropolitan Caucus:** Composed of the members of the Metropolitan Caucus and the CEOs of each of the major partners in the application, the Board will help ensure that investments align with county economic development priorities, both within the individual counties and as outlined in the federally-approved Community Economic Development Strategy designed through DVRPC. Additionally, the Board will play an oversight role, reviewing spending to ensure that projects are moving quickly through the program and energy savings and job creation targets are being met. The Metropolitan Caucus is a coalition of senior elected officials from the five-county Greater Philadelphia region, organized to help address issues of common interest. It has been actively engaged in identifying opportunities for collaboration in ARRA, with a particular focus on issues related to energy, sustainability, and job creation. The Caucus is coordinated by its Director, Laurie Actman.
- **Program Director:** Program management will be centralized in the Philadelphia Mayor's Office of Sustainability (PMOS). This office will be responsible for centralized activities, including M&V, regulatory compliance, and outreach and marketing. PMOS will also oversee relationships with strategic partners in the workforce and technology sectors. PMOS is overseen by Director of Sustainability Katherine Gajewski, an experienced project manager who currently oversees the administration of the City of Philadelphia's \$14.1 million EEECBG Formula grant.

- Department of Commerce: Philadelphia's Department of Commerce is the fiscal administrator for the City's federal economic development funds, including CDBG allocations. It will develop grant agreements for and provide administrative oversight for the Greenworks Loan Fund – a role it has already played in the execution of the EECBG formula program. The Department of Commerce is overseen by Acting Deputy Mayor for Planning and Economic Development and Director of Commerce Alan Greenberger, a former businessman and experienced executive with more than 30 years of project management experience in the public and private sectors.
- Office of Housing and Community Development (OHCD): Philadelphia's OHCD is an experienced grant management agency responsible for the annual execution of the City's housing programs, including management of its annual Community Development Block Grant (CDBG). OHCD will be charged with development and fiscal administration of contracts with AFC First and PHFA for funding the Keystone HELP and Smart Rehab programs. OHCD is managed by Deborah McColloch and Scott Wilds, seasoned executives with more than 50 combined years of experience in managing housing programs and federal grant funds.
- PIDC: PIDC is the City of Philadelphia's economic development agency, formed as a private not-for-profit corporation. It will hold a portion of an EECBG competitive award as capital for a revolving loan fund, which will be managed in partnership with a third party loan fund overseen by TRF. PIDC will focus on industrial lending in particular. The joint venture will be the Greenworks Revolving Loan Fund (a preexisting partnership already capitalized through formula EECBG funds and other sources). PIDC has a 51-year history of stimulating economic development by leveraging financing and real estate resources that attract, retain, and grow businesses in the City. Since its creation, PIDC has settled \$9 billion dollars in financing, leveraging over \$15 billion in total project investment creating and retaining 444,000 jobs. PIDC's overall default rate is less than 5%. PIDC is managed by Peter Longstreth, a former investment banker with over 30 years experience. The Greenworks Fund is managed by Sam Rhoads, a Senior Vice President.
- TRF: An experienced non-profit lender, TRF has financed more than 2,300 projects, delivering \$840 million in capital, creating or retaining more than 40,000 jobs and building or renovating more than 18,000 housing units. TRF will manage a third-party loan program in partnership with PIDC's revolving loan fund as a joint entity called the Greenworks Fund. TRF has been investing in energy efficiency projects since 1993, and since 1998 has managed the Pennsylvania Public Utility Commission's \$32 million Sustainable Development Fund (SDF). In the past, TRF has also successfully created and managed large lending partnerships with private banks – the foundation for PES' proposed partnership lending initiative. For example, TRF has a \$30 million syndicated construction facility known as the Collaborative Lending Initiative, managed by JP Morgan Chase and made up of 21 participating banks that use TRF as an originator of construction loans. TRF is managed by Jeremy Nowak, a nationally recognized leader in urban development. The Greenworks Fund is managed by Robert Sanders, who has managed the SDF for over a decade.
- AFC First: AFC First Financial Corporation, founded in 1947, is an industry leader in energy-efficient and renewable consumer and commercial lending in the Northeast and Mid-Atlantic United States through its EnergyLoan program www.energyloan.net. AFC will manage the Keystone HELP portion of the program proposed here. AFC has over 2,000 approved EnergyLoan contractor/dealers, primarily companies involved in selling, installing and servicing high efficiency heating, air conditioning and alternative energy related home improvements – in fifteen states from Maine to the Carolinas through affinity relationships with manufacturers, trade associations, utilities such as National Grid and Duke Energy, and energy-related groups. AFC is overseen by Peter Krasja, who has more than 30 years of investment management experience.
- ECA: ECA, a nonprofit corporation, is the largest provider of residential energy conservation services in the region, both for new and existing homes, low income and market rate, servicing over

40,000 homes each year. ECA also administers large scale energy education programs and will provide workforce development support to the partnership. ECA will oversee the Home Performance with Energy Star element of the Keystone HELP program and will assist in the direction of the marketing and outreach plan. ECA is managed by Elizabeth Robinson, who has served as the Executive Director of the organization since its inception in 1984. She has over 30 years of experience in energy services, community development, training and education.

- **PHFA:** The Pennsylvania Housing Finance Agency was created by the General Assembly in 1972 to provide affordable housing for older adults, persons and families of modest means, and persons with disabilities. To date, the Agency has financed more than 130,000 houses and 54,000 apartment units while assisting 40,000 homeowners threatened with foreclosure. PHFA will administer the Smart Rehab portion of PES under Assistant Executive Director David Evans.
- **DVRPC:** DVRPC, the region’s metropolitan planning organization, provides services to member governments and others through planning analysis, data collection, and mapping services. Its role in PES will be to disseminate information about the program through its many stakeholder channels and to assist in program analysis, measurement, and verification. The organization is managed by Barry Seymour, and its growing energy practice is overseen by Robert Graff.
- **Strategic Partners:** Strategic partners are entities whose activities benefit from connection to PES projects and networks, and improve PES’ impact in turn. They include BFTP and workforce development programs from groups like ECA, PALM, Penn State’s Solar Resource Center and additional partners to be recruited in the future.

3.0 PROJECT PLAN AND TIMETABLE

	Tasks	Milestones	Timeline				Deliverables
			Q1	Q2	Q3	Q4	
Year 1	Establish grant agreements with all parties	Grant agreements executed					1,000 Jobs created/retained
	Hire marketing and M&V teams	Marketing and M&V teams contracted					4.67 MBTUs saved
	Develop coordination processes with strategic partners (workforce and technology development)	First Keystone HELP loan					330,000 MT CO2e emissions avoided
	Provide regulatory guidance and training to all partners	First PHFA grant					18 commercial/institutional/government buildings retrofitted
	Launch loan loss reserve for regional capital pool for Keystone HELP	First Greenworks loan					2580 single family homes retrofitted
	Develop process for returning utility rebates to fund	Website launched					870 multi family homes retrofitted
	Recruit private lending partner for Greenworks Fund	Marketing campaign launched First report from M&V firm					66 New contractors in Keystone HELP
Year 2	Launch loan loss reserve for Keystone HELP loans	All interactive tools on website complete					1,000 Jobs created/retained
		50% of original grant funds expended					4.67 MBTUs saved
		100% of funds obligated					330,000 MT CO2e emissions avoided
		Second report from M&V firm					15 commercial/institutional/government buildings retrofitted
	Sign first partnership Greenworks loan with private lender	Loan loss reserve launched for secondary market					2580 single family homes retrofitted
		Greenworks partnership loans launched					870 multi family homes retrofitted
	Third report from M&V firm					66 New contractors in Keystone HELP	
Year 3	Utilize savings data to refresh marketing outreach, launch new campaign to attract additional participants	Refreshed Marketing Campaign Launched					1,000 Jobs created/retained
	Develop sustainability plan for outreach function	Fourth report from M&V firm					4.67 MBTUs saved
	Attract additional investors to Keystone regional fund, and Greenworks Fund partner lending program	Final report from M&V firm					330,000 MT CO2e emissions avoided
	Use returns from loan funds to refresh Keystone loan loss reserves	All original grant funds expended					13 commercial/institutional/government buildings retrofitted
							2580 single family homes retrofitted
						870 multi family homes retrofitted	
						66 New contractors in Keystone HELP	

4.0 RELEVANCE OF OUTCOMES/IMPACTS

A brief discussion of the goals set out in the funding announcements is contained in the table below:

Goal	Response
Deliver verified energy savings from a variety of projects in the local jurisdiction of the applicant, with a particular emphasis on efficiency improvements in residential, commercial, industrial and public buildings	Overall, we estimate that the programs contained in this proposal will save over 14 million BTUs. By directing funds through a triad of proven programs with ready-to-go projects in their pipelines, we will be able to rapidly begin serving customers across the full spectrum of building types with high quality, professionally managed building retrofits.
Achieve broader market participation and greater efficiency savings from building retrofits;	By building up the myriad businesses in the region that stand to profit from a growing retrofit market, this application will catalyze market forces to drive expanded participation in and savings from retrofits. The quality of retrofit activity in the region will increase and costs of retrofits will go down as more firms compete for the work, allowing more building owners to enter the market. At the same time, helping regional banks develop their own energy efficiency lending criteria will vastly increase the availability of capital for retrofits, enabling more owners who want retrofits to afford them.
Highly leverage grant funding in order to significantly enhance the resources available for supporting the program	We anticipate leveraging over \$225 million with an investment of less than \$60 million in EECBG funds – a 4:1 ratio. Part of the virtue of relying on not one but three distinct delivery mechanisms for retrofits is that it expands the opportunities for obtaining leverage, allowing the program to achieve this goal.
Sustain themselves beyond the grant monies and the grant period by designing a viable strategy for program sustainability	This application contemplates sustainability in two ways. First, it ensures that the three core delivery mechanisms themselves remain sustainable over time by structuring them to show at least partial returns on their investments that will replenish the fund over time. Second, and perhaps more importantly, it builds the base for a self-sustaining retrofit economy in the region by bolstering the number of firms in the marketplace and setting the stage for private lenders to establish their own energy efficiency lending criteria. If these market actors come to understand and value the economic potential of energy savings – a core assumption of Recovery Through Retrofit – then they will enable retrofit activity to expand beyond the delivery mechanisms in this program over the long term.
Serve as pilot building retrofit programs that demonstrate the benefits of gaining economy of scale	The participants in the retrofit market operate regionally; accordingly, the regional scale of this application will enable them to make connections and access markets that should ultimately allow retrofit to sustain itself as a market based activity.
Serve as examples of comprehensive community-scale energy-efficiency approaches that could be replicated in other communities across the country.	As previously noted, several factors inherent to this application make it particularly replicable: <ul style="list-style-type: none"> ○ None rely on new or uncommon legislative or regulatory measures. ○ All are based on institutional structures (private lenders, non-profit lenders, public lenders) that are almost universally present in other jurisdictions. ○ All are scalable; none require enormous up-front capital commitments.

5.0 ROLES OF PARTICIPANTS

See above under section 2.35: *Partnership Structure and Capabilities*.

6.0 AMERICAN REINVESTMENT AND RECOVERY ACT

According to estimations produced by the EECBG Expected Benefits Calculator, PES will create or retain approximately 3,000 jobs over the performance period. This estimate is validated by calculation against the OMB standard for job approximation of \$92,000 in economic activity per job created - \$286.6 million in retrofit activity would, according to that standard, produce 3,104.7 jobs.

Equally important, PES speaks directly to two key components of the job creation strategy announced by President Obama in his speech at the Brookings Institution on December 8th 2009:

- Small Business Focus: First, the President declared that small businesses would be key to economic recovery, noting that they have created 65% of jobs in recent years. PES maintains a clear, consistent focus on small businesses. Keystone HELP is a program that empowers small construction firms to become part of the green economy by certifying them to perform retrofits and making them a direct portal to Keystone Loans – a powerful business development tool. The Greenworks Fund, meanwhile, will largely serve small and medium size businesses. It provides local manufacturers, service companies, and institutions with affordable resources to help them save energy and cut costs – resources they can put back into the economy by growing their businesses and creating even more jobs.
- Connecting Workers with In-Demand Skills: Second, President Obama highlighted the importance of preparing the American workforce for careers in growing industries. PES will respond to that call, directly linking the *opportunities* for work it will create with the *tailored training programs* already underway in the Greater Philadelphia region.

The City of Philadelphia is applying for EECBG funding on behalf of the Metropolitan Caucus – a coalition of senior elected officials from Philadelphia and the surrounding counties of Bucks, Chester, Delaware, and Montgomery – for a program entitled **Project Energy Smart: Transforming the High Performance Building Retrofit Market in Southeastern Pennsylvania**. Project Energy Smart’s Principal Investigator is Katherine Gajewski, Director of Sustainability for the City of Philadelphia. Contributing Partners include the Metropolitan Caucus, Philadelphia Industrial Development Corporation (PIDC), The Reinvestment Fund (TRF), AFC First Financial, ECA (Energy Coordinating Agency), Pennsylvania Housing Finance Agency (PHFA), the Delaware Valley Regional Planning Commission (DVRPC) and the Ben Franklin Technology Partners (BFTP).

Objective: Project Energy Smart will accelerate the creation of a robust private retrofit market in the Greater Philadelphia Region by catalyzing growth in both the supply of and the demand for high performance retrofits. It will catalyze supply by growing the number of firms in the market providing retrofits and the number and quality of workers performing retrofits. It will catalyze demand by expanding access to affordable capital and by educating consumers on the benefits of retrofits.

Project Description: Project Energy Smart is built on a platform of three proven programs for delivering retrofits – existing, “ready to go” initiatives that will be scaled up and improved upon with EECBG funds:

- *The Greenworks Fund:* A partnership between the City’s economic development agency PIDC and the non-profit lender TRF, the Greenworks Fund is dedicated to funding building energy efficiency improvements and would use EECBG funds as flexible capital to enter in to partnership loans with private banking partners, creating a low-risk vehicle for banks to enter into the energy efficiency market.
- *Keystone HELP with Home Performance with Energy Star:* A well-recognized national model in delivering single family home energy efficiency retrofits, Keystone HELP is a Pennsylvania Department of Environmental Protection (PADEP) partnership with the bank AFC Financial that utilizes certified contractors as marketing agents for easy-to-access, low-cost loans for home energy efficiency. AFC will scale up dramatically under Project Energy Smart, using EECBG funds to buy down interest rates on existing capital, opening the program to a new segment of buyers. AFC will also use EECBG funds to create loan-loss reserves to allow it raise new capital by selling its existing portfolio of performing loans into a secondary market and/or to attract new private capital into a low-risk loan pool. Finally, under Project Energy Smart, AFC will partner with the region’s Home Performance with Energy Star administrator, ECA to drive increased utilization of this deep retrofit standard.
- *Preservation through Smart Rehabilitation:* Currently, SmartRehab, a PHFA program that provides deep energy retrofits for multifamily housing units, is a single-source matching-grant program, limiting its size and the range of projects it can fund. EECBG funds will be used to leverage the existing grant funds with loans from the Greenworks fund and other payback mechanisms, like rebates regional utility rebate programs. This leveraging will make the fund viable for a longer period of time and expand the range of its investments.

These delivery mechanisms will be supported by a coordinated outreach and marketing campaign centralized by a one-stop shop for information; program assessment and feedback mechanisms that will ensure effectiveness of the program and provide necessary raw data for future programs; and strategic partnerships. Additionally, Project Energy Smart will create connections between delivery mechanisms and existing programs for technology and workforce development that hold the potential to multiply Project Energy Smart’s impact.

Impacts: Project Energy Smart will create approximately 3,000 jobs, save approximately 14 million BTUs of energy, and avoid approximately one million metric tons of carbon emissions. It will accomplish these goals by leveraging \$60 million in EECBG funds against \$226 million in other public and private funds to drive nearly \$300 million in regional retrofit activity.

RESUMES

Attached please find the resumes for all key people contributing towards the project (in order):

City of Philadelphia

- Katherine Gajewski, Principal Investigator
- Alan Greenberger
- Deborah McColloch
- Scott Wilds
- Andrew Rachlin

AFC First Financial

- Jeffery Gatter
- Peter Krajsa

Ben Franklin Technology Partners

- David Cohen
- James Gambino
- Salvatore Pace
- Jaron Rhodes
- Richard Thompson
- James Woods

Delaware Regional Planning Commission (DVRPC)

- Robert Graff

Energy Coordinating Agency (ECA)

- Liz Robinson

Metropolitan Caucus

- Laurie Actman

Philadelphia Industrial Development Corporation (PIDC)

- Ilene Burak
- Alice Cathcart
- Michael Cooper
- Jennifer Lucas Crowther
- Nancy Day
- B. Joan Dougherty
- Carol de Fries
- Lisa Gramiak
- Tracy Horton
- John Lenahan

TRANSFORMING THE HIGH PERFORMANCE BUILDING MARKET IN SOUTHEASTERN PENNSYLVANIA

- Susan Casey Lowry
- Joseph Mee
- Anne Nevins
- Sam Rhoads
- Donna Lee Smithers
- Wendy Weiss

Pennsylvania Housing Finance Agency

- Dave Evans

The Reinvestment Fund

- Roger Clark
- Donald Hinkle-Brown
- Jeremy Nowak
- Robert Sanders

Applicant Name: City of Philadelphia

Award Number:

Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary		Estimated Unobligated Funds			New or Revised Budget		Total (g)
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)		
Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)	81.128			\$34,497,720	\$117,300,000	\$151,797,720	
Single and Multifamily Housing							
2. (Keystone/Home Performance & Smart Rehab)	81.128			\$19,578,305	\$108,872,499	\$128,450,804	
3. Marketing/ Education	81.128			\$3,427,367		\$3,427,367	
4. Program Management	81.128			\$1,932,535		\$1,932,535	
5. Totals	81.128	\$0	\$0	\$59,435,927	\$226,172,499	\$285,608,426	
Section B - Budget Categories		Grant Program, Function or Activity					Total (5)
6. Object Class Categories	(1) Commercial	(2) Housing	(3) Marketing/Education	(4) Program Management	(5) Total (5)		
a. Personnel	\$957,101	\$994,961	\$278,181	\$1,373,905	\$3,604,148		
b. Fringe Benefits	\$287,130	\$298,488	\$116,798	\$412,172	\$1,114,588		
c. Travel	\$20,000	\$4,525	\$0	\$0	\$24,525		
d. Equipment	\$0	\$67,950	\$0	\$0	\$67,950		
e. Supplies	\$10,811	\$104,000	\$0	\$0	\$114,811		
f. Contractual	\$500,000	\$6,212	\$2,850,000	\$0	\$3,356,212		
g. Construction	\$0	\$0	\$0	\$0	\$0		
h. Other	\$32,651,546	\$162,168	\$150,000	\$0	\$50,903,715		
i. Total Direct Charges (sum of 6a-6h)	\$34,426,589	\$19,578,305	\$3,394,979	\$1,786,077	\$59,185,949		

j. Indirect Charges	\$71,131	\$0	\$32,388	\$146,458	\$249,978
k. Totals (sum of 6i-6j)	\$34,497,720	\$19,578,305	\$3,427,367	\$1,932,535	\$59,435,927
7. Program Income	See remarks				\$0

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Section C - Non-Federal Resources					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals	
8. Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)		\$117,300,000		\$117,300,000	\$117,300,000
9. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)		\$108,872,499		\$108,872,499	\$108,872,499
10. Marketing/ Education				\$0	\$0
11. Program Management				\$0	\$0
12. Total (sum of lines 8 - 11)	\$0		\$226,172,499		\$226,172,499

Section D - Forecasted Cash Needs					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals	
Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter	
13. Federal	\$18,915,374	\$4,728,843	\$4,728,843	\$4,728,843	\$4,728,843
14. Non-Federal	\$75,390,833	\$18,847,708	\$18,847,708	\$18,847,708	\$18,847,708
15. Total (sum of lines 13 and 14)	\$94,306,207	\$23,576,552	\$23,576,552	\$23,576,552	\$23,576,552

Section E - Budget Estimates of Federal Funds Needed for Balance of the Project					
(a) Grant Program	(b) First	(c) Second	(d) Third	(e) Fourth	
Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter	
16. Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)	\$11,801,346	\$11,344,112	\$11,352,262	\$11,352,262	\$11,352,262
17. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)	\$5,322,347	\$6,420,308	\$7,835,650	\$7,835,650	\$7,835,650
18. Marketing & Education	\$1,166,448	\$1,151,255	\$1,109,665	\$1,109,665	\$1,109,665
19. Program Management	\$625,234	\$643,991	\$663,310	\$663,310	\$663,310
20. Total (sum of lines 16-19)	\$18,915,374	\$19,559,667	\$20,960,887	\$20,960,887	\$20,960,887

Section F - Other Budget Information					
21. Direct Charges					
22. Indirect Charges					

Indirect charges, where requested, are charged at a rate of .082 against the sum of personnel and fringe benefits for the requesting organization. The one exception to this method is for funds for the Ben Franklin Technology Partnership, which utilizes its own federally approved indirect rates as noted in the budget justification.

23. Remarks

Program income is not calculated because the majority of program income will not be realized until after the grant period. All program income will be returned to the program. For detailed breakdown of leveraged amounts see Narrative

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Instructions for the SF-424A

Public Reporting Burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Please do not return your completed form to the Office of Management and Budget; send it to the address provided by the sponsoring agency.

General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a single Federal grant program (Federal Domestic Assistance Catalog number) and not requiring a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a single program requiring budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in Column (a) and the respective catalog number on each line in Column (b).

For applications pertaining to multiple programs where one or more programs require a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

Section B. Budget Categories

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (a), Line 5. For supplemental

same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.
Line 7—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

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Lines 1-4, Columns (c) through (g)

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

Section C. Non-Federal Resources

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e)—Enter totals of Columns (b), (c), and (d).

Line 12—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

Section D. Forecasted Cash Needs

Line 13—Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14—Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15—Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23—Provide any other explanations or comments deemed necessary.

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**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year3	Total
1. Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)						
a. Personnel						
i. The Reinvestment Fund (TRF)						
Fund Manager, Energy Technical Services, Business Development, Underwriting	\$ 131,000	25%	\$ 32,750	\$ 33,733	\$ 34,744	\$ 101,227
Energy Technical Services, Business Development, Underwriting	\$ 126,000	15%	\$ 18,900	\$ 19,467	\$ 20,051	\$ 58,418
NMTC Business Development, Underwriting	\$ 225,000	10%	\$ 22,500	\$ 23,175	\$ 23,870	\$ 69,545
NMTC Business Development, Underwriting	\$ 95,000	15%	\$ 14,250	\$ 14,678	\$ 15,118	\$ 44,045
NMTC Accounting/Administration	\$ 74,000	15%	\$ 11,100	\$ 11,433	\$ 11,776	\$ 34,309
Loan Administration Management	\$ 88,000	5%	\$ 4,400	\$ 4,532	\$ 4,668	\$ 13,600
Loan Servicing, Payment Collection, Billing Construction						
Loan Administration, Document/Collateral Management, Participation Management	\$ 231,000	5%	\$ 11,550	\$ 11,897	\$ 12,253	\$ 35,700
Legal Document Preparation	\$ 58,000	5%	\$ 2,900	\$ 2,987	\$ 3,077	\$ 8,964
Data Support, Reporting	\$ 77,000	5%	\$ 3,850	\$ 3,966	\$ 4,084	\$ 11,900
Chief Financial Officer	\$ 202,000	5%	\$ 10,100	\$ 10,403	\$ 10,715	\$ 31,218
Controller	\$ 129,000	5%	\$ 6,450	\$ 6,644	\$ 6,843	\$ 19,936
Grant Accounting Management, Compliance	\$ 161,000	10%	\$ 11,700	\$ 12,051	\$ 12,413	\$ 36,164
Outcomes Reporting	\$ 65,000	5%	\$ 3,250	\$ 3,348	\$ 3,448	\$ 10,045
Marketing/Outreach, Investor Relations	\$ 183,500	10%	\$ 11,475	\$ 11,819	\$ 12,174	\$ 35,468
IT Support	\$ 53,000	5%	\$ 2,650	\$ 2,730	\$ 2,811	\$ 8,191
Total TRF Personnel			\$ 167,825	\$ 172,860	\$ 178,046	\$ 518,730
ii. Philadelphia Industrial Development Corporation (PIDC)						
Program Development	\$ 60,000	5%	\$ 3,000	\$ -	\$ -	\$ 3,000
Marketing, Office & retail	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing, Technology companies	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing, Industrial	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing, Neighborhoods	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing, Non-profits	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing Director	\$ 65,000	5%	\$ 3,250	\$ 3,348	\$ 3,448	\$ 10,045
Project Management	\$ 61,250	25%	\$ 15,313	\$ 15,772	\$ 16,245	\$ 47,329
Project Finance, Underwriting	\$ 68,500	20%	\$ 13,700	\$ 14,111	\$ 14,534	\$ 42,345
NMTC, Underwriting	\$ 68,500	15%	\$ 10,275	\$ 10,583	\$ 10,901	\$ 31,759
Business Development, Underwriting	\$ 68,500	20%	\$ 13,700	\$ 14,111	\$ 14,534	\$ 42,345
Regulatory Compliance (Historical Review, Davis-Bacon) & Approvals (City)	\$ 62,500	10%	\$ 6,250	\$ 6,438	\$ 6,631	\$ 19,318
Legal Document Participation	\$ 85,000	5%	\$ 4,250	\$ 4,378	\$ 4,509	\$ 13,136
Jobs Reporting (Per Recovery Act)	\$ 60,000	10%	\$ 6,000	\$ 6,180	\$ 6,365	\$ 18,545
Recovery Reporting & Outcomes Reporting	\$ 106,000	10%	\$ 10,600	\$ 10,918	\$ 11,246	\$ 32,764
Chief Financial Officer	\$ 161,000	5%	\$ 8,050	\$ 8,292	\$ 8,540	\$ 24,882
Controller	\$ 106,000	5%	\$ 5,300	\$ 5,459	\$ 5,623	\$ 16,382
Grant Accounting Management, Compliance	\$ 62,000	10%	\$ 6,200	\$ 6,386	\$ 6,578	\$ 19,164
Total PIDC Personnel			\$ 127,363	\$ 131,183	\$ 135,119	\$ 393,665
iii. Ben Franklin Technology Partnership (BFTP)						
Chief Administrative Officer	\$ 184,434	1%	\$ 615	\$ 633	\$ 652	\$ 1,900
Marketing Assistant	\$ 39,998	3%	\$ 400	\$ 412	\$ 424	\$ 1,236
Accounting Manager	\$ 66,518	1%	\$ 267	\$ 274	\$ 283	\$ 824
Manager of Program Analysis & Development	\$ 85,717	8%	\$ 2,286	\$ 2,354	\$ 2,425	\$ 7,065
Manager of Technology Commercialization	\$ 111,259	5%	\$ 1,854	\$ 1,910	\$ 1,967	\$ 5,732
Research Analyst	\$ 78,354	3%	\$ 784	\$ 807	\$ 831	\$ 2,422
Manager of Marketing and Communications	\$ 76,752	5%	\$ 1,279	\$ 1,318	\$ 1,357	\$ 3,954
Vice President of Technology Commercialization	\$ 165,714	5%	\$ 2,762	\$ 2,845	\$ 2,930	\$ 8,537
Manager of Technology Commercialization	\$ 95,139	5%	\$ 1,586	\$ 1,633	\$ 1,682	\$ 4,901
Database Analyst	\$ 41,787	1%	\$ 201	\$ 207	\$ 213	\$ 621
Manager of Technology Commercialization	\$ 95,139	5%	\$ 1,586	\$ 1,633	\$ 1,682	\$ 4,901
Grant Analyst	\$ 68,453	3%	\$ 685	\$ 705	\$ 726	\$ 2,116
Staff Accountant	\$ 40,206	1%	\$ 161	\$ 166	\$ 171	\$ 498
Total BFTP Personnel			\$ 14,464	\$ 14,898	\$ 15,345	\$ 44,706
TOTAL PERSONNEL COST (TRF, PIDC & BFTP)			\$ 309,651	\$ 318,941	\$ 328,509	\$ 957,101
b. Fringe Benefits						
i. The Reinvestment Fund (TRF)						
		30%	\$ 50,348	\$ 51,858	\$ 53,414	\$ 155,619
ii. Philadelphia Industrial Development Corporation (PIDC)						
		30%	\$ 38,209	\$ 39,355	\$ 40,536	\$ 118,099
iii. Ben Franklin Technology Partnership (BFTP)						
		30%	\$ 4,339	\$ 4,469	\$ 4,603	\$ 13,412
TOTAL FRINGE BENEFITS (TRF, PIDC & BFTP)		30%	\$ 92,895	\$ 95,682	\$ 98,553	\$ 287,130
c. Travel						
i. The Reinvestment Fund (TRF)						
			\$ 3,000	\$ 3,000	\$ 3,000	\$ 9,000
ii. Philadelphia Industrial Development Corporation (PIDC)						
			\$ 2,000	\$ 2,000	\$ 2,000	\$ 6,000
iii. Ben Franklin Technology Partnership (BFTP)						
			\$ 1,667	\$ 1,667	\$ 1,667	\$ 5,000
TOTAL TRAVEL (TRF, PIDC & BFTP)			\$ 6,667	\$ 6,667	\$ 6,667	\$ 20,000

**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year3	Total	
d. Equipment							
<i>i. The Reinvestment Fund (TRF)</i>	\$	-	\$	-	\$	-	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>	\$	-	\$	-	\$	-	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>	\$	-	\$	-	\$	-	
TOTAL EQUIPMENT (TRF, PIDC & BFTP)	\$	-	\$	-	\$	-	
e. Supplies							
<i>i. The Reinvestment Fund (TRF)</i>	\$	2,104	\$	2,104	\$	2,104	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>	\$	1,500	\$	1,500	\$	1,500	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>	\$	-	\$	-	\$	-	
TOTAL SUPPLIES (TRF, PIDC & BFTP)	\$	3,604	\$	3,604	\$	3,604	
f. Contractual							
<i>i. The Reinvestment Fund (TRF)</i>							
Audit	\$	20,000	\$	20,000	\$	20,000	
Legal	\$	25,000	\$	25,000	\$	25,000	
Total TRF Contractual	\$	45,000	\$	45,000	\$	45,000	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>							
Audit (incremental cost for adding to single audit)	\$	5,000	\$	5,000	\$	5,000	
Energy Audits	\$	80,000	\$	65,000	\$	55,000	
Energy Advisory	\$	50,000	\$	50,000	\$	50,000	
Total PIDC Contractual	\$	135,000	\$	120,000	\$	110,000	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>	\$	-	\$	-	\$	-	
TOTAL CONTRACTUAL (TRF, PIDC & BFTP)	\$	180,000	\$	165,000	\$	155,000	
g. Construction							
<i>i. The Reinvestment Fund (TRF)</i>	\$	-	\$	-	\$	-	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>	\$	-	\$	-	\$	-	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>	\$	-	\$	-	\$	-	
TOTAL CONSTRUCTION (TRF, PIDC & BFTP)	\$	-	\$	-	\$	-	
h. Other							
<i>i. The Reinvestment Fund (TRF)</i>							
Rent	\$	15,701	\$	15,701	\$	15,701	
Telecommunication	\$	2,611	\$	2,611	\$	2,611	
Insurance	\$	2,230	\$	2,230	\$	2,230	
Postage	\$	811	\$	811	\$	811	
Marketing/Brochures	\$	10,000	\$	5,000	\$	5,000	
Maintenance /Service Contracts	\$	3,723	\$	3,723	\$	3,723	
Underwriting/Due diligence	\$	3,000	\$	3,000	\$	3,000	
Third Party Loan Fund	\$	5,958,802	\$	5,958,802	\$	5,958,802	
Total TRF Other	\$	5,996,877	\$	5,991,877	\$	5,991,877	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>							
Marketing/Brochures	\$	3,333	\$	3,333	\$	3,333	
Postage	\$	440	\$	440	\$	440	
Legal	\$	10,000	\$	10,000	\$	10,000	
Insurance (incremental cost)	\$	2,000	\$	2,000	\$	2,000	
Pre-Development Grants	\$	465,000	\$	385,000	\$	400,000	
Capital Grants	\$	750,000	\$	380,000	\$	370,000	
PIDC Revolving Loan Fund	\$	3,957,865	\$	3,957,865	\$	3,957,865	
Total PIDC Other	\$	5,188,638	\$	4,738,638	\$	4,743,638	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>	\$	-	\$	-	\$	-	
TOTAL OTHER (TRF, PIDC & BFTP)	\$	11,185,515	\$	10,730,515	\$	10,735,515	
i. Total Direct Charges (sum of 6a-6h)							
<i>i. The Reinvestment Fund (TRF)</i>	\$	6,265,153	\$	6,266,698	\$	6,273,440	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>	\$	5,492,710	\$	5,032,677	\$	5,032,793	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>	\$	20,470	\$	21,034	\$	21,615	
TOTAL DIRECT COSTS (TRF, PIDC & BFTP)	\$	11,778,332	\$	11,320,409	\$	11,327,848	
j. Indirect Charges							
<i>i. The Reinvestment Fund (TRF)</i>	\$	-	\$	-	\$	-	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>	8.20%	\$	13,577	\$	13,984	\$	14,404
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>							
Indirect Salary	57.80%	\$	8,360	\$	8,611	\$	8,869
Indirect Fringe	24.80%	\$	1,076	\$	1,108	\$	1,142
Total BFTP Indirect Costs		\$	9,436	\$	9,719	\$	10,011
TOTAL INDIRECT COSTS (TRF, PIDC & BFTP)		\$	23,013	\$	23,703	\$	24,415
k. Totals (sum of 6i-6j)		\$	11,801,346	\$	11,344,112	\$	11,352,262

2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)

a. Personnel

i. Home Performance with Energy Start (ECA)

Executive Director	\$	104,000	20%	\$	20,800	\$	21,424	\$	22,067	\$	64,291
Home Performance Director	\$	83,200	100%	\$	83,200	\$	85,696	\$	88,267	\$	257,163

**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year3	Total
Technical Specialist	\$ 62,400	100%	\$ 62,400	\$ 64,272	\$ 66,200	\$ 192,872
IT Director	\$ 83,200	12%	\$ 10,000	\$ 10,300	\$ 10,609	\$ 30,909
Community Education	\$ 52,000	100%	\$ 52,000	\$ 53,560	\$ 55,167	\$ 160,727
Project Assistant	\$ 37,440	100%	\$ 37,440	\$ 38,563	\$ 39,720	\$ 115,723
Comptroller	\$ 90,002	5%	\$ 4,500	\$ 4,635	\$ 4,774	\$ 13,909
Call Center Representative	\$ 50,000	100%	\$ 50,000	\$ 51,500	\$ 53,045	\$ 154,545
Bookkeeper	\$ 31,200	5%	\$ 1,560	\$ 1,607	\$ 1,655	\$ 4,822
Total ECA Personnel Cost			\$ 321,900	\$ 331,557	\$ 341,504	\$ 994,961
<i>ii. Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	\$ -
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ -	\$ -	\$ -	\$ -
TOTAL PERSONNEL			\$ 321,900	\$ 331,557	\$ 341,504	\$ 994,961
b. Fringe Benefits						
<i>i. Home Performance with Energy Start (ECA)</i>	30%		\$ 96,570	\$ 99,467	\$ 102,451	\$ 298,488
<i>ii. Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	\$ -
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ -	\$ -	\$ -	\$ -
TOTAL FRINGE BENEFITS			\$ 96,570	\$ 99,467	\$ 102,451	\$ 298,488
c. Travel						
<i>i. Home Performance with Energy Start (ECA)</i>			\$ 1,120	\$ 1,456	\$ 1,949	\$ 4,525
<i>ii. Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	\$ -
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ -	\$ -	\$ -	\$ -
TOTAL TRAVEL			\$ 1,120	\$ 1,456	\$ 1,949	\$ 4,525
d. Equipment						
<i>i. Home Performance with Energy Start (ECA)</i>			\$ 10,000	\$ -	\$ -	\$ 10,000
Infrared Cameras			\$ 10,000	\$ -	\$ -	\$ 10,000
Diagnostic equipment			\$ 2,400	\$ -	\$ -	\$ 2,400
Step Ladders			\$ 300	\$ -	\$ -	\$ 300
Blower Door and Manometer			\$ 5,250	\$ -	\$ -	\$ 5,250
Vehicles			\$ 50,000	\$ -	\$ -	\$ 50,000
Total ECA Equipment			\$ 67,950	\$ -	\$ -	\$ 67,950
<i>ii. Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	\$ -
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ -	\$ -	\$ -	\$ -
TOTAL EQUIPMENT			\$ 67,950	\$ -	\$ -	\$ 67,950
e. Supplies						
<i>i. Home Performance with Energy Start (ECA)</i>			\$ 6,000	\$ 7,800	\$ 10,440	\$ 24,240
Literature & Correspondence			\$ 6,000	\$ 7,800	\$ 10,440	\$ 24,240
Brochures			\$ 8,000	\$ 10,400	\$ 13,920	\$ 32,320
Posters			\$ 7,000	\$ 9,100	\$ 12,180	\$ 28,280
Office Supplies			\$ 7,000	\$ 5,200	\$ 6,960	\$ 19,160
Total ECA Supplies			\$ 28,000	\$ 32,500	\$ 43,500	\$ 104,000
<i>ii. Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	\$ -
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ -	\$ -	\$ -	\$ -
TOTAL SUPPLIES			\$ 28,000	\$ 32,500	\$ 43,500	\$ 104,000
f. Contractual						
<i>i. Home Performance with Energy Star (ECA)</i>			\$ 170	\$ 170	\$ 170	\$ 510
Legal			\$ 170	\$ 170	\$ 170	\$ 510
Audit			\$ 1,901	\$ 1,901	\$ 1,901	\$ 5,702
Total ECA Contractual			\$ 2,071	\$ 2,071	\$ 2,071	\$ 6,212
<i>ii. Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	\$ -
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ -	\$ -	\$ -	\$ -
TOTAL CONTRACTUAL			\$ 2,071	\$ 2,071	\$ 2,071	\$ 6,212
g. Construction						
<i>i. Home Performance with Energy Star (ECA)</i>			\$ -	\$ -	\$ -	\$ -
<i>ii. Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	\$ -
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ -	\$ -	\$ -	\$ -
TOTAL CONSTRUCTION			\$ -	\$ -	\$ -	\$ -
h. Other						
<i>i. Home Performance with Energy Star (ECA)</i>			\$ 511,500	\$ 1,659,306	\$ 3,299,175	\$ 5,469,981
BPI Building Analyst audits			\$ 511,500	\$ 1,659,306	\$ 3,299,175	\$ 5,469,981
Protective Clothing			\$ 1,875	\$ 2,438	\$ 3,263	\$ 7,575
Postage			\$ 509	\$ 662	\$ 886	\$ 2,056
Rent (1924 Arch Street)			\$ 3,600	\$ 3,600	\$ 3,600	\$ 10,800
Utilities			\$ 1,378	\$ 1,378	\$ 1,378	\$ 4,133
Phone			\$ 6,303	\$ 6,303	\$ 6,303	\$ 18,909
Building Cleaning/Maintenance			\$ 2,196	\$ 2,196	\$ 2,196	\$ 6,587
Auto Insurance (per vehicle)			\$ 6,000	\$ 6,000	\$ 6,000	\$ 18,000
All other Insurance			\$ 21,375	\$ 21,375	\$ 21,375	\$ 64,126
Total ECA Other			\$ 554,736	\$ 1,703,257	\$ 3,344,175	\$ 5,602,168
<i>ii. Keystone HELP (AFC First)</i>			\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 3,000,000
Interest Rate Buy Down Fund			\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 3,000,000
Loan Loss Reserve			\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 3,000,000
Total AFC First Other			\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 6,000,000

**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year3	Total
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>						
Smart Rehab Fund			\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 6,500,000
Total PHFA Other			\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 6,500,000
<i>iv. Leverage</i>						
TOTAL OTHER			\$ 4,804,736	\$ 5,953,257	\$ 7,344,175	\$ 18,102,168
i. Total Direct Charges (sum of 6a-6h)						
<i>i. Home Performance with Energy Star (ECA)</i>			\$ 1,072,347	\$ 2,170,308	\$ 3,835,650	\$ 7,078,305
<i>ii. Keystone HELP (AFC First)</i>			\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 6,000,000
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 6,500,000
<i>iv. Leverage</i>			\$ -	\$ -	\$ -	\$ -
TOTAL DIRECT CHARGES			\$ 5,322,347	\$ 6,420,308	\$ 7,835,650	\$ 19,578,305
j. Indirect Charges						
<i>i. Home Performance with Energy Star (ECA)</i>			\$ -	\$ -	\$ -	\$ -
<i>ii. Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	\$ -
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>			\$ -	\$ -	\$ -	\$ -
TOTAL INDIRECT CHARGES			\$ -	\$ -	\$ -	\$ -
k. Totals (sum of 6i-6j)			\$ 5,322,347	\$ 6,420,308	\$ 7,835,650	\$ 19,578,305

3. Marketing & Education

a. Personnel						
Communications and Outreach Coordinator	\$ 90,000	100%	\$ 90,000	\$ 92,700	\$ 95,481	\$ 278,181
TOTAL PERSONNEL COST			\$ 90,000	\$ 92,700	\$ 95,481	\$ 278,181
b. Fringe Benefits			\$ 49,970	\$ 33,229	\$ 33,599	\$ 116,798
TOTAL FRINGE BENEFITS			\$ 49,970	\$ 33,229	\$ 33,599	\$ 116,798
c. Travel			\$ -	\$ -	\$ -	\$ -
d. Equipment			\$ -	\$ -	\$ -	\$ -
e. Supplies			\$ -	\$ -	\$ -	\$ -
f. Contractual						
<i>i. Communications Firm</i>						
Base marketing retainer			\$ 120,000	\$ 120,000	\$ 120,000	\$ 360,000
Paid media placement			\$ 300,000	\$ 300,000	\$ 300,000	\$ 900,000
Website (design and development)			\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
Materials (development and printing)			\$ 300,000	\$ 300,000	\$ 300,000	\$ 900,000
Total Communications Firm			\$ 920,000	\$ 920,000	\$ 920,000	\$ 2,760,000
<i>ii. DVRPC</i>			\$ 45,000	\$ 45,000	\$ -	\$ 90,000
TOTAL CONTRACTUAL			\$ 965,000	\$ 965,000	\$ 920,000	\$ 2,850,000
g. Construction			\$ -	\$ -	\$ -	\$ -
h. Other						
Call Center and Training			\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000
TOTAL OTHER			\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000
i. Total Direct Charges (sum of 6a-6h)			\$ 1,154,970	\$ 1,140,929	\$ 1,099,080	\$ 3,394,979
j. Indirect Charges			\$ 11,478	\$ 10,326	\$ 10,585	\$ 32,388
k. Totals (sum of 6i-6j)			\$ 1,166,448	\$ 1,151,255	\$ 1,109,665	\$ 3,427,367

4. Program Management

a. Personnel						
Program Director	\$ 130,000	100%	\$ 130,000	\$ 133,900	\$ 137,917	\$ 401,817
Financial Analyst	\$ 55,000	100%	\$ 55,000	\$ 56,650	\$ 58,350	\$ 170,000
Housing Program Analyst	\$ 55,000	100%	\$ 55,000	\$ 56,650	\$ 58,350	\$ 170,000
Contract Monitor	\$ 45,000	50%	\$ 22,500	\$ 23,175	\$ 23,870	\$ 69,545
Wage Compliance Officer	\$ 50,000	100%	\$ 50,000	\$ 51,500	\$ 53,045	\$ 154,545
Wage Compliance Officer	\$ 50,000	100%	\$ 50,000	\$ 51,500	\$ 53,045	\$ 154,545
Historical Preservation Planner	\$ 45,000	100%	\$ 45,000	\$ 46,350	\$ 47,741	\$ 139,091
Administrative Assistant	\$ 37,000	100%	\$ 37,000	\$ 38,110	\$ 39,253	\$ 114,363
TOTAL PERSONNEL			\$ 444,500	\$ 457,835	\$ 471,570	\$ 1,373,905
b. Fringe Benefits			\$ 133,350	\$ 137,351	\$ 141,471	\$ 412,172
TOTAL FRINGE BENEFITS			\$ 133,350	\$ 137,351	\$ 141,471	\$ 412,172
c. Travel			\$ -	\$ -	\$ -	\$ -

**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year3	Total
d. Equipment			\$ -	\$ -	\$ -	-
e. Supplies			\$ -	\$ -	\$ -	-
f. Contractual			\$ -	\$ -	\$ -	-
g. Construction			\$ -	\$ -	\$ -	-
h. Other			\$ -	\$ -	\$ -	-
i. Total Direct Charges (sum of 6a-6h)			\$ 577,850	\$ 595,186	\$ 613,041	\$ 1,786,077
j. Indirect Charges			\$ 47,384	\$ 48,805	\$ 50,269	\$ 146,458
k. Totals (sum of 6i-6j)			\$ 625,234	\$ 643,991	\$ 663,310	\$ 1,932,535

5. Summary

1. Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)	\$ 11,801,346	\$ 11,344,112	\$ 11,352,262	\$ 34,497,720
2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)	\$ 5,322,347	\$ 6,420,308	\$ 7,835,650	\$ 19,578,305
3. Marketing & Education	\$ 1,166,448	\$ 1,151,255	\$ 1,109,665	\$ 3,427,367
4. Program Management	\$ 625,234	\$ 643,991	\$ 663,310	\$ 1,932,535
PROGRAM TOTALS	\$ 18,915,374	\$ 19,559,667	\$ 20,960,887	\$ 59,435,927

6. Leverage (for detailed breakdown of leveraged amounts see Narrative)

Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)	\$ 39,100,000	\$ 39,100,000	\$ 39,100,000	\$ 117,300,000
Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)	\$ 36,290,833	\$ 36,290,833	\$ 36,290,833	\$ 108,872,499
TOTAL LEVERAGE	\$ 75,390,833	\$ 75,390,833	\$ 75,390,833	\$ 226,172,499

Notes

- Notes and Justifications of Meed are outside the printed margin to make printed documents more readable. They are viewable on electronic versions of the document.
- Program income is not calculated because the majority of program income will not be realized until after the grant period. All program income will be returned to the program.
- Administrative costs are captured in the "Program Management" activity, and account for approximately 3.3% of the overall budget.
- For detailed breakdown of leveraged amounts see Narrative

**Notes/Justification
of Need**

BFTP fringe calculated based on independently negotiated federal rate. Agreement attached.

Site visits, inspections, and general coordination meetings
Site visits, inspections, and general coordination meetings
Site visits, inspections, and general coordination meetings

**Notes/Justification
of Need**

General office supplies
General office supplies

Standard financial oversight practices
Standard financial oversight practices

Standard financial oversight practices
Funds will be used to support high-potential projects whose owners cannot afford the up-front cost of an audit. Assumes one such project per year at \$5,000 each -- same cost basis.
Funds will be used to procure professional energy engineering support for project analysis and M&V purposes. Assumes same retainer-cost basis as used in formula EECBG grant.

Note: TRF chose to delineate all support costs rather than charge indirect costs.

Standard financial oversight practices
Core loan funds to support retrofits.

Required to promote availability of funds

Standard financial oversight practices
Grants may be used to support predevelopment costs of extremely high potential (energy savings or job creation) projects that do not have financing for up-front costs.
Grants may be used to support predevelopment costs of extremely high potential (energy savings or job creation) projects that do not have financing for up-front costs.
Core loan funds to support retrofits.

Calculated at same rate as agreed to with DOE for EECBG formula grant.

**Notes/Justification
of Need**

Travel to inspection sites

Required for HPwES inspections
Required for HPwES inspections
Required for HPwES inspections
Required for HPwES inspections
Required for HPwES inspections

Required to promote availability of resources
Required to promote availability of resources
Required to promote availability of resources
General office supplies

Standard financial oversight
Standard financial oversight

NOTE: ECA chose to delineate all charges rather than apply an indirect rate.
Energy audits will be subsidized through HPwES - a best practice - to encourage purchase of deep retrofit services
Required for HPwES inspections

All AFC funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.
All AFC funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.

**Notes/Justification
of Need**

All PHFA funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.

Consistent with retainer paid during development of Philadelphia Greenworks plan

Required costs for call center including computer, software, phones, and supporting materials (manuals, etc)

**Notes/Justification
of Need**

sis used in EECBG formula grants.
it.

**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year 3	Total	Notes/Justification of Need
1. Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)							
a. Personnel							
i. The Reinvestment Fund (TRF)							
Fund Manager, Energy Technical Services, Business Development, Underwriting	\$ 131,000	25%	\$ 32,750	\$ 33,733	\$ 34,744	\$ 101,227	
Energy Technical Services, Business Development, Underwriting	\$ 126,000	15%	\$ 18,900	\$ 19,467	\$ 20,051	\$ 58,418	
NMTC Business Development, Underwriting	\$ 225,000	10%	\$ 22,500	\$ 23,175	\$ 23,870	\$ 69,545	
NMTC Business Development, Underwriting	\$ 95,000	15%	\$ 14,250	\$ 14,678	\$ 15,118	\$ 44,045	
NMTC Accounting/Administration	\$ 74,000	15%	\$ 11,100	\$ 11,433	\$ 11,776	\$ 34,309	
Loan Administration Management	\$ 88,000	5%	\$ 4,400	\$ 4,532	\$ 4,668	\$ 13,600	
Loan Servicing, Payment Collection, Billing, Construction Loan Administration, Document/Collateral Management, Participation Management	\$ 231,000	5%	\$ 11,550	\$ 11,897	\$ 12,253	\$ 35,700	
Legal Document Preparation	\$ 58,000	5%	\$ 2,900	\$ 2,987	\$ 3,077	\$ 8,964	
Data Support, Reporting	\$ 77,000	5%	\$ 3,850	\$ 3,966	\$ 4,084	\$ 11,900	
Chief Financial Officer	\$ 202,000	5%	\$ 10,100	\$ 10,403	\$ 10,715	\$ 31,218	
Controller	\$ 129,000	5%	\$ 6,450	\$ 6,644	\$ 6,843	\$ 19,936	
Grant Accounting Management, Compliance	\$ 161,000	10%	\$ 11,700	\$ 12,051	\$ 12,413	\$ 36,164	
Outcomes Reporting	\$ 65,000	5%	\$ 3,250	\$ 3,348	\$ 3,448	\$ 10,045	
Marketing/Outreach, Investor Relations	\$ 183,500	10%	\$ 11,475	\$ 11,819	\$ 12,174	\$ 35,468	
IT Support	\$ 53,000	5%	\$ 2,650	\$ 2,730	\$ 2,811	\$ 8,191	
Total TRF Personnel			\$ 167,825	\$ 172,860	\$ 178,046	\$ 518,730	
ii. Philadelphia Industrial Development Corporation (PIDC)							
Program Development	\$ 60,000	5%	\$ 3,000	\$ 4,424	\$ 4,557	\$ 13,275	
Marketing, Office & retail	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275	
Marketing, Technology companies	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275	
Marketing, Industrial	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275	
Marketing, Neighborhoods	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275	
Marketing, Non-profits	\$ 65,000	5%	\$ 3,250	\$ 3,348	\$ 3,448	\$ 10,045	
Marketing Director	\$ 61,250	25%	\$ 15,313	\$ 15,772	\$ 16,245	\$ 47,329	
Project Management	\$ 68,500	20%	\$ 13,700	\$ 14,111	\$ 14,534	\$ 42,345	
Project Finance, Underwriting	\$ 68,500	15%	\$ 10,275	\$ 10,563	\$ 10,901	\$ 31,759	
NMTC, Underwriting	\$ 68,500	20%	\$ 13,700	\$ 14,111	\$ 14,534	\$ 42,345	
Business Development, Underwriting	\$ 68,500	20%	\$ 13,700	\$ 14,111	\$ 14,534	\$ 42,345	
Regulatory Compliance (Historical Review, Davis-Bacon) & Approvals (City)	\$ 62,500	10%	\$ 6,250	\$ 6,438	\$ 6,631	\$ 19,318	
Legal Document Participation	\$ 85,000	5%	\$ 4,250	\$ 4,378	\$ 4,509	\$ 13,136	
Jobs Reporting (Per Recovery Act)	\$ 60,000	10%	\$ 6,000	\$ 6,180	\$ 6,365	\$ 18,545	
Recovery Reporting & Outcomes Reporting	\$ 106,000	10%	\$ 10,600	\$ 10,918	\$ 11,246	\$ 32,764	
Chief Financial Officer	\$ 161,000	5%	\$ 8,050	\$ 8,292	\$ 8,540	\$ 24,882	
Controller	\$ 106,000	5%	\$ 5,300	\$ 5,459	\$ 5,623	\$ 16,382	
Grant Accounting Management, Compliance	\$ 62,000	10%	\$ 6,200	\$ 6,386	\$ 6,578	\$ 19,164	
Total PIDC Personnel			\$ 127,363	\$ 131,183	\$ 135,119	\$ 393,665	
iii. Ben Franklin Technology Partnership (BFTP)							
Chief Administrative Officer	\$ 184,434	1%	\$ 615	\$ 633	\$ 652	\$ 1,900	
Marketing Assistant	\$ 39,998	3%	\$ 400	\$ 412	\$ 424	\$ 1,236	
Accounting Manager	\$ 66,518	1%	\$ 267	\$ 274	\$ 283	\$ 824	
Manager of Program Analysis & Development	\$ 85,717	8%	\$ 2,286	\$ 2,354	\$ 2,425	\$ 7,065	
Manager of Technology Commercialization	\$ 111,259	5%	\$ 1,854	\$ 1,910	\$ 1,967	\$ 5,732	
Research Analyst	\$ 78,354	3%	\$ 784	\$ 807	\$ 831	\$ 2,422	
Manager of Marketing and Communications	\$ 76,752	5%	\$ 1,279	\$ 1,318	\$ 1,357	\$ 3,954	
Vice President of Technology Commercialization	\$ 165,714	5%	\$ 2,762	\$ 2,845	\$ 2,930	\$ 8,537	

**Master
Budget Justification**

Budget	Employee Cost	Work Effort	Year			Total	Notes/Justification of Need
			Year 1	Year 2	Year 3		
Budget							
Manager of Technology Commercialization	\$ 95,139	5%	\$ 1,586	\$ 1,633	\$ 1,682	\$ 4,901	
Database Analyst	\$ 41,787	1%	\$ 201	\$ 207	\$ 213	\$ 621	
Manager of Technology Commercialization	\$ 95,139	5%	\$ 1,586	\$ 1,633	\$ 1,682	\$ 4,901	
Grant Analyst	\$ 68,453	3%	\$ 685	\$ 705	\$ 726	\$ 2,116	
Staff Accountant	\$ 40,206	1%	\$ 161	\$ 166	\$ 171	\$ 498	
Total BFTP Personnel			\$ 14,464	\$ 14,898	\$ 15,345	\$ 44,706	
TOTAL PERSONNEL COST (TRF, PIDC & BFTP)			\$ 309,651	\$ 318,941	\$ 328,509	\$ 957,101	
b. Fringe Benefits							
<i>i. The Reinvestment Fund (TRF)</i>		30%	\$ 50,348	\$ 51,858	\$ 53,414	\$ 155,619	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>		30%	\$ 38,209	\$ 39,355	\$ 40,536	\$ 118,099	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>		30%	\$ 4,339	\$ 4,469	\$ 4,603	\$ 13,412	BFTP fringe calculated based on independently negotiated federal rate. Agreement attached.
TOTAL FRINGE BENEFITS (TRF, PIDC & BFTP)		30%	\$ 92,895	\$ 95,682	\$ 98,553	\$ 287,130	
c. Travel							
<i>i. The Reinvestment Fund (TRF)</i>			\$ 3,000	\$ 3,000	\$ 3,000	\$ 9,000	Site visits, inspections, and general coordination meetings
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>			\$ 2,000	\$ 2,000	\$ 2,000	\$ 6,000	Site visits, inspections, and general coordination meetings
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>			\$ 1,667	\$ 1,667	\$ 1,667	\$ 5,000	Site visits, inspections, and general coordination meetings
TOTAL TRAVEL (TRF, PIDC & BFTP)			\$ 6,667	\$ 6,667	\$ 6,667	\$ 20,000	
d. Equipment							
<i>i. The Reinvestment Fund (TRF)</i>			\$ -	\$ -	\$ -	\$ -	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>			\$ -	\$ -	\$ -	\$ -	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>			\$ -	\$ -	\$ -	\$ -	
TOTAL EQUIPMENT (TRF, PIDC & BFTP)			\$ -	\$ -	\$ -	\$ -	
e. Supplies							
<i>i. The Reinvestment Fund (TRF)</i>			\$ 2,104	\$ 2,104	\$ 2,104	\$ 6,311	General office supplies
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>			\$ 1,500	\$ 1,500	\$ 1,500	\$ 4,500	General office supplies
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>			\$ -	\$ -	\$ -	\$ -	
TOTAL SUPPLIES (TRF, PIDC & BFTP)			\$ 3,604	\$ 3,604	\$ 3,604	\$ 10,811	
f. Contractual							
<i>i. The Reinvestment Fund (TRF)</i>			\$ 20,000	\$ 20,000	\$ 20,000	\$ 60,000	Standard financial oversight practices
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>			\$ 25,000	\$ 25,000	\$ 25,000	\$ 75,000	Standard financial oversight practices
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>			\$ 45,000	\$ 45,000	\$ 45,000	\$ 135,000	Standard financial oversight practices
Total TRF Contractual			\$ 5,000	\$ 5,000	\$ 5,000	\$ 15,000	Standards will be used to support high-potential projects whose owners cannot afford the up-front cost of an audit. Assumes one such project per year at \$5,000 each -- same cost basis used in EECBG formula grants.
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>			\$ 80,000	\$ 65,000	\$ 55,000	\$ 200,000	Funds will be used to procure professional energy engineering support for project analysis and M&V purposes. Assumes same retainer-cost basis as used in formula EECBG grant.
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>			\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000	
TOTAL CONTRACTUAL (TRF, PIDC & BFTP)			\$ 135,000	\$ 120,000	\$ 110,000	\$ 365,000	
Energy Audits							
<i>i. The Reinvestment Fund (TRF)</i>			\$ 180,000	\$ 165,000	\$ 155,000	\$ 500,000	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>			\$ -	\$ -	\$ -	\$ -	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>			\$ -	\$ -	\$ -	\$ -	
TOTAL CONSTRUCTION (TRF, PIDC & BFTP)			\$ -	\$ -	\$ -	\$ -	

**Master
Budget Justification**

Budget	Total Employee Cost	Year 1	Year 2	Year 3	Total	Notes/Justification of Need
h. Other						
<i>i. The Reinvestment Fund (TRF)</i>						Note: TRF chose to delineate all support costs rather than charge indirect costs.
Rent		15,701 \$	15,701 \$	15,701 \$	47,103 \$	
Telecommunication		2,611 \$	2,611 \$	2,611 \$	7,833 \$	
Insurance		2,230 \$	2,230 \$	2,230 \$	6,689 \$	
Postage		811 \$	811 \$	811 \$	2,434 \$	
Marketing/Brochures		10,000 \$	5,000 \$	5,000 \$	20,000 \$	
Maintenance/Service Contracts		3,723 \$	3,723 \$	3,723 \$	11,168 \$	
Underwriting/Due diligence		3,000 \$	3,000 \$	3,000 \$	9,000 \$	Standard financial oversight practices
Third Party Loan Fund		5,958,802 \$	5,958,802 \$	5,958,802 \$	17,876,405 \$	Core loan funds to support retrofits.
Total TRF Other		5,996,877 \$	5,991,877 \$	5,991,877 \$	17,980,631 \$	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>						Required to promote availability of funds
Marketing/Brochures		3,333 \$	3,333 \$	3,333 \$	10,000 \$	
Postage		440 \$	440 \$	440 \$	1,320 \$	
Legal		10,000 \$	10,000 \$	10,000 \$	30,000 \$	
Insurance (incremental cost)		2,000 \$	2,000 \$	2,000 \$	6,000 \$	Standard financial oversight practices
Pre-Development Grants		465,000 \$	385,000 \$	400,000 \$	1,250,000 \$	Grants may be used to support predevelopment costs of extremely high potential (energy savings or job creation) projects that do not have financing for up-front costs.
Capital Grants		750,000 \$	380,000 \$	370,000 \$	1,500,000 \$	Grants may be used to support predevelopment costs of extremely high potential (energy savings or job creation) projects that do not have financing for up-front costs.
PIDC Revolving Loan Fund		3,957,865 \$	3,957,865 \$	3,957,865 \$	11,873,595 \$	Core loan funds to support retrofits.
Total PIDC Other		5,188,638 \$	4,738,638 \$	4,743,638 \$	14,670,915 \$	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>						
TOTAL OTHER (TRF, PIDC & BFTP)		11,185,515 \$	10,730,515 \$	10,735,515 \$	32,651,546 \$	
<i>i. Total Direct Charges (sum of 6a-6h)</i>						
<i>i. The Reinvestment Fund (TRF)</i>		6,265,153 \$	6,266,698 \$	6,273,440 \$	18,805,291 \$	
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>		5,492,710 \$	5,032,677 \$	5,032,793 \$	15,558,180 \$	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>		20,470 \$	21,034 \$	21,615 \$	63,118 \$	
TOTAL DIRECT COSTS (TRF, PIDC & BFTP)		11,778,332 \$	11,320,409 \$	11,327,848 \$	34,426,589 \$	
<i>J. Indirect Charges</i>						
<i>i. The Reinvestment Fund (TRF)</i>						Calculated at same rate as agreed to with DOE for EECBG formula grant.
<i>ii. Philadelphia Industrial Development Corporation (PIDC)</i>	8.20%	13,577 \$	13,984 \$	14,404 \$	41,965 \$	
<i>iii. Ben Franklin Technology Partnership (BFTP)</i>						
Indirect Salary	57.80%	8,360 \$	8,611 \$	8,869 \$	25,840 \$	
Indirect Fringe	24.80%	1,076 \$	1,108 \$	1,142 \$	3,326 \$	
Total BFTP Indirect Costs		9,436 \$	9,719 \$	10,011 \$	29,166 \$	
TOTAL INDIRECT COSTS (TRF, PIDC & BFTP)		23,013 \$	23,703 \$	24,415 \$	71,131 \$	
k. Totals (sum of 6i-6j)		11,801,346 \$	11,344,112 \$	11,352,262 \$	34,497,720 \$	

**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year			Total	Notes/Justification of Need
			Year 1	Year 2	Year 3		
2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)							
a. Personnel							
i. Home Performance with Energy Start (ECA)							
Executive Director	\$ 104,000	20%	\$ 20,800	\$ 21,424	\$ 22,067	\$ 64,291	
Home Performance Director	\$ 83,200	100%	\$ 83,200	\$ 85,696	\$ 88,267	\$ 257,163	
Technical Specialist	\$ 62,400	100%	\$ 62,400	\$ 64,272	\$ 66,200	\$ 192,872	
IT Director	\$ 83,200	12%	\$ 10,000	\$ 10,300	\$ 10,609	\$ 30,909	
Community Education	\$ 52,000	100%	\$ 52,000	\$ 53,560	\$ 55,167	\$ 160,727	
Project Assistant	\$ 37,440	100%	\$ 37,440	\$ 38,563	\$ 39,720	\$ 115,723	
Comptroller	\$ 90,002	5%	\$ 4,500	\$ 4,635	\$ 4,774	\$ 13,909	
Call Center Representative	\$ 50,000	100%	\$ 50,000	\$ 51,500	\$ 53,045	\$ 154,545	
Bookkeeper	\$ 31,200	5%	\$ 1,560	\$ 1,607	\$ 1,655	\$ 4,822	
Total ECA Personnel Cost	\$ 321,900		\$ 321,900	\$ 331,557	\$ 341,504	\$ 994,961	
ii. Keystone HELP (AFC First)							
iii. Preservation through Smart Rehabilitation Program (PHFA)							
TOTAL PERSONNEL	\$ 321,900		\$ 321,900	\$ 331,557	\$ 341,504	\$ 994,961	
b. Fringe Benefits							
i. Home Performance with Energy Start (ECA)							
ii. Keystone HELP (AFC First)							
iii. Preservation through Smart Rehabilitation Program (PHFA)							
TOTAL FRINGE BENEFITS		30%	\$ 96,570	\$ 99,467	\$ 102,451	\$ 298,488	
c. Travel							
i. Home Performance with Energy Start (ECA)							
ii. Keystone HELP (AFC First)							
iii. Preservation through Smart Rehabilitation Program (PHFA)							
TOTAL TRAVEL			\$ 1,120	\$ 1,456	\$ 1,949	\$ 4,525	Travel to inspection sites
d. Equipment							
i. Home Performance with Energy Start (ECA)							
Infrared Cameras	\$ 10,000		\$ -	\$ -	\$ -	\$ 10,000	Required for HPwES inspections
Diagnostic equipment	\$ 2,400		\$ -	\$ -	\$ -	\$ 2,400	Required for HPwES inspections
Step Ladders	\$ 300		\$ -	\$ -	\$ -	\$ 300	Required for HPwES inspections
Blower Door and Manometer	\$ 5,250		\$ -	\$ -	\$ -	\$ 5,250	Required for HPwES inspections
Vehicles	\$ 50,000		\$ -	\$ -	\$ -	\$ 50,000	Required for HPwES inspections
Total ECA Equipment	\$ 67,950		\$ -	\$ -	\$ -	\$ 67,950	
ii. Keystone HELP (AFC First)							
iii. Preservation through Smart Rehabilitation Program (PHFA)							
TOTAL EQUIPMENT	\$ 67,950		\$ 67,950	\$ -	\$ -	\$ 67,950	
e. Supplies							
i. Home Performance with Energy Start (ECA)							
Literature & Correspondence	\$ 6,000		\$ 6,000	\$ 7,800	\$ 10,440	\$ 24,240	Required to promote availability of resources
Brochures	\$ 8,000		\$ 8,000	\$ 10,400	\$ 13,920	\$ 32,320	Required to promote availability of resources
Posters	\$ 7,000		\$ 7,000	\$ 9,100	\$ 12,180	\$ 28,280	Required to promote availability of resources
Office Supplies	\$ 7,000		\$ 7,000	\$ 5,200	\$ 6,960	\$ 19,160	General office supplies
Total ECA Supplies	\$ 28,000		\$ 28,000	\$ 32,500	\$ 43,500	\$ 104,000	
ii. Keystone HELP (AFC First)							
iii. Preservation through Smart Rehabilitation Program (PHFA)							
TOTAL SUPPLIES	\$ 28,000		\$ 28,000	\$ 32,500	\$ 43,500	\$ 104,000	

**Master
Budget Justification**

Budget	Total				Notes/Justification of Need	
	Employee Cost	Work Effort	Year 1	Year 2		Year 3
f. Contractual						
<i>i. Home Performance with Energy Star (ECA)</i>						
Legal	\$ 170	\$ 170	\$ 170	\$ 170	\$ 510	Standard financial oversight
Audit	\$ 1,901	\$ 1,901	\$ 1,901	\$ 1,901	\$ 5,702	Standard financial oversight
Total ECA Contractual	\$ 2,071	\$ 2,071	\$ 2,071	\$ 2,071	\$ 6,212	
<i>ii. Keystone HELP (AFC First)</i>						
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>						
TOTAL CONTRACTUAL	\$ 2,071	\$ 2,071	\$ 2,071	\$ 2,071	\$ 6,212	
g. Construction						
<i>i. Home Performance with Energy Star (ECA)</i>						
<i>ii. Keystone HELP (AFC First)</i>						
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>						
TOTAL CONSTRUCTION						
h. Other						
<i>i. Home Performance with Energy Star (ECA)</i>						
BPI Building Analyst audits	\$ 511,500	\$ 1,659,306	\$ 3,299,175	\$ 5,489,981		
Protective Clothing	\$ 1,875	\$ 2,438	\$ 3,263	\$ 7,575		
Postage	\$ 509	\$ 662	\$ 886	\$ 2,056		
Rent (1924 Arch Street)	\$ 3,600	\$ 3,600	\$ 3,600	\$ 10,800		
Utilities	\$ 1,378	\$ 1,378	\$ 1,378	\$ 4,133		
Phone	\$ 6,303	\$ 6,303	\$ 6,303	\$ 18,909		
Building Cleaning/Maintenance	\$ 2,196	\$ 2,196	\$ 2,196	\$ 6,587		
Auto Insurance (per vehicle)	\$ 6,000	\$ 6,000	\$ 6,000	\$ 18,000		
All other Insurance	\$ 21,375	\$ 21,375	\$ 21,375	\$ 64,126		
Total ECA Other	\$ 554,736	\$ 1,703,257	\$ 3,344,175	\$ 5,602,168		
<i>ii. Keystone HELP (AFC First)</i>						
Interest Rate Buy Down Fund	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 3,000,000		All AFC funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.
Loan Loss Reserve	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 3,000,000		All AFC funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.
Total AFC First Other	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 6,000,000		
<i>iii. Preservation through Smart Rehabilitation Program (PHFA)</i>						
Smart Rehab Fund	\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 6,500,000		All PHFA funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.
Total PHFA Other	\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 6,500,000		
<i>iv. Leverage</i>						
TOTAL OTHER	\$ 4,804,736	\$ 5,953,257	\$ 7,344,175	\$ 18,102,168		

NOTE: ECA chose to delineate all charges rather than apply an indirect rate.
Energy audits will be subsidized through HPwES - a best practice - to encourage purchase of deep retrofit services
Required for HPwES inspections

All AFC funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.
All AFC funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.

All PHFA funds will go directly to support for retrofits -- all administrative and program delivery charges will be covered by program fees.

**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort			Total	Notes/Justification of Need
		Year 1	Year 2	Year 3		
i. Total Direct Charges (sum of 6a-6h)						
i. Home Performance with Energy Star (ECA)		\$ 1,072,347	\$ 2,170,308	\$ 3,835,650	\$ 7,078,305	
ii. Keystone HELP (AFC First)		\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 6,000,000	
iii. Preservation through Smart Rehabilitation Program (PHFA)		\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 6,500,000	
iv. Leverage		\$ -	\$ -	\$ -	\$ -	
TOTAL DIRECT CHARGES		\$ 5,322,347	\$ 6,420,308	\$ 7,835,650	\$ 19,578,305	
j. Indirect Charges						
i. Home Performance with Energy Star (ECA)		\$ -	\$ -	\$ -	\$ -	
ii. Keystone HELP (AFC First)		\$ -	\$ -	\$ -	\$ -	
iii. Preservation through Smart Rehabilitation Program (PHFA)		\$ -	\$ -	\$ -	\$ -	
TOTAL INDIRECT CHARGES		\$ -	\$ -	\$ -	\$ -	
k. Totals (sum of 6i-6j)		\$ 5,322,347	\$ 6,420,308	\$ 7,835,650	\$ 19,578,305	
3. Marketing & Education						
a. Personnel	\$ 90,000	\$ 90,000	\$ 92,700	\$ 95,481	\$ 278,181	
Communications and Outreach Coordinator						
TOTAL PERSONNEL COST	\$ 90,000	\$ 90,000	\$ 92,700	\$ 95,481	\$ 278,181	
b. Fringe Benefits		\$ 49,970	\$ 33,229	\$ 33,599	\$ 116,798	
TOTAL FRINGE BENEFITS		\$ 49,970	\$ 33,229	\$ 33,599	\$ 116,798	
c. Travel		\$ -	\$ -	\$ -	\$ -	
d. Equipment		\$ -	\$ -	\$ -	\$ -	
e. Supplies		\$ -	\$ -	\$ -	\$ -	
f. Contractual						
i. Communications Firm		\$ 120,000	\$ 120,000	\$ 120,000	\$ 360,000	Consistent with retainer paid during development of Philadelphia Greenworks plan
Base marketing retainer		\$ 300,000	\$ 300,000	\$ 300,000	\$ 900,000	
Website (design and development)		\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000	
Materials (development and printing)		\$ 300,000	\$ 300,000	\$ 300,000	\$ 900,000	
Total Communications Firm		\$ 920,000	\$ 920,000	\$ 920,000	\$ 2,760,000	
ii. DVRPC		\$ 45,000	\$ 45,000	\$ -	\$ 90,000	
TOTAL CONTRACTUAL		\$ 965,000	\$ 965,000	\$ 920,000	\$ 2,850,000	
g. Construction		\$ -	\$ -	\$ -	\$ -	
h. Other						
Call Center and Training		\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000	Required costs for call center including computer, software, phones, and supporting materials (manuals, etc)
TOTAL OTHER		\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000	
i. Total Direct Charges (sum of 6a-6h)		\$ 1,164,970	\$ 1,140,929	\$ 1,099,080	\$ 3,394,979	
j. Indirect Charges		\$ -	\$ -	\$ -	\$ -	
k. Totals (sum of 6i-6j)		\$ 1,164,970	\$ 1,140,929	\$ 1,099,080	\$ 3,394,979	
4. Program Management						
k. Totals (sum of 6i-6j)		\$ 1,166,448	\$ 1,151,255	\$ 1,109,665	\$ 3,427,367	

**Master
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year			Total	Notes/Justification of Need
			Year 1	Year 2	Year 3		
a. Personnel							
Program Director	\$ 130,000	100%	\$ 130,000	\$ 133,900	\$ 137,917	\$ 401,817	
Financial Analyst	\$ 55,000	100%	\$ 55,000	\$ 56,650	\$ 58,350	\$ 170,000	
Housing Program Analyst	\$ 55,000	100%	\$ 55,000	\$ 56,650	\$ 58,350	\$ 170,000	
Contract Monitor	\$ 45,000	50%	\$ 22,500	\$ 23,175	\$ 23,870	\$ 69,545	
Wage Compliance Officer	\$ 50,000	100%	\$ 50,000	\$ 51,500	\$ 53,045	\$ 154,545	
Wage Compliance Officer	\$ 50,000	100%	\$ 50,000	\$ 51,500	\$ 53,045	\$ 154,545	
Historical Preservation Planner	\$ 45,000	100%	\$ 45,000	\$ 46,350	\$ 47,741	\$ 139,091	
Administrative Assistant	\$ 37,000	100%	\$ 37,000	\$ 38,110	\$ 39,253	\$ 114,363	
TOTAL PERSONNEL	\$ 444,500		\$ 444,500	\$ 457,835	\$ 471,570	\$ 1,373,905	
b. Fringe Benefits	\$ 133,350		\$ 133,350	\$ 137,351	\$ 141,471	\$ 412,172	
TOTAL FRINGE BENEFITS	\$ 133,350		\$ 133,350	\$ 137,351	\$ 141,471	\$ 412,172	
c. Travel	\$ -		\$ -	\$ -	\$ -	\$ -	
d. Equipment	\$ -		\$ -	\$ -	\$ -	\$ -	
e. Supplies	\$ -		\$ -	\$ -	\$ -	\$ -	
f. Contractual	\$ -		\$ -	\$ -	\$ -	\$ -	
g. Construction	\$ -		\$ -	\$ -	\$ -	\$ -	
h. Other	\$ -		\$ -	\$ -	\$ -	\$ -	
i. Total Direct Charges (sum of 6a-6h)	\$ 577,850		\$ 577,850	\$ 595,186	\$ 613,041	\$ 1,786,077	
j. Indirect Charges	\$ 47,384		\$ 47,384	\$ 48,805	\$ 50,269	\$ 146,458	
k. Totals (sum of 6i-6j)	\$ 625,234		\$ 625,234	\$ 643,991	\$ 663,310	\$ 1,932,535	
5. Summary							
1. Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)	\$ 11,801,346		\$ 11,344,112	\$ 11,344,112	\$ 11,352,262	\$ 34,497,720	
2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)	\$ 5,322,347		\$ 6,420,308	\$ 6,420,308	\$ 7,835,650	\$ 19,578,305	
3. Marketing & Education	\$ 1,166,448		\$ 1,151,255	\$ 1,109,665	\$ 1,109,665	\$ 3,427,367	
4. Program Management	\$ 625,234		\$ 643,991	\$ 643,991	\$ 663,310	\$ 1,932,535	
PROGRAM TOTALS	\$ 18,915,374		\$ 19,559,667	\$ 19,559,667	\$ 20,960,887	\$ 59,435,927	
6. Leverage (for detailed breakdown of leveraged amounts see Narrative)							
Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)	\$ 39,100,000		\$ 39,100,000	\$ 39,100,000	\$ 39,100,000	\$ 117,300,000	
Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)	\$ 36,290,833		\$ 36,290,833	\$ 36,290,833	\$ 36,290,833	\$ 108,872,499	
TOTAL LEVERAGE	\$ 75,390,833		\$ 75,390,833	\$ 75,390,833	\$ 75,390,833	\$ 226,172,499	

Notes

1. Program income is not calculated because the majority of program income will not be realized until after the grant period. All program income will be returned to the program.
2. Administrative costs are captured in the "Program Management" activity, and account for approximately 3.3% of the overall budget.
3. For detailed breakdown of leveraged amounts see Narrative



CITY OF PHILADELPHIA

MICHAEL A. NUTTER
Mayor

Office of the Mayor
215 City Hall
Philadelphia, PA 19107
(215) 686-2181
FAX (215) 686-2180

December 14, 2009

To Whom It May Concern:

The City of Philadelphia is proudly serving as the applicant for this partnership application, *Transforming the High Performance Building Market in Southeastern Pennsylvania*, for funding under Topic 1 of the EECBG competitive program.

I want to take this opportunity to assure you that the Mayor's Office of Sustainability, on behalf of the City of Philadelphia, is eligible to submit this application and, if funding is granted, is additionally eligible to receive funds, implement the EECBG program and report on the use of these funds in compliance with all reporting requirements. I also want to assure you that we intend to comply with all terms of the EECBG, including Davis-Bacon.

Sincerely,

A handwritten signature in black ink, appearing to read "M.A. Nutter".

Michael A. Nutter
Mayor

Appendix C – NEPA FO RM For Completion
U.S. DEPARTMENT OF ENERGY

ENVIRONMENTAL SUMMARY

(To Be Completed by Potential Recipient)

The Department of Energy (DOE) is required by the National Environmental Policy Act (NEPA) of 1969 as amended (42 U.S.C. 4332(2), 40 CFR parts 1500-1508) and DOE implementing regulations (10 CFR 1021) to consider the environmental effects resulting from federal actions, including providing financial assistance. Please provide the following information to facilitate DOE's environmental review.

PART I: General Information

Title: Project Energy Smart: Transforming the High Performance Building Retrofit Market in the Greater Philadelphia Region

FOA Number: DE-FOA-0000148

1. Please describe the intended use of DOE funding in your proposed plan. For example, would the funding be applied to the entire project or only support a phase of the project? Describe the activity as specifically as possible, i.e. planning, feasibility study, design, data analysis, education or outreach activities, construction, capital purchase and/or equipment installation or modification.

Response:

DOE funding will be used to support multiple phases of the proposed project plan through additional services provide by City agencies or under City contracts, and through subgrant agreements between the City and certain strategic partners. The tasks described in the project plan consist of various types of activities, including planning and coordination, training, data gathering and analysis, monitoring and verification, marketing, education and outreach programs, and grants and loans for energy efficiency building retrofits. The vast majority of funding (>80% will go directly to retrofits and related activities like audits).

2. Does any part of your project require review and/or permitting by any other federal, state, regional, local, environmental, or regulatory agency? Yes No

Response:

The general implementation and delivery of the core elements of the project will be through existing, pre-approved programs. For example, because the Greenworks Loan Fund already uses EECBG Formula funding, it process and documentation have been pre-approved by DOE. PHFA has been approved as a Smart Rehab provider under WAP by the state WAP implementation agency, the Department of Community and Economic Development. Keystone Help has been approved by the State Department of Environmental Protection. And ECA has been approved as a Home Performance with Energy Star administrator by the US Environmental Protection Agency. The approach to leveraging includes rebates by the region's largest utilities, PECO and PGW, under Energy Efficiency and Conservation programs that require approval by the Pennsylvania Public Utility Commission (PUC). The PUC has approved PECO's program and PGW's program has been submitted to the PUC and is pending review.

Certain energy efficiency retrofits and improvements may require further review or permitting to comply with federal, state and local environmental and historic preservation requirements. The need for such review and permitting will be evaluated on a project by project basis according to the procedures and policies of the existing programs that will be used to implement the core elements of the project.

3. Has any review (e.g., NEPA documentation, permits, agency consultations) been completed?

Yes No

If yes, is a finding or report available and how can a copy be obtained?

Response:

Yes. DOE has reviewed and approved the process and documentation for the Greenworks Loan Fund. DOE's findings and pre-approvals for this program are available from DOE's Project Officer for this program: Charles Christensen, Project Officer, Energy Efficiency and Conservation Block Grants, U.S. Department of Energy, Golden Field Office, telephone: 303-275-4817, Email: charles.christensen@go.doe.gov. PHFA has had to be approved as a Weatherization Assistance Program provider in order to receive WAP funds under ARRA.

The Pennsylvania Public Utility Commission (PUC) approved PECO's Energy Efficiency and Conservation program by Order adopted on October 15, 2009, and PGW's program has been submitted to the PUC and is pending review. A copy of the PUC's Opinion and Order approving PECO's program is available on the PUC web page at: <http://www.puc.state.pa.us/general/search.apx>. (PUC, Docket No. M-2009-2093215, Order entered October 15, 2009.)

4. Provide information about the potential environmental issues, concerns, and impacts associated with your proposal. Please provide as much detail as possible in the following areas: specifics of proposed activities, project locations, size, layout, commitments to waste management and historic preservation. If project specific information is unknown, describe your plan for obtaining this information.

Response:

The City will pass down requirements for compliance with environmental and historic preservation requirements to subgrant or loan recipients through the terms and conditions of requests for proposals and subgrant or loan agreements. For example, for the Greenworks Loan Fund, the ultimate subgrant recipients and their agents, contractors and subcontractors are required to comply with all applicable Federal, State, and local environmental and historic preservation requirements, including without limitation: NEPA, the National Historic Preservation Act (NHPA), the Endangered Species Act, the Clean Air Act, the Federal Water Pollution Control Act, the Resource Conservation and Recovery Act (RCRA), and Executive Orders on Floodplains (11988), Wetlands (11990) and Environmental Justice (12898).

Funding under this program will give strong preference to activities that are categorically excluded from NEPA review. Projects that require NEPA review may be considered if they can demonstrate extraordinary potential for energy savings or job creation, but will require formal review by relevant DOE offices on a case by case basis. It is anticipated that a significant majority of activities funded under this application would qualify for categorical exclusion.

Some retrofit activities may raise waste disposal or Section 106 historical preservation issues. Sanitary and hazardous wastes that may result from energy efficiency retrofits include, but are not limited to, old light bulbs, lead ballast, piping, roofing material, discarded equipment, debris, asbestos, etc. Section 106 issues may include the installation of new windows or doors on historic properties, or in rare cases the addition of new technologies like solar power onto historic building.

Waste management strategies tailored to the various types of programs and projects identified in this application will be developed and submitted to DOE for approval. In some cases – the Greenworks Fund, for example – the programs contained in this application may already have federally approved waste management strategies. In those instances, existing strategies will be maintained.

A historic preservation strategy will be developed in partnership with the State Historic Preservation Office (SHPO). It is likely that such a strategy will build from an existing partnership being created between the PA SHPO and the City of Philadelphia's Historical Commission, in which the Commission is authorized by the SHPO to conduct certain assessment and mitigation reviews on its behalf in order to expedite that process.

Project Impact Table For Topic 1

Greenworks Loan Fund

Commercial, Institutional, Industrial, and Public Buildings

DOES NOT COUNT IN NARRATIVE PAGE LIMIT

Project Impact Metrics	During Project Period				Post project period, years 4 to 6		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
Number of buildings retrofitted	18	15	13	10	10	10	
Total square footage of buildings retrofitted	565,000	385,000	320,000	255,000	255,000	255,000	
Average utilities savings (e.g. cost and fuel savings) achieved per unit retrofitted – MBTU	41,662	46,138	53,790	20,583	20,583	20,583	
EECBG Funds Only (All funds)	(131,083)	(153,444)	(177,605)	(97,769)	(97,769)	(97,769)	
Jobs created or retained	138	133	133	54	54	54	
EECBG Funds Only (All funds)	(563)	(558)	(558)	(258)	(258)	(258)	
Average emissions reductions (MMT CO ₂ ') per unit	0.0033	0.0037	0.0037	0.0016	0.0016	0.0016	
EECBG Funds Only (All funds)	(0.0105)	(0.0123)	(0.1849)	(0.0078)	(0.0078)	(0.0078)	
EECBG Funds Expended	\$12,697,186	\$12,241,735	\$12,238,750	\$5,000,000	\$5,000,000	\$5,000,000	
Leveraged Funds and In-Kind Resources Expended	\$39,100,000	\$39,100,000	\$39,100,000	\$18,750,000	\$18,750,000	\$18,750,000	
{APPLICANT CAN ADD QUANTITATIVE METRIC}							

Assumptions

NOTE 1: All job creation, energy savings, and emissions reductions calculations were performed using the DOE EECBG Estimated Benefits Calculator provided to the City of Philadelphia for use in estimating impacts for its EECBG formula funds. For the sake of consistency, and to be certain of using DOE-approved methodologies, that same calculator was employed in the analysis of this proposal. If awarded funding, the application partners will undertake a rigorous independent up-front analysis to confirm these projections using models custom designed to support the proposed programs.

NOTE 2: This Project Impact Form provides impacts for the Greenworks Loan Fund portion of the application only Commercial, Institutional, Industrial, and Public Buildings). A separate Project Impact Form is attached to reflect the impact of housing related programs.

- **Number of Buildings Retrofitted Years 1-3:** Assumes 8 lease financing projects, 14 smaller construction projects, 8 larger construction projects, 6 New Markets Tax Credit deals, and 10 public buildings (GESA/ESCO model); based on market conditions and existing pipeline.
- **Number of Buildings Retrofitted Years 4-6:** Assumes 10 projects in each year.
- **Total Square Footage of Buildings:** Assumes that the individual project average square footage is as follows: 25,000 SF for lease financing, 20,000 SF for smaller construction projects, 30,000 SF for larger construction projects, 50,000 SF for New Markets Tax Credit deals, and 25,000 SF for public buildings (GESA/ESCO model).
- **Average Utilities Savings:** DOE EECBG Estimated Benefits Calculator, using the "financial incentives" and "audit" categories to get the annual estimated energy savings (million source BTU); then dividing that number by the number of buildings retrofitted.
- **Jobs Created or Retained:** DOE EECBG Estimated Benefits Calculator, using the "financial incentives" and "audit" categories.
- **Average Emissions Reductions:** DOE EECBG Estimated Benefits Calculator, using the "financial incentives" and "audit" categories to get the annual estimated GHG reduced (metric tons CO₂); then dividing that number by the number of buildings retrofitted.
- **EECBG Funds Expended (Yrs 1-3):** Assumes entire budget from the Greenworks Loan Fund (Commercial, Institutional, Industrial, and Public Buildings), one-half of the budget from Marketing and Education, and one-half of the budget from Program Management.
- **EECBG Funds Expended (Yrs 4-6):** Based on a conservative estimate of return on principal of EECBG funds.
- **Leveraged Funds (Yrs 1-3):** Based on guaranteed funds including: \$54 million New Market Tax Credits, \$34 million GESA, \$10 million in HUD 108, \$9 million Greenworks Loan Fund (existing pool), \$5 million Clinton Climate Initiative (CCI), \$5 million Regional Capital Assistance Program (RCAP), and PECO (utility) Rebates \$300,000.
- **Leveraged Funds (Yrs 4-6):** Based on estimated funds from above mentioned pools (see Leveraged Funds, Yrs 1-3).

¹ MMT CO₂ is million metric tons carbon dioxide equivalent

Project Impact Table For Topic 1
Keystone HELP and Home Performance with Energy Star/Smart Rehab
Single and Multifamily Housing

DOES NOT COUNT IN NARRATIVE PAGE LIMIT

Project Impact Metrics	During Project Period			Post project period, years 4 to 6		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Number of buildings retrofitted	3,450	3,450	3,450	2,583	2,583	2,583
Total square footage of buildings retrofitted	6,388,417	6,388,417	6,388,417	5,787,693	5,787,693	5,787,693
Average utilities savings (e.g. cost and fuel savings) achieved per unit retrofitted (MBTU) EECBG Funds Only (All funds)	146.6 (579.7)	322.3 (755.4)	571.4 (1,004.4)	38.2 (858.4)	38.2 (858.4)	38.2 (858.4)
Jobs created or retained EECBG Funds Only (All funds)	68 (462)	80 (474)	95 (489)	26 (160)	26 (160)	26 (160)
Average emissions reductions (MMT CO ₂) per unit EECBG Funds Only (All funds)	.00001 (.00004)	.00003 (.00006)	.00005 (.00008)	.000003 (.00007)	.000003 (.00007)	.000003 (.00007)
EECBG Funds Expended	\$6,218,188	\$7,317,931	\$8,722,137	\$2,400,000	\$2,400,000	\$2,400,000
Leveraged Funds and In-Kind Resources Expended	\$36,290,833	\$36,290,833	\$36,290,833	\$9,000,000	\$9,000,000	\$9,000,000
{APPLICANT CAN ADD QUANTITATIVE METRIC}						

Assumptions

NOTE 1: All job creation, energy savings, and emissions reductions calculations were performed using the DOE EECBG Estimated Benefits Calculator provided to the City of Philadelphia for use in estimating impacts for its EECBG formula funds. For the sake of consistency, and to be certain of using DOE-approved methodologies, that same calculator was employed in the analysis of this proposal. If awarded funding, the application partners will undertake a rigorous independent up-front analysis to confirm these projections using models custom designed to support the proposed programs.

NOTE: This Project Impact Form provides impacts for the Keystone HELP and Home Performance with Energy Star/Smart Rehab portion of the application only. A separate Project Impact Form is attached to reflect the impact of commercial related programs.

- **Number of Buildings Retrofitted (Yrs 1-3):** Assumes 7,750 single family housing units retrofitted and 2,600 multifamily units retrofitted.
- **Number of Buildings Retrofitted (Yrs 4-6):** Assumes that Keystone HELP and Home Performance with Energy Star, having proven financial viability self sustains at existing levels. Further assumes that Smart Rehab persists at \$1 million annually, a proportional allocation of average Weatherization Assistance Program funds.
- **Total Square Footage of Buildings (Yrs 1-6):** Assumes that the individual project average square footage is as follows: 2,171 SF for single family units (Department of Energy 2005 Residential Consumption Energy Survey) and 900 SF for multifamily units.
- **Average Utilities Savings:** DOE EECBG Estimated Benefits Calculator, using the "financial incentives" and "audit" categories to get the annual estimated energy savings (million source BTU); then dividing that number by the number of buildings retrofitted.
- **Jobs Created or Retained:** DOE EECBG Estimated Benefits Calculator, using the "financial incentives" and "audit" categories
- **Average Emissions Reductions:** DOE EECBG Estimated Benefits Calculator, using the "financial incentives" and "audit" categories to get the annual estimated GHG reduced (metric tons CO2); then dividing that number by the number of buildings retrofitted.
- **EECBG Funds Expended:** Assumes entire budget from the Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab), one-half of the budget from Marketing and Education, and one-half of the budget from Program Management.
 - EECBG funds for post-grant period reflect \$60 million in outstanding Keystone Loans ties to EECBG interest rate buy downs or loan loss reserves. Assuming a flat rate of return of 4%, \$2.4 million will continue to be available annually.
- **Leveraged Funds and In-Kind Resources Expended:** S
 - Single family leverage for the grant period assumes
 - A \$30 million leverage on a \$3 million rate pool. This is based on the leverage rate that Keystone HELP has achieved in its most recent buy down.
 - A \$30 million leverage on a \$3 million loan loss reserve.
 - A \$3,487,500 leverage based on an average PECO rebate of \$450 per house (provided by PECO). Multifamily assumes a \$6.5 million match from PHFA's existing Smart Rehab pool and a \$585,000 rebate from PECO's rebate program based on an average rebate of \$225 rebate per unit.
 - Single family leverage for the post-grant period assumes
 - Keystone and HPwES continue at approximately Year 3 rates, based on experience of comparable programs with strong public education components (http://www.affordablecomfort.org/images/Uploads/gerardi_acl_penns_energy_forum_2_.pdf)
 - PHFA continues as a WAP applicant at a proportional rate based on standard (non-ARRA) annual allocations

¹ MMT CO2 is million metric tons carbon dioxide equivalent

Applicant Name: City of Philadelphia

Award Number:

OMB Approval No. 0348-0044

Budget Information - Non Construction Programs

Section A - Budget Summary		Estimated Unobligated Funds			New or Revised Budget		Total (g)
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)		
1. Keystone HELP (AFC First)	81.128			\$6,000,000	\$63,487,500	\$69,487,500	
2.						\$0	
3.						\$0	
4.						\$0	
5. Totals		\$0	\$0	\$6,000,000	\$63,487,500	\$69,487,500	
Section B - Budget Categories							
6. Object Class Categories		Grant Program, Function or Activity			Total (5)		
		(1) Keystone HELP (AFC First)	(2)	(3)		(4)	
a. Personnel		\$0			\$0		
b. Fringe Benefits		\$0			\$0		
c. Travel		\$0			\$0		
d. Equipment		\$0			\$0		
e. Supplies		\$0			\$0		
f. Contractual		\$0			\$0		
g. Construction		\$0			\$0		
h. Other		\$6,000,000			\$6,000,000		
i. Total Direct Charges (sum of 6a-6h)		\$6,000,000	\$0	\$0	\$0	\$6,000,000	
j. Indirect Charges		\$0				\$0	
k. Totals (sum of 6i-6j)		\$6,000,000	\$0	\$0	\$0	\$6,000,000	
7. Program Income		See remarks				\$0	

Section C - Non-Federal Resources						
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals		
8. Leverage			\$63,487,500			\$63,487,500
9.						\$0
10.						\$0
11.						\$0
12. Total (sum of lines 8 - 11)	\$0	\$0	\$63,487,500			\$63,487,500
Section D - Forecasted Cash Needs						
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter	
13. Federal	\$2,000,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000
14. Non-Federal	\$21,162,500	\$5,290,625	\$5,290,625	\$5,290,625	\$5,290,625	\$5,290,625
15. Total (sum of lines 13 and 14)	\$23,162,500	\$5,790,625	\$5,790,625	\$5,790,625	\$5,790,625	\$5,790,625
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project						
(a) Grant Program	(b) First	(c) Second	(d) Third	(e) Fourth		
16. Keystone HELP (AFC First)	\$2,000,000	\$2,000,000	\$2,000,000	\$2,000,000		
17.						
18.						
19.						
20. Total (sum of lines 16-19)	\$2,000,000	\$2,000,000	\$2,000,000	\$2,000,000		\$0
Section F - Other Budget Information						
21. Direct Charges						
22. Indirect Charges						

23. Remarks
 Program income is not calculated because the majority of program income will not be realized until after the grant period. All program income will be returned to the program.
 For detailed breakdown of leveraged amounts see Narrative

Instructions for the SF-424A

Public Reporting Burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Please do not return your completed form to the Office of Management and Budget; send it to the address provided by the sponsoring agency.

General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a single Federal grant program (Federal Domestic Assistance Catalog number) and **not requiring** a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a **single program requiring** budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in **Column (a)** and the respective catalog number on each line in **Column (b)**. For applications pertaining to **multiple** programs where one or more programs **require** a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

Lines 1-4, Columns (c) through (g)

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

Section B. Budget Categories

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

Section C. Non-Federal Resources

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e)—Enter totals of Columns (b), (c), and (d).

Line 12—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

Section D. Forecasted Cash Needs

Line 13—Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14—Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15—Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23—Provide any other explanations or comments deemed necessary.

**Keystone HELP (AFC First)
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year3	Total
<u>2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)</u>						
a. Personnel <i>Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	-
b. Fringe Benefits <i>Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	-
c. Travel <i>Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	-
d. Equipment <i>Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	-
e. Supplies <i>Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	-
f. Contractual <i>Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	-
g. Construction <i>Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	-
h. Other <i>Keystone HELP (AFC First)</i>						
Interest Rate Buy Down Fund			\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 3,000,000
Loan Loss Reserve			\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 3,000,000
Total AFC First Other			\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 6,000,000
i. Total Direct Charges (sum of 6a-6h) <i>Keystone HELP (AFC First)</i>			\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 6,000,000
j. Indirect Charges <i>Keystone HELP (AFC First)</i>			\$ -	\$ -	\$ -	-
k. Totals (sum of 6i-6j)			\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 6,000,000
Leveraged Funds For detailed breakdown of leveraged amounts see Narrative			\$ 21,162,500	\$ 21,162,500	\$ 21,162,500	\$ 63,487,500

Applicant Name: City of Philadelphia

Award Number:

Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary		Catalog of Federal Domestic Assistance Number		Estimated Unobligated Funds		New or Revised Budget		Total
Grant Program Function or Activity	(a)	(b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	(g)	(g)
1. Home Performance with Energy Star (ECA)					\$7,078,305	\$38,300,000		\$45,378,305
2.								\$0
3.								\$0
4.								\$0
5. Totals			\$0	\$0	\$7,078,305	\$38,300,000		\$45,378,305
Section B - Budget Categories								
6. Object Class Categories	Grant Program, Function or Activity							
		(1) Home Performance with Energy Star (ECA)	(2)	(3)	(4)			Total (5)
a. Personnel		\$994,961						\$994,961
b. Fringe Benefits		\$298,488						\$298,488
c. Travel		\$4,525						\$4,525
d. Equipment		\$67,950						\$67,950
e. Supplies		\$104,000						\$104,000
f. Contractual		\$6,212						\$6,212
g. Construction		\$0						\$0
h. Other		\$5,602,168						\$5,602,168
i. Total Direct Charges (sum of 6a-6h)		\$7,078,305		\$0	\$0		\$0	\$7,078,305
j. Indirect Charges		\$0						\$0
k. Totals (sum of 6i-6j)		\$7,078,305		\$0	\$0		\$0	\$7,078,305
7. Program Income		See remarks						\$0

Section C - Non-Federal Resources					
	(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals
8. Leverage				\$38,300,000	\$38,300,000
9.					\$0
10.					\$0
11.					\$0
12. Total (sum of lines 8 - 11)		\$0	\$0	\$38,300,000	\$38,300,000
Section D - Forecasted Cash Needs					
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter
13. Federal	\$1,004,397	\$251,099	\$251,099	\$251,099	\$251,099
14. Non-Federal	\$12,766,667	\$3,191,667	\$3,191,667	\$3,191,667	\$3,191,667
15. Total (sum of lines 13 and 14)	\$13,771,064	\$3,442,766	\$3,442,766	\$3,442,766	\$3,442,766
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project					
	(a) Grant Program	Future Funding Periods (Years)			
		(b) First	(c) Second	(d) Third	(e) Fourth
16. Home Performance with Energy Star (ECA)		\$1,004,397	\$2,170,308	\$3,835,650	
17.					
18.					
19.					
20. Total (sum of lines 16-19)		\$1,004,397	\$2,170,308	\$3,835,650	\$0
Section F - Other Budget Information					
21. Direct Charges		22. Indirect Charges			

23. Remarks

Program income is not calculated because the majority of program income will not be realized until after the grant period. All program income will be returned to the program.
For detailed breakdown of leveraged amounts see Narrative

Instructions for the SF-424A

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General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a **single** Federal grant program (Federal Domestic Assistance Catalog number) and **not requiring** a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a **single** program requiring budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in **Column (a)** and the respective catalog number on each line in Column (b).

For applications pertaining to **multiple** programs where one or more programs **require** a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

Lines 1-4, Columns (c) through (g)

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

Section B. Budget Categories

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show **Page 3 of 4** the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

Section C. Non-Federal Resources

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e)—Enter totals of Columns (b), (c), and (d).

Line 12—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

Section D. Forecasted Cash Needs

Line 13—Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14—Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15—Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23—Provide any other explanations or comments deemed necessary.

**Home Performance with Energy Star (ECA)
Budget Justification**

Budget	Total		Year 1	Year 2	Year3	Total
	Employee Cost	Work Effort				
2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)						
a. Personnel						
i. Home Performance with Energy Start (ECA)						
Executive Director	\$ 104,000	20%	\$ 20,800	\$ 21,424	\$ 22,067	\$ 64,291
Home Performance Director	\$ 83,200	100%	\$ 83,200	\$ 85,696	\$ 88,267	\$ 257,163
Technical Specialist	\$ 62,400	100%	\$ 62,400	\$ 64,272	\$ 66,200	\$ 192,872
IT Director	\$ 83,200	12%	\$ 10,000	\$ 10,300	\$ 10,609	\$ 30,909
Community Education	\$ 52,000	100%	\$ 52,000	\$ 53,560	\$ 55,167	\$ 160,727
Project Assistant	\$ 37,440	100%	\$ 37,440	\$ 38,563	\$ 39,720	\$ 115,723
Comptroller	\$ 90,002	5%	\$ 4,500	\$ 4,635	\$ 4,774	\$ 13,909
Call Center Representative	\$ 50,000	100%	\$ 50,000	\$ 51,500	\$ 53,045	\$ 154,545
Bookkeeper	\$ 31,200	5%	\$ 1,560	\$ 1,607	\$ 1,655	\$ 4,822
Total ECA Personnel Cost			\$ 321,900	\$ 331,557	\$ 341,504	\$ 994,961
b. Fringe Benefits						
i. Home Performance with Energy Start (ECA)						
	30%		\$ 96,570	\$ 99,467	\$ 102,451	\$ 298,488
c. Travel						
i. Home Performance with Energy Start (ECA)						
			\$ 1,120	\$ 1,456	\$ 1,949	\$ 4,525
d. Equipment						
i. Home Performance with Energy Start (ECA)						
Infrared Cameras			\$ 10,000	\$ -	\$ -	\$ 10,000
Diagnostic equipment			\$ 2,400	\$ -	\$ -	\$ 2,400
Step Ladders			\$ 300	\$ -	\$ -	\$ 300
Blower Door and Manometer			\$ 5,250	\$ -	\$ -	\$ 5,250
Vehicles			\$ 50,000	\$ -	\$ -	\$ 50,000
Total ECA Equipment			\$ 67,950	\$ -	\$ -	\$ 67,950
e. Supplies						
i. Home Performance with Energy Start (ECA)						
Literature & Correspondence			\$ 6,000	\$ 7,800	\$ 10,440	\$ 24,240
Brochures			\$ 8,000	\$ 10,400	\$ 13,920	\$ 32,320
Posters			\$ 7,000	\$ 9,100	\$ 12,180	\$ 28,280
Office Supplies			\$ 7,000	\$ 5,200	\$ 6,960	\$ 19,160
Total ECA Supplies			\$ 28,000	\$ 32,500	\$ 43,500	\$ 104,000
f. Contractual						
i. Home Performance with Energy Star (ECA)						
Legal			\$ 170	\$ 170	\$ 170	\$ 510
Audit			\$ 1,901	\$ 1,901	\$ 1,901	\$ 5,702
Total ECA Contractual			\$ 2,071	\$ 2,071	\$ 2,071	\$ 6,212
g. Construction						
i. Home Performance with Energy Star (ECA)						
			\$ -	\$ -	\$ -	\$ -
h. Other						
i. Home Performance with Energy Star (ECA)						
BPI Building Analyst audits			\$ 511,500	\$ 1,659,306	\$ 3,299,175	\$ 5,469,981
Protective Clothing			\$ 1,875	\$ 2,438	\$ 3,263	\$ 7,575
Postage			\$ 509	\$ 662	\$ 886	\$ 2,056
Rent (1924 Arch Street)			\$ 3,600	\$ 3,600	\$ 3,600	\$ 10,800
Utilities			\$ 1,378	\$ 1,378	\$ 1,378	\$ 4,133
Phone			\$ 6,303	\$ 6,303	\$ 6,303	\$ 18,909
Building Cleaning/Maintenance			\$ 2,196	\$ 2,196	\$ 2,196	\$ 6,587
Auto Insurance (per vehicle)			\$ 6,000	\$ 6,000	\$ 6,000	\$ 18,000
All other Insurance			\$ 21,375	\$ 21,375	\$ 21,375	\$ 64,126
Total ECA Other			\$ 554,736	\$ 1,703,257	\$ 3,344,175	\$ 5,602,168
i. Total Direct Charges (sum of 6a-6h)						
i. Home Performance with Energy Star (ECA)						
			\$ 1,004,397	\$ 2,170,308	\$ 3,835,650	\$ 7,078,305
j. Indirect Charges						
i. Home Performance with Energy Star (ECA)						
			\$ -	\$ -	\$ -	\$ -
k. Totals (sum of 6i-6j)						
			\$ 1,004,397	\$ 2,170,308	\$ 3,835,650	\$ 7,078,305
Leveraged Funds (For detailed breakdown of leveraged amounts see Narrative)			\$ 12,766,667	\$ 12,766,667	\$ 12,766,667	\$ 38,300,000

**Home Performance with Energy Start (ECA)
Budget Justification**

Budget	Total		Year 1	Year 2	Year3	Total
	Employee Cost	Work Effort				
2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)						
a. Personnel						
<i>i. Home Performance with Energy Start (ECA)</i>						
Executive Director	\$ 104,000	20%	\$ 20,800	\$ 21,424	\$ 22,067	\$ 64,291
Home Performance Director	\$ 83,200	100%	\$ 83,200	\$ 85,696	\$ 88,267	\$ 257,163
Technical Specialist	\$ 62,400	100%	\$ 62,400	\$ 64,272	\$ 66,200	\$ 192,872
IT Director	\$ 83,200	12%	\$ 10,000	\$ 10,300	\$ 10,609	\$ 30,909
Community Education	\$ 52,000	100%	\$ 52,000	\$ 53,560	\$ 55,167	\$ 160,727
Project Assistant	\$ 37,440	100%	\$ 37,440	\$ 38,563	\$ 39,720	\$ 115,723
Comptroller	\$ 90,002	5%	\$ 4,500	\$ 4,635	\$ 4,774	\$ 13,909
Call Center Representative	\$ 50,000	100%	\$ 50,000	\$ 51,500	\$ 53,045	\$ 154,545
Bookkeeper	\$ 31,200	5%	\$ 1,560	\$ 1,607	\$ 1,655	\$ 4,822
Total ECA Personnel Cost			\$ 321,900	\$ 331,557	\$ 341,504	\$ 994,961
b. Fringe Benefits						
<i>i. Home Performance with Energy Start (ECA)</i>						
	30%		\$ 96,570	\$ 99,467	\$ 102,451	\$ 298,488
c. Travel						
<i>i. Home Performance with Energy Start (ECA)</i>						
			\$ 1,120	\$ 1,456	\$ 1,949	\$ 4,525
d. Equipment						
<i>i. Home Performance with Energy Start (ECA)</i>						
Infrared Cameras			\$ 10,000	\$ -	\$ -	\$ 10,000
Diagnostic equipment			\$ 2,400	\$ -	\$ -	\$ 2,400
Step Ladders			\$ 300	\$ -	\$ -	\$ 300
Blower Door and Manometer			\$ 5,250	\$ -	\$ -	\$ 5,250
Vehicles			\$ 50,000	\$ -	\$ -	\$ 50,000
Total ECA Equipment			\$ 67,950	\$ -	\$ -	\$ 67,950
e. Supplies						
<i>i. Home Performance with Energy Start (ECA)</i>						
Literature & Correspondence			\$ 6,000	\$ 7,800	\$ 10,440	\$ 24,240
Brochures			\$ 8,000	\$ 10,400	\$ 13,920	\$ 32,320
Posters			\$ 7,000	\$ 9,100	\$ 12,180	\$ 28,280
Office Supplies			\$ 7,000	\$ 5,200	\$ 6,960	\$ 19,160
Total ECA Supplies			\$ 28,000	\$ 32,500	\$ 43,500	\$ 104,000
f. Contractual						
<i>i. Home Performance with Energy Star (ECA)</i>						
Legal			\$ 170	\$ 170	\$ 170	\$ 510
Audit			\$ 1,901	\$ 1,901	\$ 1,901	\$ 5,702
Total ECA Contractual			\$ 2,071	\$ 2,071	\$ 2,071	\$ 6,212
g. Construction						
<i>i. Home Performance with Energy Star (ECA)</i>						
			\$ -	\$ -	\$ -	\$ -
h. Other						
<i>i. Home Performance with Energy Star (ECA)</i>						
BPI Building Analyst audits			\$ 511,500	\$ 1,659,306	\$ 3,299,175	\$ 5,469,981
Protective Clothing			\$ 1,875	\$ 2,438	\$ 3,263	\$ 7,575
Postage			\$ 509	\$ 662	\$ 886	\$ 2,056
Rent (1924 Arch Street)			\$ 3,600	\$ 3,600	\$ 3,600	\$ 10,800
Utilities			\$ 1,378	\$ 1,378	\$ 1,378	\$ 4,133
Phone			\$ 6,303	\$ 6,303	\$ 6,303	\$ 18,909
Building Cleaning/Maintenance			\$ 2,196	\$ 2,196	\$ 2,196	\$ 6,587
Auto Insurance (per vehicle)			\$ 6,000	\$ 6,000	\$ 6,000	\$ 18,000
All other Insurance			\$ 21,375	\$ 21,375	\$ 21,375	\$ 64,126
Total ECA Other			\$ 554,736	\$ 1,703,257	\$ 3,344,175	\$ 5,602,168
i. Total Direct Charges (sum of 6a-6h)						
<i>i. Home Performance with Energy Star (ECA)</i>						
			\$ 1,004,397	\$ 2,170,308	\$ 3,835,650	\$ 7,078,305
j. Indirect Charges						
<i>i. Home Performance with Energy Star (ECA)</i>						
			\$ -	\$ -	\$ -	\$ -
k. Totals (sum of 6i-6j)						
			\$ 1,004,397	\$ 2,170,308	\$ 3,835,650	\$ 7,078,305
Leveraged Funds (For detailed breakdown of leveraged amounts see Narrative)			\$ 12,766,667	\$ 12,766,667	\$ 12,766,667	\$ 38,300,000

Applicant Name: City of Philadelphia

Award Number:

OMB Approval No. 0348-0044

Budget Information - Non Construction Programs

Section A - Budget Summary		Estimated Unobligated Funds			New or Revised Budget		Total (g)
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)		
1. TRF Third Party Greenworks Loan Fund	81.128			\$18,805,291	\$77,418,000	\$96,223,291	
2.						\$0	
3.						\$0	
4.						\$0	
5. Totals		\$0	\$0	\$18,805,291	\$77,418,000	\$96,223,291	
Section B - Budget Categories		Grant Program, Function or Activity					
6. Object Class Categories		TRF	(2)	(3)	(4)	Total (5)	
a. Personnel		\$518,730				\$518,730	
b. Fringe Benefits		\$155,619				\$155,619	
c. Travel		\$9,000				\$9,000	
d. Equipment		\$0				\$0	
e. Supplies		\$6,311				\$6,311	
f. Contractual		\$135,000				\$135,000	
g. Construction		\$0				\$0	
h. Other		\$17,980,631				\$17,980,631	
i. Total Direct Charges (sum of 6a-6h)		\$18,805,291	\$0	\$0	\$0	\$18,805,291	
j. Indirect Charges		\$0				\$0	
k. Totals (sum of 6i-6j)		\$18,805,291	\$0	\$0	\$0	\$18,805,291	
7. Program Income		See remarks				\$0	

Section C - Non-Federal Resources						
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals		
8. Leverage			\$77,418,000			\$77,418,000
9.						\$0
10.						\$0
11.						\$0
12. Total (sum of lines 8 - 11)	\$0	\$0	\$77,418,000			\$77,418,000
Section D - Forecasted Cash Needs						
Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter		
13. Federal	\$6,265,153	\$1,566,288	\$1,566,288	\$1,566,288		\$1,566,288
14. Non-Federal	\$25,806,000	\$6,451,500	\$6,451,500	\$6,451,500		\$6,451,500
15. Total (sum of lines 13 and 14)	\$32,071,153	\$8,017,788	\$8,017,788	\$8,017,788		\$8,017,788
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project						
(a) Grant Program	(b) First	(c) Second	(d) Third	(e) Fourth		
16. TRF Third Party Greenworks Loan Fund	\$6,265,153	\$6,266,698	\$6,273,440			
17.						
18.						
19.						
20. Total (sum of lines 16-19)	\$6,265,153	\$6,266,698	\$6,273,440			\$0
Section F - Other Budget Information						
21. Direct Charges	22. Indirect Charges					

23. Remarks

Program income is not calculated because the majority of program income will not be realized until after the grant period. All program income will be returned to the program. Overall Greenworks Fund leverage is prorated between the two partners - PIDC and TRF - according to the proportional share of EECBG funds each will receive. For detailed breakdown of leveraged amounts see Narrative

Instructions for the SF-424A

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General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a **single** Federal grant program (Federal Domestic Assistance Catalog number) and **not requiring** a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a **single** program requiring budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in **Column (a)** and the respective catalog number on each line in Column (b).

For applications pertaining to **multiple** programs where one or more programs require a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

Lines 1-4, Columns (c) through (g)

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

Section B. Budget Categories

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

Section C. Non-Federal Resources

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e)—Enter totals of Columns (b), (c), and (d).

Line 12—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

Section D. Forecasted Cash Needs

Line 13—Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14—Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15—Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23—Provide any other explanations or comments deemed necessary.

**The Reinvestment Fund Third Party Loan Fund
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year3	Total
1. Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)						
a. Personnel						
i. The Reinvestment Fund (TRF)						
Fund Manager, Energy Technical Services, Business Development, Underwriting	\$ 131,000	25%	\$ 32,750	\$ 33,733	\$ 34,744	\$ 101,227
Energy Technical Services, Business Development, Underwriting	\$ 126,000	15%	\$ 18,900	\$ 19,467	\$ 20,051	\$ 58,418
NMTC Business Development, Underwriting	\$ 225,000	10%	\$ 22,500	\$ 23,175	\$ 23,870	\$ 69,545
NMTC Business Development, Underwriting	\$ 95,000	15%	\$ 14,250	\$ 14,678	\$ 15,118	\$ 44,045
NMTC Accounting/Administration	\$ 74,000	15%	\$ 11,100	\$ 11,433	\$ 11,776	\$ 34,309
Loan Administration Management	\$ 88,000	5%	\$ 4,400	\$ 4,532	\$ 4,668	\$ 13,600
Loan Servicing, Payment Collection, Billing Construction Loan Administration, Document/Collateral Management, Participation Management	\$ 231,000	5%	\$ 11,550	\$ 11,897	\$ 12,253	\$ 35,700
Legal Document Preparation	\$ 58,000	5%	\$ 2,900	\$ 2,987	\$ 3,077	\$ 8,964
Data Support, Reporting	\$ 77,000	5%	\$ 3,850	\$ 3,966	\$ 4,084	\$ 11,900
Chief Financial Officer	\$ 202,000	5%	\$ 10,100	\$ 10,403	\$ 10,715	\$ 31,218
Controller	\$ 129,000	5%	\$ 6,450	\$ 6,644	\$ 6,843	\$ 19,936
Grant Accounting Management, Compliance	\$ 161,000	10%	\$ 11,700	\$ 12,051	\$ 12,413	\$ 36,164
Outcomes Reporting	\$ 65,000	5%	\$ 3,250	\$ 3,348	\$ 3,448	\$ 10,045
Marketing/Outreach, Investor Relations	\$ 183,500	10%	\$ 11,475	\$ 11,819	\$ 12,174	\$ 35,468
IT Support	\$ 53,000	5%	\$ 2,650	\$ 2,730	\$ 2,811	\$ 8,191
Total TRF Personnel			\$ 167,825	\$ 172,860	\$ 178,046	\$ 518,730
b. Fringe Benefits						
i. The Reinvestment Fund (TRF)						
		30%	\$ 50,348	\$ 51,858	\$ 53,414	\$ 155,619
c. Travel						
i. The Reinvestment Fund (TRF)						
			\$ 3,000	\$ 3,000	\$ 3,000	\$ 9,000
d. Equipment						
i. The Reinvestment Fund (TRF)						
			\$ -	\$ -	\$ -	\$ -
e. Supplies						
i. The Reinvestment Fund (TRF)						
			\$ 2,104	\$ 2,104	\$ 2,104	\$ 6,311
f. Contractual						
i. The Reinvestment Fund (TRF)						
Audit			\$ 20,000	\$ 20,000	\$ 20,000	\$ 60,000
Legal			\$ 25,000	\$ 25,000	\$ 25,000	\$ 75,000
Total TRF Contractual			\$ 45,000	\$ 45,000	\$ 45,000	\$ 135,000
g. Construction						
i. The Reinvestment Fund (TRF)						
			\$ -	\$ -	\$ -	\$ -
h. Other						
i. The Reinvestment Fund (TRF)						
Rent			\$ 15,701	\$ 15,701	\$ 15,701	\$ 47,103
Telecommunication			\$ 2,611	\$ 2,611	\$ 2,611	\$ 7,833
Insurance			\$ 2,230	\$ 2,230	\$ 2,230	\$ 6,689
Postage			\$ 811	\$ 811	\$ 811	\$ 2,434
Marketing/Brochures			\$ 10,000	\$ 5,000	\$ 5,000	\$ 20,000
Maintenance /Service Contracts			\$ 3,723	\$ 3,723	\$ 3,723	\$ 11,168
Underwriting/Due diligence			\$ 3,000	\$ 3,000	\$ 3,000	\$ 9,000
Third Party Loan Fund			\$ 5,958,802	\$ 5,958,802	\$ 5,958,802	\$ 17,876,405
Total TRF Other			\$ 5,996,877	\$ 5,991,877	\$ 5,991,877	\$ 17,980,631
i. Total Direct Charges (sum of 6a-6h)						
			\$ 6,265,153	\$ 6,266,698	\$ 6,273,440	\$ 18,805,291
j. Indirect Charges						
i. The Reinvestment Fund (TRF)						
			\$ -	\$ -	\$ -	\$ -
k. Totals (sum of 6i-6j)						
			\$ 6,265,153	\$ 6,266,698	\$ 6,273,440	\$ 18,805,291

Leveraged Funds

For detailed breakdown of leveraged amounts see Narrative \$ 25,806,000 \$ 25,806,000 \$ 25,806,000 \$ 77,418,000

Note: Overall Greenworks Fund leverage is prorated between the two partners - PIDC and TRF - according to the proportional share of EECBG funds each will receive.

**The Reinvestment Fund Third Party Loan Fund
Budget Justification**

Budget	Total Employee Cost	Work Effort	Year 1	Year 2	Year 3	Total
1. Commercial, Industrial, Institutional, and Public Buildings (Greenworks Fund)						
a. Personnel						
<i>i. The Reinvestment Fund (TRF)</i>						
Fund Manager, Energy Technical Services, Business Development, Underwriting	\$ 131,000	25%	\$ 32,750	\$ 33,733	\$ 34,744	\$ 101,227
Energy Technical Services, Business Development, Underwriting	\$ 126,000	15%	\$ 18,900	\$ 19,467	\$ 20,051	\$ 58,418
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NMTC Business Development, Underwriting	\$ 95,000	15%	\$ 14,250	\$ 14,678	\$ 15,118	\$ 44,045
NMTC Accounting/Administration	\$ 74,000	15%	\$ 11,100	\$ 11,433	\$ 11,776	\$ 34,309
Loan Administration Management	\$ 88,000	5%	\$ 4,400	\$ 4,532	\$ 4,668	\$ 13,600
Loan Servicing, Payment Collection, Billing Construction Loan Administration, Document/Collateral Management, Participation Management	\$ 231,000	5%	\$ 11,550	\$ 11,897	\$ 12,253	\$ 35,700
Legal Document Preparation	\$ 58,000	5%	\$ 2,900	\$ 2,987	\$ 3,077	\$ 8,964
Data Support, Reporting	\$ 77,000	5%	\$ 3,850	\$ 3,966	\$ 4,084	\$ 11,900
Chief Financial Officer	\$ 202,000	5%	\$ 10,100	\$ 10,403	\$ 10,715	\$ 31,218
Controller	\$ 129,000	5%	\$ 6,450	\$ 6,644	\$ 6,843	\$ 19,936
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Outcomes Reporting	\$ 65,000	5%	\$ 3,250	\$ 3,348	\$ 3,448	\$ 10,045
Marketing/Outreach, Investor Relations	\$ 183,500	10%	\$ 11,475	\$ 11,819	\$ 12,174	\$ 35,468
IT Support	\$ 53,000	5%	\$ 2,650	\$ 2,730	\$ 2,811	\$ 8,191
Total TRF Personnel			\$ 167,825	\$ 172,860	\$ 178,046	\$ 518,730
b. Fringe Benefits						
<i>i. The Reinvestment Fund (TRF)</i>		30%	\$ 50,348	\$ 51,858	\$ 53,414	\$ 155,619
c. Travel						
<i>i. The Reinvestment Fund (TRF)</i>			\$ 3,000	\$ 3,000	\$ 3,000	\$ 9,000
d. Equipment						
<i>i. The Reinvestment Fund (TRF)</i>			\$ -	\$ -	\$ -	\$ -
e. Supplies						
<i>i. The Reinvestment Fund (TRF)</i>			\$ 2,104	\$ 2,104	\$ 2,104	\$ 6,311
f. Contractual						
<i>i. The Reinvestment Fund (TRF)</i>						
Audit			\$ 20,000	\$ 20,000	\$ 20,000	\$ 60,000
Legal			\$ 25,000	\$ 25,000	\$ 25,000	\$ 75,000
Total TRF Contractual			\$ 45,000	\$ 45,000	\$ 45,000	\$ 135,000
g. Construction						
<i>i. The Reinvestment Fund (TRF)</i>			\$ -	\$ -	\$ -	\$ -
h. Other						
<i>i. The Reinvestment Fund (TRF)</i>						
Rent			\$ 15,701	\$ 15,701	\$ 15,701	\$ 47,103
Telecommunication			\$ 2,611	\$ 2,611	\$ 2,611	\$ 7,833
Insurance			\$ 2,230	\$ 2,230	\$ 2,230	\$ 6,689
Postage			\$ 811	\$ 811	\$ 811	\$ 2,434
Marketing/Brochures			\$ 10,000	\$ 5,000	\$ 5,000	\$ 20,000
Maintenance /Service Contracts			\$ 3,723	\$ 3,723	\$ 3,723	\$ 11,168
Underwriting/Due diligence			\$ 3,000	\$ 3,000	\$ 3,000	\$ 9,000
Third Party Loan Fund			\$ 5,958,802	\$ 5,958,802	\$ 5,958,802	\$ 17,876,405
Total TRF Other			\$ 5,996,877	\$ 5,991,877	\$ 5,991,877	\$ 17,980,631
i. Total Direct Charges (sum of 6a-6h)			\$ 6,265,153	\$ 6,266,698	\$ 6,273,440	\$ 18,805,291
j. Indirect Charges						
<i>i. The Reinvestment Fund (TRF)</i>			\$ -	\$ -	\$ -	\$ -
k. Totals (sum of 6i-6j)			\$ 6,265,153	\$ 6,266,698	\$ 6,273,440	\$ 18,805,291
Leveraged Funds						
For detailed breakdown of leveraged amounts see Narrative			\$ 25,806,000	\$ 25,806,000	\$ 25,806,000	\$ 77,418,000
Note: Overall Greenworks Fund leverage is prorated between the two partners - PIDC and TRF - according to the proportional share of EECBG funds each will receive.						

Applicant Name: City of Philadelphia

Award Number:

Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary			Estimated Unobligated Funds		New or Revised Budget		Total (g)
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)		
Preservation through Smart Rehabilitation Program (PHFA)	81.128			\$6,500,000	\$7,085,000	\$13,585,000	
2.						\$0	
3.						\$0	
4.						\$0	
5. Totals		\$0	\$0	\$6,500,000	\$7,085,000	\$13,585,000	
Section B - Budget Categories							
6. Object Class Categories		Grant Program, Function or Activity				Total (5)	
		(1) Preservation through Smart Rehabilitation Program (PHFA)	(2)	(3)	(4)		
a. Personnel		\$0				\$0	
b. Fringe Benefits		\$0				\$0	
c. Travel		\$0				\$0	
d. Equipment		\$0				\$0	
e. Supplies		\$0				\$0	
f. Contractual		\$0				\$0	
g. Construction		\$0				\$0	
h. Other		\$6,500,000				\$6,500,000	
i. Total Direct Charges (sum of 6a-6h)		\$6,500,000	\$0	\$0	\$0	\$6,500,000	
j. Indirect Charges		\$0				\$0	
k. Totals (sum of 6i-6j)		\$6,500,000	\$0	\$0	\$0	\$6,500,000	
7. Program Income						\$0	

See remarks

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Section C - Non-Federal Resources						
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals		
8. Leveraged Funds			\$7,085,000	\$7,085,000		
9.				\$0		
10.				\$0		
11.				\$0		
12. Total (sum of lines 8 - 11)	\$0	\$0	\$7,085,000	\$7,085,000		
Section D - Forecasted Cash Needs						
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter	
13. Federal	\$2,250,000	\$562,500	\$562,500	\$562,500	\$562,500	
14. Non-Federal	\$2,361,667	\$590,417	\$590,417	\$590,417	\$590,417	
15. Total (sum of lines 13 and 14)	\$4,611,667	\$1,152,917	\$1,152,917	\$1,152,917	\$1,152,917	
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project						
(a) Grant Program	(b) First	(c) Second	(d) Third	(e) Fourth		
16. Preservation through Smart Rehabilitation Program (PHFA)	\$2,250,000	\$2,250,000	\$2,000,000	\$2,000,000		
17.						
18.						
19.						
20. Total (sum of lines 16-19)	\$2,250,000	\$2,250,000	\$2,000,000	\$2,000,000		\$0
Section F - Other Budget Information						
21. Direct Charges						
22. Indirect Charges						
23. Remarks	Program income is not calculated because the majority of program income will not be realized until after the grants period. All program income will be returned to the program. For detailed breakdown of leveraged amounts see Narrative					

Instructions for the SF-424A

Public Reporting Burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Please do not return your completed form to the Office of Management and Budget; send it to the address provided by the sponsoring agency.

General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a **single** Federal grant program (Federal Domestic Assistance Catalog number) and **not requiring** a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a **single** program **requiring** budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in **Column** (a) and the respective catalog number on each line in Column (b).

For applications pertaining to **multiple** programs where one or more programs **require** a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

Lines 1-4, Columns (c) through (g)

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

Page 3 of 5

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

Section B. Budget Categories

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7—Enter the estimated amount of income, if any, expected to be generated from the project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

Section C. Non-Federal Resources

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e)—Enter totals of Columns (b), (c), and (d).

Line 12—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

Section D. Forecasted Cash Needs

Line 13—Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14—Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15—Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column (a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants. If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23—Provide any other explanations or comments deemed necessary.

**Preservation through Smart Rehabilitation Program (PHFA)
Budget Justification**

Budget	Total			Year 1	Year 2	Year3	Total
	Employee Cost	Work Effort					
<u>2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)</u>							
a. Personnel <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	-	\$	-	\$	-	\$ -
b. Fringe Benefits <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	-	\$	-	\$	-	\$ -
c. Travel <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	-	\$	-	\$	-	\$ -
d. Equipment <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	-	\$	-	\$	-	\$ -
e. Supplies <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	-	\$	-	\$	-	\$ -
f. Contractual <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	-	\$	-	\$	-	\$ -
g. Construction <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	-	\$	-	\$	-	\$ -
h. Other <i>Preservation through Smart Rehabilitation Program (PHFA)</i> Smart Rehab Fund	\$	2,250,000	\$	2,250,000	\$	2,000,000	\$ 6,500,000
i. Total Direct Charges (sum of 6a-6h) <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	2,250,000	\$	2,250,000	\$	2,000,000	\$ 6,500,000
j. Indirect Charges <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$	-	\$	-	\$	-	\$ -
k. Totals (sum of 6i-6j)	\$	2,250,000	\$	2,250,000	\$	2,000,000	\$ 6,500,000
Leveraged Funds (for detailed breakdown of leveraged amounts see Narrative)	\$	2,361,667	\$	2,361,667	\$	2,361,667	\$ 7,085,000

**Preservation through Smart Rehabilitation Program (PHFA)
Budget Justification**

Budget	Total				Total
	Employee Cost	Work Effort	Year 1	Year 2	
<u>2. Single and Multifamily Housing (Keystone/Home Performance & Smart Rehab)</u>					
a. Personnel <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ -	\$ -	\$ -	\$ -	\$ -
b. Fringe Benefits <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ -	\$ -	\$ -	\$ -	\$ -
c. Travel <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ -	\$ -	\$ -	\$ -	\$ -
d. Equipment <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ -	\$ -	\$ -	\$ -	\$ -
e. Supplies <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ -	\$ -	\$ -	\$ -	\$ -
f. Contractual <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ -	\$ -	\$ -	\$ -	\$ -
g. Construction <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ -	\$ -	\$ -	\$ -	\$ -
h. Other <i>Preservation through Smart Rehabilitation Program (PHFA)</i> Smart Rehab Fund	\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 2,000,000	\$ 6,500,000
i. Total Direct Charges (sum of 6a-6h) <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 2,000,000	\$ 6,500,000
j. Indirect Charges <i>Preservation through Smart Rehabilitation Program (PHFA)</i>	\$ -	\$ -	\$ -	\$ -	\$ -
k. Totals (sum of 6i-6j)	\$ 2,250,000	\$ 2,250,000	\$ 2,000,000	\$ 2,000,000	\$ 6,500,000
Leveraged Funds (for detailed breakdown of leveraged amounts see Narrative)	\$ 2,361,667	\$ 2,361,667	\$ 2,361,667	\$ 2,361,667	\$ 7,085,000

Applicant Name: City of Philadelphia

Award Number:

Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary		Estimated Unobligated Funds			New or Revised Budget		Total (g)
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)		
1. PIDC Greenworks Revolving Loan Fund	81.128			\$15,600,144	\$39,882,000	\$55,482,144	
2.						\$0	
3.						\$0	
4.						\$0	
5. Totals		\$0	\$0	\$15,600,144	\$39,882,000	\$55,482,144	
Section B - Budget Categories							
6. Object Class Categories	Grant Program, Function or Activity				Total (5)		
	(1) PIDC Greenworks Revolving Loan Fund	(2)	(3)	(4)			
a. Personnel	\$393,665				\$393,665		
b. Fringe Benefits	\$118,099				\$118,099		
c. Travel	\$6,000				\$6,000		
d. Equipment	\$0				\$0		
e. Supplies	\$4,500				\$4,500		
f. Contractual	\$365,000				\$365,000		
g. Construction	\$0				\$0		
h. Other	\$14,670,915				\$14,670,915		
i. Total Direct Charges (sum of 6a-6h)	\$15,558,180		\$0	\$0	\$15,558,180		
j. Indirect Charges	\$41,965				\$41,965		
k. Totals (sum of 6i-6j)	\$15,600,144		\$0	\$0	\$15,600,144		
7. Program Income						\$0	

See remarks

Section C - Non-Federal Resources					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals	
8. Leverage			\$39,882,000		\$39,882,000
9.					\$0
10.					\$0
11.					\$0
12. Total (sum of lines 8 - 11)	\$0	\$0	\$39,882,000		\$39,882,000

Section D - Forecasted Cash Needs					
	1st Quarter	2nd Quarter	3rd Quarter	4th quarter	
Total for 1st Year	\$1,376,572	\$1,376,572	\$1,376,572		\$1,376,572
13. Federal	\$3,323,500	\$3,323,500	\$3,323,500		\$3,323,500
14. Non-Federal	\$4,700,072	\$4,700,072	\$4,700,072		\$4,700,072
15. Total (sum of lines 13 and 14)					

Section E - Budget Estimates of Federal Funds Needed for Balance of the Project					
(a) Grant Program	Future Funding Periods (Years)				
	(b) First	(c) Second	(d) Third	(e) Fourth	
16. PIDC Greenworks Revolving Loan Fund	\$5,506,287	\$5,046,661	\$5,047,197		
17.					
18.					
19.					
20. Total (sum of lines 16-19)	\$5,506,287	\$5,046,661	\$5,047,197		\$0

Section F - Other Budget Information	
21. Direct Charges	
22. Indirect Charges	

Indirect charges, where requested, are charged at a rate of .082 against the sum of personnel and fringe benefits for the requesting organization. The one exception to this method is for funds for the Ben Franklin Technology Partnership, which utilizes its own federally approved indirect rates as noted in the budget justification.

23. Remarks
 Program income is not calculated because the majority of program income will not be realized until after the grant period. All program income will be returned to the program.
 Overall Greenworks Fund leverage is prorated between the two partners - PIDC and TRF - according to the proportional share of EECBG funds each will receive.
 For detailed breakdown of leveraged amounts see Narrative

Instructions for the SF-424A

Public Reporting Burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Please do not return your completed form to the Office of Management and Budget; send it to the address provided by the sponsoring agency.

General Instructions

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

Section A. Budget Summary Lines 1-4 Columns (a) and (b)

For applications pertaining to a single Federal grant program (Federal Domestic Assistance Catalog number) and not requiring a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a single program requiring budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in Column (a) and the respective catalog number on each line in Column (b).

For applications pertaining to multiple programs where one or more programs require a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

Lines 1-4, Columns (c) through (g)

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

Page 3 of 5

For continuing grant program applications, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

Section B. Budget Categories

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7—Enter the estimated amount of income, if any, expected to be generated from under the program narrative statement this amount from the total project amount. Show amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

Section C. Non-Federal Resources

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

Column (e)—Enter totals of Columns (b), (c), and (d).

Line 12—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

Section D. Forecasted Cash Needs

Line 13—Enter the amount of cash needed by quarter from the grantor agency during the first year.

Line 14—Enter the amount of cash from all other sources needed by quarter during the first year.

Line 15—Enter the totals of amounts on Lines 13 and 14.

Section E. Budget Estimates of Federal Funds Needed for Balance of the Project

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

Section F. Other Budget Information

Line 21—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

Line 22—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

Line 23—Provide any other explanations or comments deemed necessary.

**PIDC Revolving Loan Fund
Budget Justification**

Budget	Total		Year 1	Year 2	Year3	Total
	Employee Cost	Work Effort				
1. Commercial						
a. Personnel						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>						
Program Development	\$ 60,000	5%	\$ 3,000	\$ -	\$ -	\$ 3,000
Marketing, Office & retail	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing, Technology companies	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing, Industrial	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing, Neighborhoods	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing, Non-profits	\$ 85,900	5%	\$ 4,295	\$ 4,424	\$ 4,557	\$ 13,275
Marketing Director	\$ 65,000	5%	\$ 3,250	\$ 3,348	\$ 3,448	\$ 10,045
Project Management	\$ 61,250	25%	\$ 15,313	\$ 15,772	\$ 16,245	\$ 47,329
Project Finance, Underwriting	\$ 68,500	20%	\$ 13,700	\$ 14,111	\$ 14,534	\$ 42,345
NMTC, Underwriting	\$ 68,500	15%	\$ 10,275	\$ 10,583	\$ 10,901	\$ 31,759
Business Development, Underwriting	\$ 68,500	20%	\$ 13,700	\$ 14,111	\$ 14,534	\$ 42,345
Regulatory Compliance (Historical Review, Davis-Bacon) & Approvals (City)	\$ 62,500	10%	\$ 6,250	\$ 6,438	\$ 6,631	\$ 19,318
Legal Document Participation	\$ 85,000	5%	\$ 4,250	\$ 4,378	\$ 4,509	\$ 13,136
Jobs Reporting (Per Recovery Act)	\$ 60,000	10%	\$ 6,000	\$ 6,180	\$ 6,365	\$ 18,545
Recovery Reporting & Outcomes Reporting	\$ 106,000	10%	\$ 10,600	\$ 10,918	\$ 11,246	\$ 32,764
Chief Financial Officer	\$ 161,000	5%	\$ 8,050	\$ 8,292	\$ 8,540	\$ 24,882
Controller	\$ 106,000	5%	\$ 5,300	\$ 5,459	\$ 5,623	\$ 16,382
Grant Accounting Management, Compliance	\$ 62,000	10%	\$ 6,200	\$ 6,386	\$ 6,578	\$ 19,164
Total PIDC Personnel			\$ 127,363	\$ 131,183	\$ 135,119	\$ 393,665
b. Fringe Benefits						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>		30%	\$ 38,209	\$ 39,355	\$ 40,536	\$ 118,099
c. Travel						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>			\$ 2,000	\$ 2,000	\$ 2,000	\$ 6,000
d. Equipment						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>			\$ -	\$ -	\$ -	\$ -
e. Supplies						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>			\$ 1,500	\$ 1,500	\$ 1,500	\$ 4,500
f. Contractual						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>						
Audit (incremental cost for adding to single audit)			\$ 5,000	\$ 5,000	\$ 5,000	\$ 15,000
Energy Audits			\$ 80,000	\$ 65,000	\$ 55,000	\$ 200,000
Energy Advisory			\$ 50,000	\$ 50,000	\$ 50,000	\$ 150,000
Total PIDC Contractual			\$ 135,000	\$ 120,000	\$ 110,000	\$ 365,000
g. Construction						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>			\$ -	\$ -	\$ -	\$ -
h. Other						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>						
Marketing/Brochures			\$ 3,333	\$ 3,333	\$ 3,333	\$ 10,000
Postage			\$ 440	\$ 440	\$ 440	\$ 1,320
Legal			\$ 10,000	\$ 10,000	\$ 10,000	\$ 30,000
Insurance (incremental cost)			\$ 2,000	\$ 2,000	\$ 2,000	\$ 6,000
Pre-Development Grants			\$ 465,000	\$ 385,000	\$ 400,000	\$ 1,250,000
Capital Grants			\$ 750,000	\$ 380,000	\$ 370,000	\$ 1,500,000
PIDC Revolving Loan Fund			\$ 3,957,865	\$ 3,957,865	\$ 3,957,865	\$ 11,873,595
Total PIDC Other			\$ 5,188,638	\$ 4,738,638	\$ 4,743,638	\$ 14,670,915
i. Total Direct Charges (sum of 6a-6h)						
			\$ 5,492,710	\$ 5,032,677	\$ 5,032,793	\$ 15,558,180
j. Indirect Charges						
<i>Philadelphia Industrial Development Corporation (PIDC)</i>		8.20%	\$ 13,577	\$ 13,984	\$ 14,404	\$ 41,965
k. Totals (sum of 6i-6j)						
			\$ 5,506,287	\$ 5,046,661	\$ 5,047,197	\$ 15,600,144
Leveraged Funds (For detailed breakdown of leveraged amounts see Narrative)			\$ 13,294,000	\$ 13,294,000	\$ 13,294,000	\$ 39,882,000

Note: Overall Greenworks Fund leverage is prorated between the two partners - PIDC and TRF - according to the proportional share of EECBG funds each will receive.

**PIDC Revolving Loan Fund
Budget Justification**

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Note: Overall Greenworks Fund leverage is prorated between the two partners - PIDC and TRF - according to the proportional share of EECBG funds each will receive.

Additional Program/Project Congressional Districts

Regional Congressional Districts (All):

- PA-001
- PA-002
- PA-006
- PA-007
- PA-008
- PA-013
- PA-015
- PA-016

ILENE S. BURAK

7042 Greene Street ♦ Philadelphia, Pennsylvania 19119 ♦ (215) 849-0209

EXPERIENCE

Philadelphia Industrial Development Corporation, Philadelphia, PA 4/06-present

Vice President – Corporate Counsel 8/09-present

Serve as corporate legal officer to PIDC, its subsidiaries and affiliates and the Philadelphia Authority for Industrial Development, which responsibilities include:

- Managing and providing direction to staff assigned to handle a wide array of complex matters including grants, contracts, administrative and regulatory issues, property acquisitions and sales, lending, as well as other general and transactional matters;
- Performing and overseeing the review, research, drafting and development of legal documents, such as grants, contracts, leases, real estate purchase and sale agreements, loan documents and other legal documents as required;
- Reviewing legal documents, corporation policies, procedures and guidelines to ensure compliance with legal and Federal, Pennsylvania and City of Philadelphia regulatory requirements;
- Providing legal and business insight on day-to-day issues;
- Provides counsel on business, professional, regulatory and governance matters to management and the Board of Directors, its advisory and executive committees as needed;
- Participating in the research, development and maintenance of bylaws and board resolutions and providing advice to Board members regarding conflict of interest disclosures policy;
- Managing and overseeing all outside counsel; and
- Providing legal guidance on significant PIDC initiatives.

Senior Real Estate Manager 4/06-8/09

Involved in all aspects of acquisition and disposition of real estate for purposes of economic development in the City of Philadelphia, including:

- Oversaw of the City of Philadelphia’s Surplus Real Estate Assets Program, in which of over \$40 Million in real estate assets had been slated for sale, lease or other disposition, to generate revenue for the City’s General Fund;
- Oversaw Request for Proposals and Request for Qualifications processes for development of publicly held real estate;
- Oversaw acquisition of property and property interests along the Schuylkill and Delaware Rivers for the purpose of recreational trail and economic development;
- Performed all legal work necessary for real estate acquisitions and sale, lease and other dispositions of land; and
- Coordinated and oversaw outside counsel in their representation for large scale real estate transactions.

Pepper Hamilton LLP, Philadelphia, PA 4/05-3/06

Associate

Represented clients in all types of real estate matters, including commercial, industrial, residential and retail asset acquisitions, financing, construction and operations; Negotiated leases on behalf of a retailers, office and industrial users and landlords for retail, office and industrial properties. Representations included:

- Drafting and negotiating leases for office and industrial spaces for one of the region’s largest, privately-owned developers of office and industrial properties, and assisting with acquisitions, dispositions and financing for the portfolio;
- Negotiating leases for a regional retail tenant in the Southeastern U.S.;
- Representing an industrial user in the acquisition and financing (both public and private funding) of its new facility;
- Representing a developer in acquiring land and obtaining financing for a proposed 280,000 square foot shopping center;
- Assisting with a land acquisition for a “big box retailer” and drafting and negotiating the Easements with Covenants and Restriction Agreement and the Development Agreement;
- Representing and counseling retailers in negotiating shopping center leases; and
- Representing high net-worth clients in the acquisition and sale of private residences

City of Philadelphia, Law Department, Philadelphia, PA 12/02-4/05

Assistant City Solicitor

Represented and counseled the Department of Public Property, the Fairmount Park Commission, and the Commerce Department in all aspects of real estate and economic development; Acted as counsel to the Art Commission; Drafted and negotiated all forms of real estate agreements including leases, subleases, agreements of sale, license agreements, operating agreements, right of entry agreements, easements, resolutions for Commission approval, and ordinances for City Council approval; Reviewed federal loan and grant documents; Oversaw loan workouts; Assisted with bond offerings.

Klehr, Harrison, Harvey, Branzburg and Ellers, LLP, Philadelphia, PA Summer 2000 and 9/01-12/02
Associate

Assisted in implementing a leasing program for a national retail tenant and negotiated leases on its behalf; Reviewed telecommunication license agreements; Drafted lease amendments for office buildings; Drafted PA Act II, Buyer-Seller Agreements; Reviewed title reports; Performed due diligence for large corporate and real estate related transactions; Assisted with closings for various transactions, including: drafting corporate resolutions, opinion letters, deeds, mortgages, mortgage modification agreements; reviewing contracts and leases; organizing documents and preparing closing binders.

The Honorable Jane Cutler Greenspan, Court of Common Pleas, Philadelphia, PA 5/99-4/00
Legal Intern

Drafted opinions and memoranda; Researched pre- and post-trial motions; Assisted in court management; Attended court proceedings including trials, PCRA, VOP and sentencing hearings, and jury selections.

Classic Management, Inc., Philadelphia, PA 7/90-7/98

Positions held:

Property Manager 8/97-7/98

Leasing Manager 10/93-11/95

Assistant Property Manager 7/90-10/93

COMMUNITY ORGANIZATIONS

The Attic Youth Center 9/08-Present

Treasurer and the Executive Committee member of this organization, which creates opportunities for Lesbian, Gay, Bisexual, Transgender, and Questioning (LGBTQ) youth to develop into healthy, independent, civic-minded adults within a safe and supportive community, and promotes the acceptance of LGBTQ youth in society.

Executive Committee of the Real Property Section of the Philadelphia Bar 1/05-12/08

Women's Community Revitalization Project 2/95-9/2000

Past board member of this community based development organization located in eastern North Philadelphia. Served as the chair of the property management committee, and as a member of the advisory committee, executive committee and the economic development ad-hoc committee.

EDUCATION

Temple University School of Law, Philadelphia, PA

J.D. May 2001

HONORS: Alfred L. Berns Award for excellence in Real Estate

Political and Civil Rights Law Review, Staff Member

Outstanding class performance in the Integrated Transactional Program, Spring 2000

Dean's List: Fall 1998, Spring 1999, Spring 2001

Tyler School of Art of Temple University, Elkins Park, PA

B.F.A. January 1997

Dean's List Fall 1997

BAR ADMISSIONS

Pennsylvania, 2001 and New Jersey, 2001

MEMBERSHIP

American Bar Association, Pennsylvania Bar Association, and Philadelphia Bar Association

Real Property and Probate Section of the American Bar Association, Pennsylvania Bar Association, and Philadelphia Bar Association

American Bar Association Forum on Affordable Housing and Community Development