

# Lena Stevens

City of Decatur

509 N. McDonough St, Decatur, GA 30030 404-614-8307

lena.stevens@decaturga.com

## EDUCATION AND TRAINING

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### Michigan State University

**Bachelor of Science - Environmental Economics and Policy** 2001-2005

### Indiana University

**Masters of Public Affairs- Local Government Management** 2006-2008

## PROFESSIONAL EXPERIENCE

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**Resource Conservation Coordinator** Present

City of Decatur, Georgia

- Responsible for assisting the City of Decatur in meeting the Governor's Energy Challenge, by reducing our emissions by 15% of FY2007 levels by 2020.
- Responsible for finalizing the City's Greenhouse Gas Emissions Inventory.
- Provide staffing for the Environmental Sustainability Board.

**Local Government Management Fellow** 2008-2009

City of Decatur, Georgia

- Managed the selection process for new payroll and Human Resources software.
- Developed a city-wide intranet site for employee use.
- Managed application process to Atlanta Regional Commission's Green Communities certification program.
- Assisted with development of a performance management team.

## SYNERGISTIC ACTIVITIES

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**Staff Support for Decatur Environmental Sustainability Board** Present

Decatur, Georgia

- The City of Decatur Environmental Sustainability Board was established to provide recommendations to the City Commission regarding the city's environmental regulations, plans, and initiatives as well as assisting with implementation of city projects that impact the natural environment to protect and improve the quality of life for citizens and property owners in the City of Decatur.

**Graduate Concentration in Public Finance** 2008

Bloomington, Indiana

**Undergraduate Minor in Environmental Studies** 2005

East Lansing, Michigan

# Wyman Winston

Atlanta Development Authority  
86 Pryor Street, Atlanta, GA. 30303

404-614-8307

wwinston@atlantada.com

## EDUCATION AND TRAINING

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University of Illinois

Bachelor of Architecture, Chicago, Illinois  
BARCH Architectural Design

1970-1977

## PROFESSIONAL EXPERIENCE

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Senior Commercial TADs Manager

Present

Atlanta Development Authority, Atlanta, Georgia

- Lead the effort to establish the city's first commercial and retail Tax Allocation Districts (CTADs) in the city's older retail corridors. Managed negotiations with Fulton County and Atlanta Public Schools participation in the TAD.
- Launching CTADs in early 2010 with a focus upon originating real estate projects, funding businesses and jobs creation investments.
- Created the City of Atlanta's New Market Tax Credit (NMTC) program with a focus on revitalization of the city's underdeveloped Central Business District. Manage the capitalization of Imagine Downtown Inc., (IDI) a Community Development Entity and IDI's first loan fund.
- Closed \$30 million of tax credit authority loan to the Aerotropolis Atlanta (Phase I). Aerotropolis Atlanta, is a 6.5-million-square-foot, 130 acre mixed-use redevelopment will be an aviation-intensive business district expected to include office, retail, restaurant, and hotel.
- A 4,000-space off-airport parking facility with the largest clean-energy solar power array in the southeast will be constructed. The project is estimated to create more than 10,000 jobs.

Deputy Executive Director

2001-2005

Portland Development Commission, Portland, Oregon

- Launched \$110 million mixed-use development on a 2.7-acre site located on the west bank of the Willamette River. RiverPlace features 222 condos and ground-level town homes, a destination waterfront restaurant, retail and live/work spaces, and a public parking garage.
- Finalized the city's most significant goal to retain and renovated the historic Meier & Frank department store in downtown Portland. The \$115 million redevelopment consists of a 300 room Marriott hotel and the lower floors contain a renovated state of the art Macy's department store.
- Completed the creation of the city's 11<sup>th</sup> urban renewal area, the Willamette Industrial URA. It will open up hundreds of vacant acres for industrial and brownfield redevelopment.
- Negotiated major Central City housing policy with Portland City Council to preserve 1200 low-income units in conjunction with rezoning and commercial expansion of Portland's downtown.

Director of Emerging Markets/ Director of Multifamily Housing

1987-2001

Wisconsin Housing & Economic Development Authority, Madison, Wisconsin

- Closed over \$119 million in the community development lending throughout the state.
- Managed 16,957 affordable rental units in 70 counties.
- Created a state housing plan to ensure the disposition of over \$32 million of Federal Low-Income Housing Tax Credits that resulted in the creation of 13,538 new rental homes.
- Credited with establishing the Wisconsin Housing Preservation Corporation formed to purchase.

**Atlanta Development Authority- Wyman Winston**

rehabilitate, and manage irreplaceable Section 8 properties whose owners threaten to pre-pay their federally-insured mortgages and leave the 10,000 very low-income families without housing. WHPC has over \$95 million in assets and is structured to operate in perpetuity.

- Successfully launched WHEDA's \$100 million Urban Initiative to invest in Milwaukee's poorest neighborhood.

**Project Manager**

1984 –1987

**Department of City Development, Milwaukee, Wisconsin**

- Managed the acquisition, planning and redevelopment of hundreds of foreclosed and vacant properties across the City of Milwaukee.
- Organized city-wide development approach to retrofit and renovate vacant properties acquired to meet State of Wisconsin Energy Standard.

**SYNERGISTIC ACTIVITIES**

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**The Inner City Economic Forum**

October 15 - 16, 2009

**The Initiative for a Competitive Inner City (ICIC) Washington, DC**

- The Inner City Economic Forum is the country's only national leadership network focused on business-led inner city economic development. The Forum was founded in 2003 as an ambitious and bold effort to create a national movement around the revitalization of America's inner cities. It has emerged as a powerful mechanism for generating innovative ideas on inner city economic development and transforming ideas into action.

**Reznick Group's**

August 18-19, 2009

**2009 Today's Real Estate Market: The Changing Landscape for Affordable, Commercial and Green Financing**

- NMTC and Mixed-Use Structures" panelist, discussing the bundling of New Market Tax Credits and existing Redevelopment Authority financial tools to get real estate developments done.

**Sustainable Neighborhood Development Strategies, Inc., (SNDSI)**

Present

**Atlanta, Georgia**

- SNDSI is a non-profit organization formed to aggressively acquire property – through foreclosure purchase, market purchase, bulk purchase, and donation of bank assets – in an effort to control the future direction of the Pittsburgh community.
- SNDSI will function as the master planner and developer. It will have responsibility to create plans and strategies; advance disposition and development activities in accordance with the plan; market the neighborhood; coordinate buyers, builders and sub-developers; raise development capital; and assist existing residents.
- The Preservation of Pittsburgh Plan is an ambitious community-controlled approach to responsibly stabilize and redevelop the Pittsburgh neighborhood in a way that protects and accelerates the well-being of families and their children. The plan (which was developed with resident leaders and with the assistance of national housing and urban redevelopment experts) aims to retain and support existing families of homeowners and renters in Pittsburgh and attract additional homeowners and renters to the neighborhood.

# Jennifer C. Wilson

## Georgia Environmental Facilities Authority (GEFA)

233 Peachtree Street NE, Ste. 900, Atlanta, GA, 30307

(404) 584-1077 jwilson@gefa.ga.gov

### EDUCATION AND TRAINING

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*University of Georgia*, Athens, GA, August 2001-May 2005

B.A. Spanish: Minor History

*Georgia State University*, Atlanta, GA, August 2009 - present

Masters of Arts – Economics – environmental economics policy track

### PROFESSIONAL EXPERIENCE

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***Program Manager***

January 2009 - present

GEFA, Atlanta, GA

- Oversee Energy Efficiency and Conservation Block Grant program and
- Monitor and report on energy efficiency and renewable energy projects within the State Energy Office.

***Program Director, Environmental Sustainability***

January 2006 – September

CIFAL Atlanta, Atlanta, GA

2008

- Oversaw division and implemented capacity-building forums to train regional and international government officials on green buildings, land-use, solid waste and water resource management.

### SYNERGISTIC ACTIVITIES

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***Presentation: Solar Financing Opportunities in ARRA***

July 2009

Georgia Solar Energy Association, Atlanta, GA

- Financing opportunities through the GA State Energy Office

***Presentation: Solid Waste and Methane Recovery for Local Governments***

August 2008

America's Competitiveness Forum, Atlanta, GA

- International best practices in solid waste and methane recovery.

***Presentation: Green Building Opportunities***

April 2008

***for Local Governments***

Georgia Planning Association, Atlanta, GA

- Policy, incentives, and best practices for encouraging green buildings

# Jean Pullen, PE

## Pullen Energy Consulting

3012 Inverness Ct., Conyers, GA 30094

770-633-6538 jeanpullenpe@comcast.net

### EDUCATION AND TRAINING

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*Georgia Institute of Technology* Atlanta, GA 1977-1981

Bachelor Mechanical Engineering

### REGISTRATION

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*Professional Engineer* State of Georgia, License No. 16302

### CERTIFICATIONS

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*Certified Energy Manager (CEM)*

*LEED Accredited Professional (LEED AP)*

*Certified Building Commissioning Professional (CBCP)*

*Certified Sustainable Design Professional (CSDP)*

### PROFESSIONAL EXPERIENCE

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#### *Principal*

1988 - present

Pullen Energy Consulting, Conyers, GA

- Energy Conservation Studies/Audits
- Water Conservation
- Strategic Energy Planning
- Computer-based Building Energy Simulations
- Building Commissioning
- LEED Services
- Project Engineering and Management

Primary professional focus includes energy and water conservation studies/audits for governmental, commercial, institutional, light industrial and multi-family residential facilities. Work with facility managers, owners, architects, and energy services contractors to develop energy and water conservation projects. Scope of work involves analysis of utility history, facility benchmarking, carbon footprint baseline analysis, on-site surveys and testing, calculations of energy and water costs savings for conservation measures, evaluation of renewable energy options, developing budget cost estimates, reporting on results, and project oversight during implementation. Provide consulting, project management and engineering services for a broad range of mechanical and facilities engineering projects, with a focus on sustainable design, energy and water conservation, and strategic planning for energy, water, and greenhouse gas management.

#### *Current Projects*

*City of Atlanta, Office of Sustainability:* Energy analyst reporting to Director of Sustainability. Analysis of potential energy efficiency and conservation projects, waste-to-energy projects such as biogas recovery from wastewater treatment and landfills, anaerobic digestion of municipal waste, solar thermal and photovoltaic systems. Strategic energy and water conservation planning, greenhouse gas analysis, and utility budget review. Low/no-cost recommendations for building automation programming improvements in City Hall have resulted in annual energy savings of 21%. Project reference: Ms. Mandy Mahoney, Director of Sustainability, 404-865-8965.

*Woodruff Arts Center:* Southface Associate Member of Woodruff Arts Center's Energy Team, implementing recommendations from Level-I energy audit completed in 2007. Current responsibility includes analysis of potential energy efficiency, renewable energy, and conservation projects. Recommended commissioning of art conservatory facility has resulted in monthly savings of up to 42%.

Project reference: Mr. David Wasserman, Southface Senior Research Engineer, 404-604-3588.

*Central State Hospital, State of Georgia:* Engineering consultant to Central State Hospital since 1988. Project development services and technical oversight during several phases of a multi-year contract for a demonstration project of energy performance contracting in government facilities. Develop capital budget programming documentation for over two million square feet of facilities each year, including scope of work, project cost estimates, and calculations of related energy, water, greenhouse gas emissions, and costs savings. Calculate and report on emissions and fuels for Title V compliance. Project reference: Mr. Mark Simpson, Maintenance Director, 478-445-4165.

*Tattnall County Clean Energy & Conservation Initiatives:* Energy analyst for community program to lead by example in conservation practices, and in the use of clean, renewable energy made from locally-produced crops, agricultural waste, municipal waste, and other renewable resources. Analyze production potentials for renewable energy and transportation fuels from locally-grown biomass crops and agricultural waste. Project reference: Mr. Roger Kirkland, 912-237-5233.

*Philips Arena – Energy Audit:* Level-II energy audit was completed in 2009 for successful LEED EB certification. Recommendations focused on chiller plant, lighting, and controls efficiency improvements. Also completed analyses to demonstrate compliance with LEED IEQ prerequisite for ventilation quality. Project reference: Mr. David Wasserman, Southface Senior Research Engineer, 404-604-3588.

*Southface Energy Institute - Miscellaneous:* Supplement Southface staff for special projects, including: Energy Star Certification of Eco-office, and energy audits of Acuity Lighting Offices and Warehouse, Amana Academy, Episcopal Diocese of Alabama, AIMCO High-rise Multi-family Housing, and numerous congregational facilities. Project reference: Mr. David Wasserman, Southface Senior Research Engineer, 404-604-3588.

### **Professional Affiliations**

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*Association of Energy Engineers (AEE)*

Atlanta, GA

*American Society of Heating, and Air-conditioning Engineers*

Atlanta, GA

# Dewey L. (Toby) Chandler

**AGL Resources, Inc.**

10 Peachtree Place, Atlanta, GA 30309

404-584-4277 dchandle@aglresources.com

## **EDUCATION AND TRAINING**

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*Southern Polytechnic Institute*, Bachelor of Science, Marietta, GA 84-88

Industrial Engineering, Management

*Georgia State University*, MBA, Atlanta, GA 98-99

MBA, General

## **PROFESSIONAL EXPERIENCE**

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Manager – Energy Services & Product Development

Jul 2009 - Present

AGL Resources, Inc., Atlanta Georgia

- Establish relationships with governmental and other key customers while administering programs to create value through non-traditional initiatives, sustainability programs including the federal facilities and position for opportunities within state & local governments as well as other segments as appropriate
- Identify and facilitate opportunities for consumers to implement conservation, renewable energy, and alternative fuel projects reducing energy use and promote green technologies
- Manage projects and vendors, contractors, energy services companies, and customers
- Plan and develop strategy for new products or family of products improving efficiencies and reducing emissions while working towards the commercialization, delivery and sales for products and services
- Manage and direct interaction with Sr. Management, Engineering, Regulatory, Accounting, Finance, Legal, Supply Chain and other departments plus public and private groups to create value for Customers, Communities, and Shareholders
- Identify new partnerships to strategically extend our brand and energy services business and deliver an enhanced value proposition to new audiences

Sr. Key Accounts Executive

Dec 2006 – Jul 2009

AGL Resources, Inc., Atlanta Georgia

- Create and strengthen relationships with the Top 1000 Customers and provide consultative services regarding New Technologies, Commodity strategies, Customer Liaison / Advocate with AGL interactions
- Serve Marketers/Poolers with any operational matters related to Largest C&I customers
- Successfully participate with State, County, and City Economic Development Groups to provide advanced technical analysis to prospects who may provide economic growth to Southern Operations
- Created strategic growth plan and priorities within Southern Operations and the steps and metrics to evaluate success

Jun 1996 – Dec 2006

Regional Sales Manager / Project Manager / Business Development

SouthStar Energy / Georgia Natural Gas, Atlanta Georgia (AGL subsidiary)

- Founding member to start-up an energy marketing company for AGL – growth from 9 employees to over 300 and annual revenues from \$0 to over \$500 million
- Managed, coached and trained eight Residential, Commercial, and Industrial sales professionals while becoming the leading retail marketer in the Southeast
- Prepared annual business plan, budget, responsible for P&L and variance reporting, developed marketing campaigns to expand sales
- Established IPO's, measured performance, conducted annual evaluation for individuals and business units
- Project Manager for software development and implementation of Customer Relationship Management system to track sales process, interface with Risk and Billing Systems to meet Sarbanes – Oxley compliance

Division Industrial Engineer

Jan 1985 - Jun 1996

Atlanta Gas Light Company, Savannah GA

- Engineered and Designed distribution and measurement systems
- Actively participated in community leaders meetings – chamber of commerce, economic development, and leadership training
- Provided technical information on new technology to C&I customers such as NGV's, gas cooling, and cogeneration
- Designed pipeline transportation and metering systems

## **SYNERGISTIC ACTIVITIES**

*Economic Development Partner*

Dec 2006 – Jul 2009

AGL Resources, Inc., Atlanta Georgia

- Developed analysis for State and local Economic Development Authorities
- Proposed site specific information to site location firms and development authorities in Georgia and Tennessee
- Provided initial presentation leading to Volkswagen selecting Chattanooga, TN site
- Negotiated long term contracts between Volkswagen and AGL
- Provided initial presentation and negotiation for Chicken of the Sea plant in Lyons, GA

*AGL Representative – Sustainability*

Jul 2008 - Present

*Initiatives*

- Team member developing AGL's sustainability valuation
- Developed strategies to identify and implement ARRA initiative for People, Planet, and Profit
- Audited and provided actionable carbon reduction and energy conservation plan for municipal partners
- Project developer and Project manager for Georgia Sustainable Energy and Economic Development program

# Tarece Hassell

## AGL Resources

Ten Peachtree Place, Atlanta, GA

404-694-8674 thassell@aglresources.com

## EDUCATION AND TRAINING

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*Unniversidad del Sagrado Corazon* Santurce, Puerto Rico 8/95 – 8/98

BA Humanidades

*Columbia University* New York, NY 8/98 – 5/00

MPA Management

*Emory University* Atlanta, GA 8/09 – 5/11

MBA Strategy & Operations

## PROFESSIONAL EXPERIENCE

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*Manager, Energy Efficiency & Conservation*

8/09 - Current

AGL Resources, Atlanta, GA

- Responsible for the investigation, review and development of Energy Efficiency and Conservation Programs for the AGLR enterprise.
- Manage program compliance and development to include state and federal mandated commercial and residential energy programs as well as the identification, creation of programs (or joint venture/partnership opportunities) unique to AGLR.

*Manager, Supplier Diversity*

12/05 – 8/09

AGL Resources, Atlanta, GA

- Developed and implemented strategies to achieve Enterprise wide goals and objectives based on commodity driven opportunities.
- Managed and supported quality, service, continuous improvement and value performance across supply chain.
- Assessed supplier development needs and implemented a customized supplier development program.

*Director, Recruitment & Diversity*

5/02 – 8/09

Fire Department New York, NY

- Developed programs, initiatives and strategies for New York City Fire Department to diversify ranks in the aftermath of the events of September 11, 2001.

*Manager, Supplier Diversity*

8/00 – 5/02

JP Morgan Chase New York, NY

- Utilized Six Sigma error reduction and process improvement training to develop a technology-based solution to enhance the supplier diversity program.
- Provided consultation to potential diverse suppliers and introduced JPMorganChase products and services to business owners.

## SYNERGISTIC ACTIVITIES

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*Utility Financing*

November - current

GEFA, Atlanta, GA

- Exploring opportunity to submit grant response for residential utility financing

City of Atlanta/Decatur Team Resume

*Energy Efficiency & Conservation*

October - current

EnergySMART, Atlanta, GA

- Examining efficiencies in managing energy efficiency and conservation programs

*Weatherization*

September - current

SYTRANN, Atlanta, GA

- Support joint-venture of existing diverse suppliers pursue weatherization contracts

# Bert Pierce

## Georgia Power Company

241 Ralph McGill Blvd. Atlanta, GA 30308

404 506 2344 bdpierce@southernco.com

### EDUCATION AND TRAINING

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*University of Georgia* Athens, GA 1984-1989

BBA Accounting

*Mercer University* MBA Atlanta, GA 2002-2004

### PROFESSIONAL EXPERIENCE

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*Product/Program Manager* 2004-current

Georgia Power Atlanta, GA

- Manage on-line energy management system
- Manage Home Performance with Energy Star activity
- Intellectual Property commercialization liaison

*Product Marketing Representative* 2001-2004

Georgia Power Atlanta, GA

- Support residential segment manager
- Managed the single family sales programs

*Residential Account Executive* 1996-2001

Georgia Power Atlanta, GA

- Liaison for local builders and developers
- Service and sales support

### SYNERGISTIC ACTIVITIES

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*Manager of Georgia Power's Home* 2007-current

*Performance program*

Georgia Power/ Marketing

- Manage independent contractor network
- Manage customer interface
- Marketing program

*Residential Sales executive* 1996-2001

Georgia Power

- Primary contact for builders for electric service needs
- On-site home inspection for builder program

# Tamara Jones

## Southface Energy Institute

241 Pine Street, Atlanta GA 30308

404-604-3660 tamara.jones@southface.org

### EDUCATION AND TRAINING

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*Long Island University Brooklyn Campus* B.S. Brooklyn, NY 1984-1992

Bachelors of Science, Political Science

*Yale University* M.A. New Haven CT 1994-1999

Masters of Arts, Political Science

### PROFESSIONAL EXPERIENCE

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*Director of Program Development & Government Relations* 03/2009 - Present  
Southface Energy Institute, Atlanta GA

- Member of team designing website and program to serve as resource to cities in developing and implementing sustainable community development plans.
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*Founder & Principal* 08/2008 – 02/2009  
Expertise on Demand Consulting, Decatur GA

- Founder of a management consulting company specializing in services to nonprofits and government agencies. EOD offered 1) an array of management consulting services that promote improved business performance and 2) project-based staffing to execute and implement those activities necessary to organizational development. Clients included Fulton County/City of Atlanta Land Bank Authority.

*Director of Policy & Management Analysis* 01/2008 – 06/2008  
City of Atlanta Mayor's Office, Atlanta GA

- Engaged in policy research and development, budgetary analysis, and general support to strategic objectives. Increased operational performance and budgetary efficiencies in departments through targeted program assessments and initiatives.
- Authored Policy & Procedure Statement for Mayor's Capital Improvement Projects (CIP) Sub Cabinet.
- Authored report on \$700M funding necessary to address the City's deferred maintenance needs over the next twenty years, including identification, prioritization and cost estimation of existing General Fund capital assets inventory. Report data used by Mayor in conversation with Democratic Party leadership in development of national economic stimulus package.
- Researched and wrote Request for Proposals (RFP) to outsource parking enforcement services resulting in replacing \$1M annual program expense with proposals for \$2M to \$5M annual program net revenue.
- Spearheaded team to migrate hundreds of individual departmental copier leases to a single citywide master lease in order to realize cost savings.

*Director of Policy & Management Analysis*  
City of Atlanta Department of Finance, Atlanta GA

- Led team producing solutions-oriented analyses to support performance based budgeting reforms.
- Functioned as Finance Department liaison to \$100M Public Safety Facilities construction project.
- Conducted cost benefit analysis and recommended consolidation of city print shops and associated budget policies resulting in first-year savings of \$130,000.
- Led team analysis of \$7M annual impact of Underground Atlanta on General Fund budget. Presented finding to Mayor's Economic Development Sub Cabinet. Findings widely reported in

local media.

**SYNERGISTIC ACTIVITIES** No more than 5 professional and scholarly activities related to this project

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***"Green Buildings & Black Atlanta"***

February 2010

Southface Energy Institute. Atlanta GA

- Co-authoring article with Executive Director to be presented at the State of Black Atlanta Summit in February 2010 at the Environmental Racial Justice Center at Clark Atlanta University.

***"Where are the green jobs?"***

August 13, 2009

Southface Energy Institute. Atlanta GA

- Invited speaker at Department of Labor YouthBuild USA Peer to Peer Learning Exchange

***"Utilizing Green Jobs as Pathways out of Poverty"***

July 18, 2009

Southface Energy Institute. Atlanta GA

- Panelist at Eco-Action NPU-V Green Wealth Forum

***Georgia Green Jobs Working Group***

Present

Southface Energy Institute. Atlanta GA

- Invited member of informal group convened by the Director of Sustainability for the City of Atlanta to identify and shape strategies for growing green jobs regionally

# J. Phillip Thompson

**Emerald Cities Collaborative**

PO Box 35556, Washington, DC 20033

(617) 452-2813 jt71@mit.edu

## **EDUCATION AND TRAINING**

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*Harvard University*, Cambridge MA, 1977

BA, Sociology

*Hunter College*, C.U.N.Y., New York, NY, 1986

MCP, Urban Planning

*City University of New York Graduate Center*, New York, NY, 1990

PhD, Political Science

## **PROFESSIONAL EXPERIENCE**

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*Associate Professor*

2000-current

Massachusetts Institute of Technology, Cambridge, MA

- Research focus: American Politics with a focus on urban politics, race and ethnic politics, immigration, and the politics of urban policymaking; urban planning with a focus on community participation, community development strategies, as well as labor unions and their relationship to community building efforts in low-income neighborhoods.
- Author of book: *Double-Trouble: Black Mayors, Black Communities, and the Struggle for a Deep Democracy*. (Oxford University Press, 2005) and numerous articles published in refereed journals, conferences, and other publications
- M.I.T. Martin Luther King, Jr. Leadership Award, February 2004
- Visiting M.L.K. Fellow, September 2000-May 2002

*Associate Professor*

1997-1999

Department of Public and Non-Profit Management, Columbia University Business School, New York, NY

*Fellow*

1995-1996

Russell Sage Foundation, New York, NY

*Assistant Professor*

1993-1994

Department of Political Science, Barnard College, New York, NY

*Deputy General Manager for Operations and Development*

1991-1992

New York City Housing Authority, New York, NY

*Director of the Mayor's Office of Housing Coordination*

1990-1991

Mayor's Office, New York, NY

- Mayor's Liaison to the N.Y.C. Districting Commission

## **SYNERGISTIC ACTIVITIES** No more than 5 professional and scholarly activities related to this project

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*Co-Founder and Member of Board of Directors*

2009

Emerald Cities Collaborative, Washington, DC

- ECC is a consortium of diverse organizations united around the goal of "greening" our metropolitan areas in high-road ways that advance equal opportunity, shared wealth, and

democracy within them

- Coordinating research on building technology, labor agreements, community engagement, and finance to establish ECC models for these areas of engagement; linking these models to activities on the ground

*Consultant*

June – August 2003, June – August 2005

Service Employees International Union, Washington, DC

*Consultant*

May– August: 2000, 2001, 2002

PolicyLink, Oakland, CA

*Consultant*

September 1997 - September 1999

Aspen Institute Roundtable on Comprehensive Community Development

*Consultant*

May 1995 - August 2002

Rockefeller Foundation, New York, NY

# CITY OF CHARLOTTESVILLE

Office of the Mayor

P.O. Box 911 ☐ Charlottesville, Virginia ☐ 22902



A World Class City

January 6, 2010

The Honorable Steven Chu, Secretary  
U.S. Department of Energy  
1000 Independence Ave, SW  
Washington DC 20585

Dear Secretary Chu:

The City of Charlottesville and County of Albemarle were the successful applicants for a \$500,000 grant from the Southeast Energy Efficiency Alliance to stand up a Local Energy Alliance Program (LEAP). This organization will facilitate energy efficiency retrofits at scale in our community. The City and County enthusiastically support LEAP working with SEEA to apply for the Retrofit Ramp-up Program (U.S. Department of Energy Funding Opportunity Announcement DE-FOA-0000148, Topic 1).

By this letter, we authorize the Southeast Energy Efficiency Alliance (SEEA) to apply for, receive funds, and administer an award on our behalf.

Sincerely,

Dave Norris,  
Mayor of Charlottesville

# LEAP

LOCAL ENERGY ALLIANCE PROGRAM

January 6, 2010

The Honorable Steven Chu, Secretary  
U.S. Department of Energy  
1000 Independence Ave, SW  
Washington DC 20585

Dear Secretary Chu:

By this letter, the Local Energy Alliance Program (LEAP), formed with the assistance and endorsement of the City of Charlottesville and County of Albemarle, authorizes the Southeast Energy Efficiency Alliance (SEEA) to apply for, receive funds, and administer an award on its behalf under the Retrofit Ramp-up Program (U.S. Department of Energy Funding Opportunity Announcement DE-FOA-0000148, Topic 1).

Sincerely,



Dave Norris,  
LEAP Governance Board Director  
Mayor of Charlottesville



*City of Charleston*  
*Joseph P. Riley, Jr.*  
*Mayor*

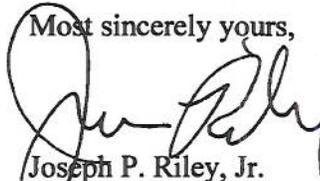
January 5, 2010

The Honorable Steven Chu, Secretary  
U.S. Department of Energy  
1000 Independence Ave, SW  
Washington DC 20585

Dear Secretary Chu:

By this letter, the City of Charleston, SC authorizes the Southeast Energy Efficiency Alliance (SEEA) to apply for, receive funds, and administer an award on its behalf under the Retrofit Ramp-up Program (U.S. Department of Energy Funding Opportunity Announcement DE-FOA-0000148, Topic 1).

Most sincerely yours,



Joseph P. Riley, Jr.  
Mayor, City of Charleston

JPR,jr/cb



*P.O. Box 652, Charleston, South Carolina 29402*

*843-577-6970 Fax 843-720-3527*

Applicant Name: SEEA

Award Number:

### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary		Estimated Unobligated Funds		New or Revised Budget		Total
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	(g)
1. EECSBG	81.128			\$49,631,743	\$73,713,000	\$123,344,743
2.						\$0
3.						\$0
4.						\$0
5. Totals		\$0	\$0	\$49,631,743	\$73,713,000	\$123,344,743

Section B - Budget Categories		Grant Program, Function or Activity					Total (5)
6. Object Class Categories		EECSBG					
a. Personnel		\$5,891,633					\$5,891,633
b. Fringe Benefits		\$2,125,607					\$2,125,607
c. Travel		\$333,922					\$333,922
d. Equipment		\$75,620					\$75,620
e. Supplies		\$156,656					\$156,656
f. Contractual (Tuition Costs)		\$22,923,021					\$22,923,021
g. Construction		\$0					\$0
h. Other		\$30,908,285					\$30,908,285
i. Total Direct Charges (sum of 6a-6h)		\$62,414,743	\$0	\$0			\$62,414,743
j. Indirect Charges							\$0
k. Totals (sum of 6i-6j)		\$62,414,743	\$0	\$0			\$62,414,743
7. Program Income							\$0

Previous Edition Usable

Authorized for Local Reproduction

SF-424A (Rev. 4-92)  
Prescribed by OMB Circular A-102

Section C - Non-Federal Resources		(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals
8.						\$0
9.						\$0



Applicant Name: SEEA

Award Number:

### Budget Information - Non Construction Programs

OMB Approval No. 0349-0044

**Section A - Budget Summary**

Grant Program Function or Activity	Catalog of Federal Domestic Assistance Number	Estimated Unobligated Funds		New or Revised Budget		Total
		Federal	Non-Federal	Federal	Non-Federal	
(a)	(b)	(c)	(d)	(e)	(f)	(g)
1. EECBG						\$0
2.						\$0
3.						\$0
4.						\$0
5. Totals		\$0	\$0	\$0	\$0	\$0

**Section B - Budget Categories**

6. Object Class Categories	Grant Program, Function or Activity					Total (5)
	(1)	(2)	(3)	(4)	(5)	
a. Personnel		\$1,245,222				\$1,245,222
b. Fringe Benefits		\$524,211				\$524,211
c. Travel		\$150,000				\$150,000
d. Equipment						\$0
e. Supplies		\$105,000				\$105,000
f. Contractual		\$3,587,000				\$3,587,000
g. Construction						\$0
h. Other		\$619,784				\$619,784
i. Total Direct Charges (sum of 6a-6h)		\$6,231,217	\$0	\$0	\$0	\$6,231,217
j. Indirect Charges						\$0
k. Totals (sum of 6i-6j)		\$6,231,217	\$0	\$0	\$0	\$6,231,217
7. Program Income						\$0

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**Section C - Non-Federal Resources**

(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals

8. Kresge Foundation		\$450,000				\$450,000
9. Overbrook Foundation		\$50,000				\$50,000
10. Kendeda Foundation		\$100,000				\$100,000
11.						\$0
12. Total (sum of lines 8 - 11)		\$600,000		\$0		\$600,000
<b>Section D - Forecasted Cash Needs</b>						
	Total for 1st Year		1st Quarter	2nd Quarter	3rd Quarter	4th quarter
13. Federal	\$2,077,072	\$519,268	\$519,268	\$519,268	\$519,268	\$519,268
14. Non-Federal	\$0					
15. Total (sum of lines 13 and 14)	\$2,077,072	\$519,268	\$519,268	\$519,268	\$519,268	\$519,268

**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.		\$2,077,072	\$2,077,072	\$2,077,072	
17.					
18.					
19.					
20. Total (sum of lines 16-19)		\$2,077,072	\$2,077,072	\$2,077,072	\$0

**Section F - Other Budget Information**

21. Direct Charges	22. Indirect Charges
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23. Remarks

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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

**For continuing grant program applications,** submit these forms before the end of the grant 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

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).

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**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.

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 (9), 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 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.

**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 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.

Applicant Name: City of Atlanta

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. City of Atlanta (SHINE)		\$10,000,000				\$10,000,000
2.						\$0
3.						\$0
4.						\$0
5. Totals		\$10,000,000	\$0	\$0		\$10,000,000
<b>Section B - Budget Categories</b>						
6. Object Class Categories	City of Atlanta (SHINE)	Grant Program, Function or Activity				Total (5)
a. Personnel		\$200,940				\$200,940
b. Fringe Benefits		\$62,291				\$62,291
c. Travel		\$0				\$0
d. Equipment		\$0				\$0
e. Supplies		\$0				\$0
f. Contractual (Tuition Costs)		\$4,114,019				\$4,114,019
g. Construction		\$0				\$0
h. Other		\$5,622,750				\$5,622,750
i. Total Direct Charges (sum of 6a-6h)		\$10,000,000	\$0	\$0		\$10,000,000
j. Indirect Charges		\$0				\$0
k. Totals (sum of 6i-6j)		\$10,000,000	\$0	\$0		\$10,000,000
7. Program Income						\$0

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**Section C - Non-Federal Resources**

	(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals
8.					\$0
9.					\$0
10.					\$0
11.					\$0
12. Total (sum of lines 8 - 11)		\$0	\$0		\$0

**Section D - Forecasted Cash Needs**

	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter
13. Federal	\$4,286,387	\$3,321,597	\$321,597	\$321,597	\$321,597
14. Non-Federal	\$0				
15. Total (sum of lines 13 and 14)	\$4,286,387	\$3,321,597	\$321,597	\$321,597	\$321,597

**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. City of Atlanta (SHINE)		\$4,286,387	\$2,012,568	\$3,701,045	
17.					
18.					
19.					
20. Total (sum of lines 16-19)		\$4,286,387	\$2,012,568	\$3,701,045	\$0

**Section F - Other Budget Information**

21. Direct Charges

22. Indirect Charges

23. Remarks

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Applicant Name: Town of Carboro

Award Number: \_\_\_\_\_

### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary	Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance (b)	Estimated Unobligated Funds		New or Revised Budget		Total (g)
			Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	
1.	EECBG	81.128	\$386,750				\$386,750
2.							\$0
3.							\$0
4.							\$0
5.	Totals		\$386,750	\$0	\$0	\$0	\$386,750
<b>Section B - Budget Categories</b>							
6.	Object Class Categories		Grant Program, Function or Activity				Total (5)
	a. Personnel		EECBG				\$67,500
	b. Fringe Benefits						\$20,925
	c. Travel						\$0
	d. Equipment						\$0
	e. Supplies						\$0
	f. Contractual (Tuition Costs)						\$298,325
	g. Construction						\$0
	h. Other						\$0
	i. Total Direct Charges (sum of 6a-6h)						\$386,750
	j. Indirect Charges						\$0
	k. Totals (sum of 6i-6j)		\$386,750	\$0	\$0	\$0	\$386,750
7.	Program Income						\$0
<b>Section C - Non-Federal Resources</b>							
8.	(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals		
9.							\$0

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Applicant Name: Town of Chapel Hill

Award Number:

### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary		Catalog of Federal Domestic Assistance		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)	
1. EECBG		81,128	\$1,088,425				\$1,088,425	
2.							\$0	
3.							\$0	
4.							\$0	
5. Totals			\$1,088,425	\$0	\$0		\$1,088,425	

Section B - Budget Categories		Grant Program, Function or Activity		Total (5)
6. Object Class Categories		EECBG		
a. Personnel		\$67,500		\$67,500
b. Fringe Benefits		\$20,925		\$20,925
c. Travel		\$0		\$0
d. Equipment		\$0		\$0
e. Supplies		\$0		\$0
f. Contractual (Tuition Costs)		\$1,000,000		\$1,000,000
g. Construction		\$0		\$0
h. Other		\$0		\$0
i. Total Direct Charges (sum of 6a-6h)		\$1,088,425	\$0	\$1,088,425
j. Indirect Charges				\$0
k. Totals (sum of 6i-6j)		\$1,088,425	\$0	\$1,088,425

7. Program Income				\$0
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Section C - Non-Federal Resources					
	(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals
8					\$0
9					\$0

10.											
11.										\$0	
12. Total (sum of lines 8 - 11)			\$0		\$0					\$0	
<b>Section D - Forecasted Cash Needs</b>											
13. Federal	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter						
	\$272,106	\$68,027	\$68,027	\$68,027	\$68,027					\$68,027	
14. Non-Federal										\$0	
15. Total (sum of lines 13 and 14)	\$272,106	\$68,027	\$68,027	\$68,027	\$68,027					\$68,027	
<b>Section E - Budget Estimates of Federal Funds Needed for Balance of the Project</b>											
<b>Future Funding Periods (Years)</b>											
(a) Grant Program		(b) First				(c) Second				(d) Third	(e) Fourth
16. EECBG		\$272,106		\$816,319							
17.											
18.											
19.											
20. Total (sum of lines 16-19)		\$272,106		\$816,319						\$0	
<b>Section F - Other Budget Information</b>											
21. Direct Charges											
22. Indirect Charges											
23. Remarks											

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SF-424A (Rev. 4-92)  
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Applicant Name: City of Charleston - CHEEP

Award Number:

**Budget Information - Non Construction Programs**

OMB Approval No. 0348-0044

Section A - Budget Summary		Catalog of Federal Domestic Assistance		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)	(9)
1. EECBG		81,128	\$2,250,602					\$2,250,602
2.								\$0
3.								\$0
4.								\$0
5. Totals			\$2,250,602	\$0	\$0			\$2,250,602

Section B - Budget Categories		Grant Program, Function or Activity							Total (5)
6. Object Class Categories		EECBG							
a. Personnel		\$463,936						\$463,936	
b. Fringe Benefits		\$103,198						\$103,198	
c. Travel		\$4,050						\$4,050	
d. Equipment		\$0						\$0	
e. Supplies		\$0						\$0	
f. Contractual (Tuition Costs)		\$1,679,418						\$1,679,418	
g. Construction		\$0						\$0	
h. Other		\$0						\$0	
i. Total Direct Charges (sum of 6a-6h)		\$2,250,602		\$0		\$0		\$2,250,602	
j. Indirect Charges								\$0	
k. Totals (sum of 6i-6j)		\$2,250,602		\$0		\$0		\$2,250,602	
7. Program Income								\$0	

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Section C - Non-Federal Resources					
	(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals
8.					\$0
9.					\$0

10.										
11.										\$0
12.	Total (sum of lines 8 - 11)			\$0		\$0		\$0		\$0
<b>Section D - Forecasted Cash Needs</b>										
13.	Federal	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter				
		\$562,650	\$140,663	\$140,663	\$140,663	\$140,663				\$140,663
14.	Non-Federal									\$0
15.	Total (sum of lines 13 and 14)		\$140,663	\$140,663	\$140,663	\$140,663				\$140,663
<b>Section E - Budget Estimates of Federal Funds Needed for Balance of the Project</b>										
<b>Future Funding Periods (Years)</b>										
		(a) Grant Program	(b) First		(c) Second		(d) Third		(e) Fourth	
16.	EECBG		\$562,650	\$1,687,951						
17.										
18.										
19.										
20.	Total (sum of lines 16-19)		\$562,650	\$1,687,951						\$0
<b>Section F - Other Budget Information</b>										
21.	Direct Charges		22. Indirect Charges							
23.	Remarks									

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Applicant Name: City of Decatur

Award Number:

### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

**Section A - Budget Summary**

Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance (b)	Estimated Unobligated Funds		New or Revised Budget		Total (g)
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	
1. EECBG	81.128	\$553,235				\$553,235
2.						\$0
3.						\$0
4.						\$0
5. Totals		\$553,235	\$0	\$0		\$553,235

**Section B - Budget Categories**

6. Object Class Categories	EECBG	Grant Program, Function or Activity				Total (5)
		EECBG	Non-Federal	Federal	Non-Federal	
a. Personnel	\$65,400					\$65,400
b. Fringe Benefits	\$0					\$0
c. Travel	\$0					\$0
d. Equipment	\$0					\$0
e. Supplies	\$0					\$0
f. Contractual (Tuition Costs)	\$163,835					\$163,835
g. Construction	\$0					\$0
h. Other	\$324,000					\$324,000
i. Total Direct Charges (sum of 6a-6h)	\$553,235		\$0	\$0		\$553,235
j. Indirect Charges						\$0
k. Totals (sum of 6i-6j)	\$553,235		\$0	\$0		\$553,235
7. Program Income						\$0

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**Section C - Non-Federal Resources**

	(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals
8.					\$0
9.					\$0

10.										
11.										\$0
12. Total (sum of lines 8 - 11)			\$0		\$0					\$0

**Section D - Forecasted Cash Needs**

13. Federal	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter
	\$181,767	\$45,442	\$45,442	\$45,442	\$45,442
14. Non-Federal	\$0				
15. Total (sum of lines 13 and 14)	\$181,767	\$45,442	\$45,442	\$45,442	\$45,442

**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. EECBG		\$181,767	\$162,745	\$208,723	
17.					
18.					
19.					
20. Total (sum of lines 16-19)		\$181,767	\$162,745	\$208,723	\$0

**Section F - Other Budget Information**

21. Direct Charges					
22. Indirect Charges					

23. Remarks

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### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary	Grant Program Function or Activity	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		Total (g)
			Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	
1.	EECBG				\$10,076,913		\$10,076,913
2.							\$0
3.							\$0
4.							\$0
5.	Totals		\$0	\$0	\$10,076,913	\$0	\$10,076,913
<b>Section B - Budget Categories</b>							
6.	Object Class Categories		Grant Program, Function or Activity				Total (5)
a.	Personnel		(1)	(2)	(3)	(4)	
							\$615,000
b.	Fringe Benefits						\$184,500
c.	Travel						\$9,000
d.	Equipment						\$1,000
e.	Supplies						\$7,995
f.	Contractual						\$9,259,418
g.	Construction						\$0
h.	Other						\$0
i.	Total Direct Charges (sum of 6a-6h)		\$10,076,913	\$0	\$0	\$0	\$10,076,913
j.	Indirect Charges						\$0
k.	Totals (sum of 6i-6j)		\$10,076,913	\$0	\$0	\$0	\$10,076,913
7.	Program Income						\$0

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Section C - Non-Federal Resources	(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals



Applicant Name: Huntsville, Alabama

Award Number: \_\_\_\_\_

### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary		Estimated Unobligated Funds		New or Revised Budget		Total
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	
1. EECBG Ramp up	DE-FOA-00000148	\$2,173,832				\$2,173,832
2.						\$0
3.						\$0
4.						\$0
5. Totals		\$2,173,832	\$0	\$0		\$2,173,832
<b>Section B - Budget Categories</b>						
6. Object Class Categories		Grant Program, Function or Activity				Total (g)
a. Personnel		\$1,078,805	(2)	(3)	(4)	\$1,078,805
b. Fringe Benefits		\$603,517				\$603,517
c. Travel		\$13,972				\$13,972
d. Equipment		\$8,709				\$8,709
e. Supplies		\$34,430				\$34,430
f. Contractual		\$347,854				\$347,854
g. Construction		\$0				\$0
h. Other		\$86,545				\$86,545
i. Total Direct Charges (sum of 6a-6h)		\$2,173,832	\$0	\$0		\$2,173,832
j. Indirect Charges		\$369,552				\$369,552
k. Totals (sum of 6i-6j)		\$2,543,384	\$0	\$0		\$2,543,384
7. Program Income		\$0				\$0

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Section C - Non-Federal Resources				
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals

8.										
9.										\$0
10.										\$0
11.										\$0
12. Total (sum of lines 8 - 11)			\$0		\$0					\$0
<b>Section D - Forecasted Cash Needs</b>										
		Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter				
13. Federal		\$600,000	\$150,000	\$150,000	\$150,000	\$150,000				\$150,000
14. Non-Federal		\$0								
15. Total (sum of lines 13 and 14)		\$600,000	\$150,000	\$150,000	\$150,000	\$150,000				\$150,000
<b>Section E - Budget Estimates of Federal Funds Needed for Balance of the Project</b>										
	(a) Grant Program	Future Funding Periods (Years)								
		(b) First	(c) Second	(d) Third	(e) Fourth					
16. EECBG Ramp Up		\$600,000	\$721,133	\$852,700						
17.										
18.										
19.										
20. Total (sum of lines 16-19)		\$600,000	\$721,133	\$852,700						\$0
<b>Section F - Other Budget Information</b>										
21. Direct Charges										
22. Indirect Charges										
23. Remarks										

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### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary	Grant Program Function or Activity	Catalog of Federal Domestic Assistance Number (a)	Estimated Unobligated Funds		New or Revised Budget		TOTAL
			Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	
	1. Retrofit Rampup-Jacksonville				\$8,823,000	\$52,750,000	\$61,573,000
	2. COJ EECBG Formula Match				\$4,073,850		\$4,073,850
	3.						\$0
	4.						\$0
	5. Totals		\$0	\$0	\$12,896,850	\$52,750,000	\$65,646,850

Section B - Budget Categories	Object Class Categories	Grant Program, Function or Activity				Total (5)
		(1) COJ/JEA Admin	(2) Residential	(3) Commercial	(4) Public buildings	
	a. Personnel	\$600,000				\$600,000
	b. Fringe Benefits	\$216,000				\$216,000
	c. Travel	\$24,000				\$24,000
	d. Equipment	\$3,000				\$3,000
	e. Supplies	\$0				\$0
	f. Contractual		\$2,650,000			\$2,650,000
	g. Construction	\$0	\$0			\$0
	h. Other	\$0				\$0
	i. Total Direct Charges (sum of 6a-6h)	\$843,000	\$2,650,000	\$2,650,000		\$8,823,000
	j. Indirect Charges					
	k. Totals (sum of 6i-6j)	\$843,000	\$2,650,000	\$2,650,000	\$2,680,000	\$8,823,000
	7. Program Income					\$0

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Section C - Non-Federal Resources	(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals

8. Lending by 3rd party financial institutions chosen via RFP					\$0	\$25,000,000	\$25,000,000
9. JEA DSM Budget		\$27,000,000		\$0	\$0	\$27,000,000	\$27,000,000
10. ESCO funding [3 years]				\$0	\$750,000	\$750,000	\$750,000
11.				\$0			\$0
12. Total (sum of lines 8 - 11)		\$27,000,000		\$0	\$25,750,000	\$25,750,000	\$52,750,000
<b>Section D - Forecasted Cash Needs</b>							
	Total	1st Quarter	2nd Quarter	3rd Quarter	4th quarter		
13. Federal	\$8,823,000	\$5,514,375	\$5,514,375	\$5,514,375	\$5,514,375		\$5,514,375
14. Non-Federal	\$52,750,000	\$32,968,750	\$32,968,750	\$32,968,750	\$32,968,750		\$32,968,750
15. Total (sum of lines 13 and 14)	\$61,573,000	\$38,483,125	\$38,483,125	\$38,483,125	\$38,483,125		\$38,483,125
<b>Section E - Budget Estimates of Federal Funds Needed for Balance of the Project</b>							
	(a) Grant Program	Future Funding Periods (Years)					
		(b) First	(c) Second	(d) Third	(e) Fourth		
16. Retrofit Rampup-Jacksonville		\$2,205,750	\$6,617,250				\$0
17. COJ EECBG Formula match		\$4,073,850					
18.							
19.							
20. Total (sum of lines 16-19)		\$6,279,600	\$6,617,250				\$0
<b>Section F - Other Budget Information</b>							
21. Direct Charges		22. Indirect Charges					
23. Remarks							

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Applicant Name: New Orleans

Award Number:

### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

**Section A - Budget Summary**

Grant Program Function or Activity	Catalog of Federal Domestic Assistance Number	Estimated Unobligated Funds		New or Revised Budget		Total
		Federal	Non-Federal	Federal	Non-Federal	
(a)	(b)	(c)	(d)	(e)	(f)	(g)
1. Revolving Loan Fund				\$2,950,000		\$2,950,000
2. ESPC Program				\$2,000,000		\$2,000,000
3. PACE Program				\$50,000		\$50,000
4.						\$0
5. Totals		\$0	\$0	\$5,000,000	\$0	\$5,000,000

**Section B - Budget Categories**

6. Object Class Categories	Grant Program, Function or Activity				Total (5)
	Revolving Loan Fund	ESPC Program	PACE Program	(4)	
a. Personnel					\$0
b. Fringe Benefits					\$0
c. Travel					\$0
d. Equipment					\$0
e. Supplies					\$0
f. Contractual					\$0
g. Construction					\$0
h. Other	\$2,750,000	\$2,000,000	\$250,000		\$5,000,000
i. Total Direct Charges (sum of 6a-6h)	\$2,750,000	\$2,000,000	\$250,000	\$0	\$5,000,000
j. Indirect Charges					\$0
k. Totals (sum of 6i-6j)	\$2,750,000	\$2,000,000	\$250,000	\$0	\$5,000,000
7. Program Income					\$0

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**Section C - Non-Federal Resources**

(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals

8.									\$0
9.									\$0
10.									\$0
11.									\$0
12. Total (sum of lines 8 - 11)		\$0		\$0				\$0	\$0

**Section D - Forecasted Cash Needs**

	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter
13. Federal	\$0				
14. Non-Federal	\$0				
15. Total (sum of lines 13 and 14)	\$0	\$0	\$0	\$0	\$0

**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.					
17.					
18.					
19.					
20. Total (sum of lines 16-19)		\$0	\$0	\$0	\$0

**Section F - Other Budget Information**

21. Direct Charges		22. Indirect Charges	
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23. Remarks

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SF-424A (Rev. 4-92)  
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Applicant Name: US Virgin Islands

Award Number:

**Budget Information - Non Construction Programs**

OMB Approval No. 0348-0044

Section A - Budget Summary		Catalog of Federal Domestic Assistance		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)		
1. EECBG	81,128	\$2,227,770					\$2,227,770	
2.							\$0	
3.							\$0	
4.							\$0	
5. Totals		\$2,227,770	\$0	\$0		\$0	\$2,227,770	
<b>Section B - Budget Categories</b>								
6. Object Class Categories		Grant Program, Function or Activity						Total (5)
a. Personnel		\$0					\$0	
b. Fringe Benefits		\$0					\$0	
c. Travel		\$0					\$0	
d. Equipment		\$0					\$0	
e. Supplies		\$0					\$0	
f. Contractual (Tuition Costs)		\$2,227,770					\$2,227,770	
g. Construction		\$0					\$0	
h. Other		\$0					\$0	
i. Total Direct Charges (sum of 6a-6h)		\$2,227,770	\$0	\$0		\$0	\$2,227,770	
j. Indirect Charges							\$0	
k. Totals (sum of 6i-6j)		\$2,227,770	\$0	\$0		\$0	\$2,227,770	
7. Program Income							\$0	

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Section C - Non-Federal Resources		(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals
8.						\$0
9.						\$0



**FOA: DE-FOA-0000148**

**Project Title: Southeast Community Retrofit Ramp-up Consortium**

**Applicant & Director: Ben Taube, Southeast Energy Efficiency Alliance**

### ABSTRACT

The Southeast Energy Efficiency Alliance (SEEA), acting on behalf of 30 cities and towns from Virginia to the Virgin Islands with a population of approximately 5.2 million, seeks to dramatically increase the effectiveness of building retrofits across the region with the significant assistance of \$62 Million from the Department of Energy's Retrofit Ramp-Up Solicitation. This proposal intends to transform the Southeast by achieving retrofit results at scale, creating a model for replication across the country.

Our city partners have been planning and organizing for this opportunity since February 2009, when SEEA challenged cities to make extraordinary commitments to energy efficiency programming and infrastructure with a \$500,000 competitive solicitation and award.<sup>1</sup> Fifteen communities from six states tendered applications, requiring hundreds of hours of work in meetings, planning, research, negotiations with utilities and city councils and partnership-building. The best of those applications are represented by the cities in this proposal, complemented by some communities that have made comparable commitments over the past six months. Our team of cities for this proposal includes the following:

Atlanta, GA	Decatur, GA
Albemarle County, VA	Hampton Roads Planning District (16 VA municipalities)
Carrboro, NC	Huntsville, AL
Celebration, FL	Jacksonville, FL
Chapel Hill, NC	Nashville, TN
Charleston, NC	New Orleans, LA
Charleston, SC	U.S. Virgin Islands
Charlottesville, VA	Woodbury, TN

SEEA and its strategic team, the best resource team in the nation, will provide some services to most or all of our communities:

- A marketing plan second to none in its creativity, breadth, branding, usage of all distribution channels;
  - A marketing resource for the region procured competitively by SEEA;
  - A strong customer recognition program;
  - A strong regional or national lending resource to provide financing region wide, procured competitively (with local option to contract with);
  - One organization with a focus to coordinate all parties and assure that best practices are communicated to all participants
  - A strong M&V plan to track customer and utility usage pre and post participation
  - Leverage procurement of EE/RE product suppliers such as GE, Cree, and Siemens

We believe this approach, coupled with strong relationships with state Energy Offices and Governors to secure state legislation, greater utility funding, and additional ARRA funding, will generate successful programs across the region.

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<sup>1</sup> Information on the competition and City proposals is available at [http://www.seealliance.org/programs/cities\\_proposals.php](http://www.seealliance.org/programs/cities_proposals.php).