

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.



December 11, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

BOMA, the Building Owners and Managers Association Seattle King County, would like to express our support for the City of Seattle's effort to seek and secure a portion of the Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up Program.

As you know, BOMA's members are those who own and manage office buildings and other commercial real estate and also those who provide goods and service to the real estate industry in Seattle. BOMA and our members have been promoting energy efficiency and best practices in suitability for many years. Recent BOMA leadership examples include; the highly successful Kilowatt Crackdown Contest, the BOMA Energy Efficiency Program (BEEP), adoption and promotion of BOMA's 7-Point Energy Challenge and our promotion of voluntary benchmarking providing support staff assistance to building owners. We believe this is one of the primary reasons that Seattle enjoys such a proportionately high number of Energy Star and LEED certified commercial properties. We have demonstrated our commitment to working with the City to achieve common goals.

In our view, Seattle's application should receive serious consideration as our city and our region have already demonstrated a voluntary commitment to energy efficiency investments and sustainable design, management and operations. The fact that residential and commercial buildings in Seattle have voluntarily decreased carbon emission by 11% since 1990 should demonstrate to those selecting the block grant awards that investing here is investing in a proven community committed to showing others how to succeed. Seattle residents and businesses, working with the City, have accomplished significant reductions even though the relative cost of electricity to other U.S. markets is low and typical paybacks are longer.

Our values, culture and the market have driven our cooperative success and we have a proven track record. We are therefore, the best candidates to develop the kinds of programs, incentives and education that can inform other communities how to succeed in sustainable building and living.

Sincerely

A handwritten signature in black ink that reads "Rod Kauffman". The signature is written in a cursive style.

Rod Kauffman, President
BOMA Seattle King County
206-622-8924
1904 Third Ave #825
Seattle, WA 98101
rkauffman@bomaseattle.org



Mission:
To champion a healthy, vibrant urban core

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Frederic S. Weiss

December 9, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of the Downtown Seattle Association I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. Seattle is a very committed to climate change and energy efficiency and we are excited to be a partner on this program.

The Downtown Seattle Association represents the 55,000 residents and the thousands of businesses that employ over 230,000 workers in the Center City. Our major employers and owners of Class A office buildings have a long history of innovation on energy efficiency. However, the small, local owners of our class B and C commercial buildings and the older, more affordable apartment buildings are in need of assistance to improve their energy consumption. We view energy retrofits as an important strategy to keep these older, affordable buildings viable and as a way to help preserve this important housing stock.

The City of Seattle has a lot of programs to build on for this effort, including energy efficiency policies, workforce training programs and financing mechanisms. We have a history of innovation and out-of-the-box thinking and we are excited about using this program to meet our regional efficiency goals. Our goals for this program would be:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- Provide a reliable portfolio of delivery and outreach/education models; and
- Offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

As a partner we look forward to being at the table to use our experience and contacts to implement the Block Grant Retrofit. The Downtown Seattle Association believes this program will help a spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

Kate Joncas
President
Downtown Seattle Association



December 11, 2009

1301 5th Avenue
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Seattle, WA 98101-2611

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206.389.7288 FAX
www.seattlechamber.com

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of the Greater Seattle Chamber of Commerce, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

The Greater Seattle Chamber of Commerce has been a leader in initiating and supporting environmentally and economically beneficial initiatives. Our Board of Trustees has made it a key organization priority to promote growth opportunities in clean energy and green economy jobs.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

The Greater Seattle Chamber of Commerce believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

Phil Bussey,
President & CEO



David Bangs, President
Home Performance Washington
4314 193rd Ave. S.E.
Issaquah, WA 98027

December 6, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann,

Once again, we would like to applaud the City of Seattle for the steps it is taking to address advance energy efficiency in our homes and businesses. We are pleased to support the city's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application.

As you know, **Home Performance Washington** (www.homeperformancewashington.org) is a membership organization which brings together residential energy professionals and service providers, conservation programs, educational institutions and other stakeholders to fight climate change and foster economic development by enabling a highly effective whole-house energy retrofit industry in Washington State.

We are professionals working together to enhance our skills and ramp up to meet the challenge of retrofitting Washington's existing homes to achieve deep energy use reductions while simultaneously improving indoor air quality, comfort, durability and safety.

Seattle and Washington State have a history of demonstrated commitment to tackling our climate and energy challenges by promoting energy efficiency. Yet, there are still hurdles to overcome before we can scale up deep energy efficiency retrofits. Seattle aims to promote awareness through the use of the Energy Performance Score (EPS) to differentiate housing, remove financing barriers through a revolving loan fund with an on-bill finance mechanism, and reach for deeper energy savings per home by promoting a performance based approach.

As a partner in this proposal, Home Performance Washington will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and receive updates from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program. Our members are prepared to participate in the program by offering energy audit and retrofit contracting services to Seattle's homeowners.

We are excited to be involved, and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

A handwritten signature in black ink that reads "David Bangs". The signature is fluid and cursive, written over a horizontal line.

David Bangs
President, Home Performance Washington
Board Member and Best Practices Chair, Efficiency First
www.homeperformancewashington.org / www.encyfirst.org



December 7, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of the Northwest Energy Efficiency Council (NEEC), I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

NEEC is a non profit industry association representing companies that provide energy efficient products and services to residential, commercial, and industrial customers. Our members have a long and productive working relationship with the City of Seattle and the other partners in this application. We share a common goal – to increase the realization of energy efficiency resources in our community and through that effort to create permanent and well paying jobs in our companies.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

605 First Ave. Ste. 401
Seattle, WA 98104
206-292-5592

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

~~NEEG believes this program will help a spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.~~

Sincerely,

A handwritten signature in black ink, appearing to read "S. Price", with a stylized flourish at the end.

Stan Price, Executive Director



December 7, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of Seattle-King County Realtors, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

The Seattle-King County Realtors believes that professional real estate agents are a trusted and informed resource for homeowners who are making choices about investments in their homes. A Realtor has the ability to break down the "information barrier" that prevents homeowners from making cost effective energy efficiency investments in their homes. By compiling the data from home energy audits and financing options, a Realtor can help clients reach an informed and prudent retrofit decision.

We appreciate the demonstration's emphasis on voluntary participation, outside of the real estate transaction as compared to some jurisdictions that have pursued mandatory audit requirements tied to a property's purchase and sale. We believe strongly that initiatives, like the one proposed by the City of Seattle, that create a partnership among a broad range of stakeholders offer the greatest opportunity for success and replication.

Our association is pleased to partner with the City of Seattle in their Retrofit Ramp-Up proposal. We pledge to work with the City in their targeted neighborhood approach. We will have association members within the neighborhood actively recruit their clients to participate in the comprehensive home energy retrofit program, from initial audit to identifying financing options to cost-effectively implement energy efficiency strategies.

Sincerely,

A handwritten signature in cursive script that reads "Kristen Greenlaw".

Kristen Greenlaw, VP of Governmental & Public Affairs





Seattle Jobs
Initiative

Opening doors to living wage careers.

330 Sixth Avenue N., Suite 301
Seattle, WA 98109-4613

206.628.6975
fax 206.628.6986

www.seattlejobsinitiative.com

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of the Seattle Jobs Initiative (SJI), I am writing to confirm our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. If funded, the Retrofit Ramp-Up program will overcome key regional barriers to achieving higher numbers of building energy efficiency retrofits. Our organization is contributing to this effort because we believe it is a winning program model that will achieve long term energy efficiency gains and market transformation in the Pacific Northwest.

For the past year, SJI has been actively developing workforce strategies linking our low-income residents to careers in residential energy efficiency. Our current funding, from the City of Seattle and the Living Cities Foundation, has led to the following accomplishments:

Northwest Energy Efficiency Workforce Opportunity Project (NEW OP): NEW OP is a regional energy efficiency workforce intermediary funded by the Living Cities Foundation and managed by the King County Workforce Development Council. SJI coordinates the residential energy efficiency subcommittee of this entity and has brought together private sector businesses, trade associations, labor unions, community colleges, local government agencies, and local non-profits to examine training standards and career pathways, as well as develop high road workforce strategies.

Green Policy Reports and Updates: SJI published a major research paper on the green economy/green jobs: *A Growing Green Economy: Opportunities of Tomorrow* (March 2009), funded in part by the National Network of Sector Partners. SJI also conducted targeted research on career opportunities/pathways in home weatherization.

Weatherization Technician Training: SJI, in partnership with South Seattle Community College (SSCC) and several community-based organizations, will be managing a weatherization technician training cohort in January 2010. The target population includes low-income King County residents, as well as low-income veterans and members of the National Guard. SJI and SSCC have worked closely with the private sector to ensure that the curriculum meets local economic needs. Participants will graduate with several



industry-recognized certifications and be linked to the appropriate employers and apprenticeship programs.

Employment Brokering: SJI has worked closely with over fifteen (15) regional employers to assist them in finding skilled and qualified applicants. This role is anticipated to expand as we begin the weatherization training program through SSCC.

SJI accesses the following funds to accomplish the above activities:

City of Seattle Office of Economic Development	\$242,234
Living Cities Grants	\$110,000

SJI is an enthusiastic program partner to the City of Seattle in advancing its energy efficiency strategy. In recent years, the city has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- Provide a reliable portfolio of program delivery and outreach/education models; and
- Offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Seattle Jobs Initiative is fully supportive of the City of Seattle's Retrofit Ramp-Up program and, if funded, will contribute in the ways described above to guarantee successful program implementation.

Sincerely,

A handwritten signature in black ink, appearing to read "Anne Keeney", written in a cursive style.

Anne Keeney
Executive Director



WORKFORCE
DEVELOPMENT COUNCIL

Our Workforce. Our Future.

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

The Workforce Development Council of Seattle-King County enthusiastically supports the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits and act as a catalyst for job creation in our area. Seattle's program will serve as a demonstration site for the region, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

The Workforce Development Council (WDC) of Seattle-King County leads the local WorkSource system, seamlessly linking its own employment and training efforts with those of the private sector, community organizations, colleges, labor groups and government. The WDC also leads a number of projects focusing on the development of a ready and able energy workforce ensuring that energy efficiency projects have skilled labor that is ready to achieve our regions energy efficiency goals. These efforts include the Northwest Energy Efficiency Opportunity Project (NEW OP), the Green Workforce Leadership Council, and the development of sustainability curriculum for trade apprentices and commercial building managers.

To our knowledge, NEW OP represents the only project in the country incorporating a skill panel on commercial energy efficiency designed to identify job functions, skill gaps, and training needs for the this rapidly evolving industry. This group is uniquely positioned to partner with and support the EECBG Retrofit Ramp-Up program. In conjunction with NEW OP, the WDC is host to the Green Workforce Leadership Council which represents a cross-section of green sector leaders whose goals include identifying high demand green jobs in each industry and the training needed to prepare workers.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.



As a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and lead the workforce development efforts to ensure the EECBG is well-coordinated with all of our existing and pending initiatives related to energy efficiency—both residential and commercial.

The WDC believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and we fully support of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

A handwritten signature in cursive script that reads "Marléna Sessions".

Marléna Sessions

Chief Executive Officer



December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Dear Mr. Mann:

On behalf of Puget Sound Sage, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. Seattle, both as a local government and a community, has shown national leadership in reducing green house gases and made a deep commitment to energy efficiency. If funded, the Retrofit Ramp-Up program will accelerate our efforts to take energy efficiency programs to a sea-changing scale and will serve as the foundation for design of future programs throughout Washington and the Pacific Northwest for years to come.

Puget Sound Sage builds partnerships between community, labor and faith-based organizations to promote a green economy that benefits all families. Recently, Sage has helped public officials craft state and local policy to ensure workers from low-income communities have a pathway into the emerging residential energy efficiency sector. Key Sage allies include Got Green, which recruits and prepares young adults of color for green jobs, and the Laborers International Union of North America (LIUNA), which is prepared to provide large-scale training for weatherization work in Seattle and the region.

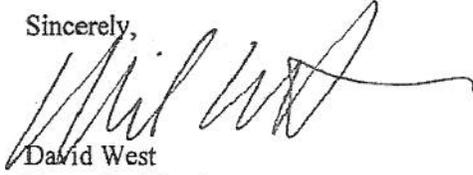
Sage has worked closely with the City of Seattle to craft a new "pathways out of poverty" component of their DOE-funded low-income weatherization assistance program. The program will ensure that contractors performing weatherization services for the City will hire workers from low-income and disadvantaged communities. We believe that this commitment from the City extends beyond the low-income weatherization program, and can provide a model for ensuring that all future energy efficiency efforts will result in career opportunities for communities most in need of economic recovery. Furthermore, we see Seattle's program as a model for our state-wide work with the Washington Department of Commerce and other weatherization agencies to achieve similar goals.

Sage is committed to working with the City of Seattle to help ensure that workforce development required to ramp-up the City's retrofit programs in all sectors will succeed, and that low-income communities have opportunities for career-oriented energy efficiency training and work. Sage will leverage our broad partnerships with labor, faith and community-based organizations to support the ramp-up, garner deep involvement from all sectors and help overcome challenges to getting disadvantaged workers through a training pipeline to a job. As a partner, we are committed to participating collaboratively with all stakeholders as well as participating regularly throughout the grant period.

The City of Seattle has made great strides in developing the building blocks needed for city-wide building energy efficiency, including workforce training programs, financing mechanisms, and energy performance disclosure systems. We believe that the Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model. In turn, this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities.

We are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

A handwritten signature in black ink, appearing to read "David West", with a stylized flourish extending to the right.

David West
Executive Director
Puget Sound Sage
1032 S Jackson, Suite 203
Seattle, WA 98144
www.pugetsoundsage.org

December 11, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of the Cement Masons and Plasterers Local 528, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits, and living wage jobs for the skilled workforce of our region. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

Our trades have been training significant numbers of workers in new green building techniques relating to our trades, including insulation, pervious concrete for stormwater treatment, and polished concrete, which greatly contributes to thermal mass and lighting energy efficiencies. We are committed to providing the training needed to prepare workers for jobs relating to energy efficiency and creating opportunities to put existing and future skilled tradespeople to work with living wage jobs.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce development, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is much more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model significantly impact energy savings in the existing building stock, while providing high-level, skilled jobs.

As a partner we will participate in regular collaborative meetings to exchange ideas, share our trade expertise, brainstorm on overcoming barriers, and implement what we learn from the challenges and success of the Retrofit Ramp-Up program to further educate our members and contractors on how they can contribute to the future of energy efficient building.

Cement Masons and Plasterers Local 528 believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,



John Kearns
Business Manager



INTERNATIONAL BROTHERHOOD OF ELECTRICAL WORKERS

LOCAL UNION NO. 46

19802 62ND AVENUE SOUTH KENT, WA 98032

PHONE (253) 395-6500 · FAX (253) 872-7059

December 7, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Dear Mr. Mann,

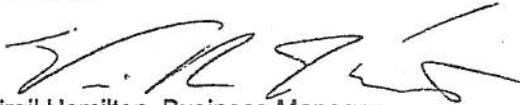
On behalf of the International Brotherhood of Electrical Workers Local 46, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. This is a powerful opportunity to marry the interests of Seattle's working families and Seattle's citizens' unparalleled appetite for environmental stewardship. IBEW Local 46 is a democratic organization, representing nearly 4000 electricians in the Seattle area, dedicated to bringing a living wage to the women and men who are the heart of the electrical industry. We are committed to community involvement and strive to extend our strength to those in need.

IBEW Local 46 works in all areas of the construction market. We have an active residential unit including a program called Residential Electrical Service which is dedicated to our residential contractors, most of whom are small businesses. Local 46 also has the largest apprenticeship in the state with over 500 apprentices in our program. As founding members of Sustainable Works, we work in partnership with other labor organizations to provide Energy Systems and Auditor Training to a highly capable workforce of journeyman level workers throughout the region. Through our workforce development programs we provide apprenticeship training for direct installation and energy retrofitting. Also, direct entry into these training programs is offered to important underserved communities, including returning veterans.

Of particular interest to IBEW Local 46, is this grant's ability to create quality family wage jobs and facilitate better workforce training in our community. In partnership with the Electrical Workers Minority Caucus, our union has been reaching out to Seattle's minority communities with recruiting booths for our apprenticeships at community fairs and mentoring at risk high school students with Community for Youth. This grant would bring careers in green building, energy efficiency and retrofitting industries to the people who need them most and is in line with our objectives to that end.

IBEW Local 46 believes this program will be a key piece in building upon our current successes with energy efficiency and retrofitting, while enabling additional and necessary workforce training and implementation in our community and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,



Virgil Hamilton, Business Manager
IBEW Local 46



LABORERS' INTERNATIONAL UNION OF NORTH AMERICA

NORTHWEST REGIONAL OFFICE

12201 Tukwila International Blvd • Suite 140 • Seattle, WA 98168-5121

Phone: (206) 441-6507 • Fax: (206) 728-2608

Email: contact@nwluna.org

December 4, 2009

TERENCE M. O'SULLIVAN
General President

ARMAND E. SABITONI
General Secretary-Treasurer

Vice Presidents.

VERE O. HAYNES

MIKE QUEVEDO, JR.

TERRENCE M. HEALY

RAYMOND M. POCINO

EDWARD M. SMITH
*Assistant to the
General President*

JOSEPH S. MANCINELLI

ROCCO DAVIS
*Special Assistant to the
General President*

VINCENT R. MASINO

DENNIS L. MARTIRE

MANO FREY

ROBERT E. RICHARDSON

JOSE A. MORENO

RALPH E. COLE

JOHN F. HEGARTY

MICHAEL S. BEARSE
General Counsel

HEADQUARTERS:
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Fax: (202) 737-2754

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of the Laborers International Union of North America, Northwest Region, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

Vice President Biden's "Recovery Through Retrofit" report identifies important workforce goals for a scaled-up residential weatherization industry: establishment of "national standards [that] will spur the utilization of qualified training providers that offer career-track programs for people of all skill levels, promote and expand green jobs opportunities, and facilitate the mobilization of a national home retrofit workforce." These same goals will be essential to Seattle's retrofit ramp up. LIUNA's breakthrough national program, which we have implemented in the Seattle area, leverages our strong local and national training infrastructure to achieve these objectives. Our program can and will build the residential energy efficiency construction workforce that will be needed to bring Seattle's weatherization programs to scale.

We have already conducted weatherization skills trainings in the Seattle area for both experienced construction workers and for disadvantaged groups who are seeking an entry point into the job market. In addition, we are helping a number of commercial construction contractors acquire the skills and technology to enter the residential energy efficiency construction market.

The City of Seattle has made great strides in advancing building energy efficiency policies, financing mechanisms, and energy performance disclosure systems. Our Union has collaborated with the City to develop energy efficiency workforce policies, to ensure that the City's programs foster quality training and provide "green pathways out of poverty" for those who need them most. We are working to ensure that other jurisdictions and

Feel The Power!

organizations in Washington State follow Seattle's lead on training and opportunity in the green economy.

Retrofit Ramp-Up dollars will allow Seattle to build on its current successes to deliver a market-transforming program model that will:

- Create jobs for hundreds of energy efficiency workers
- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

As a partner we will participate in regular collaborative meetings to exchange ideas and brainstorm on overcoming barriers. We will bring to that table ideas, experience and expertise drawn from our regional and national network of contractors and training programs. At the same time we will learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

The Northwest Region of the Laborers International Union of North America believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,



Mano Frey,

Vice President & NW Regional Manager

Sheet Metal Workers International Association LOCAL UNION 66

11831 Beverly Park Road, B-2 · Everett, WA 98204

Main office: (425) 493-5900
Fax: (425) 493-5901
Toll-free: 1-800-659-5882

Bellingham: (360) 398-1167
Lacey: (360) 491-4925



December 8, 2009

Michael Mann, Acting Director
City of Seattle
Office of Sustainability and Environment
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Dear Mr. Mann:

I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application on behalf of Sheet Metal Workers Local 66. Our Union represents over 1000 journeymen and apprentices in Seattle/King County and works in partnership with SustainableWorks and other labor organizations to provide Energy Systems Training and Auditor Training to a highly capable force of journeyman level workers throughout the region. Further, through our workforce development programs, we provide apprenticeship training for direct installation and energy retrofitting. Also, direct entry into these training programs is offered to important underserved communities.

If funded, this innovative proposal to catalyze weatherization and energy efficiency will impact significant populations in priority neighborhoods and is a package that is attractive to a variety of stakeholder groups, including homeowners, financial institutions, utilities and workers. The Retrofit Ramp-Up program will engage numerous critical regional barriers to achieving higher numbers of building energy efficiency retrofits.

One of the main objectives of this grant is to create quality family wage jobs and facilitate better workforce training in our community for those of us in the green building, energy efficiency and retrofitting industry, and this is of particular interest to Sheet Metal Workers Local 66.

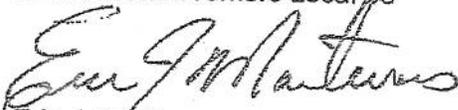
We have partnered with the City of Seattle to develop numerous building energy efficiency retrofit training programs and, if funded, the Retrofit Ramp-Up program will expand the reach and augment the success of these worker and systems training

programs. Simply, our City's early investments in curriculum development and labor training programs in the region are integral to our economy and need to be further built upon.

Sheet Metal Workers Local 66 believes this program will be a key piece in building upon our current successes with energy efficiency and retrofitting, while enabling additional and necessary workforce training and implementation in our community, and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

Sheet Metal Workers Local 66



Eric J Martinson
Business Manager

opeiu#8 afl-cio

cc: Cody Arledge, Legislative Director, Local 66
Ken England

SEATTLE/KING COUNTY BUILDING & CONSTRUCTION TRADES COUNCIL

Chartered by Building and Construction Trades Dept. • AFL-CIO

Telephone (206) 441-0550 FAX (206) 443-5649

6770 East Marginal Way South, Build. E, Suite 360

Seattle, Washington 98108

E-mail: sbctc@seattlebuildingtrades.org

www.seattlebuildingtrades.org

LEE NEWGENT, Executive Secretary

CHRISTOPHER HANSEN, President

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of the Seattle and King County Building and Construction Trades Council, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

The Seattle /King County Building Trades Council is an organization of twenty local union affiliates, two district councils, and five local union associate members representing over 15,000 building trades workers in the King County area. Through our local affiliates and their apprenticeships we can provide a workforce that is already trained in many facets of "Green" building. We believe that the future lies with a skilled and competent workforce. This is a great opportunity to work in partnership to realize the goals we have for all working Americans, good family wage jobs, and a sustainable environment.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

The Seattle and King County Building and Construction Trades Council believes this program will help a spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

A handwritten signature in black ink, appearing to read "Keith J. Weir". The signature is fluid and cursive, with the first name "Keith" and last name "Weir" clearly legible.

Keith J. Weir

Assistant Executive Secretary, Seattle/ King County Bldg. Trades



UNITED ASSOCIATION

of Journeymen and Apprentices of the
Plumbing and Pipe Fitting Industry of
the United States and Canada

Founded 1889

Letters should
be confined to
one subject

UA Local Union: #32 - 595 Monster RD SW - #213 - Renton, WA 98057

Subject: City of Seattle's Energy Efficiency and Conservation Block Grant
Retrofit Ramp-Up Application

William P. Hite
General President

Patrick R. Perno
General Secretary-Treasurer

Stephen F. Kelly
Assistant General President

December 8, 2009

Mr. Michael Mann, Acting Director
Office of Sustainability and Environment
City of Seattle - Seattle Municipal Tower
700 5th AVE - Suite 2748
Seattle, WA 98124

Dear Mr. Mann:

I am contacting you on behalf of U.A. Local 32's support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up Application. If funded, this innovative proposal to catalyze weatherization and energy efficiency will impact large groups of people in priority neighborhoods. We think this is something that is attractive to stakeholder groups, financial institutions, utilities and workers, as well as homeowners.

U.A. Local #32 is particularly interested in one of the main objectives of this grant that is to create quality family wage jobs and facilitate better workforce training in our community for those of us who work in the green building, energy efficiency, and retrofitting industry.

For over 100 years, U.A. Local #32 has represented the most qualified plumbers, pipe fitters, and refrigeration/air-conditioning mechanics in the greater Puget Sound region and the state of Washington. We are currently working in partnership with Sustainable Works and other labor organizations to provide Energy Systems Training and Auditor Training to a highly capable force of journeyman level workers. In addition, through our Workforce Development Programs, we provide Apprenticeship Training for direct installation and energy retrofitting. Direct entry into these programs may be offered to important, underserved communities.

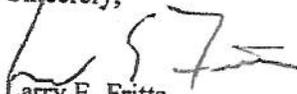
We have joined together with the City of Seattle to develop many building energy efficient Retrofit Training Programs; if funded, the Retrofit Ramp-Up Program will expand the reach and increase the success of these worker and systems training programs. Our City's early investments in curriculum development and labor training programs in the region are very important to our economy and need to be expanded.

Page 2
Mr. Michael Mann
December 8, 2009

U.A. Local #32 knows that the Retrofit Ramp-Up Program will be a key piece in building upon our current successes with energy efficiency and retrofitting, while enabling additional and vital workforce training and implementation in our community. We are fully supportive of the City of Seattle's Retrofit Ramp-Up Program Application.

If you have any questions, you may contact me at 425.277.6680.

Sincerely,



Larry E. Fritts
Business Manager/Financial Secretary

LEF/mc-opciw#8-af-cio

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

Earth Advantage Institute believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

A handwritten signature in black ink, appearing to read 'SP' followed by a stylized flourish.

Sean Penrith
Executive Director

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of EnergySavvy.com I am writing to confirm our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. If funded, the Retrofit Ramp-Up program will overcome key regional barriers to achieving higher numbers of building energy efficiency retrofits. Our organization is contributing to this effort because we believe it is a winning program model that will achieve long-term energy efficiency gains and market transformation in the Pacific Northwest.

EnergySavvy.com is an online national service that connects homeowners to pre-screened energy contractors, tax incentives and low-interest loans to help pay for energy retrofit work.

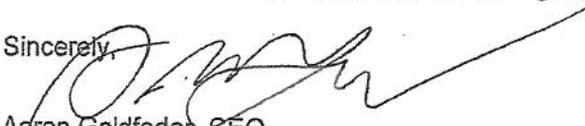
For the City of Seattle's program, EnergySavvy provides an innovative marketing channel to reach homeowners. By making it easier to understand incentives, connect with pre-screened program contractors and discover information about the Retrofit Ramp-Up program we will drive uptake in the Seattle region. It's also expected that our online energy audit tool will help homeowners understand their potential for savings and motivate action. Because EnergySavvy operates across the state with full administrative and location targeting capabilities we will be able to drive program adoption across the state in a measurable, timely and cost effective way.

We are enthusiastic program partners to the City of Seattle. In recent years, the city has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

EnergySavvy is fully supportive of the City of Seattle's Retrofit Ramp-Up program and, if funded, will contribute in the ways described above to guarantee successful program implementation.

Sincerely,


Aaron Goldfeder, CEO



December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

I am writing on behalf of Enterprise Community Partners, Inc. in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. The Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest region.

Enterprise Community Partners is a national provider of capital and technical expertise that supports the preservation and development of affordable housing stock. One of our highest priorities is reducing the cost burden created by the inefficient use of energy resources in multi-family housing properties, especially those over fifteen years old. We are in the process of dedicating millions of dollars to develop new financing tools to provide capital for retrofitting properties; increase our technical expertise to support retrofit activities; document and analyze data that will increase our understanding of effective green design in multi-family rental properties; train tenants and owners to adopt best practices that will reduce energy use; and monitor and verify that investments in energy efficiency are yielding results.

The Enterprise retrofit financing platform utilizes all the components needed to enable affordable housing multifamily owners to retrofit their properties. The opportunities created by the City of Seattle's proposed EECBG program will enable Enterprise to bring its financial capital and technical expertise to the table and operate at a scale that will support our objective of lowering operating costs through the application of retrofit and energy efficiency measures.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, and housing financing mechanisms. Already, many jurisdictions and organizations throughout the region are modeling their energy efficiency planning frameworks on programs and policies pioneered in Seattle. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current energy use and reach at least 25% of buildings within target areas across all building sectors;
- Provide a national portfolio of program delivery templates and outreach/education models; and
- Offer 'proof of concept' for innovative and market transforming financing mechanisms that offer a high leverage ratio and can be adapted to serve other jurisdictions.

Enterprise Community Partners, Inc. believes this program will help spur a fundamental change in the way our region pursues energy efficiency opportunities. We are enthusiastic partners in the City's visioning, and look forward to attracting a broad set of collaborators into the Retrofit Ramp-Up program efforts. Thank you for your consideration of the City of Seattle's EECBG Retrofit Ramp-Up application.

Sincerely,

Paul Cummings
Sr. Vice President and West

ENTERPRISE COMMUNITY PARTNERS, INC.

520 SW Sixth Avenue • Suite 700 • Portland, OR 97204 • 503.223.4848 • www.enterprisecommunity.org



December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of EqRM (Equilibrium Resource Management) I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application.

If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

EqRM is an energy efficiency finance provider, acting as an independent power producer to provide energy efficiency generation resources on a power purchase agreement model. As we do business, a 500,000 square foot building made 50% more energy efficient using known technologies becomes, to the grid, a 3 MW windmill – only without needing transmission or siting, and with far more compelling load characteristics.

Utilities are willing to pay for this resource. Although measuring the power produced is non-trivial, our innovation is to do so with persistence and duration – our generators go on producing at their design capacity for the life of the building, and we measure and maintain them to do so.

The eePPA model as practiced by EqRM creates a utility scale and utility grade resource. Doing so makes the resource substantially more valuable, and funds our ability to maintain the resource at a high performance level. Moreover the cash flows allow us to finance these installations without using any building owner capital, yet still provide the building owner with substantial benefit.

We have proposed to the City of Seattle a pilot project with the City's municipal utility under which a portion of the EECBG funds would be used for credit enhancement at a 1:5 ratio against private capital, with the City utility as a buyer of the generation resource thus created. Conversations are ongoing, and should Seattle choose to deploy EECBG funds in this fashion, we believe we will be able to bring to the EECBG process several breakthroughs: persistent quality creating permanent change in building performance; high leverage private capital, substantial utility involvement, and a path to scale.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. But more is needed. We are pleased to support Seattle in its insistence that we can do better.

Sincerely,



William C. Campbell

CEO, Equilibrium Resource Management Corporation

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700.5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of G2B Ventures I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to reaching greater numbers of building energy efficiency retrofits. Seattle's program will act as a model, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

G2B Ventures is an investment group combining knowledge of finance, construction, sustainability and real estate to engage in developing business opportunities in residential energy efficiency implementation. Specifically, we raise capital to buy local homes at discounted prices and then apply environmentally sustainable cosmetic and energy efficient refurbishments to increase value and efficiency of the homes.

The City of Seattle has made significant progress in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered.

Despite the current progress, much work still remains to meet our regional efficiency goals. Specifically, Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will help to achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors; provide a reliable portfolio of program delivery and outreach/education models; and offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

G2B Ventures believes this program will help to spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,



Aaron Fairchild

CEO, G2B Ventures



House Runner
800 Fifth Avenue, Suite 4100
Seattle, WA 98104
Direct: 206-251-4273
Fax: 206-629-7683

Email: bryan@houserunner.com
Website: <http://HouseRunner.com>

December 8, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower, 700 5th Avenue, Suite 2748
Seattle, WA 98124

RE: Energy Efficiency and Conservation Block Grant Retrofit

Mr. Mann:

On behalf of House Runner, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

Introduction

House Runner is an innovative end-to-end technology solution that will connect households to the smart grid and their utility providers. Through the use of our smart devices, Wi-Fi, web and mobile technologies House Runner will provide the means to achieve the energy efficiency in HVAC and lighting systems that will be necessary to assist the City of Seattle and its partners in their quest to continue to make Seattle a world leader in sustainability, clean technology innovation and economic growth.

Solution

The House Runner solution offers affordable hardware, software, Wi-Fi, web and mobile technologies that reduce energy consumption and waste, carbon emissions and that create jobs in communities that need them the most.

The hardware offered by House Runner include smart thermostats, energy monitors with in-home/office energy displays, load and lighting controls, occupancy sensors, smart meters and more devices to come. The devices utilize Wi-Fi technologies and auto-configuration features that eliminate the need for expensive remodeling and installation.

Software applications include powerful yet user-friendly web-based energy, carbon, and cost calculators for benchmarking and conservation goal-setting and virtual dashboards to control the devices.

Goals

House Runner will:

Meet City of Seattle 2030 climate goals.

Reduce energy (kWh) and carbon emissions by 27%;

Provide affordable technology for every income level;

Create green jobs and pathways out of poverty (namely electricians, energy auditors, weatherization professionals and retrofitters)

Controlling devices can be accomplished through the web via <http://HouseRunner.com> (and <http://BuildingRunner.com> for commercial and industrial customers), and through mobile applications soon to be available on the Apple iPhone, Google Droid, Blackberry, and Palm smart phones.

This level of access will provide additional energy savings and carbon reductions, well beyond most of today's programmable thermostats and lighting timers. This is due to the fact that most families and businesses are coping with ever-changing schedules, so the need for instant and simplified ways to manage the home is growing.

Financing

In the spirit of community support and to overcome the hurdle posed by the lack of existing financing sources, House Runner will implement installment plans with generous repayment periods, often 1-2 years, so that low and moderate income households can afford the necessary smart devices to connect to the smart grid and to begin realizing energy, carbon emission and utility cost savings.

Green Jobs

In 2010, House Runner will generate between 500 -7000 green jobs in the Seattle area; employing between 30 to 100 professionals, namely weatherization workers, energy auditors, electricians and home remodelers.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

House Runner believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,



Bryan Guy, Esq
Managing Director



MacDonald-Miller
FACILITY SOLUTIONS



Sustainably Reliable

December 10, 2009

Mr. Michael Mann, Director
City of Seattle Office of Sustainability
700 5th Avenue Suite 2748
Seattle, WA 98124-4729

**RE: USDOE EECBG Application --
MacDonald-Miller Facility Solutions, Inc. & Seattle Steam Company,
Utility-based Energy Efficiency Project Finance Program with On-Bill Collections**

Dear Mr. Mann:

This letter is provided in support of the City of Seattle's application to the United State Department of Energy for an Energy Efficiency & Conservation Block Grant (EECBG) Competitive Grant (the "Grant"). It further confirms the roles and commitments of MacDonald-Miller Facility Solutions, Inc. and Seattle Steam Company to implement the utility-based energy efficiency project development and finance program (the "Program") which is the subject of a \$1.5 million component of the Grant request.

MacDonald-Miller Facility Solutions (MMFS), a Seattle-based mechanical and HVAC contracting and service company with \$152 million in annual revenues (2008), has partnered with Seattle Steam Company (SSC) to provide turnkey development, implementation and financing of energy efficiency (EE) projects for SSC customers on the customer side of the steam meter. SSC is the privately-owned district energy utility providing reliable, cost-effective heat and thermal energy services to 198 buildings totaling over 18 million square feet in downtown Seattle. SSC customers include major downtown office and residential buildings, hotels (Westin, Elliot Grand Hyatt and Seattle Sheraton), major medical centers (Virginia Mason, Swedish and Harborview), universities (Seattle University, Seattle Community College) and public facilities (Washington Trade and Convention Center, Seattle Public Library, Port of Seattle). With completion its new wood-fired steam plant, SSC will offer green, renewable energy based steam, helping customers meet their environmental commitments. The EE projects will address effective utilization of steam, electricity, gas and water and all energy-using mechanical and electrical systems.

The first portfolio of EE projects to be implemented under the Program is targeted at \$18 million over 18 months. MMFS has conducted audits for 72 customers to date and identified over \$36.5 million in EE projects with simple payback periods of 3-4 years. Negotiations to obtain the first set of customer agreements are underway. Projects will be implemented on a performance contract basis pursuant to Energy Services Agreements (ESAs) with customers. Customer ESA payments will be integrated with the SSC steam bill, creating a secure payment, credit and collections structure for the Program. MMFS will provide complete project development and engineering, turnkey installation of the EE projects, all operations services, and extended warranties and performance guarantees for the term of the ESA. MMFS is creating a new finance company, MacDonald-Miller Energy Capital Solutions, Inc. (MECS) to be the financing vehicle for the projects. MECS will be the borrower of the project senior and subordinated loans and will enter into the ESAs with customers. The roles which SSC will perform in this Project are customer relationship management, marketing, steam system engineering expertise and customer payment collections services. We estimate an overall investment potential of greater than \$50 million for the SSC program over the next 3 years.



Estimated sources and uses of funds for the first set Projects and application of the proposed \$1.5 million in Grant funding for the Program are outlined in the table below.

Uses of Funds		
MMFS SSC customer turnkey EE projects	\$18,000,000	
Debt Service Reserve	\$375,000	
Total Uses of Funds	<u>\$18,375,000</u>	
Sources of Funds		
Senior Debt	\$11,325,000	61.63%
MMFS Equity (provide/arrange)	\$2,250,000	12.24%
State DOC/SEP Subordinated Loan	\$1,500,000	8.16%
Proposed USDOE/City Grant: subordinated loan	\$750,000	4.08%
Utility incentives and/or customer capital contribution	\$1,800,000	9.80%
Proposed USDOE/City Grant: project development incentives	\$375,000	2.04%
USDOE/City Grant, debt service reserve	\$375,000	2.04%
Total, first portfolio of EE projects	<u>\$18,375,000</u>	100.00%
Budget for Use of USDOE/City Grant Funds		
USDOE/City Grant: subordinated loan	\$750,000	
Project development incentive funds	\$375,000	
Debt Service reserve fund	\$375,000	
Total Funds	<u>\$1,500,000</u>	
Leverage ratio, total EE projects funded to grant funds	12.00	

This letter shall further confirm the commitment of MMFS to provide construction financing for the EE projects and to provide or arrange the equity component of the project financing. MMFS has engaged Energy Efficiency Finance Corporation (EEFC) as financial advisor and placement agent to structure the project financing and arrange the senior and subordinated debt and project equity. MMFS has been awarded \$1.5 million in subordinated debt financing from the Washington State Dept. of Commerce from Federal ARRA SEP funds. Arrangements for the project equity and senior debt are under development.

We want to highlight the strengths of this Program relative to the USDOE Grant criteria. First, the EE projects have strong economics typical of commercial sector projects, with 3-4 year paybacks and corollary energy and emissions savings. Second, the projects are highly concentrated geographically in downtown Seattle. Through the partnership with SSC we aim to achieve a high level market penetration in this target area. Third, the Program has a strong implementation team with a ready set of projects. The Program design is commercially sustainable and scalable. Fourth, this Program design, with the utility as the marketing partner and collections agent, is replicable in Washington State and nationally, with all types of energy utilities. Fifth, the Program will achieve excellent leverage of Grant funds with a leverage ratio (total EE project investment in ratio to Grant funding) of 12:1.

The proposed Grant funding will greatly support this Program, accelerate implementation and financing of the first set of EE projects and set the stage for rapid scale-up and market penetration. We urge USDOE approval of this Grant proposal and are please to join with the City in this endeavor.

Sincerely,
MacDonald-Miller Facility Solutions, Inc.

Seattle Steam Company

By: 
Name: Derrick "Gus" Simonds
Title: President

By: 
Name: Stan Gent
Title: President and CEO



Letter of Support

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

December 14, 2009

RE: Retrofit Ramp-up and General Innovation Fund Programs – DE-FOA-0000148

Dear Mr. Mann,

On behalf of McKinstry, I am writing to confirm our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up Program application. If funded, the Retrofit Ramp-Up Program will overcome key regional barriers to achieving higher numbers of building energy efficiency retrofits. Our organization is providing an in-kind contribution to this effort because we believe it is a winning program model that will achieve long-term energy efficiency gains and market transformation in the Pacific Northwest.

For 49 years, McKinstry has strived to best serve its clients by taking responsibility to design, build, and operate over \$3 billion in facility systems. McKinstry's vertically integrated structure results in a single point of accountability, allowing us to drive inefficiencies out of the construction process. Our technical competencies and financial strength have resulted in being selected as one of the Department of Energy's 16 global energy services companies, allowing us to work on Department of Energy facilities worldwide. Beyond the work of retrofitting buildings, McKinstry remotely manages over 175 million square feet of commercial building stock throughout the country. We have built a solid business model around the technologies that not only create certainty for both investors and building owners when upgrading their infrastructure and dramatically reducing their energy use, but also guarantee that their savings pay back the debt service.

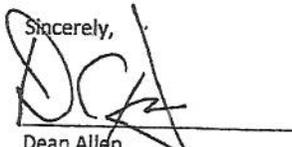
McKinstry has a longstanding relationship with the City of Seattle as their energy services provider. In this role, we have partnered with the city on a number of different fronts to identify efficiency and conservation projects and map out plans for implementation. Due to the leadership of our Mayor and collaborative nature of the city, Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- Provide a reliable portfolio of program delivery and outreach/education models; and
- Offer "proof of concept" for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

McKinstry is fully supportive of the City of Seattle's Retrofit Ramp-Up program and, if funded, we are prepared to make an in-kind contribution of \$250,000 to guarantee successful program implementation. This in-kind contribution will be delivered over three years: in Year 1 we will assist in setting up the program; in Year 2 we will provide energy efficiency education to end-user clients; and in Year 3 we will take the model developed through this program and share it throughout Washington State. We believe deployment of EECBG dollars, according to the parameters and strategy set forth in the Seattle proposal, can be the key to unlocking private capital/finance for similar projects. We are so committed to this program that if necessary and appropriate, McKinstry will provide bridge financing until long term financing and funding can be put in place.

We believe The City of Seattle's application demonstrates an ability to fundamentally and permanently transform energy markets. We believe the program is both durable and replicable. Most importantly, we firmly believe this program will sustain itself beyond federal funding and serve as an example for the entire country. Thank you for considering this application.

Sincerely,



Dean Allen
Chief Executive Officer

Microsoft Corporation
One Microsoft Way
Redmond, WA 98052-6399

Tel 425 882 8080
Fax 425 936 7329
<http://www.microsoft.com/>

Microsoft

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Dear Mr. Mann,

On behalf of Microsoft Corporation, I am writing to confirm our support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. We understand that the Retrofit Ramp-Up program goal is to overcome key regional barriers to achieving a higher number of building energy efficiency retrofits. If the program gets funded, Microsoft will contribute in the ways described below to help ensure a successful program implementation.

In support of this program, Microsoft will contribute access to the Microsoft Hohm application to all residential program participants at no charge as well as the required technical support to ensure a successful application rollout. Microsoft will also work with the City of Seattle and other participants to encourage the use of the Hohm application as an effective energy conservation tool. Microsoft Hohm is a Web-based residential energy management platform and service that helps homeowners assess the amount of energy their home is using and recommends concrete energy efficient steps they can take, including home improvements, to reduce their energy usage.

Microsoft Corporation is supportive of the City of Seattle's Retrofit Ramp-Up program and we are looking to partnering with the City of Seattle as described above.

If you would like more information, please feel free to call me at (425) 706-9428.

Best regards,



Troy Batterberry
Product Unit Manager, Microsoft Hohm

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of NBBJ, I am writing to confirm our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. As a leading healthcare architecture firm doing work throughout the city's Retrofit Ramp-Up target area, we see great potential for Seattle's healthcare institutes to significantly lower their energy needs and eventually become carbon neutral.

Our firm is one of the largest (Ranked 5th by Modern Healthcare) and most influential (#1 Most Admired 2008 & 2009 by Interior Design) healthcare architectural firms in the world, and over the past 60+ years, we have worked with every major healthcare institute in the City of Seattle. We have, and currently are playing a significant role in building Seattle's healthcare infrastructure, with more than 700,000-square-feet of hospital construction projects in process. We are firmly dedicated to designing sustainable, healthy and performance-driven hospitals and have instituted our own in-house R&D initiatives to move these goals forward.

Our current research efforts, conducted in conjunction with Better Bricks and the University of Washington Integrated Design Lab, have identified five energy reduction strategies that can cut a hospital's CO2 emissions by 65 percent—putting an estimated two-million dollars back into a hospital's ever-shrinking operating budgets and, in some instances, increasing a hospital's annual revenue margin by nearly 30 percent.

We have tested these strategies using iterative hourly loads and energy simulations and are in the process of finalizing our first cost modeling analysis, however, what we are proposing is a dramatic "re-think" in the way hospitals are constructed (e.g. shifting from central to distributed air-handling) and delivering "proof of concept" will require a willing and motivated client.

If the City of Seattle is awarded this grant, hospitals will be better incentivized to implement the above mentioned energy approaches, and with monetary support in place to help our clients balance risk and cost with opportunity, we will be better positioned to bring these ideas to life. Given the right site, motivated client and utility support, we are confident we can achieve an immediate 65 percent energy reduction in hospitals and our first carbon neutral hospital within five years.

NBBJ is fully supportive of the City of Seattle's Retrofit Ramp-Up program and, if funded, will participate in the ways described above to guarantee successful program implementation.

Sincerely,



Scott Wyatt
FAIA, Managing Partner, NBBJ

OPOWER
1515 N. Courthouse Rd., Suite 610
Arlington, VA 22201
703-778-4544

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of OPOWER, I am writing to confirm our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. If funded, the Retrofit Ramp-Up program will overcome key regional barriers to achieving higher numbers of building energy efficiency retrofits. Our organization is contributing to this effort because we believe it is a winning program model that will achieve long term energy efficiency gains and market transformation in the Pacific Northwest.

Seattle City Light has contracted with OPOWER to produce "Home Energy Reports" for 20,000 single family customers. Each report is customized to the home receiving it based on size and heat type. The report includes monthly energy consumption information and a comparison to 100 neighbors in similar homes as well as a top 20% "efficient" neighbors subgroup. Each household will be targeted with appropriate recommendations based on housing, usage and demographic data. By providing energy use in relation to their neighbors, customers should gain an understanding of how their energy choices compare to the norm. This program is proving effective in other utilities' service areas and has been bringing in electrical savings of about 2% (per household). OPOWER Home Energy Reports will be sent to homeowners in Seattle's Retrofit Ramp-Up target area and will serve as an 'information on-ramp' for homeowners to learn about home energy efficiency.

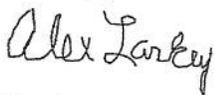
OPOWER's Home Energy Reporting platform will substantially accelerate consumers' retrofit investments, delivering an up to 30% - 50% increased demand for and participation in retrofiting programs. The Home Energy Reporting System engages consumers with direct mail and e-mail to motivate consumers to continually ramp-up retrofiting action.

We are enthusiastic program partners to the City of Seattle. We believe that Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- Provide a reliable portfolio of program delivery and outreach/education models; and
- Offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

OPOWER is fully supportive of the City of Seattle's Retrofit Ramp-Up program and, if funded, will help facilitate successful program implementation.

Sincerely,



Alex Laskey
President

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of Seafreeze Cold Storage, I am writing to confirm our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. If funded, the Retrofit Ramp-Up program will overcome key regional barriers to achieving higher numbers of building energy efficiency retrofits. Our organization is contributing to this effort because we believe it is a winning program model that will achieve long term energy efficiency gains and market transformation in the Pacific Northwest.

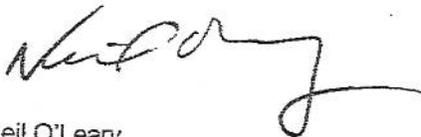
Seafreeze provides cold storage warehousing services for seafood, meat, ice cream, and other products. Our facility—located within the City's Retrofit Ramp-Up target area—is very energy intensive and as a result we have been planning a major energy efficiency retrofit. Earlier this year, we received a \$561,862 loan from the Washington State Department of Commerce that will supplement the \$1.1 million in additional project costs we are financing privately. Participating in the Retrofit Ramp-Up small business program will help lower the remaining project costs of \$1.1 million. We have been in conversations with City staff about our project and are optimistic that we will be able to participate in this program if Seattle is awarded.

We are enthusiastic program partners to the City of Seattle. In recent years, the city has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Seafreeze Cold Storage is fully supportive of the City of Seattle's Retrofit Ramp-Up program and, if funded, will contribute in the ways described above to guarantee successful program implementation.

Sincerely,



Neil O'Leary
Director of Strategic Development



December 18, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of **Seattle-Northwest Securities (SNW)**, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. The City's proposed program has the potential to address key regional barriers to energy efficiency retrofits, particularly in the arena of financing solutions. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

SNW is a regional investment bank, headquartered in Seattle, with offices in Portland, Boise, Salt Lake City and Los Angeles. Our firm provides underwriting and financial advisory services to cities, counties, states, school districts, utilities and non-profits throughout the Northwest. We also maintain the largest sales and trading desk in the Northwest, averaging trades of roughly \$300 million in bonds daily.

As financial advisor for the City of Seattle, SNW provides advisory services for the City's capital planning, debt management and municipal bond transactions. Given our active fixed income desk, our involvement in placing tax credit bonds, and our relationships with appropriate investors, SNW is well positioned to help the City execute take-out financings for its revolving loan funds and to leverage the City's seed capital in secondary markets. If the City's proposal is funded, SNW is ready to assist the City with take-out financing to replenish its revolving loan funds and further leverage EECBG grant monies.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

As a partner, we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

Seattle-Northwest Securities believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

A handwritten signature in cursive script that reads "Maud Daudon".

Maud Daudon
President and CEO

SENECA REAL ESTATE GROUP INC.

December 3, 2009

Mr. Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 Fifth Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of the Seneca Real Estate Group, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant (EECBG) Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will allow Seattle to increase the number of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

The Seneca Real Estate Group provides comprehensive real estate development management services in the Puget Sound region. We are exploring a number of energy conservation projects with our existing clients where we provide project management services. Two of our Principals, Craig Norsen and Bob Wicklein, have participated on the EECBG team that has guided formulation of the City of Seattle's proposal. The value of these pro bono services is approximately \$6,500.

The City of Seattle should be recognized for the great strides it has made in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks after Seattle's pioneering programs and policies. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, come up with ways to overcome barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

The Seneca Real Estate Group believes this program will help a spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and we are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,


David Victor
Managing Director

Suite 1500
1191 Second Avenue
Seattle, Washington
98101
206/628-3150
Fax 628-7105



SHOREBANK ENTERPRISE CASCADIA
Let's change the world.

Astoria, OR

Portland, OR

Ilwaco, WA

Port Angeles, WA

Seattle, WA

Shelton, WA

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

RE: Support for the City of Seattle Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up Application

Mr. Mann:

On behalf of ShoreBank Enterprise Cascadia (SBEC), I am confirming our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. If funded, the Retrofit Ramp-Up program will overcome key regional barriers to achieving higher numbers of building energy efficiency retrofits. Our organization is contributing to this effort because we believe it is a winning program model that will achieve long term energy efficiency gains and market transformation in the Pacific Northwest.

SBEC will be the Fund Manager for the Seattle energy efficiency Residential loan Program and will participate as a lender for the small business energy efficiency loan program. In furtherance of our role in these areas, SBEC commits:

- \$1.2 million in revolving loan funds for the residential energy efficiency loan program
- \$300,000 for the administration, operation and platform development of the residential loan fund
- Up to \$495,000 in revolving loan funds to the small business energy efficiency loan program
- Up to \$500,000 in credit enhancements for both loan programs
- Up to \$1,000,000 for small business energy lending is awarded by the Seattle Foundation.
- To seeking funds to leverage the Ramp-Up dollars at a 3:1 ratio
- To applying for additional funds from the WA Department of Commerce and Living Cities as appropriate.

We are enthusiastic program partners to the City of Seattle. In recent years, the city has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their

energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

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- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

ShoreBank Enterprise Cascadia is fully supportive of the City of Seattle's Retrofit Ramp-Up program and, if funded, will contribute in the ways described above to guarantee successful program implementation. Please feel free to contact me with any questions or concerns at 206-447-9226 ext 105 or staoka@sbpac.com.

Sincerely,



Susan Taoka
EVP
ShoreBank Enterprise Cascadia
401 Second Ave S. #301
Seattle, WA 98104

December 14, 2009

Michael Mann, Acting Director

Office of Sustainability and Environment, City of Seattle

Seattle Municipal Tower

700 5th Avenue, Suite 2748

Seattle, WA 98124

Mr. Mann:

On behalf of Smart Energy Project, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

A collaboration of Working Green Consulting and Cypress Venture Group, Smart Energy Project combines expert grassroots organizing, social marketing, and state-of-the-art technology in order to generate maximum energy savings for households, businesses, municipalities, and utility companies. Smart Energy Project solutions provide conservation products, services, and education to reduce resource consumption and greenhouse gases (ghg), and to increase cost-savings for the purpose of developing sustainable communities.

More specifically, our solutions include: carbon and energy calculation and action planning technology; weatherization services; energy audits; retrofits; direct installs, and strategic consultation for municipal, utility, business, and community partners.

Based on these solutions, Smart Energy Project creates savings that are immediately calculated and communicated to residents, business owners, municipalities and utilities with dynamic software and mobile applications. Additionally Smart Energy Project is proficient at gaining access to traditionally underserved communities, all the while creating meaningful and livable wage jobs.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals.

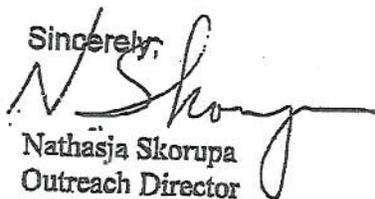
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- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

Smart Energy Project believes this program will help a spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,



Nathasja Skorupa
Outreach Director

Office of Sustainability and Environment, City of Seattle

Seattle Municipal Tower

700 5th Avenue, Suite 2748

Seattle, WA 98124

Mr. Mann:

On behalf of Working Green Consulting, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

Working Green Consulting is a minority and woman-owned consulting company with over 45 years of combined outreach and project management. Working Green works to assist companies, municipalities and non-profits with outreach initiatives by providing planning, troubleshooting, systems implementation, workforce development, data, analysis and support. Working Green's expertise includes but is not limited to recruitment, hiring, training and supervision with a special focus on cultural competence and leadership development. Working Green's most recent accomplishments include assisting in creating and executing a hugely successful Direct Install pilot for The City of Seattle in 2008/2009.

Working Green would be able to assist The City of Seattle Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program with any planning, training and execution of any direct install work that might be needed as part of its program.

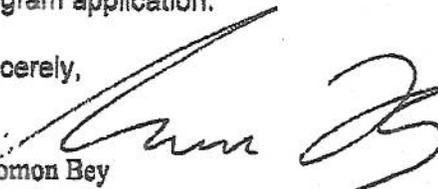
The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

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- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

Working Green Consulting believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,



Solomon Bey
President



*Environment, Equity,
Opportunity*

December 1, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of Got Green! I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

Got Green! is a community-driven project of the White Center Community Development Association led by a widely diverse group of leaders from a variety of professional backgrounds. Got Green! raises awareness in Seattle's marginalized communities around climate change, healthy lifestyle alternatives, and green career opportunities. Got Green! builds pathways to the green economy for people of color and low-income people in King County by cultivating inter-generational leaders to organize, build coalitions and create new jobs.

Got Green! is well poised to contribute to the goals stated in the funding announcement. We have successfully partnered with the City of Seattle and other organizations to carry out large-scale energy saving efforts. In the summer of 2008, Project SWITCH reached 2,500 low-income homes; installing 6,000 CFL's and 800 water saving devices. Got Green's organizing efforts and connection to Union affiliated training programs will be a key element in fully realizing the scope (and desired scale) of the green jobs goals of the EECBG grant and the wider stimulus plan.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;

- provide a reliable portfolio of program delivery and outreach/education models;
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Furthermore, as a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

Got Green! believes this program will help to spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

Michael Woo

Michael Woo, Project Director

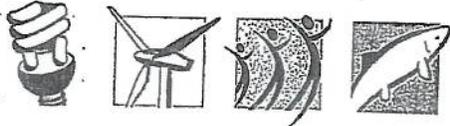
Green jobs (as envisioned by Van Jones*) are only possible if the relationship to the Labor Unions is strong. Got Green has already set the stage for a true BLUE-GREEN alliance; one that brings a new era of prosperity for ALL. If done right, environmental justice and green jobs will be the game-changing element of this proposal. I look forward to helping to

The following provides a summary of Got Greens' expertise and recent accomplishments

- **Green Jobs Employment and Training.** Provided training in effective communication and basic Tier I weatherization/retrofit skills to young adults from low income communities and communities of color. Short term training includes community outreach and communication skills, basic weatherization inspections, and retrofitting (e.g., installing compact fluorescent light bulbs and water saving devices, caulking windows, and door weather-stripping).
- **Community Outreach.** Experienced in conducting community outreach, leadership development and organizing in diverse ethnic, language and geographic communities. Got Green has strong networks and trusted relationships with immigrant and refugee communities, grassroots organizations, African-Americans and other communities of color.
- **Energy Retrofit Partnerships.** Partnered with local nonprofit and governmental agencies (City of Seattle, Seattle Housing Authority, and Community Development Agencies) to pilot energy conservation outreach and retrofit projects. Recruited and trained residents from low-income communities to canvass targeted neighborhoods to promote energy efficiency and conservation practices in multi-family and single family homes. (approximately 2,500 homes targeted, 6,000 CFL's and 800 water saving shower heads and faucet aerators delivered and installed).

* [G]reen-collar jobs are well-paid, career track jobs that contribute directly to preserving or enhancing environmental quality. If a job improves the environment, but doesn't provide a family-supporting wage or a career ladder to move low-income workers into higher-skilled occupations, it is not a green-collar job.

3TIER Environmental Forecast Group
 Advocates for the West
 Alaska Housing Finance Corporation
 Alliance to Save Energy
 Alternative Energy Resources Organization
 American Rivers
 The Apollo Alliance
 Audubon Washington
 Avista Utilities
 BC Sustainable Energy Association
 Bonneville Environmental Foundation
 Central Area Motivation Program
 Citizens Utility Board of Oregon
 City of Ashland
 Clackamas County Weatherization
 Climate Solutions
 The Climate Trust
 Community Action Partnership of Oregon
 Community Action Partnership Assoc. of Idaho
 Conservation Services Group
 David Suzuki Foundation
 Earth and Spirit Council
 Earth Ministry
 Ecological Design Center
 eFormative Options, LLC
 Emerald People's Utility District
 The Energy Project
 Energy Trust of Oregon, Inc.
 enXco Development Corporation
 Environment Oregon
 Environment Washington
 Eugene Water & Electric Board
 Friends of the Earth
 Golden Eagle Audubon Society
 Horizon Wind Energy
 Housing and Comm. Services Agency of Lane Co.
 Human Resources Council, District XI
 Iberdrola Renewables
 Idaho Conservation League
 Idaho Rivers United
 Idaho Rural Council
 Idaho Wildlife Federation
 Interfaith Network for Earth Concerns
 Kootenai Environmental Alliance
 League of Utilities and Social Service Agencies
 League of Women Voters - ID, OR & WA
 Metrocenter YMCA
 Missoula Urban Demonstration Project
 Montana Audubon
 Montana Environmental Information Center
 Montana Public Interest Research Group
 Montana Renewable Energy Association
 Montana River Action
 Montana Trout Unlimited
 The Mountaineers
 Multnomah County Weatherization
 National Center for Appropriate Technology
 Natural Resources Defense Council
 New Buildings Institute
 Northern Plains Resource Council
 Northwest Energy Efficiency Council
 Northwest Solar Center
 NW Natural
 NW Sustainable Energy for Economic
 Development
 Olympic Community Action Programs
 Opportunities Industrialization Center of WA
 Opportunity Council
 Oregon Action
 Oregon Energy Coordinators Association
 Oregon Energy Partnership
 Oregon Environmental Council
 Oregon HEAT
 Oregon State Public Interest Research Group
 Pacific Energy Innovation Association
 Pacific NW Regional Council of Carpenters
 Pacific Rivers Council
 The Policy Institute
 Portland Energy Conservation Inc.
 Portland General Electric
 Puget Sound Alliance for Retired Americans
 Puget Sound Energy
 Renewable Northwest Project
 Salmon for All
 Save Our Wild Salmon
 Seattle Audubon Society
 Seattle City Light
 Sierra Club
 Sierra Club, BC and MT Chapters
 Snake River Alliance
 Solar Oregon
 Solar Washington
 South Central Community Action Partnership, Inc
 Southeast Idaho Community Action Agency
 Southern Alliance for Clean Energy
 Spokane Neighborhood Action Programs
 Student Advocates for Valuing the Environment
 Tahoma Audubon Society
 Trout Unlimited
 Union Of Concerned Scientists
 United Steelworkers of America, District 11
 WA CTED - Housing Division
 Washington Citizen Action
 Washington Environmental Council
 Washington Public Interest Research Group
 Washington State University Energy Program
 Working for Equality And Economic Liberation
 A World Institute for a Sustainable Humanity
 World Steward



NW Energy Coalition

for a clean and affordable energy future

Michael Mann, Acting Director
 Office of Sustainability and Environment, City of Seattle
 Seattle Municipal Tower
 700 5th Avenue, Suite 2748
 Seattle, WA 98124

December 3, 2009

Mr. Mann:

NW Energy Coalition enthusiastically endorses the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. The Energy Coalition's own research and long experience in energy efficiency in the Pacific Northwest confirms that the City's proposal addresses the most persistent and substantial barriers to increased energy efficiency investment in ways that will be effective and can be scaled throughout Seattle, the state and the region.

The Coalition expects the Retrofit Ramp-Up program to result in substantial energy savings in the buildings it touches (30% over current use in at least 25% of prospective buildings). It will produce replicable models for energy efficiency outreach, education, leveraged financing, worker training and partner collaboration. The application is bolstered by City's impressive track record in achieving substantial energy savings in its own buildings and in its successful collaboration on campaigns like the Seattle Climate Partnership and the US Mayors Climate Protection Agreement.

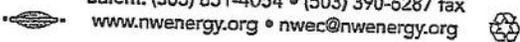
The NW Energy Coalition has advocated clean and affordable energy future based on energy efficiency and clean renewables since its founding in 1981, and today has more than 110 member businesses, utilities, labor and public interest organizations across the Pacific Northwest. The Coalition's recent work has focused on the goals of in the City of Seattle's EECBG proposal: increased energy efficiency investment in existing buildings, improved access to energy efficiency financing, workforce development, improved utility collaboration and better public outreach and strategic communication about energy conservation. As a partner, the NW Energy Coalition would welcome and expect the opportunity to work with the City to help shape ideas and strategies for the Retrofit Ramp-Up program and to promote its successes to our constituencies across the state and region.

The NW Energy Coalition believes the City of Seattle is well positioned to lead a fundamental change in the way our region views and pursues energy efficiency and strongly supports the City's Retrofit Ramp-Up application.

Sincerely,

Sara Patton, Executive Director

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 Seattle: 217 1st Avenue South, #100, Seattle, WA 98104 • (206) 621-0094 • (206) 621-0097 fax
 Salem: (503) 851-4054 • (503) 390-6287 fax
 www.nwenergy.org • nwec@nwenergy.org





INSPIRING INVOLVEMENT BUILDING COMMUNITY

December 7, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of Rainier Beach Community Empowerment Coalition (RBCEC), I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

RBCEC's vision is Rainier Beach is a healthy, vibrant, diversity-rich, drug-free neighborhood. RBCEC's mission is to build neighborhood capacity to enhance quality of life in Rainier Beach as well as to address critical issues threatening the welfare of Rainier Beach residents. We seek to build neighborhood capacity by supporting and/or bringing resources along side resident/citizen lead efforts and by promoting/facilitating alliance building and collaboration among programs, organizations, churches and businesses that service Rainier Beach residents. This allows the leveraging of existing neighborhood assets to occur as well as the acquisition of needed resources in support of resident/citizen efforts. RBCEC's focus is on Family Life, Education, Economic Development, Public Safety, Transportation and the Environment. Naturally in the case of this letter of support there is a particular interest in the role the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up project can play in our environment based issues.

In our view the City of Seattle has made great strides in advancing and building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. However, there is more work to be done to meet our neighborhood interests and well as regional efficiency goals. Our hope is that Retrofit Ramp-Up dollars will allow Seattle to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- Provide a reliable portfolio of program delivery and outreach/education models; and
- Offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

As a partner we are interested in participating in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

RBCEC believes this program will help spur a fundamental change in the way our neighborhood and region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

If more information is needed feel free to contact us by phone at 206.914.1762, email rainierbeachneighborhood@hotmail.com or visit our website at www.rbcoalition.org.

Sincerely,



Gregory Davis
Volunteer/President

December 13, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of SCALLOPS (Sustainable Communities ALL Over Puget Sound), I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant (EECBG) Retrofit Ramp-Up application.

For the past year, I have represented SCALLOPS at the Seattle Mayor's Quarterly Environmental Committee. Founded in 2007, SCALLOPS synergizes the strength of face-to-face grassroots organizing along with the powerful medium of the Internet to bring committed citizens and best practices together rapidly in order to meet the critical sustainability challenges of our time. Though there are other well-organized, successful sustainability organizations in the Puget Sound area, none address the vital networking occurring at the grassroots level in communities.

I believe the synergies between the work of SCALLOPS and the activities outlined in the EECBG program are strongly aligned. Importantly, with SCALLOPS comprising over 60 sustainable communities in 13 counties in Washington state, the possibilities are great for replicating a solid energy efficiency retrofit training program and thereby forwarding regional building energy efficiency retrofit goals.

Serving as a demonstration, Seattle's EECBG program will strategically inform the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come. I strongly support the Retrofit Ramp-Up program as it will be key in addressing regional barriers to achieving higher numbers of building energy efficiency retrofits.

SCALLOPS believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application. I am committed to consulting and assisting you as the City develops and implements this program.

Sincerely,



Vic Opperman, Ambassador and Co-founder, SCALLOPS