



**California
Housing
Partnership**

*California's Experts on Affordable
Housing Finance, Advocacy & Policy*

SOLAR 101 Institute - Part II

Solar PV Implementation Case Studies and Financing
Forum

California Housing Partnership | chpc.net

Presenters and Panelists



Rachael Diaz (she/her), Sustainable Housing Program Manager
California Housing Partnership



Michael Rangel (he/him), Asset Management Assistant
Clifford Beers Housing



Mauricio Torre (he/him), Vice President of Program Operations
South Bay Community Services

Presenters and Panelists



Samantha Meyer (she/her), Project Developer
Eden Housing



Kathlyn Mead (she/her), Philanthropic Advisor
BQuest Foundation

Agenda

1. Housekeeping
2. Non-Profit Housing Case Studies
3. Breakout Activity
4. Solar Financing Opportunities
5. Q&A



Zoom Functions

Zoom Meeting

- Please rename yourself with the following
 - Name
 - Pronouns
 - Organization
- Use the “Raise Hand” feature to ask a question, or type in the chat
- Please keep your sound on mute, and unmute only when speaking
- Keep your camera on, if possible

Goals

- Foundational understanding of solar photovoltaics (PV)
- Solar benefits for housing providers and the residents they serve
- Support the affordable housing community's sustainability and resiliency goals.
- Available solar funding resources



The Partnership's Mission

The California Housing Partnership creates and preserves affordable and sustainable homes for Californians with low incomes by providing expert financial and policy solutions to nonprofit and public partners.

- chpc.net
- [@CHPCnews](https://twitter.com/CHPCnews)



Sustainable Housing Team

Affordable Energy and Water Programs

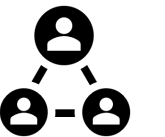


California Climate Investment Programs



Sustainable Housing Technical Assistance

GREEN Network



Trainings

Thank You to Our Sponsor



SOMAH

SOMAH helps deliver financial and environmental benefits to your tenants.

Learn more at CalSOMAH.org

Introductory Poll Questions

Poll #1

Introductory Poll Questions

Poll #2

Introductory Poll Questions

Poll #3



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SOLAR 101 INSTITUTE

Making the Case for Solar PV - Non-Profit Case Studies



Clifford Beers Housing

May 17, 2022

Why did CBH look at solar panels and backup batteries?

- Hurricane Maria in Puerto Rico showed how vulnerable electricity systems are
- The historic fires that SoCal has gone through and its effects on the current grid
- Climate change has shifted how we think of resiliency

What was CBH's goal?

To create a safe-haven concept in order to provide backup power to residents in case of a black out do to failure of systems or natural disasters

- The safe haven would assist our tenants, whom are already a part of the most vulnerable populations in Los Angeles.

What did CBH first do?(1st phase of safe haven)

- We teamed up with CHP and other energy consultants to look at grants for solar pv and batteries
- We received SOMAH funding for the Holt Family Apartments
 - its in pomona
 - The funding not only gets us closer to achieving a safe haven but allows for utility savings to our tenants and the properties electric utility
- Some of our properties did not meet requirements for certain funding

Lessons learned after phase one

- Some projects have too many limitations when it comes to qualifying for certain projects
- Certain funding pots were not enough to financially support the solar PV/batteries
- Some of our properties didn't have the space for the PV system and/or the battery system
- Limited funding and inability to tap into reserves

CBH Safe Haven Phase 2

- We are starting to research and develop other systems to be able to provide power to the building's community room in case of an emergency
- We scaled back on the size of the back up equipment and are looking at energy saving appliances
- We will testing out equipment at our office and will note any findings

What about new developments?

- Due to the new electrification state measures our CBH's development team is emphasizing the use of solar pv and other systems such as heat pumps and graywater systems
- It is much easier to install these systems in the beginning or at least build for future installation



SBCS

Since 1971, South Bay Community Services has been providing programs and services to help children, youth and families when they need it the most.



1971 - OUR HOUSE

Chula Vista Star-News

PUBLISHED THURSDAYS AND SUNDAYS

More News of Chula Vista than Any Newspaper in the World

Chula Vista, Calif., Thursday, Dec. 16, 1971

427-3000 10c Per Copy

Just needs use permit

New 3rd Ave. home okayed for teen center Our House

Our House may have found a new home.

The Chula Vista City Council this week approved in principle the relocation of the controversial teenage drop-in center to a two-story building on an acre of land at 656 3rd Ave.

BUT THE approval is subject to the granting of a conditional use permit by the Planning Commission, which will consider that matter Jan. 3.

Under the plan submitted to the council by City Manager John Thomson this week, the city will have to advance Our House \$1,300 to move into the 4,600 square foot facility.

The supplemental appropriation represents an increase of \$175 per month in the rent that Our House now pays for its 302 3rd Ave. location for six months plus \$250 for remodeling.

Thomson will bring a resolution back to the council next week which will, subject to the issuance of a permit by the commission, authorize the expenditure.

HE TOLD the council Tuesday night that Our House Director Gary Wappes had inspected and approved the proposed site.

The city manager also listed a number of advantages which the site has over other locations which have previously been considered.

Some of these, he suggested, are inherent in the large size of the lot.

For example, he said, there is a front setback of 75 feet from the street, and there is ample space for off-street parking and outdoor activities.

Another advantage cited by Thomson was the nearby location of a bus stop, increasing the convenience of access from other parts of the city.

No deposit will be required by the owner and immediate occupancy is available, Thomson indicated. The offered minimum lease is for 12 months, with a potential for further extension, he added.

PRESUMABLY this means that if the council votes to put up the \$1,300, which will provide increased city support of the project through the remainder of this fiscal year, it also commits itself by implication to provide more.

Thomson says that city crews could be used to trim the trees on the property, and that Our House staff and perhaps other volunteers could perform other cleanup and repairs which will be needed.

"Perhaps the Downtown Assn. could provide paint and tools for this cleanup effort," he suggested.

Thomson's proposal marked the latest of several efforts to relocate Our

House, which has been met with hostility by businessmen neighbors.

Among other things, businessmen have claimed that young people congregating at and near the drop-in center, concerned mainly with drug abuse prevention, have been driving away customers.

LAST WEEK Thomson reported negatively to the council on a proposal to move Our House into the Civic Center annex, now used by the building and heating department.

Under that proposal, the department would have either been moved into the police station basement or into a rented facility.

Thomson cited prohibitive costs and possible disruption of department functions as the reasons for his negative recommendation.

Last month the council abandoned a proposal to temporarily relocate the center to the corner of F St. and Garrett Ave., where a new city library will eventually be built if bonds are approved by the voters.

But the council was deluged from protests against the relocation, mostly from businessmen and others living near the proposed new site.

The facility is financed jointly by city and the county, which pays the larger share.

SUNDAY, MARCH 14, 1976

Be like

NEED HELP AT YOUR HOUSE? ONE TO OUR HOUSE

family problems getting you down a little? And you feel like there's no where to turn? Well here it is, Our House. We're here to help you out those small house differences. If you visit us we're located at 420-3623 Chula Vista, CA. Or call 420-3623 and we'll provide a lot of recreational and social activities. Just remember, Our House is here to help you!!

Cavillos
Hair-curling
Sabn

Mid-Month Special 30% off Sculptured nails by Barbara 1333 3rd Ave

★ GRAND PRIZE WINNER ★

OUR HOUSE Welcomes you!

We Provide alternatives to drug and alcohol abuse. We Provide the help! "You Provide yourself!"

*Phone: 420-3623 or 420-3620

*OR Stop By: Business Hours: Mon-Fri, 9:00 am to 6:00 pm

*Drop in Center Hours: Mon-Sat 3:00 pm to 10:00 pm

We also Have family counseling.

Just follow The Rainbow

OUR HOUSE
656 THIRD AVENUE
CHULA VISTA, CALIFORNIA 92010
Mark Hazelton, Montgomery High, Age 17

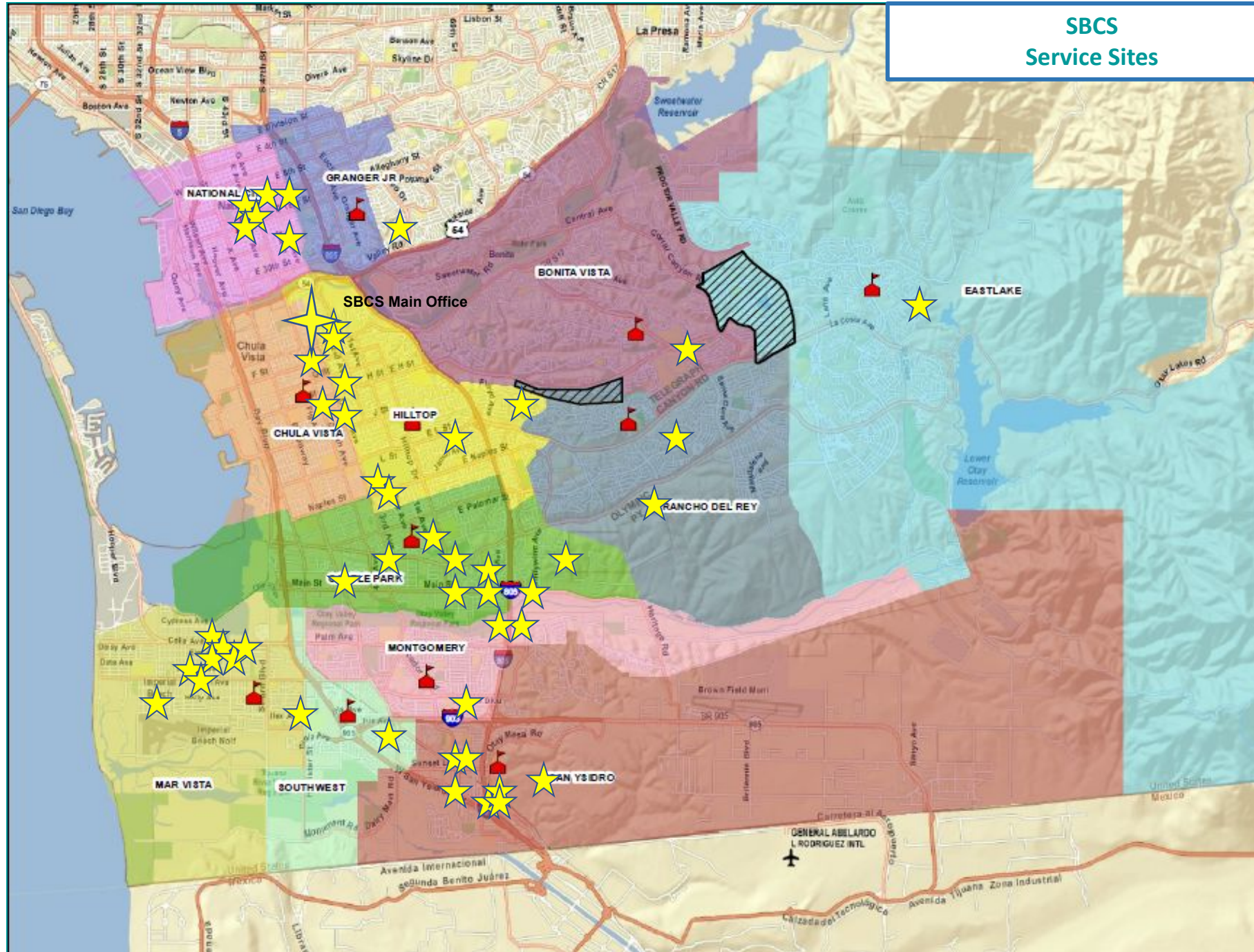
★ GRAND PRIZE WINNER ★

Dr. Gomez will work on any tooth

222 3rd Ave
420-6030
9:00 Tues-Sat
Mastering care
60¢ dental!

Mike Gomez, Loma Verde, Age 10

SBCS Service Sites



Youth and Community Wellness Department Core Services



- Wrap-Around Philosophy
- Trauma Informed Approach
- Strength Based Family Assessment
- Case Management
- Support Groups
- Referrals and Linkages

Wrap Around Support Services

- Family Conflict Mediation
- Crisis Intervention
- Individual & Family Counseling / Therapy
- Advocacy
- Social Skill Building
- Drug & Alcohol Prevention
- Community Service
- Academic Enhancement
- Self Esteem
- Personal Growth
- Stabilization Assistance
- Employment Assistance
- Financial Literacy
- Special Outings



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Project Case Study



Thank you! Questions?

Mauricio Torre, mtorre@csbcs.org



ASPEN GROVE, MAPLE GARDENS, AND THE TREES APARTMENTS

Solar 101 Institute
Samantha Meyer (she/her)
May 17, 2022





OUR MISSION

Eden Housing creates and sustains high-quality affordable housing communities that advance equity and opportunity for all.

165+ properties | 11,000+ homes | 25,000+ residents



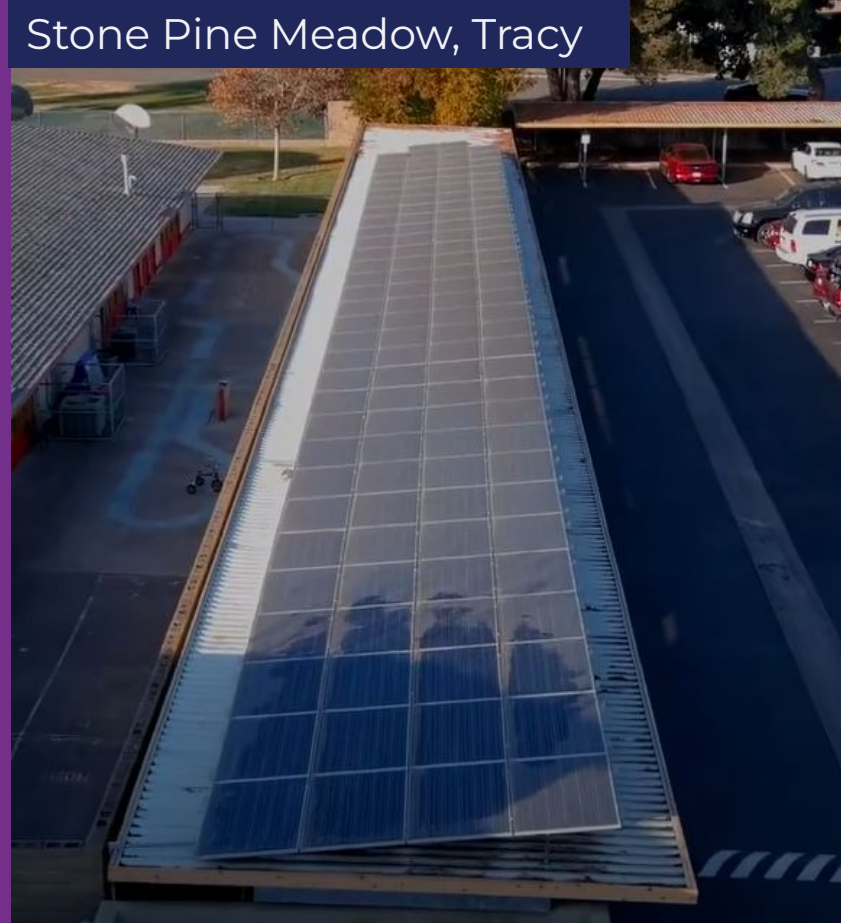


SOLAR AT EDEN

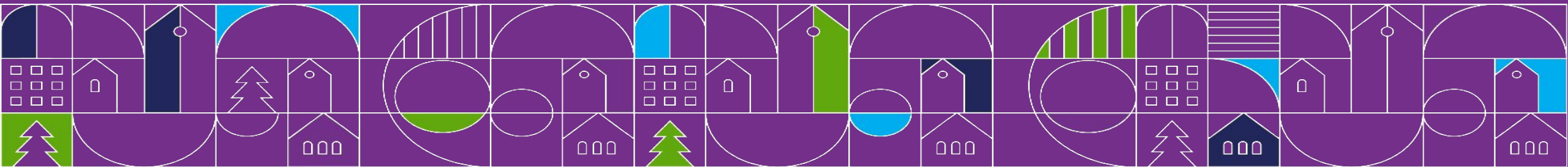
Alta Mira, Hayward



Stone Pine Meadow, Tracy



Corsair Flats, Alameda





Aspen Grove, Maple Gardens, and The Trees

- Three sites in Gilroy, CA
- 56 units of affordable farmworker housing
- Mix of 2, 3, and 4 bedrooms
- Built in the 1980s
- Rehabs will be funded with USDA RD loans and HCD Serna (no tax credits)





Planned Rehab Scope



- Exterior replacements of repair of siding, weather barriers, windows and trim
- Community spaces repaired and upgraded
- In-unit improvements include upgraded floors, bathrooms, and kitchens
- Energy and water efficiency improvements





SOLAR

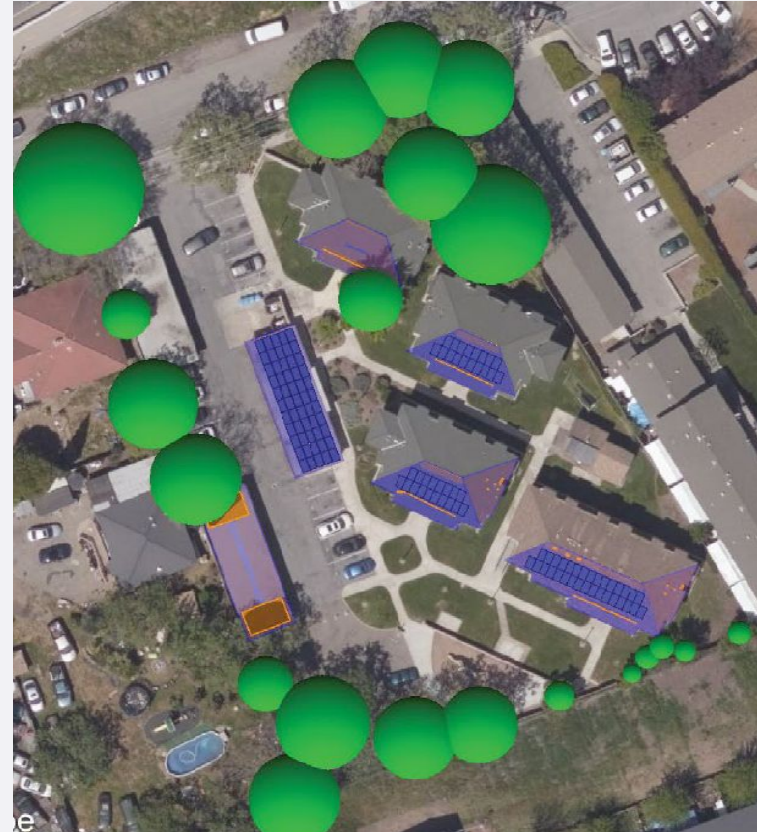
- Partnered with SunRun
- Solar Services Agreement (SSA)
- SOMAH incentive
- 95% site electricity generated on-site
- Tenants receive ~\$45 credit per month on their PG&E bill
- SunRun owns, operates and maintains system





FINANCING

- SunRun leveraged SOMAH and other financing
- No cost to developer, owner or tenants ever
- SunRun provides Eden a developer fee





AMT Lessons Learned

1. You don't need to be an expert (or know much at all)!
2. There are lots of incentives, so you don't need a solar budget
3. Programs can benefit both owners/operators and tenants
4. Size the PV system correctly, especially if you are electrifying
5. Use technical assistance!





Eden Lessons Learned

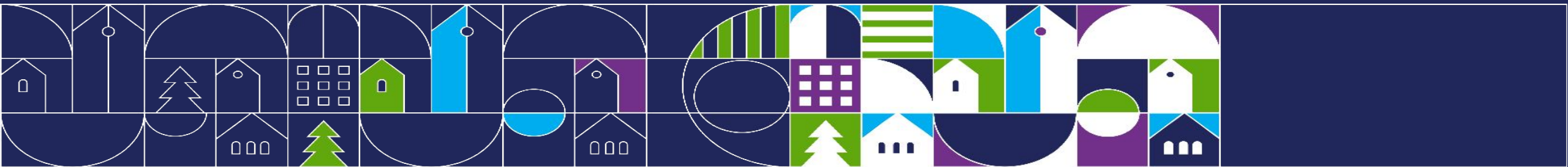
1. Each site is unique
2. Check system operation and expected output
3. Don't set it and forget it!





Thank you!

Samantha Meyer (she/her) | Project Developer | Eden Housing
samantha.meyer@edenhousing.org





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Breakout Activity



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Solar PV Financing Opportunities

Experience with Solar Programs

Poll #4



SOMAH

SOLAR ON MULTIFAMILY AFFORDABLE HOUSING

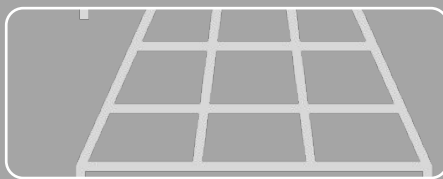
Leveraging SOMAH Rebates for Multifamily Solar PV



SOMAH is Designed To...



Incentivize solar adoption on multifamily affordable housing



Install **300 megawatts** of generating capacity **by 2030**



Benefit **owners and tenants**



Increase energy efficiency + **offset emissions**

On Properties With...

- At least **five** units
- **Deed-restricted** low-income residential housing
- Existing building or retrofit
- **Virtual net metering** with **separately metered units**
- Located in a **disadvantaged community** according to CalEnviroScreen (3.0 + 4.0)
- *or*
- **80% of property residents** have incomes at or below **60% of the area median income**

2021-2022 Incentive Rates

The SOMAH incentive rates for the October 30, 2021 to June 30, 2022 program years are as follows:

Tax Credits		\$ per AC Watt Incentive			
ITC	LIHTC	Tenant		Common	
		<i>2020-2021</i>	2021-2022	<i>2020-2021</i>	2021-2022
No	No	\$3.04	\$2.97	\$1.04	\$1.02
Yes	No	\$2.14	\$2.09	\$0.76	\$0.74
No	Yes	\$2.14	\$2.09	\$0.76	\$0.74
Yes	Yes	\$1.52	\$1.49	\$0.57	\$0.56

Free Technical & Support Services every step of the way

Technical assistance (TA) is a **free service offered to all SOMAH participants**

- Available to enrolled property owners and contractors at any time of the project process



Owners: How to Get Started

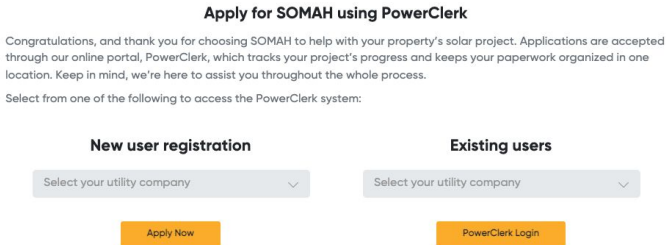


Submit an Application



Schedule an Interest Call

Visit CalsOMAH.org to apply



- **Non-Profit Housing Providers**
Rachael Diaz, rdiaz@chpc.net

- **For-Profit Housing Providers**
Margee McDonnell,
margee.mcdonnell@calsomah.org



BQUEST
FOUNDATION

Philanthropic Investing for Impact

California Housing Partnership – Solar 101 Institute



We're fighting the climate crisis by funding projects and partnering with organizations that reduce carbon emissions, expand the use of renewable energy, and advocate for the policy changes we need to transition to a carbon neutral future.

Areas of Interest:

1. Affordable Housing / Homelessness
2. Youth Development
 - a. Career and Job Training
 - b. Juvenile Justice



- ✓ Place-based investments in San Diego, Imperial County, and California for three reasons: Collaboration, Community, and Leadership
- ✓ Primary Vehicle: Impact Investing
 - ✓ Low and No interest loans
 - ✓ Amount and Time Dependent
- ✓ Multiple Layers of Impact

SOMAH

- No interest bridge loans for the installation period until permission to operate (PTO)
- Low interest loans gap loans available
 - Amount and Time dependent: no greater than 3.5%



Collaboration GOALS

1 – Assist the SOMAH program, landlords/owners, and installers to increase the number and pace of solar installation projects on multi-family dwellings in CA

2 – Reduce the cost of electricity to tenants thereby reducing their cost-of-living burden

3 – Reduce the cost of common area electricity to landlords/owners to help control rent increases

Community GOALS

- Demonstrate value of going solar to the local community
- Use solar as a starting point for other clean energy education/commitments, e.g., EV
- Hope is that common area savings returns to improvements, programs, and services for tenants



NO COLLATERAL REQUIREMENTS

NO ORIGATION FEES

Unlike other loans, BQuest does not charge origination fees such as underwriting, processing, or application fees.

PAYMENT AND INTEREST HOLIDAY

There are no costs to the host while the system is under construction. BQuest will make all milestone payments.

*Gap loan payments begin after PTO

- 1 – Host enters into Agreement with BQuest
- 2 – Host assigns rebate to BQuest Foundation
- 3 – SOMAH milestone and final rebate is received by BQuest
- 4 – Adjustments to anticipated SOMAH rebate result in contract adjustments
- 5 – Low or No interest gap loan is available



Gap loan (amount between SOMAH rebate and total project cost) can be financed at Low or No interest

3.5% or less depending on amount and loan period

EXAMPLES

$\leq \$25,000$ and ≤ 2 years = 0%

$> \$25,000$ and $< \$100,000$ < 3 years = 2%

$\geq \$100,000$ and 3-5 years = 3.5%

<https://bquestfoundation.org>

Info@bquestfoundation.org



BQUEST
FOUNDATION

Philanthropic Investing for Impact

California Housing Partnership – Solar 101 Institute

LOW INCOME
WEATHERIZATION
PROGRAM

LOW INCOME WEATHERIZATION PROGRAM for Multifamily (LIWP-MF)

OVERVIEW

- Whole building energy efficiency, solar thermal, and solar PV for multifamily properties under a single program



Energy Efficiency



Solar Photovoltaics



Solar Thermal

- All measures that result in greenhouse gas (GHG) reductions are eligible

PROPERTY ELIGIBILITY CRITERIA

- Located in a CalEPA Disadvantaged Community (DAC)
 - Limited funding for properties outside of DACs, program rules for this new funding still TBD
- Property must contain 5 units or more
- At least 66% of tenants with incomes < 80% AMI
- Able to achieve modeled energy savings \geq 15%
 - 25% minimum savings required for projects that leverage other major incentive sources (i.e. TCAC, EUC, etc.)
- Must sign Property Affordability Covenant agreeing to maintain LIWP affordability requirements for at least 10 years
- Incentives cannot exceed net project cost
- Maximum of 1500 units per ownership entity/subsidiaries of one entity

LIST OF REQUIRED IN-UNIT ENERGY EFFICIENCY UPGRADES

Measure Category	Measure Type	
Water Heating	Low flow kitchen aerators Low flow bathroom aerators Low flow showerheads	<1.8gpm at 60psi <1.2gpm at 60 psi <1.8gpm at 80psi
Heating and Cooling	Duct sealing	Where ducts or plenums are accessible, seal seams and connections with mastic Seal supply boots to drywall with caulk
Lighting and Appliances	Replace all incandescent and halogen bulbs with LED equivalent Replace any refrigerator manufactured before 1999 rated 750 kWh annual consumption or more	If applicable

INCENTIVE LEVELS FOR SOLAR PV SYSTEMS

Solar PV Program Incentives	Tenant Meter PV Systems < 100 kW*	Owner Meter PV System <100 kW* (Common Area or Master Meter)
Future program rules still being developed, subject to change*	Up to 100%	Up to 50%

Solar PV Incentive is based on:

- Type of leveraged funds (LIHTC, ITC, MASH/LADWP) - the more leveraged funds, the less LIWP funding is needed. Projects are assumed to take ITC.
- If PV system is offsetting owner meter or tenant meter consumption
- Size of PV system

GET STARTED!

CALIFORNIA LOW INCOME WEATHERIZATION PROGRAM FOR LARGE MULTIFAMILY PROJECTS

PROGRAM OFFERINGS · PROPERTY OWNERS · CONTRACTORS · RESOURCES AND FAQ

PROGRAM OFFERINGS

The California Low Income Weatherization Program, funded by the California Department of Community Services and Development, supports owners and residents to lower utility costs, save energy and reduce greenhouse gas emissions in large multifamily properties.

- Energy Efficiency
- Solar Photovoltaics
- Solar Thermal

INCENTIVES: COVER UP TO 80% OF ENERGY EFFICIENCY UPGRADES AND 50 - 100% OF SOLAR INSTALLATIONS.

FREE SUPPORT: PROPERTY ASSESSMENTS, DESIGN ASSISTANCE, AND CONTRACTOR COORDINATION.

www.camultifamilyenergyefficiency.org

Fill out an interest form here
(to be completed by building owner)

FIND OUT IF YOUR PROPERTY QUALIFIES →



BECOME A PARTICIPATING CONTRACTOR →



GET STARTED: SUBMIT AN INTEREST FORM →





BUILD

Building Initiative for Low-Emissions Development Program

Introducing: BUILD



Why Participate in BUILD?



BUILD
Building Initiative for Low Emissions Development Program
Program Fact Sheet

The Building Initiative for Low Emissions Development (BUILD) Program is a residential building decarbonization program that provides incentives and technical assistance to support the adoption of advanced building design and all electric technologies in new, low-income all-electric homes.

BUILD encourages adoption of clean energy technologies in affordable housing developments, thereby improving access to clean energy for low-income Californians.

Why Participate in BUILD?

- Receive up to \$2,000,000 in incentives to reduce construction costs
- Reduce long-term utility costs for both you and your residents
- Build your in-house capacity for all-electric building
- Prepare for current and future state and local building electrification policies
- Layer funds with other programs and incentives
- Eliminate costs for gas infrastructure

• Receive up to 300 hours of no-cost technical assistance to overcome design or construction barriers, and to complete an incentive application

\$1,700 Per Bedroom average minimum greenhouse gas reduction

New Adopter Design Award
BUILD provides eligible applicants constructing their first all-electric, low-income multi-family building (15+ units) with up to \$100,000 design award to offset direct design costs.

Incentives
BUILD provides robust incentives consisting of four components:

BASE GHS INCENTIVE Based on GHS emissions avoided	BUILDING EFFICIENCY Premium Incentive (GHS Costs)
INCREMENTAL PV Premium Incentive (Utility Costs)	RISKY INCENTIVE For additional GHS reduction technologies
TOTAL INCENTIVE	
\$2,000,000 Program Cap per applicant	

FOR QUESTIONS, EMAIL BUILD AT: BUILD@energy.ca.gov

FOR MORE INFORMATION, VISIT: www.energy.ca.gov/programs-and-topics/programs/building-initiative-low-emissions-development-program

BUILD Program Fact Sheet

- Receive up to \$2,000,000 in incentives to reduce construction costs
- Reduce long-term utility costs for owners and residents
- Build in-house capacity for all-electric building
- Prepare for current and future state and local building electrification policies
- Layer funds with other programs and incentives
- Eliminate costs for gas infrastructure
- Receive up to 300 hours of no-cost technical assistance to overcome design or construction barriers, and to complete an incentive application

New Adopter Design Award

The BUILD program provides a design award up to \$100,000 to defray direct design costs to eligible applicants who are constructing their first:

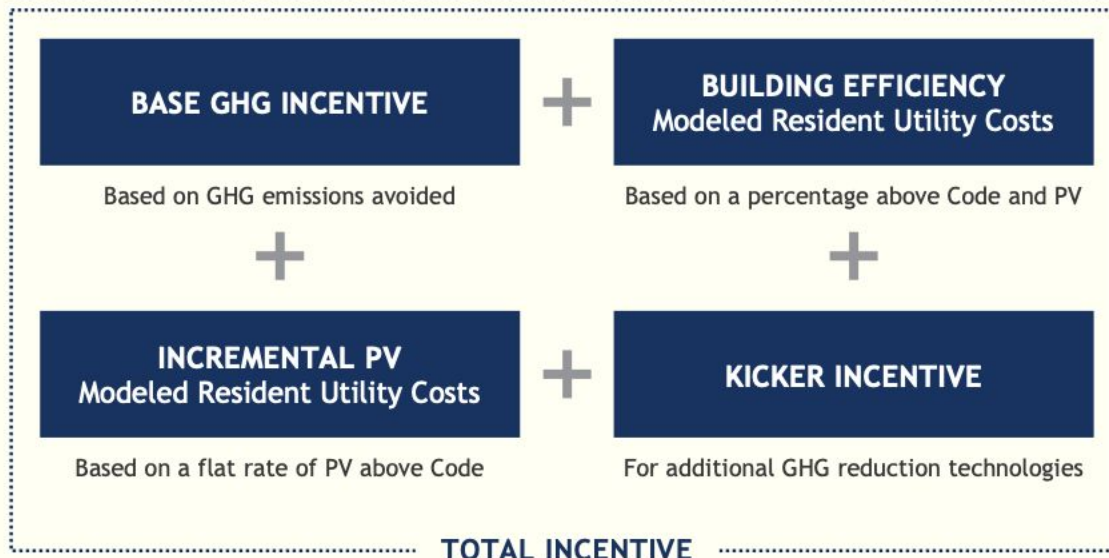
- all-electric,
- low-income, and
- multifamily building (10+ units)

\$100,000

Design Award
per applicant
to defray direct design costs

Incentives

BUILD provides robust incentives consisting of four components:



\$1,700

Per Bedroom

average minimum greenhouse gas incentive

\$2,000,000

Program Cap

per applicant

Kicker Incentives

The BUILD program provides kicker incentives for technologies that further reduce GHG emissions, the benefits of which are not included in the modeled GHG reductions in the base incentive.



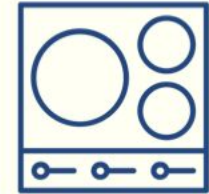
GRID FLEXIBILITY
\$50/ smart thermostat and
\$500/JA13-compliant HPWH



GWP REFRIGERANTS <750
\$500/lb of refrigerant
GWP REFRIGERANTS < than 150
\$1,500/lb of refrigerant



GWP REFRIGERANTS <150
\$1,500/lb of refrigerant



INDUCTION COOKTOP
\$300/ induction cooktop unit



HEAT PUMP CLOTHES DRYER
\$150/ heat pump
clothes dryer



ON-SITE ENERGY STORAGE
\$250/kWh storage capacity



ELECTRIC VEHICLE SUPPLY
EQUIPMENT (EVSE)
\$200/ EVSE (single family) and
\$300/ EVSE (multifamily)



SMART ELECTRIC VEHICLE
SUPPLY EQUIPMENT
\$500/ EVSE (single family) and
\$600/ EVSE (multifamily)

Source: California Energy Commission

Who Is Eligible?

Building owners or developers of low-income housing with:

5

YEARS

of development
experience

+

>1

COMPLETED

low-income
project

What Projects Are Eligible

- Low-income residential housing (single-family and multifamily) with income restrictions varying depending on project location and type of housing
- All-electric and no hookups to the gas distribution grid
- Demonstrate modeled resident utility cost savings
- Project located in one of four gas service territories:
 - Southern California Gas
 - Pacific Gas & Electric
 - San Diego Gas & Electric
 - Southwest Gas Corporation

All energy models submitted for BUILD must be completed by a CEA

ELIGIBLE RESIDENTIAL BUILDINGS

- Newly Constructed buildings
- Existing buildings repurposed for housing
- Building additions or renovations where 50% or more of the exterior weight bearing walls are removed or demolished

ELIGIBLE BUILDING TYPES

- Single-family homes
- Duplexes/triplexes/quadplexes
- Multifamily apartments
- Condominiums
- Dormitories
- Residence hotels
- Assisted living facilities
- Homeless/transitional housing
- Farmworker housing
- Mixed-use buildings
(incentive for residential portion)

Free Technical Assistance Services

- Educational resources on all-electric building design and technologies
- Support throughout all development phases (including building design, construction, installing near-zero emission technologies) and information on local building permits
- Assistance with submission of BUILD Incentive Application package and participation support



Contact BUILD

FOR QUESTIONS, EMAIL BUILD AT:

BUILD@energy.ca.gov or bmoncada@chpc.net

FOR MORE INFORMATION, VISIT:

[http://www.energy.ca.gov/programs-and-topics/programs/
building-initiative-low-emissions-development-program](http://www.energy.ca.gov/programs-and-topics/programs/building-initiative-low-emissions-development-program)

Comprehensive Affordable Multifamily Retrofit (CAMR) Program

- New energy efficiency + solar PV program available now but official launch, July 1st, 2022
- Available for multifamily customers in the LADWP territory
- CAMR is modeled after LIWP
- Interested? Contact CAMRinfo@aea.us.org
- Visit <http://www.ladwpcamr.com/>



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QUESTIONS?

Let's Keep in Touch!

- The Partnership's Sustainable Housing team is available to help providers identify clean energy programs for your portfolio
 - Reach out to rdiaz@chpc.net to get started
- Interested in learning more about building decarbonization? [Sign up to receive updates from the Partnership's Sustainable Housing team](#)





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THANK YOU!

Your feedback is valuable! [Complete our survey](#)