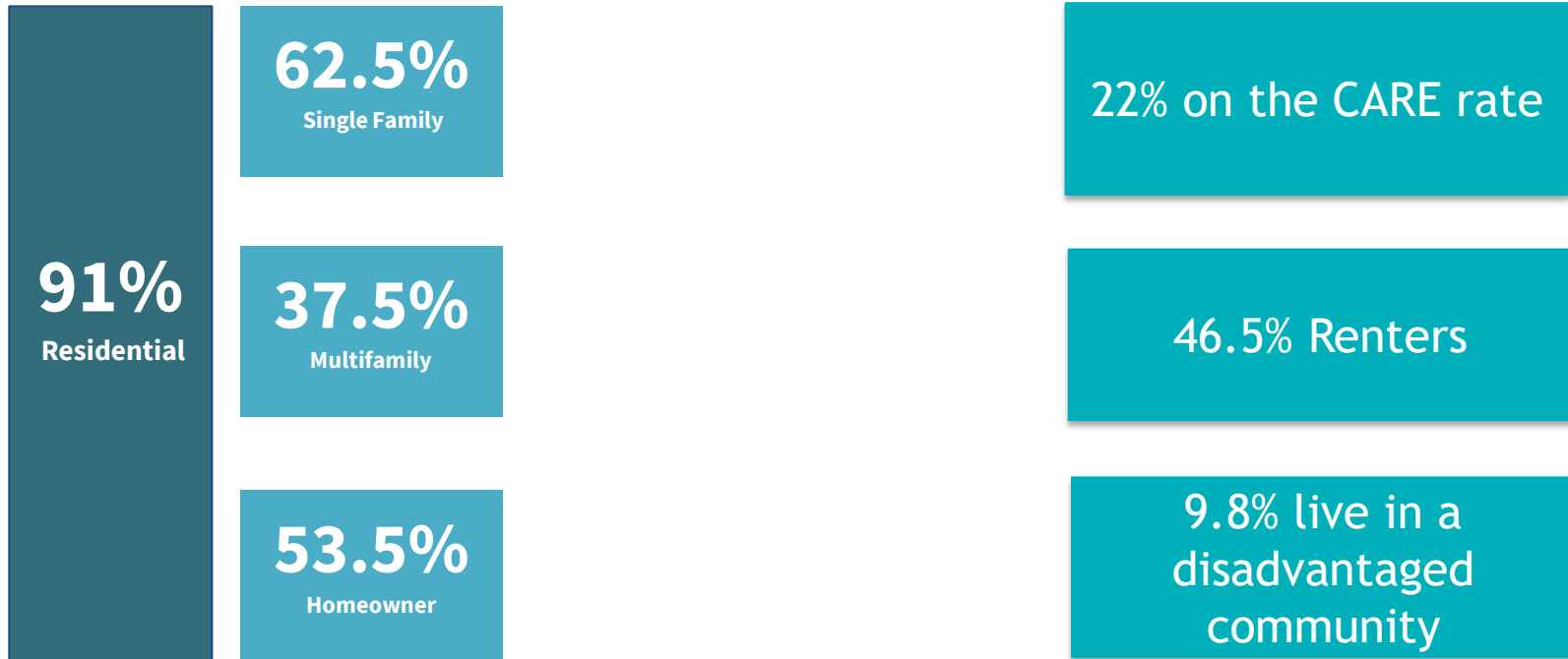


SEPTEMBER 2021

Low to Moderate Income Electrification and Efficiency



EBCE's Customer Base



Benefits of Electrification

- **Clean and Healthy**
 - Combustion of natural gas in homes has been linked to negative air quality impacts
 - Electric appliances can be powered by renewable energy
- **Affordability**
 - Combination of energy efficiency and electrification can help reduce energy costs
 - Protection against future rate increases



Accessible Program to Center Frontline Communities

- **No upfront cash solution**
 - Rebate programs don't work for many customers
- **Ensure frontline communities are first to participate in electrification**
 - Threat of future rate increases means frontline communities need to be focus of electrification
 - Health benefits of electrification should be delivered to DAC



Investment in LMI Communities

- \$1.4 Million Investment in EBCE's Frontline Communities
 - \$1 million in junior debt for project capital to reduce customer rate by 1-2%
 - \$400,000 in incentives for homes
 - Target of covering 80% of energy costs for low income (CARE customers)
 - No money down service agreements
- Highly leveraged investment
 - EBCE capital will be leveraged 4:1
 - Incentives stacked with other available incentives (BayREN, TECH)



BlocPower Financing electrifies homes



About BlocPower

- Black-owned clean tech company founded in 2014
- Focused on greening residential and commercial buildings in the US, particularly in Low and Moderate Income (LMI) neighborhoods
- Gas-to-electrification technology building conversions (air source heat pumps, hot water, etc.), including energy efficiency and remediations
- Built a tech platform to speed up energy assessments and financing, lowering project development costs by 50%+
- Backed by Bay Area's top investors





Electrification addresses health equity as well as environmental justice



HEPA Filters & UVC Lights

Smart Electric ASHP heating & cooling equipment (HVAC) that uses HEPA filters and UVC lights. Mini-split heating systems are the only systems that treat contaminated and unhealthy air before circulating.



Proper Air Ventilation

Proper ventilation is key to reducing the spread of disease + reducing chronic asthma. Mini-split heating systems use low velocity air circulation, allowing air to be cleansed without blowing infected air at others.



No Money Down

BlocPower offers energy equipment as-a-service. Full installation and maintenance of smart, money-saving, healthy equipment. These projects are generally cash-flow positive from day one.



Financing Model Key to Projects, especially for LMI

- \$0 Down
- 15 year term, maintenance & repairs included
- Guaranteed to function for term
- Creditworthiness based on utility bill payment history, not FICO score
- No lien on the property (UCC-1 fixture filing for security)

BlocPower

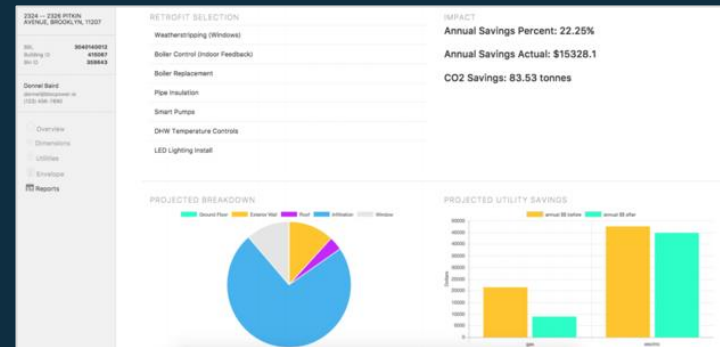
Borough: MANHATTAN
Zipcode: 10029
Address List: 151 EAST 110 STREET, 1775 LEXINGTON AVENUE

BBL: 1016390023
Building ID: 25313
Bin: 1052178
Targeting: 75.67

Dimensions
Utilities
Envelope
Reports

Project Economics

Estimated Cost	\$67,089.00
Overall Savings	45.0 %
First Year Savings	\$10,912.78
Simple Payback	6.15 Years
Self Finance Amount	\$0.00
Minimum Savings DSCR	1.31x
Minimum Net Operating Income DSCR	3.34x
Minimum Cash DSCR	2.72x



Workforce development key pillar of community-investment



Pictured: Reymon Lacheaux, homeowner (above); worker with Eco Options (below)
Source: Elemental

It's always about living-wage Jobs

Workforce development is a key component of sharing the value created by the clean energy economy with those in need of meaningful, living wage jobs. Customers have made it clear how much they value that we are putting local Oakland trainees in community-based contractor pools, where they can learn skills to support their growth and their families' well-being.

Opportunity for individuals

In partnership with Cypress Mandela, Revalue has developed a program to place graduates with a local pool of minority/women-owned contracting businesses such as Eco Options
"Each of [our workers] transitioned to EE work from other trades, after extended challenges with un/under employment, and are very eager to grow with ECO and the industry."

- Dahlia Moodie, Energy Conservation Options

Extensive on-the-ground program learnings

We make mistakes, and need to make allowances for how newly trained workers will need more supervision and training on the job. We need to protect people to minimize risk of COVID exposure and must accept reasonable trade offs in completion rates to support this. Ongoing and professional communications with building owners are key to retaining trust through these challenges

Summary and Next Steps

- **\$1.4 million Total Investment**
 - \$500,000 allocated for LMI investment in Local Programs budget
 - \$250,000 allocated by BOD for investment in frontline communities (June 2021)
 - \$1 M in project capital at 5.5% interest rate
 - \$400,000 in incentives targeted to CARE customers
- **Sole Source with BlocPower**
 - BlocPower’s “electrification-as-a-service” approach and focus on LMI communities is unique in the market
 - BlocPower will leverage local contractors to provide electrification and energy efficiency to 70 EBCE customers
- **EBCE staff will bring as an action item to October Board Meeting**

Thank You!



Questions? Give us a call:
1-833-699-EBCE (3223)



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