



# SOMAH

SOLAR ON MULTIFAMILY AFFORDABLE HOUSING

## SOMAH Property Owner Series: Upfront Technical Assistance



# Presenters



- **Rachael Diaz**- Marketing, Education and Outreach Coordinator
- **Karina Gonzalez**- Marketing, Education and Outreach Coordinator
- **Zara Jamshed**- Technical Coordinator

# Panelists

- **Michael Claproth** – Sustainable Housing Program Associate
- **Sarah Hill** – Program Manager

# Agenda

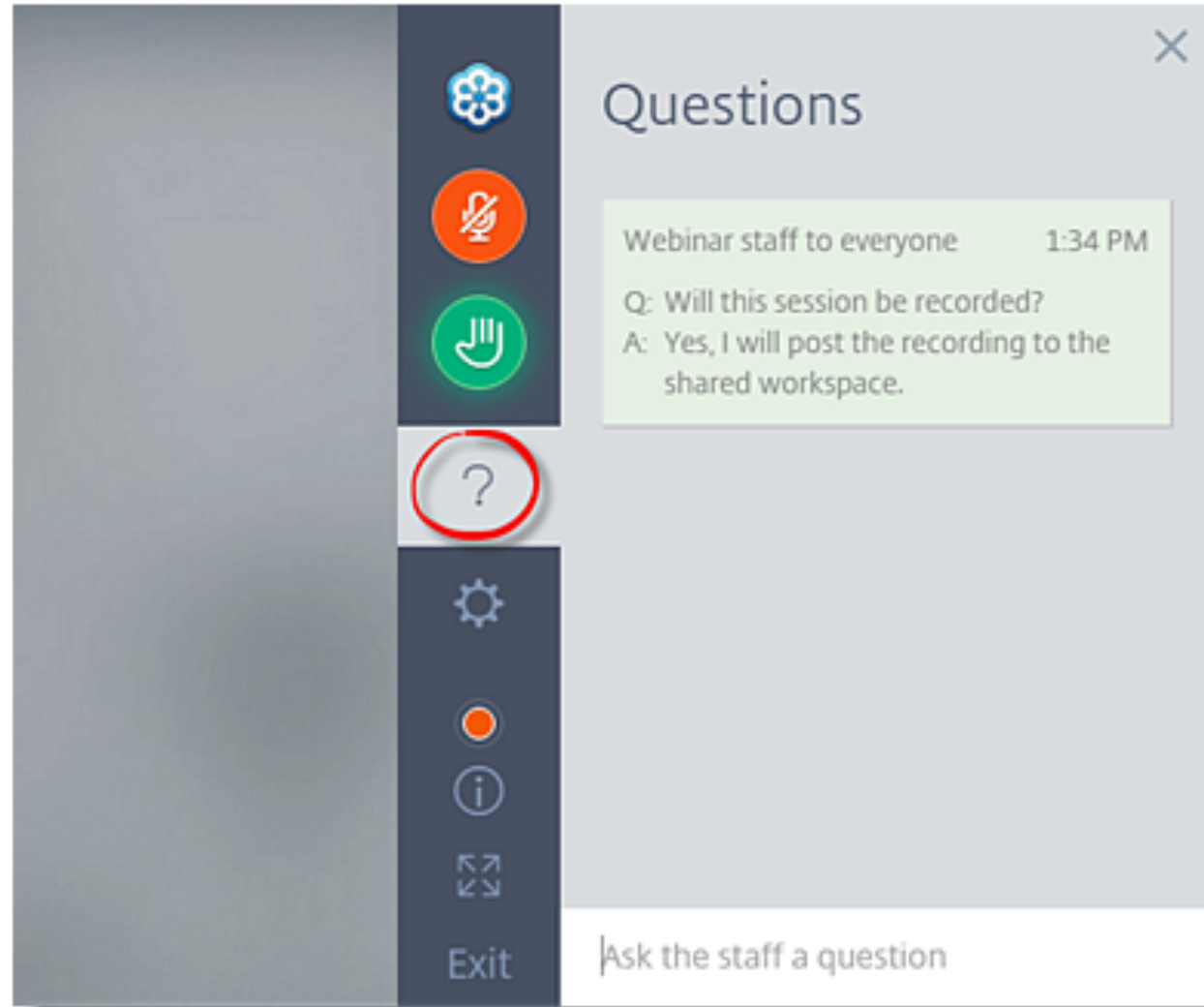
- SOMAH's response to COVID-19
- SOMAH Program Overview
- SOMAH Application Tracks
- SOMAH bidding requirement
- Services offered through Upfront TA
- How to Apply for Track A
- Resources offered by the SOMAH PA
- Q&A

# Housekeeping

Here are some things to note about today's webinar:

- Live polls throughout the training
- Q&A portion at the end of presentation

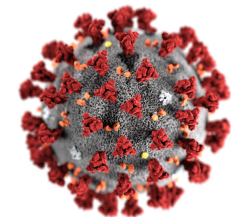
# Submitting questions



# SOMAH and COVID-19 Response



- Put health and safety first; heed COVID-19 public health guidance
- SOMAH PA is developing appropriate accommodations for program requirements as necessary
- 60 day extensions have been granted to all project due dates and suspension periods
- All on site audits and inspections have been put on hold



# SOMAH Program Overview





# SOMAH Program goals

- Provide clean power and energy cost savings to California multifamily affordable housing residents
- Promote economic development in disadvantaged communities
- Provide maximum direct benefits to tenants
- Develop a larger pool of contractors and a competitive bidding process

# Total SOMAH program budget



- Up to \$100 Million annual budget allocated by investor owned utilities (IOUs) from shared greenhouse gas auction proceeds
- The incentive amounts are specifically capped by each IOU territory based on that IOU's auction proceeds
- Projects may only receive incentives from the IOU in which the project is located

# Current status and budget



- The program is currently fully subscribed in SDG&E and PG&E utility territories. SCE, Liberty and PacifiCorp utility territories still have budget available
- We highly encourage you to continue to submit applications
- Waitlist information available on **[CalSOMAH.org/waitlist](https://CalSOMAH.org/waitlist)**

# Property eligibility

- At least five units
- Deed-restricted with at least 10 years remaining on the property's affordability restrictions
- Separately metered units
- Existing building or retrofit

# Property eligibility (continued)

- Satisfy one of the following
  - 80% of property residents have incomes at or below 60 percent of the area median income (AMI)
  - Property is in a defined disadvantaged community (DAC) that scores in the top 25 percent of census tracts statewide in the [CalEnviroScreen](#) version 3
- Be a utility or community choice aggregator (CCA) customer in the participating utility service territories

# Live Poll

# SOMAH Program Application Tracks



# SOMAH program technical assistance

There are two options to receive Technical Assistance:

- **Upfront Technical Assistance (Track A)** is for property owners who are trying to understand the solar potential for their site, and the associated costs and benefits of moving forward with a SOMAH project.
- **Standard Technical Assistance (Track A & B)** is for property owners and contractors who need assistance with energy efficiency, general project management and construction support.



# Upfront technical assistance: Track A



**Track A:** Upfront Technical Assistance selected



**Track B:** Upfront Technical Assistance **NOT** selected



# SOMAH Bidding Requirement



# Multiple Bid Process

- The SOMAH PA has two resources available to help Property owners to understand project bids:
  - Free, Online Bidding Portal
  - Project Bid Template
- Both resources present bids in an **apples to apples comparison** in terms of the costs and benefits of each bid



# Multiple bid process: Track A



- Projects in Track A will obtain multiple project bids during Upfront Technical Assistance (TA)
- Mandatory **three bid requirement**
  - Property owners will review the bids and select a contractor before the Reservation Request has been submitted

# Multiple bid process: Track B



- Projects in Track B may either:
  - Elect to collect multiple bids **OR**
  - Waive the multiple bid requirement
- Host Customers who choose to waive the multiple bid process will be required to submit a **Multiple Bid Waiver**
  - The Multiple Bid Waiver acknowledges awareness of the bidding tool and choice to decline and proceed with their existing contractor

# Live Poll

# Services offered through Upfront TA



# Upfront Technical Assistance



- Upfront TA services can assist the property owner/operator with:
  - Understanding the solar potential for their site
  - Understanding energy efficiency and clean energy
  - Project management and post application support
  - Financing



# Upfront Technical Assistance



- Upfront TA services include:
  - Providing financial modeling and cost/savings analysis
  - Solar feasibility (sizing and saving potential analysis)
  - Establishing common vs. tenant system size split
  - Coordination with non-SOMAH energy programs and upgrades



# TA Report



- Includes property characteristics and electricity usage data
- Photovoltaic (PV) system sizing and sample design
- Financing analysis
- Estimated cost savings and estimated SOMAH incentive amount
- Utility rate analysis



## Site information

Site information	
Electric utility	Pacific Gas & Electric (PG&E)
Number of residential units	16
Annual common area electric usage	12,132 kWh
Annual tenant area electric usage	60,661 kWh

## PV System sizing and financial analysis\*

Potential PV system size:	33.06 kW-DC / 29.311 kW CEC-AC
Annual potential PV generation:	42,855 kWh
% Offset of annual usage:	70%

## Maximum eligible SOMAH system size

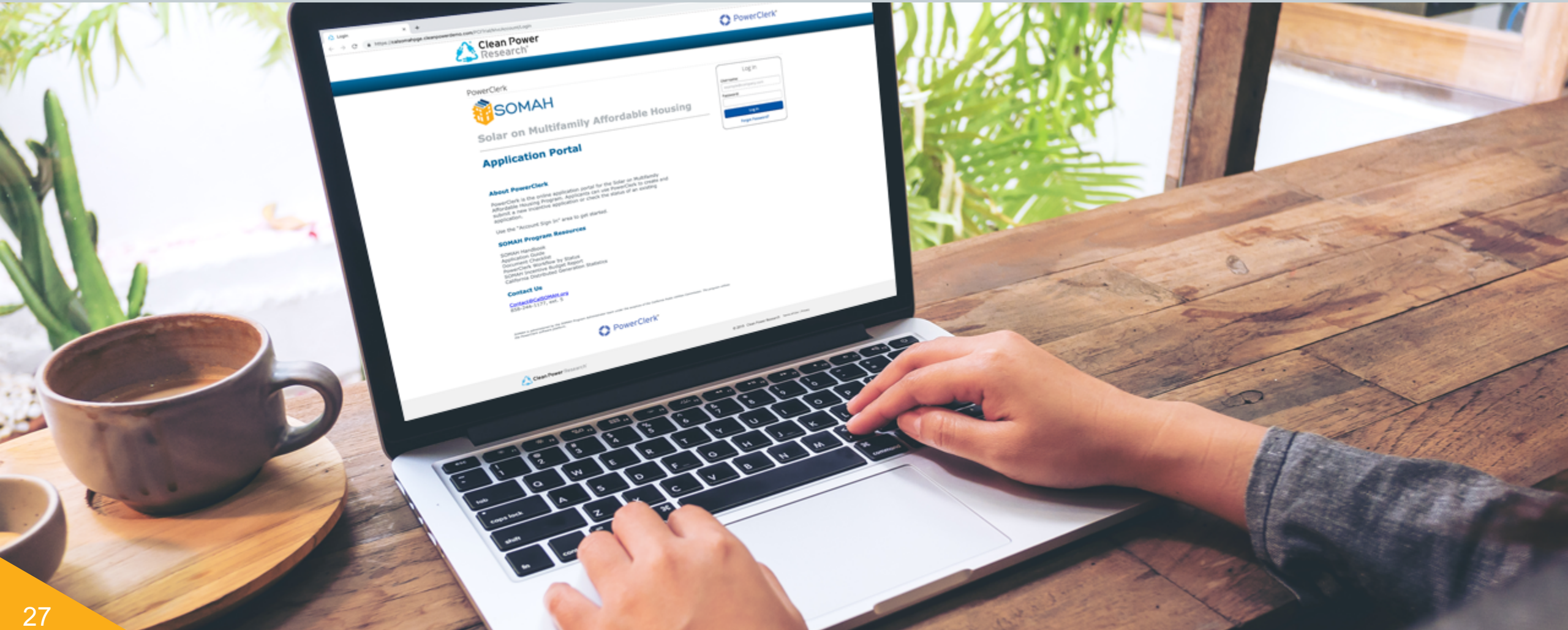
Maximized system	
System size (kW CEC-AC)	29.311
System cost	\$92,568
<b>Estimated SOMAH incentive</b>	<b>\$77,512</b>
Net payment	\$15,056
Payback period	1.8 years
<b>Combined tenant/common direct financial benefits over 20 years</b>	<b>\$199,929</b>

\*Usage and savings information is based on average residential electricity consumption for PG&E territory and a common/tenant split of 20%/80%, with no ITC or LIHTC leveraging (\$3.20/W CEC-AC for tenant areas, and \$1.10/W CEC-AC for common areas. See all incentives rates at CalSOMAH.org)

[CalSOMAH.org/upfront-ta](https://CalSOMAH.org/upfront-ta)  
510.877.3737  
TA@CalSOMAH.org

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# Applying for Track A



# PowerClerk



PowerClerk is the online application portal for SOMAH and will be used to

- Create and submit new incentive applications
- Monitor the progress of incentive applications
- Keep incentive documentation in a central location
- Export all project information
- Send notifications about project status and updates

# PowerClerk: New Account Registration

### Log In

Username:

Password:

[Forgot Password?](#)

a new account.

## Register

*Note: This page is meant for new users to register for PowerClerk. If you already have a PowerClerk account and would like to register for more programs, please log in and visit the Add Programs page under the Settings menu.*

### User Information

Email Address:

Password:


Confirm:

First Name:

Last Name:

Company (optional):

### Program

I'm not a robot  reCAPTCHA  
Privacy - Terms

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# Required documentation

- Documentation of Multifamily Low-Income Housing Eligibility
- Cover Sheet for Multifamily Low-Income Housing Documentation
- Letter of Authorization to Receive Customer information or Act on a Customer's Behalf
- List of tenant addresses

Solar on Multifamily Affordable Housing (SOMAH) Program Multifamily Low-Income Housing Documentation Cover Sheet	
Complete the document and sign below. Submit this form with the SOMAH Reservation Request Package.	
Property Name:	
Address:	
Number of Units:	
Section I	
The property meets the SOMAH eligibility requirement under the following criteria:	
<p>1. The property is financed with one of the following:</p> <ul style="list-style-type: none"> <li>• Low-income housing tax credits,</li> <li>• Tax exempt mortgage revenue bonds,</li> <li>• General obligation bonds, or</li> <li>• Local, state or federal loans or grants</li> </ul> <p>AND rents of the occupants who are lower-income households do not exceed those prescribed by deed restrictions or regulatory agreements pursuant to the terms of the financing or financial assistance.</p> <p>AND for which the following applies:</p>	
<input type="checkbox"/> Option A	80% of property residents have incomes at or below 60% of the area median income as determined by the Department of Housing and Community Development.
<input type="checkbox"/> Option B	The property is located in a disadvantaged community as identified by the California Environmental Protection Agency.
Section II	
Specify which of the following public entities or non-profit housing provider with authority to regulate affordable housing costs and/or rents the documentation comes from.	
<input type="checkbox"/>	California Tax Credit Allocation Committee (TCAC)
<input type="checkbox"/>	California Debt Limit Allocation Committee (CDLAC)
<input type="checkbox"/>	California Department of Housing and Community Development/ The California Housing Finance Agency (HCD/CALHF)

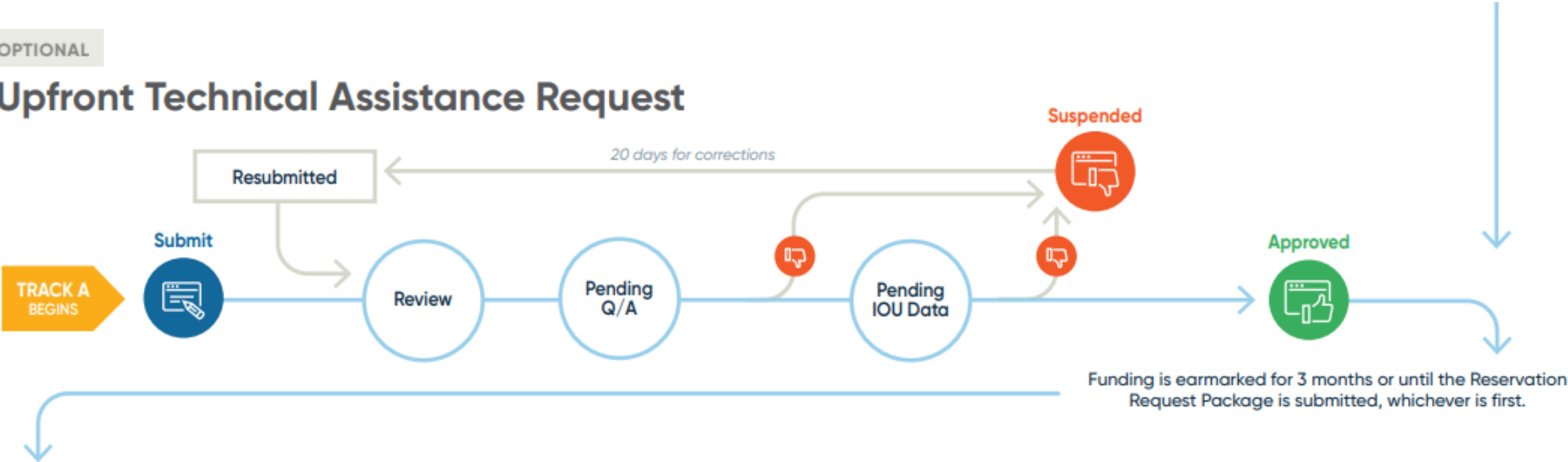


# Live Demo

# Review process

OPTIONAL

## Upfront Technical Assistance Request



# Additional resources for Property Owners

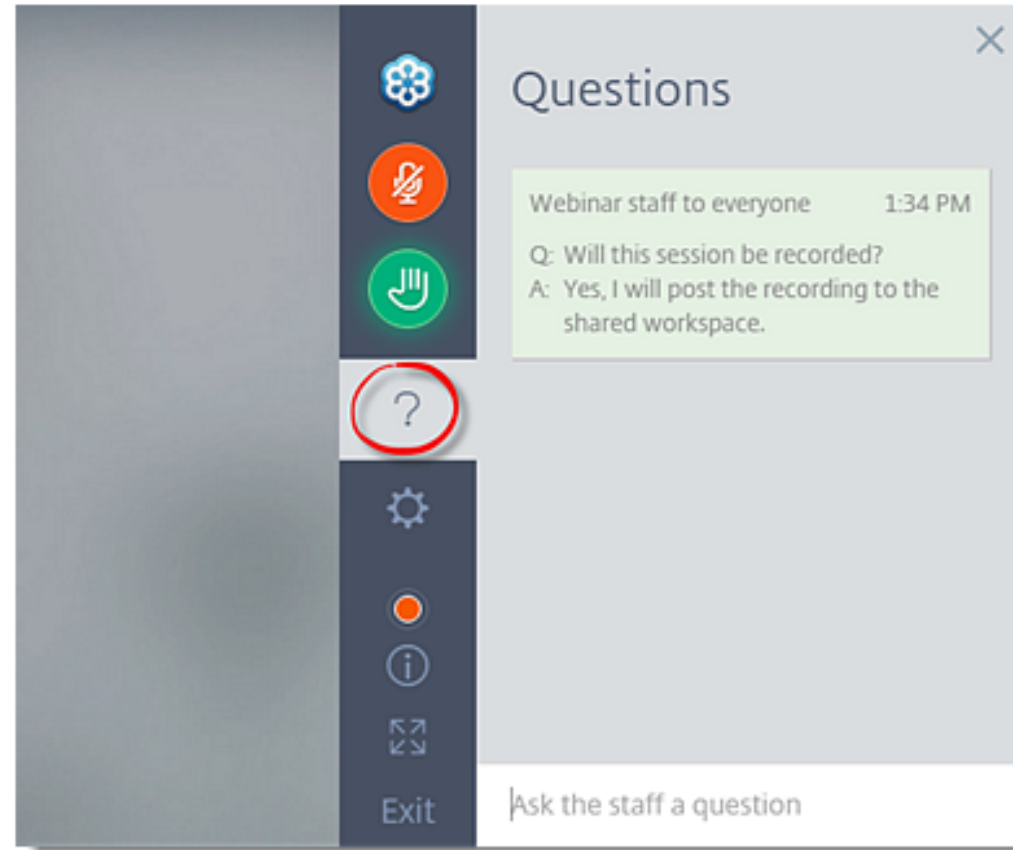
- The SOMAH PA has a number of resources available online at **CalSOMAH.org** that includes:
  - Short TA videos that explain the TA report and its more technical aspects, system sizing and more
  - Ways to engage your tenants and resources available for download
  - Information on gap financing

# Live Poll

# Wrap up



# Submitting Questions



# Q&A

Thank you!



Questions?

[contact@CalSOMAH.org](mailto:contact@CalSOMAH.org)

858-244-1177 ext. 5

