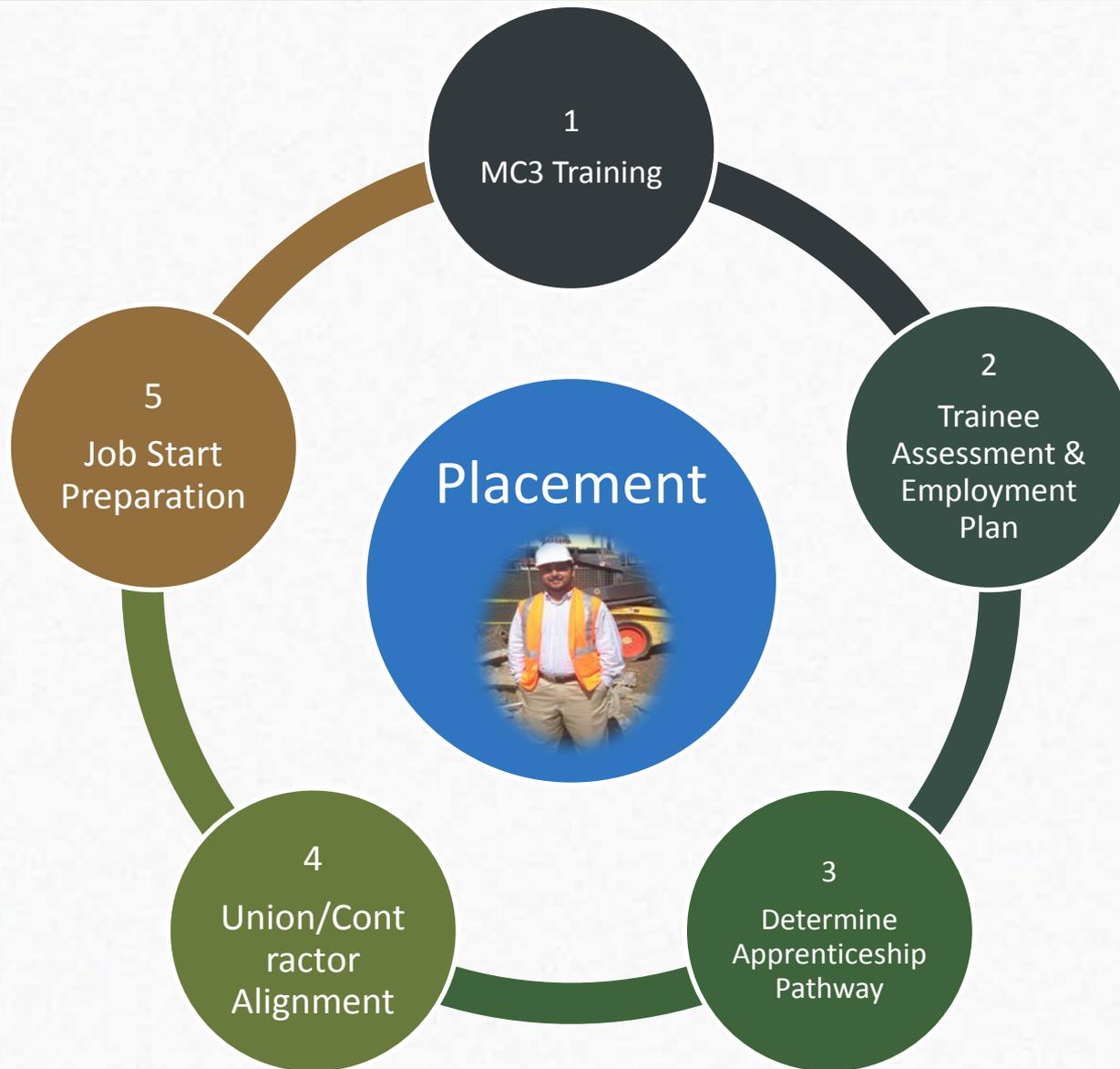




Creating Demand to Maximize Apprenticeship Access **CALIFORNIA CLEAN ENERGY JOBS ACT (PROPOSITION 39)**

October 22, 2014 | Veronica Soto, Emerald Cities-Los Angeles

GOALS: PLACEMENT & JOB CREATION



1 PROP 39 PROJECT MONEY IS FLOWING

Proposition 39 Background

- Nov 6, 2012 *California Clean Energy Jobs Act (Prop 39)*
- **\$550 Million** Annually for 5-Years (2013 – 2018)
 - ✓ \$381M to Local Educational Agencies (LEAs)
 - ✓ \$47M to Community College Districts
 - ✓ \$28M for low-interest and no-interest revolving loans
 - ✓ \$3M to California Workforce Investment Board (CWIB)
 - ✓ \$5M to California Conservation Corps (CCC) energy surveys

Proposition 39 – Year 2 Funding

For Fiscal Year 2014-15, Governor Brown's Budget Act (Senate Bill 852) appropriated **\$354 Million** of Proposition 39 revenue as follows:

- ✓ **\$279M** to Local Educational Agencies (LEAs)
- ✓ **\$39M** to Community College Districts
- ✓ \$28M for low-interest and no-interest revolving loans
- ✓ \$3M to California Workforce Investment Board (CWIB)
- ✓ \$5M to California Conservation Corps (CCC) energy surveys

Bigger Projects: Leveraging Prop 39 Funds

- ✓ *Local Bond Initiatives*
- ✓ *General Fund*
- ✓ *Southern California Regional Energy Network*
- ✓ *Utility Company Incentives and Rebates*
- ✓ *Project Financing*

Prop 39 Eligible Project Examples

Lighting Energy Efficiency Measures:

- Replace incandescent light with compact fluorescent (CFL)
- Replace incandescent/down light/flood with light-emitting diode (LED) light
- Replace incandescent Exit Sign to LED Exit sign
- Replace CFL Exit Sign to LED Exit sign
- Convert T12 fluorescent lamps to T8 with electronic ballast
- Convert T12 or T8 fluorescent lights to linear LED lamps
- Replace 32 Watt T8 lamps with 28 Watt T8 Lamps
- Replace exterior mercury vapor lights with induction or LED lights
- Replace exterior high pressure sodium lights with induction or LED lights
- Install occupancy control for intermittently occupied rooms

HVAC/Mechanical Efficiency Measures:

- Replace incandescent light with compact fluorescent (CFL)
- Replace old packaged/split HVAC unit with high-efficiency HVAC
- Replace old heat pump with high-efficiency heat pump
- Replace boiler or furnace with high efficiency condensing type
- Seal existing leaky duct
- Install premium efficiency motors
- Install variable speed drive for pumps and fans
- Install new programmable/set back thermostat
- Replace storage water heater with instantaneous water heater

Plug-Load Efficiency Measures:

- Install smart strip/PC management to control computers/printers
- Install vending machine occupancy control.

Simple PV Self-Generation Project:

- School-owned Solar PV system / Solar PPA

Prop 39 Case Studies



GLENDALE UNIFIED SCHOOL DISTRICT

- EEP Plan development and submission to the CEC over \$1,000,000 eligible energy projects
- Identified \$9.3 Million eligible projects in Year 1
- Benchmarked all school sites
- Performed ASHRAE Level I and II Audits
- Obtained over \$164,000 “free” audit services from California Conservation Corps
- Identified \$108,000 Utility Rebates and Incentives

Prop 39 Case Studies



CANADA COLLEGE, SAN MATEO CCD Design-Build 1.1 MW Solar PV Project

BUDGET \$4,250,000

- \$2,788,421 Local Funds (PG&E Savings by Design)
- \$961,579 California Solar Initiative Funds
- \$500,000 Prop 39 Funds

Best Value Procurement

- RFP to 10 Vendors
- BAFO

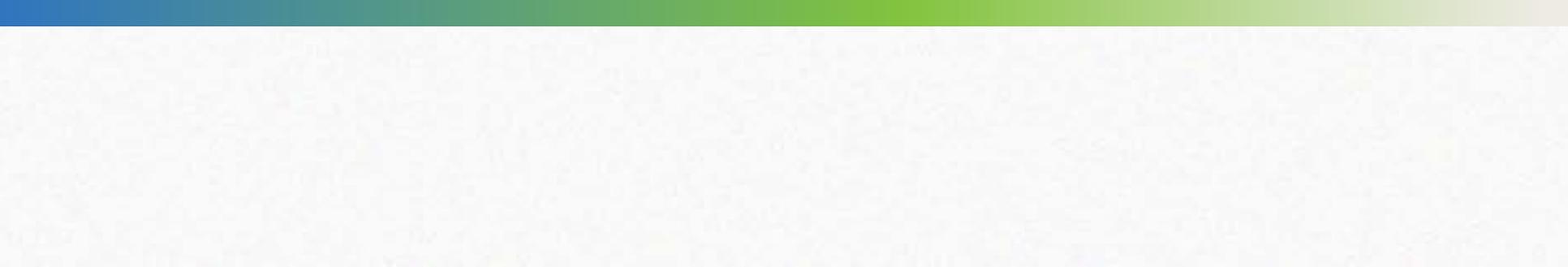
Prop 39 Case Studies



SANTA ANA UNIFIED SCHOOL DISTRICT

- EEP Plan development for over \$2,700,000 in eligible energy projects
- Identified \$3.9 Million eligible projects in Year 1
- Benchmarked all school sites
- Performed ASHRAE Level I and II Audits
- Identifying over \$100,000 Utility Rebates and Incentives
- FASTRAK 7-Week Schedule for CEC Submission

2 PROP 39 UNDERSTAND THE MARKET





**Understand
Public
Contracting
Process**

**Engage in the
Process**

**Build
Partnerships
with LEA &
Community
Colleges**

**Union &
Contractor
Alignment**

Prop 39 Contracting & Project Delivery

Contracting/Project Delivery Methods-Construction

- Low-Bid
- Best Value*
- Design-Build*
- Job Order Contracting (JOC)
- Performance Contracting/ESCO*

Contracting/Project Deliver Methods-Professional Services

- Request for Qualifications (RFQ)*
- Request for Proposals (RFP)*

*Qualifications-based and best value procurement may include both an RFQ and RFP process.

Rules of Engagement

- Determine Approach based on Contracting & Delivery Method
- Capitalize on Contract Award Evaluation Criteria
- Determine if it's PLA/Non-PLA Covered Work
- Capitalize on LWHP Provisions

ACTION ITEMS:

- Attend Pre-Bid/Pre-Proposal Meetings
- Get on Agenda as a resource
- Show Competitive Value
- Assist with Compliance Provisions

Building Partnerships

- Meet Board Members/Trustees
- Meet Facilities Director/Energy Manager
- Meet with Program/Construction Managers
- Join Business & Trade Organizations
- Attend Agency Contractor Forums

Union & Contractor Partnership Alignment

- Engage Craft Unions Early
- Identify Pre-Apprenticeship Graduate Pathway
- Solidify Contractor Partnerships
- Identify Contractor Manpower Needs & Schedule
- Survey Contractor Satisfaction
- Check-in with Graduate

DO HOMEWORK:

- Get on Bid Notification List
- Review past bids to identify consistent bidders
- Prepare SOQ/Program Fact Sheet
- Obtain List of PQ Contractors/Firms



**3 PROP 39
CREATING DEMAND &
SHARING BEST PRACTICES**

Training Workshops & Partner Development

Training

- Introduction to Energy Sector Market
- How to Engage in Public Contracting Process
- Regional LEA Prop 39 Funding Application Training
- Preparing Trainees for Apprenticeship
- Introduction to Monitoring & Compliance Tools
- How to Develop Statement of Qualifications (SOQ)

Partner Development

- Educate Contractors and Construction Professional about Prop 39 workforce objectives and implementation tools
- Regional One-on-one engagement with LEAs, CCC, industry partners, and membership organizations.



QUESTIONS?



THANK YOU

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