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**Hundreds of Nonprofits Respond to  
National Competition Soliciting Scalable Ideas for  
Propelling Energy Efficiency Retrofits of Buildings across U.S.**

*Nine Projects Selected to Receive Grants Totaling \$2.7 Million*

**New York** – The Doris Duke Charitable Foundation today announced the results of a competition to fund replicable approaches for increasing the number and depth of energy efficiency retrofits in existing buildings in the U.S. Nine projects selected to receive grants totaling \$2.7 million will address a range of barriers that prevent owners, property managers, lenders and investors from undertaking and financing retrofits in residential and commercial buildings. (See pages 2-4 for project summaries.)

“We launched this competition to learn what kind of innovative ideas are being incubated across the country for programs and policies that can help spur energy efficiency retrofits. We were astonished by the positive response and are delighted with the results,” said Ed Henry, president of the foundation. “We hope the selected projects lead to models that can be adapted and used in communities nationwide.”

In response to an open request for proposals issued in April with up to \$3 million available in funding, the foundation received 372 pre-proposals from organizations in 44 states. Applicants requested a total of more than \$100 million to support projects with combined budgets totaling \$600 million. Based on input by a panel of experts in real estate, finance, construction, efficiency technologies and government policies, the foundation selected nine projects to receive grants.

Increasing the energy efficiency of buildings is one of the most promising opportunities for reducing energy demand in the U.S. – a key goal of the DDCF Environment Program. Buildings account for roughly 40% of the nation’s energy use and represent the single largest source of carbon dioxide emissions. In addition, buildings offer some of the least costly options for reducing energy demand and greenhouse gases. However, despite the potential for significant energy savings and financial benefits, numerous barriers impede energy efficiency retrofits in both the residential and commercial real estate sectors.

The selected projects seek to simplify the retrofit process and create market demand for energy efficiency by addressing barriers such as lack of information for owners and investors, the “split incentive” problem (in which tenants benefit from energy efficiency improvements financed by landlords), and lack of capital for upfront costs. To address these and other barriers, the projects will develop and test a range of financing models, marketing strategies, and tools for assessing energy use and retrofit options.

Seven of the nine projects focus on residential buildings, and two focus on commercial buildings. Several projects address real estate subsectors that are not well served by existing energy

efficiency programs, including affordable housing, rural communities and small commercial spaces like strip malls and office parks.

“Recognizing that multiple solutions are needed to spur energy efficiency retrofits, we intentionally cast a wide net with our request for proposals. This portfolio of grants reflects the diversity of ideas that came back to us,” said Andrew Bowman, director of the foundation’s Environment Program. “We are proud to provide funding to these organizations to test a number of creative approaches for making significant gains in energy efficiency across the country.”

In addition to the nine projects funded through the competition, the foundation also recently awarded grants of \$600,000 and \$550,000 to the Natural Resources Defense Council and New Buildings Institute, respectively, to address barriers to energy efficiency retrofits in the commercial real estate sector. (See page 5 for project summaries.) Together with the nine projects selected through the competition, these two grants bring DDCF’s total 2010 funding related to improving energy efficiency in existing buildings to \$3.8 million.

*The mission of the Doris Duke Charitable Foundation ([www.ddcf.org](http://www.ddcf.org)) is to improve the quality of people’s lives through grants supporting the performing arts, environmental conservation, medical research and the prevention of child abuse, and through preservation of the cultural and environmental legacy of Doris Duke’s properties. The foundation’s Environment Program focuses on enabling communities to protect and manage wildlife habitat and create efficient built environments.*

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## Projects Selected for Funding through Competitive Request for Proposals

**Center for Neighborhood Technology** (Chicago, IL)  
**\$275,000 over 1 year**

CNT will refine and launch an online tool (“My Home EQ”) for homeowners interested in how to retrofit their homes for greater energy efficiency. The tool will calculate and display a home’s actual energy use, allow for comparison with similar homes based on location and type of house, provide customized recommendations for energy efficiency improvements, and offer information about local contractors and financing opportunities. The project will focus on the Chicago area for the initial roll-out and will develop a business plan for how to expand to other metropolitan areas.



*Web Site:* [www.cnt.org](http://www.cnt.org) and [www.MyHomeEQ.com](http://www.MyHomeEQ.com)  
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**Conservation Services Group (Boston, MA)**  
**\$348,000 over 2 years**



Conservation Services Group

CSG will work with several major Multiple Listing Services (MLS) in New York State, along with other industry stakeholders such as Realtors and builders, to establish an energy efficiency category in the MLS. This feature will provide information to homebuyers about the energy efficiency of the properties they are considering for purchase and encourage energy efficiency improvements by sellers when preparing homes for sale. If successful, this approach to disseminating energy performance information could be replicated nationwide.

*Web Site:* [www.csgrp.com](http://www.csgrp.com)  
*Media Contact:* Lisa Rinkus (lisa@ljpr.net / 617-965-9847)

**Environmental and Energy Study Institute (Washington, DC)**  
**\$225,000 over 2 years**



EESI will work with South Carolina's rural electric cooperatives to design and implement a pilot project that finances residential energy efficiency improvements through a customer's electric bill (i.e., "on-bill financing"). The project will target rural areas and will serve as a model for similar programs that can be implemented throughout South Carolina and potentially across the nation by rural electric cooperatives.

*Web Site:* [www.eesi.org](http://www.eesi.org)  
*Media Contact:* Jan Mueller (jmueller@eesi.org / 202-662-1883)

**Environmental Defense Fund (New York, NY)**  
**\$350,000 over 2 years**



EDF will design and test new standards for measuring the savings from energy improvements that meet the requirements of private lenders and investors. Although verification programs currently exist, they are not uniform and are designed to meet the needs of engineers rather than finance professionals. By better identifying the requirements of the investor community and establishing uniform guidelines, EDF seeks to make evident the business case to open the flow of private capital to bring energy efficiency projects to scale nationwide.

*Web Site:* [www.edf.org](http://www.edf.org)  
*Media Contact:* Tony Kreindler (akreindler@edf.org / 202-572-3378)

**National Housing Trust (Washington, DC)**  
**\$300,000 over 2 years**



The National Housing Trust will focus on how to achieve energy efficiency retrofits in affordable multi-family rental housing, a real estate sector that has not traditionally been targeted for efficiency investments. The project will demonstrate how to harness significant sources of funding – primarily from the U.S. Department of Energy, U.S. Department of Housing and Urban Development, state housing finance agencies, and local utilities – that are potentially available in every state but are almost never used in tandem. NHT will partner with leading national energy efficiency organizations to promote successful retrofit financing models in five states.

*Web Site:* [www.nhtinc.org](http://www.nhtinc.org)  
*Media Contact:* Todd Nedwick (tnedwick@nhtinc.org / 202-333-8931 x128)

**Pecan Street Project Inc. (Austin, TX)**  
**\$350,000 over 2 years**



Pecan Street will conduct a study to document the economic benefits and energy savings of energy efficiency retrofits undertaken in response to municipal policies in Austin that require home sellers to undertake an energy audit at the time of sale. The research will also seek to understand how homeowners respond to energy audits with the goal of increasing the percentage of homeowners who make the recommended energy efficiency improvements. The project will compile best practices that can be implemented by other communities in Texas and across the nation.

*Web Site:* [www.pecanstreetproject.org](http://www.pecanstreetproject.org)

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**Stewards of Affordable Housing for the Future (Washington, DC)**  
**\$135,269 over 1.5 years**



SAHF will focus on increasing the adoption of energy efficiency in affordable multi-family housing. The project will involve working with three large housing providers in New York City to build energy use management systems within the organizations and to demonstrate how energy efficiency can be elevated from isolated green projects to an integral part of large-scale affordable housing management.

*Web Site:* [www.sahfnet.org](http://www.sahfnet.org)

*Media Contact:* Bill Kelly (bkelly@sahfnet.org / 202-637-2233)

**University of California, Davis (Davis, CA)**  
**\$350,000 over 2 years**



UC Davis will focus on how to achieve retrofits in the multi-tenant light commercial real estate sector (e.g., strip malls, office parks), which is a subsector that has not been effectively targeted for energy efficiency improvements. Working with utilities from across the country, the project will replicate successful approaches developed in California for achieving whole-building retrofits.

*Web Site:* [www.ucdavis.edu](http://www.ucdavis.edu)

*Media Contact:* Sylvia Wright (swright@ucdavis.edu / 530-752-7704)

**Vermont Energy Investment Corporation (Burlington, VT)**  
**\$350,000 over 2 years**



VEIC will partner with two affordable housing organizations in Vermont to demonstrate how deep energy efficiency retrofits in single- and multi-family residences can make housing permanently and comprehensively affordable (by reducing occupants' energy bills and insulating them from increases in energy costs). In addition to elevating energy usage as a prominent component of housing affordability, the project will also demonstrate how to harness various sources of government funding to finance energy efficiency retrofits.

*Web Site:* [www.veic.org](http://www.veic.org)

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## Additional Projects Funded

### **Natural Resources Defense Council (New York, NY)**

**\$600,000 over 2 years**

NRDC will work on a broad array of innovative policies and strategies to bring energy efficiency retrofits to scale in New York City, including new local financing models, energy efficiency leases for commercial spaces, and demand generating strategies. In addition, NRDC will work more broadly on energy efficiency financing models that could spur retrofits nationwide, such as federal financing programs, Property Assessed Clean Energy (PACE) programs, and alternatives to PACE that can be implemented by municipalities.



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### **New Buildings Institute (White Salmon, WA)**

**\$550,000 over 2.5 years**

NBI, in partnership with the Preservation Green Lab of the National Trust for Historic Preservation, will develop tools and strategies for use in small to mid-size commercial buildings to simplify the path to reducing energy use by 50%. The project will collect data and information on existing building attributes and historical energy use to develop user-friendly tools that guide designers, owners, and building operators in determining what measures they might undertake to achieve deep energy savings.



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