



**BOARD OF SUPERVISORS  
AGENDA LETTER**

**Agenda Number:**

**Clerk of the Board of Supervisors**  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Department Name:** Community Services  
Department  
**Department No.:** 057  
**For Agenda Of:** February 10, 2015  
**Placement:** Administrative  
**Estimated Time:**  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

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**TO:** Board of Supervisors

**FROM:** Department Renee E. Bahl, Interim Community Services Director (805) 568-  
Director(s) 2467  
Contact Info: Angela Hacker, emPower Central Coast Program Manager (805)  
568-3515

**SUBJECT:** Board Contract for Services with Building Energy Science Training (BEST)

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**County Counsel Concurrence**

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

- A. Approve and authorize the Chair of the Board to execute an Agreement for Services of Independent Contractor with Jason Scheurer, dba, Building Energy Science Training ("BEST"), for the continued and additional provision of the Energy Coach services for the emPower Central Coast program, effective upon Board approval through June 30, 2015 and that supersedes the current purchase order for service (CN 17254) and increases the contract amount by \$33,000 for a new total contract maximum amount of \$128,000 (the "Agreement") (Attachment A);
- B. Determine that the approval and execution of the Agreement is not the approval of a project that is subject to environmental review under the California Environmental Quality Act (CEQA) pursuant to CEQA Guidelines Section 15378(b)(4), finding that the project is a creation of government funding mechanisms or other government fiscal activities, which do not involve any commitment to any specific project which may result in a potentially significant physical impact on the environment, and direct staff to file a Notice of Exemption (Attachment B).

**Summary Text:**

emPower Central Coast is the County's voluntary building efficiency program designed to lower energy use across Santa Barbara, Ventura and San Luis Obispo Counties and stimulate the economy. Launched in November 2011, emPower provides services that help make it easier and more affordable for

homeowners and contractors to complete energy saving improvements, including free Energy Coach advising services. Launched in January 2013, the Energy Coach service has already provided on-site expert home energy advising for 430 homeowners and conducted over 50 on-site contractor mentorship sessions. Due to the popularity of the program and the recent expansion throughout Ventura and San Luis Obispo Counties, expenditures for the Energy Coach service provider, BEST, have already exceeded \$73,800 from July to December 2014 (78% of the current purchase order amount) and are estimated to surpass \$100,000 for contractual services this fiscal year. Accordingly, approval of the Agreement with BEST (Attachment A) will allow emPower to continue to offer the Energy Coach services without interruption.

### **Background:**

emPower's Energy Coach service was designed to improve local understanding of home efficiency techniques and increase the number of home energy upgrades initiated and completed in the region. During the first year of the program, emPower staff determined that many homeowners were interested in energy efficiency and incentives, and designed a new Energy Coach service to provide home energy advising to both homeowners and contractors at no cost to the customer.

In September 2012, emPower conducted a competitive solicitation process and selected BEST, owned and operated by Jason Scheurer, to be the program's first Energy Coach. Mr. Scheurer is a nationally recognized expert in the building performance industry. He holds several Building Professional Institute (BPI) certificates, including being a BPI Super Proctor, Building Analyst, Building Envelope Professional, Quality Control Inspector, Whole House Air Leakage Control, Multi-Family Professional, Energy Auditor, and Infiltration Duct Leakage. In December 2012, the County entered into its first purchase order for services with BEST, CN 14629. On August 12, 2013, purchase order CN 14629 was replaced by purchase order CN 15822, which expired on June 30, 2014. The County entered into purchase order CN 17254 on July 9, 2014, and expires on June 30, 2015, with a total not to exceed amount of \$95,000.

Among services offered by the Energy Coach, homeowners may request a free Energy Coach home visit, which includes an hour long visual evaluation of the home, followed by recommendations on improvements that can improve the energy efficiency of the home. The Energy Coach also connects homeowners to qualified emPower Participating Contractors and explains how emPower can help make recommended improvements more affordable with incentives and financing. Contractors report that homeowners who have met with the Energy Coach are often better prepared and more likely to move forward with a home upgrade. The Energy Coach also provides educational presentations about common home performance issues at various homeowner outreach events. Local contracting companies can request free on-site or over the phone Energy Coach mentorship to refine their building performance skills. In addition, an Energy Coach can help contractors enroll and learn how to participate in the program.

Since the Energy Coach service launched in January 2013, approximately 430 home visits have been conducted. While it is not possible to have complete information on all subsequent homeowners' actions, available data shows that approximately 56% of those who have received a home visit have initiated or completed a home energy project. A survey conducted by the program showed that 89% of respondents felt they had enough information after their visit to move forward with home energy upgrades. In addition to increasing emPower's project conversion rate, the data collected during the

Energy Coach visits have also helped the program gain an in-depth understanding about the condition and performance of local homes, and the key problems experienced by homeowners. For example, 75% of homeowners feel their homes are cold and drafty and 21% experience indoor allergies. These responses can be directly correlated to conditions found in local residences: 58% of the homes have no wall insulation, only 4% have properly installed attic insulation, and approximately 50% of homes still have single paned windows. Less than 15% of homes have upgraded water heaters or heating systems, and nearly half of homes have not completed any energy efficient upgrades.

Given the popularity and the recent expansion of the program into San Luis Obispo and Ventura Counties, the demand for Energy Coach services continues to grow. In fact, over 200 Energy Coach home visits have occurred since the Tri-County kick off in July 2014 through December.

To meet the continued high demand in Santa Barbara and Ventura Counties, staff seeks to supersede purchase order CN17254 with the Agreement and increase the amount by \$33,000, for a new total contract amount of \$128,000, which requires the Board's approval. If the Agreement is not approved as recommended, purchase order CN 17254 is projected to reach the current purchase order maximum by March, thereby disrupting Energy Coach homeowner and contractor services to Santa Barbara and Ventura Counties. Staff estimates the Agreement will allow for an additional 75 home visits, 50 hours of homeowner education at outreach at events, and 60 hours of contractor mentorship, through June 30, 2015. Staff recommends that the Board approve the Agreement.

A purchase order was issued in July 2014 for a different Energy Coach not affiliated with BEST to provide Energy coach services primarily in the San Luis Obispo County area. This purchase order is separate from purchase order CN 17254 and is not being considered in this Board item.

**Performance Measure:**

75% of homeowners who receive an Energy Coach home visit will contact a contractor.

**Fiscal and Facilities Impacts:**

Budgeted: YES

**Fiscal Analysis:**

<b><u>Funding Sources</u></b>	<b><u>Current FY Expenditures:</u></b>	<b><u>FY Estimated Remaining Expenditures:</u></b>	<b><u>FY 14-15 Estimated Total</u></b>
General Fund			
Other:SCG	\$ 73,800.00	\$ 54,200.00	\$ 128,000.00
Total	\$ 73,800.00	\$ 54,200.00	\$ 128,000.00

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**Narrative:**

As of December 31, 2014, expenditures on purchase order CN 17254 totaled \$73,800, 78% of the purchase order amount for fiscal year 2014-2015 (\$95,000). The program is estimating expenditures for

the remaining fiscal year to be an additional \$54,200, putting the total expenditure for the fiscal year at \$128,000. Energy Coach service costs are eligible for reimbursement under emPower's funding contract with Southern California Gas Company (SCG), which was extended and approved by the Board on December 9, 2014.

**Key Contract Risks:**

The program has had a purchase order with BEST since December 2012. The program sees minimal risk in continuing the contractual relationship with BEST, as the scope of work is not changing.

**Staffing Impacts:**

There are no staffing impacts.

**Special Instructions:**

Please send two copies of the executed Agreement for Services of Independent Contractor and minute order to Angela Hacker.

**Attachments:**

Attachment A: Agreement for Services of Independent Contract with Building Energy Science Training

Attachment B: CEQA Notice of Exemption

**Authored by:**

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