

MINUTES OF MEETING GREEN CORRIDOR PACE DISTRICT

A meeting of the Board of Directors of the Green Corridor PACE District was held on Monday, February 12, 2018 at 10:00 a.m., at the Offices of Ygrene Energy Fund Florida, 3390 Mary Street, Suite 124, Coconut Grove, Florida.

Present and constituting a quorum were:

Mayor Cindy Lerner	Pinecrest - Chairperson
Mayor Peggy Bell	Cutler Bay - Vice Chairman
Mayor Phillip Stoddard	South Miami - Assistant Secretary
Commissioner Vince Lago	Coral Gables - Assistant Secretary
Councilmember Hochkammer	Pinecrest - Assistant Secretary
Mayor Eugene Flinn	Palmetto Bay - Assistant Secretary
Vice Mayor Sean Brady	Miami Shores

Also present were:

Chad Friedman, Esq.	District Counsel
Crystal Crawford	Ygrene Energy Fund Florida, LLC
Supria Sachar	Ygrene Energy Fund Florida, LLC
Paul Winkeljohn	Executive Director/District Manager
Jody Finver	Solar United Neighbors

FIRST ORDER OF BUSINESS

Roll Call

Mayor Lerner called the meeting to order and Mr. Winkeljohn called the roll, stating that all Supervisors were present with the exception of Mayor Suarez. Mayor Lerner welcomed new Board Member, Commissioner Hochkammer.

Mayor Lerner reported that Jody Finver, Solar United Neighbors (SUN) Miami-Dade Co-op Coordinator, attended a workshop on Saturday regarding solar. Ms. Finver will prepare a list of all elected officials who have solar. Commissioner Brady wanted to reduce permit costs. Mr. Friedman stated that Ms. Finver was monitoring the communities that reduced their permit costs. Vice Mayor Brady pushed Miami Shores to pass on first reading, no permit fees for solar panels for 365 days.

SECOND ORDER OF BUSINESS

**Approval of the Minutes of the
November 17, 2017 Meeting**

Mayor Lerner asked for any additions, corrections or deletions to the November 17, 2017 minutes. There were no corrections.

On MOTION by Mayor Flynn, seconded by Commissioner Lago, with all in favor, the Minutes of the November 17, 2017 Meeting, as presented, were approved.

THIRD ORDER OF BUSINESS

Public Comments

There being none, the next item followed.

FOURTH ORDER OF BUSINESS

Discussion and Action Items

- a) **Consideration of Resolution #2018-07 Electing a Board Member and Confirming the Board**

Mr. Winkeljohn presented Resolution #2018-07.

On MOTION by Commissioner Lago, seconded by Vice Mayor Brady, with all in favor, Resolution #2018-07 Electing a Board Member and Confirming the Board, was adopted.

- b) **Consideration of Resolution #2018-08 Approving Municipal and County Membership Agreements**

Mr. Friedman presented and read Resolution #2018-08 into the record. The purpose of the Resolution was to allow the District Manager to execute Municipal and County Membership Agreements and include an indemnification provision. In response to a question posed by Mayor Lerner, Mr. Friedman noted that if the City wanted something that was not in the agreement, the District Manager would not approve it and bring it back to the Board.

On MOTION by Vice Mayor Brady, seconded by Mayor Flynn, with all in favor, Resolution #2018-08 Electing a Board Member and Confirming the Board, was adopted.

FIFTH ORDER OF BUSINESS

Staff Reports

a) Attorney Report

Mr. Friedman recalled that, several months ago, the Board requested an opinion from the State relating to seawalls being a permitted improvement. Proposed legislation, which would include seawalls in the PACE legislation, was not incorporated in the bill filed this session. He was waiting for the session to end and would then submit it to the state.

b) Third-Party Administrator Report

Ms. Crawford, Vice President in Program Development and Oversight for Ygrene, presented the Ygrene monthly reports.

Ms. Supriya Sachar, Vice President of Operations for Ygrene in California, presented the following program enhancements:

- Contractor Portal was launched in June 2017. Contractors use an App to download documents when consulting with customers. There was an App for Apple and the App for androids was expected shortly. A portal for the consumer would be launched later this year.
- An update on the Flex Rate Program would be provided at the next meeting.
- All certified Ygrene contractors must sign a Participation Agreement. If a contractor did not sign the agreement, they would be removed from service. At this point in time, participation was 80%.
- *Ygrene Next*, a direct to consumer program was underway.

Ms. Crawford noted that the growth of the program was significant, highlighting the following:

- As of January 1, 2017, 77 jurisdictions participated, generating \$6.2 million.
- In 2017, 50 new jurisdictions were added and there were 3.1 million in

populations.

- The program was available in Florida to 49% of the population.
- Improvements were made to make the program clearer and accessible, such as automation.
- Many jurisdictions had reporting requirements. Customer Service Representatives could collect data and create reports automatically, reducing the chances for error.
- Ygrene was operating in over 500 jurisdictions in Florida, California and Missouri.
- A wind resistant measure category was added to the report.

At this point in time, a question and answer session ensued.

- Since there was no industry standard for PACE reporting, Ygrene was creating a uniform reporting.
 - There would be 20 property related data points, from the year the property was built, kilowatt hours sales, gallons of water saved megawatt of energy being produced and jobs created as a result of the investment.
 - Vocabulary, terminology and common methodology of calculating would be standardized.

Mayor Lerner questioned how complaints received would be reported or addressed or resolved. Ms. Sachar was working with Mr. Winkeljohn on a dispute resolution process. Ms. Crawford stated that Ygrene aimed to reply to calls or emails within 24 hours.

- Six bills were introduced to committees; three House and three Senate bills. In the Senate Judiciary Committee Bill 1858 was introduced, but not scheduled for a hearing. Ygrene was watching the bills closely.

Mayor Lerner heard that the Coral Gables Chamber of Commerce lobbied opposition to the PACE program by banks. Commissioner Lago suggested that Ygrene make a presentation about the benefits of solar.

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- Staff was establishing new programs in Brevard County, Sarasota County, Pinellas County, and Jacksonville city and smaller cities throughout the State.

Commissioner Lago asked if local elected officials were informed about the additional jurisdictions. Ms. Crawford stated that e-blasts were sent regarding program development and new tools, but would verify. Mayor Lerner suggested that Ygrene present solar at City Council meetings.

Discussion ensued regarding communication methods for generating interest in Ygrene.

c) Manager Report

Mr. Winkeljohn presented a renewal for Jody Finver's contract, which expires in March. He recommended approval based on the first year's success. The renewal was for a \$75,000 contract and \$80,000 was budgeted. Ms. Fiver is requesting an increase to \$100,000 and she would research multiple marketing outlets.

Mr. Winkeljohn requested that the Board increase the contract amount to \$80,000, re-evaluating the scope and increasing to \$100,000 effective October 1. Board Members agreed that Ms. Finver exceeded the Board's expectations by serving as an advocate for solar. Mayor Lerner suggested extending the contract to the next meeting, so the Board could consider an amended contract with a scope.

After further discussion, Mr. Winkeljohn proposed an extension through October 1, at the current rate, with an additional \$5,000 for marketing upgrades and the increase to \$100,000 would be made at a later time. Mr. Friedman advised that the contract was based on an annual grant and the Board must make a policy decision to award the grant to Solar United Neighbors for the Miami-Dade Solar Co-op, in the amount of the grant. There were no bidding requirements.

Mayor Bell MOVED to extend the Miami-Dade Solar United Neighbors Co-op Agreement to October 1, 2018, with an additional \$5,000 for marketing upgrades, and Mayor Flinn seconded the motion.

Ms. Finver would provide a proposal for the next fiscal year.

Discussion ensued. Vice Mayor Brady stated that Ms. Finver exceeded their expectations and should be awarded accordingly by Solar United Neighbors. Mayor Stoddard proposed bringing the agreement to the next meeting with more than a one-year period, running with the grant period.

Mayor Bell MOVED to amend the prior motion to extend the Miami-Dade Solar United Neighbors Co-op Agreement to October 1, 2018, with an additional \$5,000 for marketing upgrades, and bringing an amended agreement for a multi-year period and scope to the next meeting, and Mayor Flinn seconded the motion.

There being no further discussion,

On VOICE VOTE, with all in favor, extending the Miami-Dade Solar United Neighbors Co-op Agreement to October 1, 2018, with an additional \$5,000 for marketing upgrades, and bringing an amended agreement for a multi-year period and scope to the next meeting, was approved.

Mr. Winkeljohn stated that, as part of the audit process, the Board selected an Auditor, who spent the last four to five months, developing a Methodology on how to audit this entity. Mr. Winkeljohn received the draft, but further detail was needed by the District Manager and Ygrene. The financial information in the draft was outdated. The 2014 and 2015 audits would be completed simultaneously, using the Methodology, followed by the 2016 and 2017 audits. Once Mr. Winkeljohn received the draft audit, he would circulate it to the Board. He hoped to have all audits completed by June 1, 2018.

SIXTH ORDER OF BUSINESS

Financial Reports

a) Summary of Invoices

Mr. Winkeljohn stated that without the audit, Financial Statements could not be generated, and presented the Summary of Invoices.

Mr. Winkeljohn amended the Third-Party Agreement that was renewed last fall, with the increased internal controls, restraints and customer protections. He will provide it to the Board at the next meeting, for review and consideration.

On MOTION by Mayor Flynn, seconded by Vice Mayor Brady, with all in favor, the February 12, 2018 Summary of Invoices, were approved.
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SEVENTH ORDER OF BUSINESS

Board Members Requests

Mr. Winkeljohn offered to assist the community with the solar panel process by providing exposure. Mayor Lerner suggested utilizing YouTube or social media for the solar panel installation. Discussion ensued.

Ms. Jody Finver of SUN, updated the Board on the following:

- PACE and HELOCs (Home Equity Line of Credits) can no longer be deducted from taxes.
- Two installers were asked about installations in 2016 and 2017 after Co-ops started educating homeowners. Installer A had 48 signed contracts in 2016 and 279 in 2017. Installer B had 32 installations in 2016 and 91 in 2017.
- Residents were making the choice to switch to solar, but Hurricane Irma, slowed the momentum, as many homeowners were struggling to fix their roofs.
- Doral waived permitting fees, but would not promote Co-ops to their constituents. SUN planned to re-present to the County Commission.
- Flyers would be distributed to the Board to provide to their constituents.
- Low rise condominiums were interested in participating in the Co-op.
- Builders should be enticed to build resilience into their homes to save

homeowners money. Lennar Homes planned to integrate solar in new construction in several Central Florida communities.

- She was challenging leaders to "Show Us Your Panels". Municipalities were receiving emails and requests from installers trying to replicate SUN.
- SUN was trying to get homeowners to attend information sessions.
- Florida, Power and Light (FPL) was misleading homeowners by their advertising supporting solar.

Ms. Finver asked for an email from the District regarding the next steps. Mr. Winkeljohn would provide.

Ms. Lerner asked if there were difficulties with Miami-Dade Permitting (MDP). Ms. Finver heard that the Solar Foundation was going to do a workshop on March 28 and was working with Commissioners Cava, Heyman and Debbie Wasserman Schultz to send out information on the SUN information sessions.

Ms. Finver recommended that municipalities reach out to *The Solar Foundation* and *SolSmart* to streamline the permitting process. The Board requested a Q&A on solar dispelling myths. Discussion ensued regarding using inverter generators with solar.

EIGHTH ORDER OF BUSINESS

Adjournment

Mayor Lerner adjourned the meeting.



 Secretary / Assistant Secretary



 Chairperson / Vice Chairman