

MINUTES OF MEETING GREEN CORRIDOR PACE DISTRICT

A meeting of the Board of Directors of the Green Corridor PACE District was held on Friday, November 17, 2017 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	At Large Rep - Chairperson
Mayor Peggy Bell	Cutler Bay - Vice Chairman
Mayor Philip Stoddard	South Miami - Assistant Secretary
Commissioner Vince Lago	Coral Gables - Assistant Secretary
Vice Mayor Sean Brady	Miami Shores

Also present were:

Chad Friedman, Esq.	District Counsel
Crystal Crawford	Ygrene Energy Fund Florida, LLC
Supriya Sachar	Ygrene Energy Fund Florida, LLC
Kate Wesner	Ygrene Energy Fund Florida, LLC
Paul Winkeljohn	Executive Director/District Manager
Jody Finver	Miami-Dade Solar Co-op Coordinator
Derek Duzoglou	D-Squared Engineering
Travis Renville	Rebuilding Together Miami

FIRST ORDER OF BUSINESS

Roll Call

Mayor Lerner called the meeting to order and Mr. Winkeljohn called the roll, stating that there was a quorum.

Mayor Lerner announced that Mayor Francis Suarez would attend the next meeting.

SECOND ORDER OF BUSINESS

Approval of the Minutes of the October 20, 2017 Meeting

Mayor Lerner asked for any additions, corrections or deletions to the October 20, 2017 minutes. There were no corrections.

On MOTION by Mayor Stoddard, seconded by Vice Mayor Brady, with all in favor, the Minutes of the October 20, 2017 Meeting, as presented, were approved.

THIRD ORDER OF BUSINESS Public Comments

There being none, the next item followed.

FOURTH ORDER OF BUSINESS Public Hearing Expressing the District's Intent to Utilize the Uniform Method of Levying, Collecting and Enforcing Non-Ad Valorem Assessments

Mr. Winklejohn noted that 67 Counties were invited to join the meeting.

- a) **Motion to Open the Public Hearing**

On MOTION by Mayor Stoddard, seconded by Commissioner Lago, with all in favor, the Public Hearing Expressing the District's Intent to Utilize the Uniform Method of Levying, Collecting and Enforcing Non-Ad Valorem Assessments, was opened.

- b) **Public Comment and Discussion**

There were no public comments.

- c) **Consideration of Resolution #2018-05 Expressing the District's Intent to Utilize the Uniform Method of Levying, Collecting and Enforcing Non-Ad Valorem Assessments**

Mr. Friedman presented and reviewed Resolution #2018-05. He explained that the District was required to hold the Public Hearing before January, but could request an extension; however, since some governments did not want to extend the deadline, the District was being proactive by advertising the entire State. Franklin County objected.

Vice Mayor Brady MOVED to adopt Resolution #2018-05, Expressing the District’s Intent to Utilize the Uniform Method of Levying, Collecting and Enforcing Non-Ad Valorem Assessments, excluding Franklin County, and Mayor Stoddard seconded the motion.

Mayor Stoddard questioned the definition of “uniform”. Mr. Friedman explained that the word “uniform” pertained to the way that the District was levying, collecting and enforcing assessments.

On VOICE VOTE, with all in favor, the adoption of Resolution #2018-05, Expressing the District’s Intent to Utilize the Uniform Method of Levying, Collecting and Enforcing Non-Ad Valorem Assessments, excluding Franklin County, was approved.

d) Motion to Close the Public Hearing

Mr. Winklejohn requested a motion to close the Public Hearing.

On MOTION by Commissioner Lago seconded by Mayor Bell, with all in favor, the Public Hearing Expressing the District’s Intent to Utilize the Uniform Method of Levying, Collecting and Enforcing Non-Ad Valorem Assessments, was closed.

FIFTH ORDER OF BUSINESS

Discussion and Action Items

a) Update on Rebuilding Together Project

Mr. Travis Renville, Executive Director of Rebuilding Together, reported that 67 homes were renovated for elderly disabled and veteran homeowners throughout Miami-Dade. Their goal was to provide every homeowner and every business a safe and healthy environment. They received \$25,000 for energy assessments on 100 homes, within Coconut Grove, South Miami, Pinecrest and Cutler Bay. The majority of homeowners were in Coconut Grove, City of Miami and South Miami. The energy

assessments show what repairs were needed to improve the homes.

Mayor Stoddard asked if there was a projected timeline. Mr. Renville anticipated a two to three-month process; however, there was a large project in the Grove slated for next year. Mayor Lerner requested an update at the next meeting.

Mayor Stoddard reported attending a solar conference in Orlando and heard an analysis from the State of Florida Institute, indicating that having solar on a house saved homeowners \$810 a year. Mayor Lerner recommended that homeowners invest in solar to be energy efficient and questioned the cost. Mr. Renville noted that they were in the process of identifying homes in The Grove and that information would be used to determine the repairs and renovations that occurred.

b) FL Sun Solar United Neighbors Update

Ms. Jody Finver, the Miami-Dade Coordinator of Solar United Neighbors of Florida provided an update. They launched at the end of May in front of the City Hall in South Miami. There were new materials and information sessions explaining the co-op process, which was a four to eight-month process. There was no cost to join or any obligation for the participant to go solar. Interested participants would sign-up online. Word-of-mouth was encouraged. When 30 homes signed up, RFPs were sent to installers across the State of Florida. Any installer could participate and had two weeks to submit their proposal.

Mayor Bell questioned the selection process. Ms. Finver explained that the Selection Committee were volunteer members of the co-op. They would review the proposals and choose the installer. Each committee member signed a Non-Disclosure Agreement to protect the installer who offered reduced prices. Once the installer submits their paperwork, they would be trained on FL Solar's software and set up visits with the homeowners. The program was open to participants from Palmetto Bay to Homestead until December 15th. Mayor Bell appreciated all of FL Sun Solar's work.

Discussion ensued regarding the option of battery backup systems after storms. Ms. Finver recommended an inverter that could power a refrigerator and air conditioner.

Ms. Finver noted challenges to the program, such as meeting County permitting and code requirements. Miami-Dade County considers permits on a case-by-case basis, depending on where the house and roof were located. Mayor Lerner suggested sending a letter to the Mayor and Commissioners of Homestead or meeting with the Vice Mayor at the Permitting Department to address the permitting process.

Discussion ensued regarding roof exposure installations. Southern exposures were the best cost-wise and a western exposure was better than an eastern one because of energy produced later in the day, but it was based on the roof size and pitch. Mayor Stoddard stated that with west facing installation, more power was being generated at peak demand time.

Ms. Finver asked the District to communicate with their municipalities. Mayor Bell requested that flyers be distributed to homeowners. In response to a question, Ms. Finver directed any inquiries to their website, *Solarunitedneighbors/Miami*. There will be an individual membership program in January, which would have a dedicated solar help desk, to review estimates and comparisons.

c) Discussion on Program Enhancements

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

- Having all 292 contractors that are certified with Ygrene, sign a Participation Agreement, agreeing to follow certain rules and guidelines, not overcharging property owners and using licensed subcontractors. By the end of January, all contractors should have signed the agreement; if not, they would be removed from service.
- Establishing a Flex Rate Program, so property owners would know upfront, what they would be paying for and the annual percentage rate,

based on the interest rate.

- Compliance oversight by contractors.
- Disclosing origination fees, financing costs and terms to property owners. As of this date, the percentage of cancellations decreased to 45%.
- All calls are recorded and available for seven years.
- There would be a three day right of cancellation starting in January before the Notice of Proceed was provided to the contractor.
- A Director of Contractor Compliance has been in place since March, to focus on contractor registration, verifying licenses, insurance and bonds and providing contractor training. The contractor would be included on a Watch List for monitoring their projects.
- There would be a team to handle consumer complaints.
- There would be follow up with contractors after funding.

Mayor Stoddard stated that Ygrene could not keep anything confidential because Florida was a Sunshine State and everything was public. He suggested a self-explanatory guide for new property owners, explaining the calculations. Commissioner Lago noted that there was a calculator to compare financing costs over 5, 10 and 25 year terms at different percentage rates. Ms. Sachar stated that after the property owner makes their selection, the contractor would show the property owner the terms and financing options.

Mr. Friedman pointed out that the Participation Agreement ensures that contractors follow the highest standard as a private operator and protects the reputation of consumers. There were conversations about whether the State or Federal Government could regulate the program. The standards could be included in the PACE program.

Mayor Lerner suggested that Ms. Sachar meet with the two new Board Members. Ms. Sachar would be in town the week of December 11.

d) Discussion on Proposed Changes to Program Guidelines (Redlined Copy)

This item was discussed under Item 5C.

e) Consideration of Resolution #2018-06 Amending the District Program Guidelines (Clean Copy)

Mr. Winklejohn presented and reviewed Resolution #2018-06, amending the District program guidelines.

Commissioner Lago MOVED to adopt Resolution #2018-06, Amending the District Program Guidelines, and Vice Mayor Brady seconded the motion.

Mr. Winklejohn indicated that Resolution #2018-06 was circulated. The new Financial Advisor evaluated the guidelines and concluded that it was a benefit to everyone.

Mayor Stoddard noted that the guidelines were updated, during the summer, to include interest rates that the District charged as an appendix. Mayor Lerner appreciated the review and updates to the guidelines, so everyone was aware of the expectations and standards.

On VOICE VOTE, with all in favor, the adoption of Resolution #2018-06, Amending the District Program Guidelines, was approved.

f) Legislative Update

Mayor Stoddard reported that Chairman Crapa of Ohio, introduced a Financial Reform Bill, which was the Senate version of the choice act that the house introduced earlier this year. One section eliminated PACE and treated it as a residential market. Ygrene and other stakeholders contacted staff to discuss. If it was enacted into law, it would only affect private firms, not local governments; however, it was far from becoming a law.

Ms. Kate Wesner of Ygrene, who handles government relations for local governments, stated that they have a team to consider expanding improvements, such as flood mitigation and disaster resiliency, mainly seawalls and built-in generators, consumer protections and standardizing consumer disclosure requirements.

Mayor Stoddard stated that several providers including Ygrene, were interested in expanding PACE in Florida, and PACE had similar disclosures and consumer protection elements. Ms. Wesner indicated that she was working with lobbyists to educate the House, Senate and Florida Legislatures on PACE and what Ygrene was doing in communities. There was no progress, as of today, but she would update the Board at the next meeting.

In response to Mayor Lerner's question, Ms. Wesner indicated that community meetings were held from late September to December 3rd. Mayor Stoddard recalled that there was interest in the expansion of facilities for disaster recovery. The intent was to have a passable bill early in the session. Ms. Wesner stated that the session started on January 9th and ended on March 9th.

Ms. Wesner noted that the District was expanding over the next 60 to 90 days, to Manatee, Sarasota and Pinellas Counties, in the unincorporated areas, Hernando, Levy, Volusia, and Brevard Counties, Pensacola and Jacksonville. They were meeting with the Jacksonville City Council next month. Clay, St. John and St. Augustine would be online in the next quarter. The northern counties of South Florida was anticipated before the end of the year or the beginning of next year. Martin County was slated for early 2018.

g) Eligible Improvements List

This item was discussed.

h) Audit Update

Mr. Winklejohn reported that Staff increased open channels from the District's auditor, directly to the financing team in California. They were communicating daily and information was flowing directly into a draft audit. The first two years of the

missing audit would be completed first, followed by the 2016 and 2017 audits. The level of confidence increased significantly. One or all of those audits would be completed by the February meeting.

SIXTH ORDER OF BUSINESS

Staff Reports

a) Attorney Report

Mr. Friedman stated that DeSoto, Escambia, Hernando and Volusia counties expressed interested in joining the program, and requested consensus from the Board on having them sign Ygrene's standard agreement. Mr. Winklejohn stated that as long as there were no substantive changes, the Board could proceed. Mayor Stoddard voiced concern about the longer-term agreements. Mr. Friedman would provide a resolution at the next meeting clarifying these actions.

There was Board consensus for Mr. Friedman to obtain signatures from the Counties expressing interest.

b) Third-Party Administrator Report

Ms. Crawford indicated that Ygrene's Report was circulated to the Board and asked for any questions.

Mayor Stoddard preferred to receive an electronic copy of the agenda package.

c) Manager Report

There being none, the next item followed.

SEVENTH ORDER OF BUSINESS

Financial Report

a) Summary of Invoices

b) Balance Sheets

Mr. Winkeljohn presented the Summary of Invoices and Balance Sheets. There were no anomalies, other than a sizeable advertisement, which the Board previously approved.

EIGHTH ORDER OF BUSINESS

Board Member Requests

Mayor Lerner hoped that there would be an opportunity to continue funding

additional co-ops. Mr. Winklejohn stated that the District was programmed for it and the co-ops contracts overlapped the District's budget. They were funded for another year. The contractors come up for renewal in the spring, but they were budgeted. The Board could either pull back the funding or the contracts.

Mayor Stoddard suggested discussing, on a future agenda, expanding the non-profits outside of Miami-Dade, since it was a statewide program.

Mayor Lerner felt it was important to utilize their relationships and influence with the Mayor of Miami-Dade County and Commissioners on what's wrong with their permitting and to push solar. Mayor Stoddard suggested speaking to Jim Morera to coerce their vendors to expedite funding for solar.

Mayor Stoddard noted that the anti-solar body hired a political lobbyist.

NINTH ORDER OF BUSINESS

Adjournment

Mayor Lerner adjourned the meeting.


Secretary / Assistant Secretary


Chairperson / Vice Chairman