

**uhab**

**Incubator**

**Cooperative Stewardship**

# Cooperative Stewardship Agenda



## 1. Welcome & Introductions

## 2. Intro to Member Services

- Economies of Scale
- Adapting to the Needs of the Community

## 3. What is Needed to Sustain Co -ops?

- Future Proofing Your Co-op
- Education, Stewardship, & Sustainability

## 4. Q&A

# About Today's Presenter

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Emily Ng is Director of UHAB's Member Services department, which provides cost-saving resources to NYC's co-ops primarily through bulk procurement, financial literacy education and tools, and energy advisement services.

Emily leads the Climate and Resiliency team, which support the health, sustainability, and affordability of low-income cooperatives through renewable technologies such as photovoltaic systems and beneficial electrification.



# Sustaining Co - ops



# Member Services provides tools and support to HDFC co-ops to keep them safe, healthy, and affordable.

co - ops





# What is needed to sustain co -ops?

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- Member services
- Co-op preservation - Monitoring / stewardship
- Homeownership Training – ongoing seminars and education - UHAB U.
- Share loan Lending – HOL
- Pitfalls, Challenges, learning from mistakes

# UHAB Member Services

- Bulk Purchasing Programs for HDFCs
  - Fire and Liability Insurance Plan (FLIP)
  - UHAB Fuel
- Special Seminars
- Member News
- Advocacy
- Climate and Resiliency
  - Solar
  - Clean Heat
  - Decarbonization



- Co-op Accounting
  - Bookkeeping
  - Connected Books
- Market & Match
  - Listing vacancies & finding prospective shareholders



# Bulk Purchasing Programs

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## Fire and Liability Insurance Plan (FLIP)

- 425 buildings
- Over \$2 Billion in value insured

## UHAB Fuel Brokering

- Fuel Oil
- Natural Gas
- Electric



# Co-op Accounting

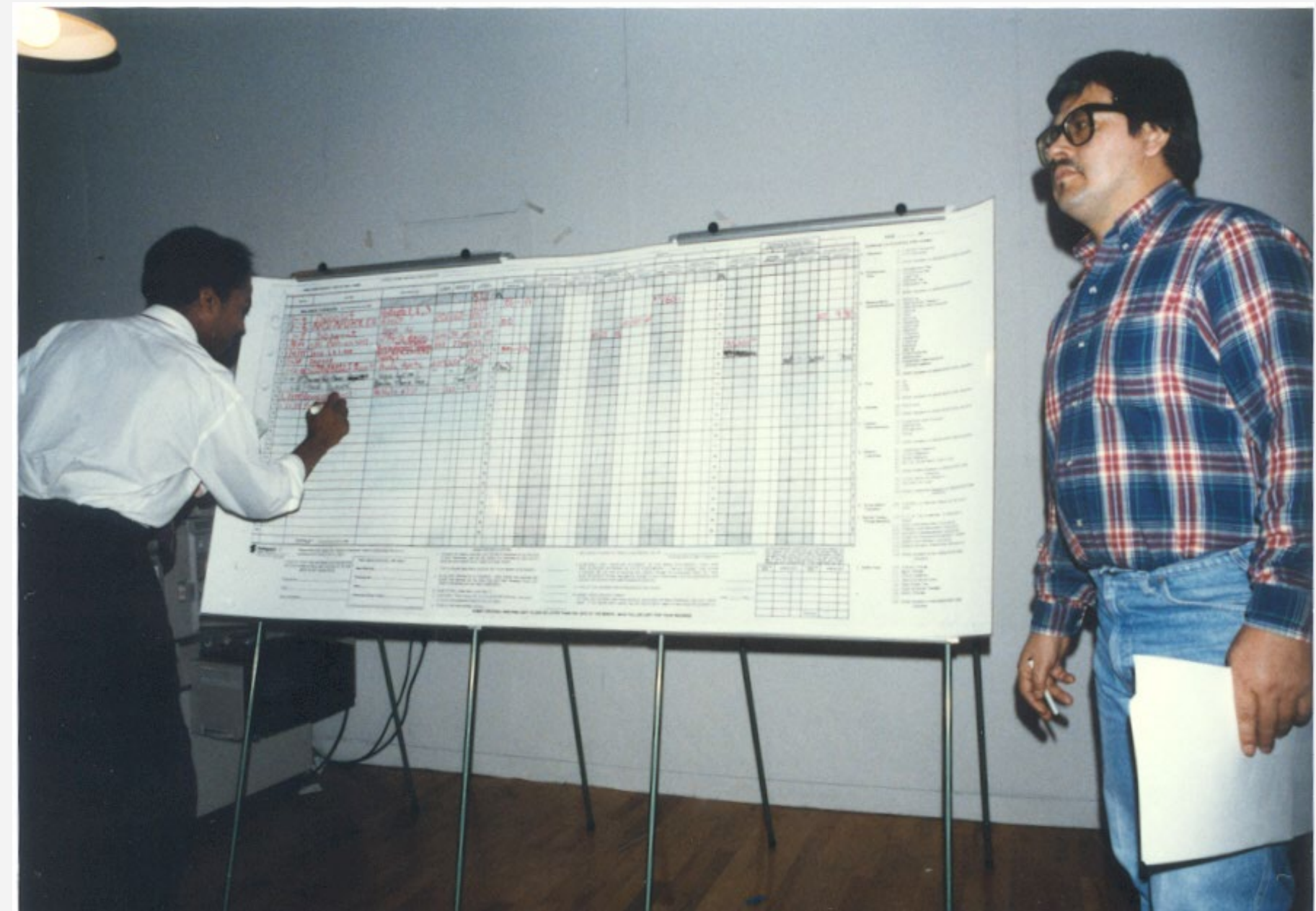
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## Bookkeeping

- Staff data entry

## Connected Books

- Online Simple Bookkeeping System



# Climate & Resiliency Programs



# Climate & Resiliency

UHAB's Climate and Resiliency team connects co-op residents with resources so they can lead the way to a carbon free future.

We increase access to energy efficiency measures to fight climate change and keep housing safe, healthy and affordable.





## Go Solar helps buildings plug into sun for power

November 16, 2018 | Filed under: News | Posted by: manhattannews



Anika Wistar-Jones, Solar One program manager (in blue coat), discusses a rooftop installation of solar panels with residents of an affordable co-op at 239 E. Second St. Photo by Sydney Pereira

**BY SYDNEY PEREIRA** | Eight years ago, Dennis Pfandler was looking into retrofitting the roof of

# Climate & Resiliency Programs





# UHAB Campaign: Co-ops Go Solar

UHAB & Solar One have partnered to help HDFC Co-ops access solar energy. Solar can offset common area bills or residential bills.



## Rooftop Solar

(Contact us for a FREE cost estimate)

- 4 to 8 year payback period
- Lasts 25-year

## Community Solar

- Free to sign up
- 12 month term
- No cancellation fee
- Average 10% savings





# Clean Heat for Co-ops



## Clean Energy Electrification

**uhab** National





# Solar and Heat Pump Tours





# The Opportunity from the Climate Bill

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Significant Federal incentives can include grants to Non - profits Sponsoring Co - ops

**With the Inflation Reduction Act, the Climate Act, and the Justice40 Initiative, this is a moment of change.**

The clean energy transition is going to take everyone working together to make the switch from fossil fuels equitable through a just transition framework!

# The Opportunity for Change: This Moment

Upfront rebates will be available later this year.

- States are working on local plans

## Resources

- IRA calculator:  
<https://www.rewiringamerica.org/app/ira-calculator>
- IRA guide:  
<https://www.rewiringamerica.org/IRAGuide>

**REWIRING AMERICA**

### Upfront Discount

Save up **\$8,000**  
Depending on income

For low-income households (under 80 percent of Area Median Income), **Electrification Rebates (HEEHR)** cover 100 percent of your heat pump costs up to \$8,000. For moderate-income households (between 80 percent and 150 percent of Area Median Income), HEEHR covers 50 percent of your heat pump costs up to \$8,000.

**Total HEEHR discounts across all qualified electrification projects are capped at \$14,000.**

Income Bracket	Discount Percentage
Low income	100%
Middle income	50%
High income	0%

### Tax Credit

**30%**  
Capped at \$2,000 per year





### Estimated Cost

**\$8,000 - \$35,000**  
Before incentives, depending on house factors



# Induction Reduction Act

## Heating, Cooling, and Water Heating

Eligible Clean Energy Technology	Federal IRA Tax Credit 2023-2032	New York State Incentives and Tax Credits
Cold-climate Air Source Heat Pumps†	30% of cost, up to \$2,000 per year	Incentives: Partial home solutions <a href="#">\$100-\$400 on average</a>  Whole home solutions <a href="#">\$2,000 - \$3,000 on average</a> 
Heat Pump Water Heaters	30% of cost, up to \$2,000 per year	Incentives: <a href="#">\$700 - \$1,000 on average</a> 
Biomass Stoves	30% of cost, up to \$2,000 per year	
Ground Source (Geothermal) Heat Pumps†	30% of cost	Incentives: <a href="#">\$7,000 - \$9,000 on average</a>  Tax Credit: 25% up to \$5,000
Solar (Water Heating)	30% of cost	
Efficient Air Conditioners	30% of cost, up to \$600*	
Efficient Heating Equipment	30% of cost, up to \$600*	
Efficient Water Heating Equipment	30% of cost, up to \$600*	

# Induction Reduction Act

## Other Energy Efficiency Upgrades



Eligible Clean Energy Technology	Federal IRA Tax 2023-2032	New York State Incentives and Tax Credits
Electric Panel or Circuit Upgrades for New Electric Equipment	30% of cost, up to \$600*	
Insulation Materials†	30% of cost*	Incentives: <a href="#">\$1,000 - \$4,000</a>
Windows, Including Skylights†	30% of cost, up to \$600*	Incentives may be available with <a href="#">insulation materials packages</a> .
Exterior Doors†	30% of cost, up to \$500 for doors (up to \$250 each)*	
Home Energy Audits	30% of cost, up to \$150*	Free for all New Yorkers
Home Electric Vehicle Charger	30% of cost, up to \$1,000**	
New Electric Vehicle	Up to \$7,500 if you meet certain income limitations. For more information, see the <a href="#">IRS website</a>  .	Up to <a href="#">\$2,000</a> for purchased or leased eligible vehicles
Pre-owned Electric Vehicle	Up to \$4,000 if you meet certain income limitations. For more information, see the <a href="#">IRS website</a>  .	

Table Credit: United States Department of Energy

\* Subject to cap of \$1200/year

\*\* Property must be in an [eligible low-income or non-urban census tract](#) .

† Eligible for New York State low-interest financing.



# The Opportunity from the Climate Bill

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First and foremost: check about opportunities in your state

There may be opportunities to apply by Region!

EPA Community Change

Thriving Communities

Block Grants

Greenhouse Gas Reduction Fund

**Communities Investment Accelerator**

**National Clean Investment Fund**

# Greenhouse Gas Reduction Fund

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The Greenhouse Gas Reduction Fund will be designed to achieve the following program objectives:

- Reduce greenhouse gas emissions and other air pollutants.
- Deliver the benefits of greenhouse gas and air pollution reducing projects to low-income and disadvantaged communities.
- Mobilize financing and private capital to stimulate additional deployment of greenhouse gas and air pollution reducing projects.

## **General and Low-Income and Disadvantaged Communities Competition**

This competition will award \$19.97 billion in competitive grants to create a national network of eligible non-profit entities who will facilitate the technical assistance and capacity building necessary to strengthen the ecosystem of community-based organizations, small businesses, workers, suppliers and financial institutions required to accelerate the transition to an equitable net-zero economy and catalyze the jobs of the future. These grantees will partner with community financing institutions like state, local and independent green banks, community development financial institutions, credit unions, and others to enable investments in projects that reduce pollution and lower energy costs – particularly in low-income and disadvantaged communities. EPA expects to make between 2 and 15 grants under this competition.



# Greenhouse Gas Reduction Fund

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## **Description from Sam.gov:**

Section 134(a)(2) & Section 134(a)(3) - The GGRF will make funding available on a competitive basis for financial and technical assistance for projects that reduce or avoid greenhouse gas emissions and other forms of air pollution, with a particular emphasis on projects in low-income and disadvantaged communities. The overarching objectives of the GGRF are to (1) reduce emissions of greenhouse gases and other air pollutants; (2) deliver benefits to low-income and disadvantaged communities; and (3) mobilize financing and private capital to stimulate additional deployment of greenhouse gas and air pollution reducing projects. The Greenhouse Gas Reduction Fund will be implemented via two programs: 1) The \$7 billion Zero-Emissions Technologies Program, which will award \$7 billion in competitive grants to implement Clean Air Act Section 134 (a)(1), and 2) The \$19.97 billion General Assistance and Low-Income and Disadvantaged Communities Program, which will award \$19.97 billion in competitive grants to implement Clean Air Act Section 134(a)(2) and Section 134(a)(3). This assistance listing (66.957) describes the \$19.97 billion General Assistance and Low-Income and Disadvantaged Communities Program. A related assistance listing (66.959) describes the \$7 billion Zero-Emissions Technologies Program. Funding priorities will be described in the Notices of Funding Opportunities (NOFO).

About the GGRF: <https://www.epa.gov/greenhouse-gas-reduction-fund/about-greenhouse-gas-reduction-fund#general>

# GGRF Communities Investment Accelerator

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## **Inclusiv**

**Award Amount: \$1,870,000,000**

**Description:** Founded in 1974, Inclusiv is a nonprofit and a U.S. Treasury-certified Community Development Financial Institution (CDFI) Intermediary that provides capital to and builds the capacity of mission-driven, regulated credit unions that focus on serving low-income and disadvantaged communities (LIDACs). Inclusiv plans to achieve a sweeping clean energy market transformation as a hub for the entire credit union movement (not-for-profit, cooperatively owned community lenders) to engage in equitable climate finance. Credit unions provide financial products and services across all 50 states, the District of Columbia, Puerto Rico, Guam, and the U.S. Virgin Islands. With its \$1.87 billion award, Inclusiv will deliver capitalization funding, coupled with technical assistance, to credit unions that can direct affordable green loan capital and deep community development expertise to a broad range of eligible projects, including consumer loans for residential solar installations, home electric vehicle charging stations, and energy efficient appliances; real estate lines of credit for decarbonization retrofits of homes and commercial properties; zero-emissions vehicle loans; and business loans for community solar, charging infrastructure, and micro-grid projects.

**Workplan:** [CCIA Workplan - Inclusiv \(pdf\)](#) (844.82 KB)

**Contact Information:** [Visit Inclusiv's website to learn more.](#) [Connect with Inclusiv directly via their intake form](#) on their website.



# GGRF Communities Investment Accelerator

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## Justice Climate Fund

**Amount: \$940,000,000**

**Description:** Justice Climate Fund (JCF) is a purpose-built nonprofit designed to provide the capital and technical knowledge necessary for community lenders to successfully finance clean energy projects in low-income and disadvantaged communities across the country. JCF will capitalize its coalition members, including Community Development Financial Institution (CDFI) banks, loan funds, and housing developers, to create a clean and just energy transition for their communities. JCF is supported by an existing ecosystem of coalition members, including the African American Alliance of CDFI CEOs, National Association for Latino Community Asset Builders, National Bankers Community Alliance, Partners for the Common Good, and Oweesta Corporation, along with technical assistance partners that will help community lenders deploy clean energy projects. With its \$940 million award, JCF will stand up a Community-Based Green Lender Certification Program that utilizes several application waves and capital reservations to ensure that community lenders receive funding only once they have been appropriately assessed, trained, and certified.

**Workplan:** [CCIA Workplan - Justice Climate Fund \(pdf\)](#) (1.4 MB)

**Contact Information:** [Visit Justice Climate Fund's website to learn more.](#) [Connect with JCF directly via their contact form](#) on their website.

# GGRF National Clean Investment Fund

## Climate United Fund

**Award Amount:** \$6,970,000,000

**Description:** Climate United Fund (CUF) is a national nonprofit coalition focused on delivering accessible, affordable financing to accelerate our path to a clean energy future. Coalition partners Calvert Impact, Community Preservation Corporation, and Self-Help Ventures Fund have successfully raised, invested, and managed nearly \$30 billion of private and institutional capital to increase environmental sustainability and unlock new, lasting economic opportunities in low-income and disadvantaged communities. With its \$6.97 billion award, CUF and its partners will originate, aggregate, and securitize a suite of standardized financial products for qualified projects like energy efficient homes, electrification upgrades, and solar installations; make direct investments into community lenders and other partners to drive private investment into qualified projects; and develop customized financing solutions to make critical decarbonization projects a reality. CUF and its partners will deploy these financial products across many sectors of the economy, addressing barriers to capital access for decarbonization projects across seven market segments: consumers, multi-family housing, community infrastructure, small businesses and small farms, schools and minority-serving institutions, community solar, and electric vehicle infrastructure. At least 60% of its investments will be in low-income and disadvantaged communities; 20% in rural communities; and 10% in Tribal communities. In preparation to deliver financing across the country, the program has already built a diverse pipeline of projects and partnerships that span all 50 states, the District of Columbia, and Puerto Rico as well as many Tribal Lands – with hundreds of local, regional, and national partners. These partners include all the selected grantees under the CCIA, enabling community lenders to first build capacity and access larger sources of capital for qualified projects in harder-to-reach communities. The mobilization of this funding will ensure all communities, no matter their socioeconomic status, will have access to the capital they need to fund clean energy infrastructure for years to come.

**Workplan:** [NCIF Workplan - Climate United Fund \(pdf\)](#) (663.5 KB)

**Contact Information:** Visit [Climate United Fund's webpage](#) to learn more. Connect with CUF directly via its partner intake form and/or by emailing the [Climate United Fund](#).



# GGRF National Clean Investment Fund

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## **Coalition for Green Capital**

**Award Amount: \$5,000,000,000**

**Description:** Coalition for Green Capital (CGC) has nearly 15 years of experience establishing state, local, and nonprofit green banks that have collectively invested in qualified projects \$25.4 billion comprising public and private funds. With its \$5 billion award, the CGC team will operate the first United States national green bank. It will invest directly in qualified projects and create and support a network of green lenders in every state. CGC will facilitate the use of standardized financial products, accelerate recycling of capital sourced from grant funds, and expand private capital investment in qualified projects in low-income and disadvantaged communities and rural and tribal communities. CGC and its network members will make investments in qualified projects through loans, guarantees, credit enhancements, and equity investments to achieve the goals of the Greenhouse Gas Reduction Fund. It and its members will provide capital to developers, financial partners, consumers, small businesses, nonprofits, and community benefit organizations. It will mobilize increasing amounts of private capital to ensure that it benefits all low-income and disadvantaged communities in the United States. CGC will fund qualified projects in all the relevant commercial markets, and at least 50% of its investments will be in low-income and disadvantaged communities. To accomplish its mission, CGC's national network will be composed of self-sustaining state and local lenders – including green banks, Community Development Financial Institutions (CDFIs), Community Development Credit Unions (CDCUs), and other community investors – that accelerate the construction of the clean power platform in every American community.

**Workplan:** [NCIF Workplan - Coalition for Green Capital \(pdf\)](#) (2.35 MB)

**Contact Information:** Visit the [Coalition for Green Capital's webpage](#) to learn more and to [connect with CGC directly through their intake form](#).

# GGRF National Clean Investment Fund

## **Power Forward Communities**

**Award Amount: \$2,000,000,000**

**Description:** Power Forward Communities (PFC) is a nonprofit coalition formed by five of the country's most trusted housing, climate, and community investment groups that is dedicated to decarbonizing and transforming American housing to save homeowners and renters money, reinvest in communities, and tackle the climate crisis. Together, PFC will build and lead a national financing program to provide customized and affordable capital solutions for single-family and multi-family housing owners and developers, driving down costs and creating stronger, more affordable, more resilient homes. PFC is organized by Enterprise Community Partners and Local Initiatives Support Corporation (LISC), two of the largest U.S. Treasury-certified Community Development Financial Institutions (CDFIs) that have together deployed capital across all 50 states, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands since 1979; United Way, a national nonprofit that is deeply embedded in communities across the country; Habitat for Humanity, one of the largest nonprofit builders of affordable single-family homes in the country; and Rewiring America, a leading electrification nonprofit focused on electrifying homes, businesses, and communities. Together, these five organizations have already deployed over \$100 billion in community-based initiatives and investments. With its \$2 billion award, PFC will collectively harness these five organizations – including their decades of experience and nationwide reach – to deploy a unique combination of financing, market-building, and community engagement strategies from big cities to small towns to rural and Tribal regions and everywhere in between. These efforts are expected to save families money on their utility bills as well as improve the health, safety, and comfort of their homes. In addition to providing financing and know-how, PFC's work will create jobs, preserve and produce new affordable rental homes, and increase the supply of and demand for clean technologies – transforming the zero-emissions housing marketplace and bringing down costs.

**Workplan:** [NCIF Workplan - Power Forward Communities, Inc. \(pdf\)](#) (981.31 KB)

**Contact Information:** Visit [Power Forward Communities' webpage](#) to learn more. Connect with PFC directly by emailing [Power Forward Communities](#).



# Challenges and Learning from Mistakes

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- The **creation** of a housing co-op is just **the beginning!** Co-ops are a process!
- The **people development** is just as important as the real estate development!
- Having **residents involved** as their own developer is the best way to **build a strong group** of shareholders.
- **Simultaneous role** of developer and co-op organizer is a **conflict**.
- Creating a co-op that is **truly independent yet accountable** to the value of shared-equity is a **challenge**. Co-ops need the freedom to **learn from their mistakes!**



# Questions?





# THANK YOU

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**Emily Ng**

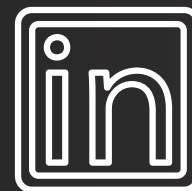
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