

# Co-op Coalition Survey: BEPS Contractor Recommendation (11-2022)

11 co-ops responded.

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Sent: Thu, Nov 3, 2022 11:48 am

Subject: CO-OP SURVEY - BEPS CONTRACTOR RECOMMENDATION (DUE 11-18-22)

A Coalition member has asked for recommendations for consultants working with them on DC's Building Energy Performance Standards, BEPS. If your co-op is working with a BEPS consultant who you recommend to other co-ops, please provide the following information:

1. Please give the name of the consultant(s) and the name of his/her consultancy firm.
2. Please offer any positive information about the consultant(s) including, but not limited to, factors that are important to us:
  - a. Demonstration of both technical competence and easy communications
  - b. Showing an understanding of your coop's particular circumstances
  - c. Has initiated work on the level 2 energy audit due by April 2023 and is approaching your co-op's BEPS work to your satisfaction

Once again, thanks for helping one another. Please reply by Friday, November 18, 2022.

Best regards,

Janet Sten, Director

DC Cooperative Housing Coalition

[www.CoopsDC.org](http://www.CoopsDC.org)

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<30 units	<p>We used The Falcon Group, Eileen Borruso and Enzo Caruso, for our first Benchmarking report of BEPS for 2021.</p> <p>We received a 98 score. One of our residents had begun the work to provide the necessary material, but found the computer program used by DOEE extremely difficult. We turned to Falcon to complete the work.</p>
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<30 units	<p>1. Please give the name of the consultant(s) and the name of his/her consultancy firm.</p> <p>The manager of this small cooperative provided the following response: The managers (EJF) of all our properties use Honeydew Advisors to help with the DC Benchmarking and BEPS</p> <p><b>1. Julian Belilty, the CEO of Honeydew Energy Advisors. I believe he has presented to DC CHC in the past and is one of the Service Providers listed on the site.</b></p> <p>&lt;<a href="mailto:jb@honeydewadvisors.com">jb@honeydewadvisors.com</a>&gt; 561.324.8009   <a href="http://honeydewadvisors.com">honeydewadvisors.com</a></p> <p>2. Please offer any positive information about the consultant(s) including, but not limited to, factors that are important to us:</p> <p>a. Demonstration of both technical competence and easy communications.</p> <p>Our management firm had a lot of concerns regarding DC's strict benchmarking and Building Energy Performance Standards (BEPS). Thankfully, Honeydew was proactive in organizing webinars that educated our staff on all the most important details of these programs. The information was presented in a clear manner that helped us prioritize what we needed to do on our end to prepare for these regulations, while not getting us lost in the weeds. The deadlines were laid out clearly along with suggested messaging to our clientele.</p> <p>b. Showing an understanding of your coop's particular circumstances.</p> <p>Honeydew makes a concrete effort to discover the individual nuances of each coop within my portfolio. This process starts with a review of our benchmarking data, discovery call, and use of third party data like insurance records for building measurements to ensure our benchmarking reports are completed accurately. They are then able to convey this information to service providers, minimize the back and forth, and accelerate the delivery of projects.</p> <p>c. Has initiated work on the level 2 energy audit due by April 2023 and is approaching your co-op's BEPS work to your satisfaction.</p> <p>Honeydew oversees the procurement of our energy audits and ensures they are completed in a fulsome and timely manner. They are then able to provide a holistic review of the audit, giving our Board a broader perspective and develop RFPs for specific projects we'd like to proceed with. For properties that are just below compliance standards, they can often recommend low hanging energy conservation measures that allow them to bypass a full ASHRAE 2 Audit.</p>
30-50 units	<p>1. The manager (First Priority Management) of this small cooperative replied: I use for many of my properties the following:</p> <p>Honeydew Advisors Julian Belilty, President <a href="mailto:jb@honeydewadvisors.com">jb@honeydewadvisors.com</a></p> <p>Honeydew advisors have expertise knowledge of DC programs and guidelines to meet BEPS standard and how to raise energy score through qualified energy audits, and then programs within DC to provide funding to meet those BEPS Standard.</p>
30-50 units	<p>Our management company handles this for us.</p>
30-50 units	<p>1. Please give the name of the consultant(s) and the name of his/her consultancy firm.</p> <p>We received quotes from four consultants for an ASHRAE Level II Energy Audit.</p> <ul style="list-style-type: none"> <li>• MaGrann <ul style="list-style-type: none"> <li>○ Doug McCleery</li> </ul> </li> </ul>

	<ul style="list-style-type: none"> <li>○ <a href="mailto:DougMcCleery@magrann.com">DougMcCleery@magrann.com</a></li> <li>• Steven Winters Associates <ul style="list-style-type: none"> <li>○ Chris Pendley</li> <li>○ <a href="mailto:cpendley@swinter.com">cpendley@swinter.com</a></li> </ul> </li> <li>• Earthwide, LLC <ul style="list-style-type: none"> <li>○ Eric Oliver</li> <li>○ <a href="mailto:earthwidellc@gmail.com">earthwidellc@gmail.com</a></li> </ul> </li> <li>• Baumann Consulting <ul style="list-style-type: none"> <li>○ Jochen Schaefer</li> <li>○ <a href="mailto:J.Schaefer@baumann-us.com">J.Schaefer@baumann-us.com</a></li> </ul> </li> </ul> <p>2. Please offer any positive information about the consultant(s) including, but not limited to, factors that are important to us:</p> <p>a. Demonstration of both technical competence and easy communications</p> <ul style="list-style-type: none"> <li>• Although other companies definitely seemed knowledgeable, we ultimately went with Earthwide, LLC as they were most cost effective. We were able to accomplish our goals, which included qualifying for PACE* Financing. That being said, it took a large effort / collaboration with our board to get the information we needed for the financing.</li> </ul> <p>b. Showing an understanding of your coop's particular circumstances</p> <ul style="list-style-type: none"> <li>• We were interested in PACE Financing to complete a few energy improvement upgrades. We were already in the process of planning a window replacement project and we were able to incorporate additional energy improvement projects as part of that scope of work. In addition to replacing the windows, we are now improving the common area lighting, upgrading our exit signage, upgrading our Boiler, and adding Thermostatic Control Valves for the Radiators. PACE Financing can be used on any project that is an energy improvement project - Building Envelope, Utility Systems, Lighting, etc.</li> </ul> <p>c. Has initiated work on the level 2 energy audit due by April 2023 and is approaching your co-op's BEPS work to your satisfaction.</p> <ul style="list-style-type: none"> <li>• Our property is under 50,000 SF and is not required to submit anything for this round of BEPS. The Ashrae Level II Audit was required for PACE, which was the reason we proceeded with this process. Although there were a number of steps to complete, the financing allowed us to complete major improvements without touching our reserves or requiring a special assessment.</li> </ul> <p>*PACE = Property Assessed Clean Energy see <a href="http://dcgreenbank.com/pace/">dcgreenbank.com/pace/</a></p>
30-50 units	<p>1. Please give the name of the consultant(s) and the name of his/her consultancy firm.</p> <p>Baumann Consulting, <a href="http://www.baumann-us.com">www.baumann-us.com</a></p> <p>2. Please offer any positive information about the consultant(s) including, but not limited to, factors that are important to us:</p> <p>a. Demonstration of both technical competence and easy communications</p> <p>The Baumann engineers spend about 4 hours in a building walk-through and demonstrated that they know what to look for to understand the building's infrastructure. We corresponded several times after the on-site visit as they sought to clarify equipment age and functionality.</p>

	<p><i>b. Showing an understanding of your coop's particular circumstances</i></p> <p>After in initial inspection of the entire building, Baumann provided a Phase I report that included all aspects of our energy distribution systems, infrastructure and the state of appliances in individual units. Photos of critical areas were included. Baumann delivered a very readable and understandable Phase I report. In the course of completing the Phase I work they identified some inconsistencies in our BEPS submission which, when clarified, led to an increase in the score sufficient to meet the current standard.</p> <p><i>c. Has initiated work on the level 2 energy audit due by April 2023 and is approaching your co-op's BEPS work to your satisfaction</i></p> <p>After learning that the DC government may be adjusting the parameters of what they measure and what new requirements may be added, we opted to delay the start of Level II work. We are currently working with the Level I recommendations to implement low cost-high impact changes within common areas and individual units.</p>
50-150 units	<p>The manager of this cooperative (Barkan Management) uses Albireo Energy to complete the cooperative's benchmarking. This service is provided to many of the properties managed by Barkan Management at a group rate/bulk deal.</p> <p>Sara Zelinski  Client Services, Sr. Manager  Albireo Energy, LLC  330 Montage Mountain Rd  Moosic, PA 18507  Office: 570-291-5990  <a href="mailto:szelinski@albireoenergy.com">szelinski@albireoenergy.com</a>  <a href="http://www.albireoenergy.com">www.albireoenergy.com</a></p>
200-400 units	<p>BAUMANN has recently completed our level 2 report.</p> <p><b>SCOTT EMERY, PE</b>  SVP &amp; DIRECTOR, WASHINGTON, DC</p> <p>1424 K Street NW   Suite 500   Washington, D.C. 20005  main +1 202 608 1334   direct +1 202 915 0867  email <a href="mailto:s.emery@baumann-us.com">s.emery@baumann-us.com</a>  <a href="http://www.baumann-us.com">www.baumann-us.com</a></p>
200-400 units	<p><b>SCOTT EMERY, PE</b>  main +1 202 608 1334   direct +1 202 915 0867  <a href="http://www.baumann-us.com">www.baumann-us.com</a></p> <p><a href="mailto:s.emery@baumann-us.com">s.emery@baumann-us.com</a></p> <p>We have worked with Baumann for about 18 months. The company is responsive and we have been happy with their services.</p>
>400 units	<ol style="list-style-type: none"> <li>1. Scott Emery  Baumann Consulting  <a href="mailto:s.emery@baumann-us.com">s.emery@baumann-us.com</a></li> <li>2. Technical knowledge and easy communication – very good</li> <li>3. Showing an understanding of your coop's particular circumstances—  Imperative. Consultant meets with the engineers for a full understanding of the property.</li> </ol>

	<p>4. Has initiated work on the level 2 energy audit due by April 2023 and is approaching your co-op's BEPS work to your satisfaction – plan to have plan by December 15 2023</p>
<p>&gt;400 units</p>	<p>1. Our cooperative recently engaged Baumann Consulting to do an ASHRAE Level 3 Energy Audit, a portion of which is to provide guidance on BEPS compliance. Baumann Consulting, 1424 K Street, NW, Ste 500, Washington, DC 20005. <a href="mailto:s.emery@baumann-us.com">Contact is Scott Emery: 202.608.1334, s.emery@baumann-us.com.</a></p> <p>2. They are in the early phases of their work, so I can't comment on their deliverables on this project. However, they did a Combined Heat &amp; Power (CHP) Level 1 feasibility analysis for us two years ago and that was part of the reason VNNC engaged them for the ASHRAE Level 3 analysis.</p>