



GO GREEN, BE GREEN

LIVE **ARMY** GREEN

2017 RESIDENT TOWN HALL – Feb. 28 & March 1

- ★ **Welcome**
COL. Thomas Rickard
Fort Meade Garrison Commander

- ★ **Why Are We Here**
Scott Kotwas
Business Director, Corvias

- ★ **Program *Background/Roles and Responsibilities***
Ms. Aimee Stafford
Lead Community Operations Specialist, (Residential Communities Initiative)

- ★ **How the Program Works**
Ms. Lisa Poste
Minol Representative

- ★ **Solar Review**
Scott Kotwas
Business Director, Corvias

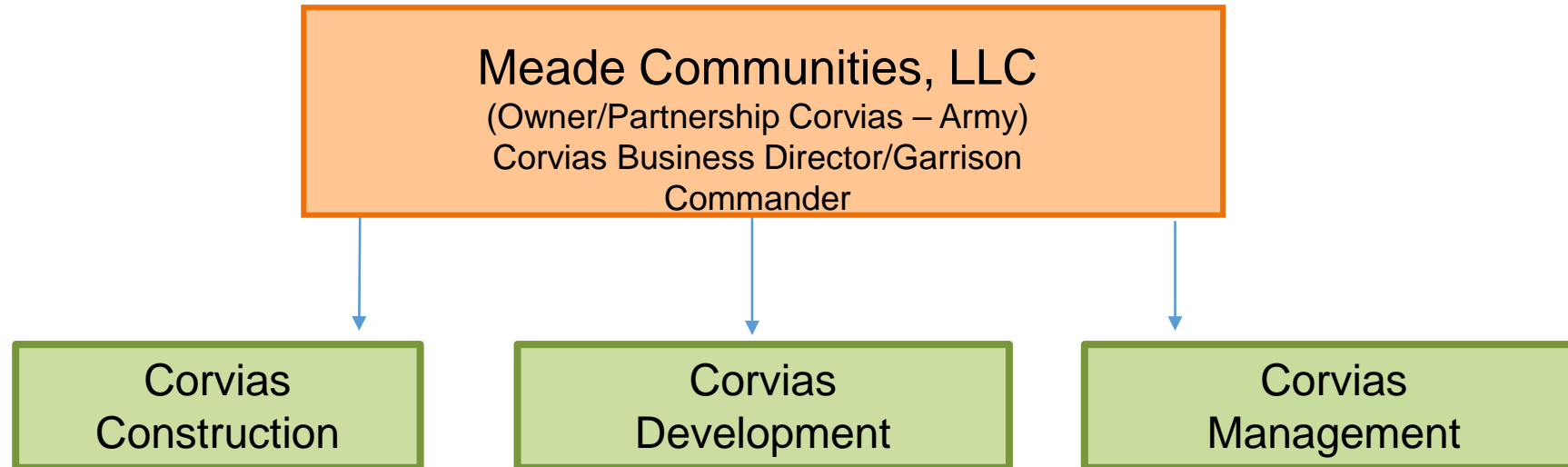


- ★ Thank you for coming!
- ★ Tomorrow's 10am Town hall will be live streamed
 - Link will be posted on the Corvias facebook page
- ★ Please hold all questions until the end of the presentation
 - Paper and pens are available
- ★ The presentation and handouts will be posted online following the last Town Hall



- ★ Improve the roll out of LAG including the solar program and lack of communication of how it works
- ★ Address concerns regarding the Live Army Green utility bills
 - Currently we have 905 homes in the program; 34 residents contacted their community office to express a concern
 - From this a thorough research protocol was established, which include:
 - In-home energy audit and lifestyle review meeting with resident
 - Review of work order history
 - Analysis of historical consumption
 - 31 have been researched and conclusions reached and 3 are being actively researched
 - Conclusions
 - Several home mechanical related issues
 - Lifestyle impacts
 - Weather
 - 2 meters from BG&E that had estimated consumption
 - A small number of switched BGE meters have been found
 - If you have a concern that is not addressed today please speak directly with your neighborhood office
- ★ It will be explained tonight and are ensuring that a process is in place for future move ins





- ★ In 1998, a Department of Defense policy was created mandating each service branch create a utility program requiring service members to be responsible for their utility (electric – gas) consumption.
- ★ Encourage rebate incentives for those who conserve electricity & natural gas.
- ★ Energy savings on overall utility costs of the project are re-invested towards renovations, construction of neighborhood centers, playgrounds, to benefit the service member community.



Installation

Provides RCI and Partner support as needed in addressing resident inquiries/concerns regarding the overall effort and process

Residential Communities Initiative (RCI)

Addresses resident inquiries/concerns regarding the overall effort and process and provides oversight to the program

Corvias

Facilitates the program for the Army

Manages the contract and interacts with Minol regularly

Provides Utility Data

Interacts with residents to help resolve concerns

Performs home energy assessments as needed/requested

Minol

Collects data

Process & Generates Monthly Billing & Rebates

Resident relations, call center support, online account, bill pay, etc.

Manages Billing Statements & Customer Accounts

- ★ Homes are grouped based on similar or same floor plans to include:
 - Home type – townhome, single family, etc.
 - Floor plan
 - Square footage
 - Year built
 - End unit vs. center

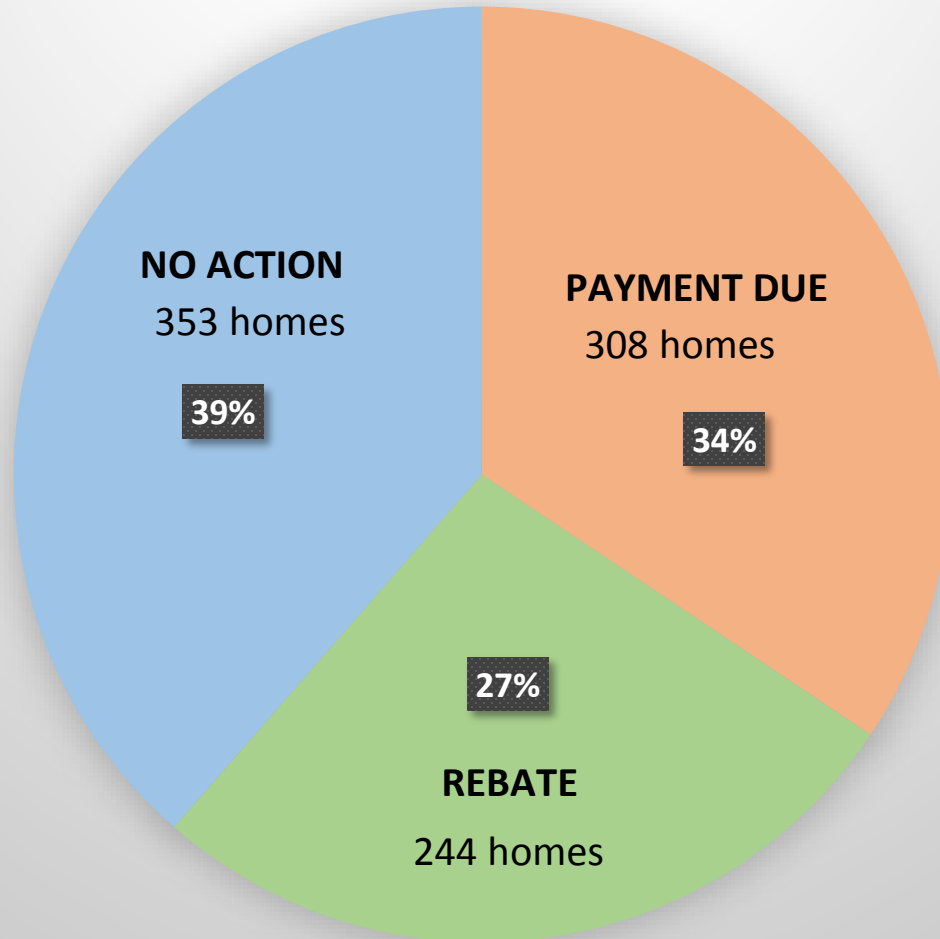
- ★ Calculate a monthly baseline based on the average consumption for each like type group
 - Remove zero usages
 - Remove unoccupied homes
 - Remove partial billing periods (move-in and move-outs)
 - Calculate current average consumption
 - Eliminate outliers
 - **Calculate a 10% buffer *above the baseline**
 - *above only



- ★ The actual consumption for each home is then compared to the baseline for their home type group.
- ★ The remaining billable usage, after the baseline has been applied, results in one of three statements types mailed to each resident monthly.
 - Payable Due Statement
 - Amount of billable usage is greater than the \$25 trigger
 - Rebate Statement
 - Amount of credit is greater than the \$25 trigger
 - No Action Statement
 - Amount of billable usage is within the baseline/10% buffer and/or within the \$25 or (\$25)



2016 Ft. Meade Electric and Gas Billing Breakdown



Average Rebate = \$49.28

Average Bill = \$46.70

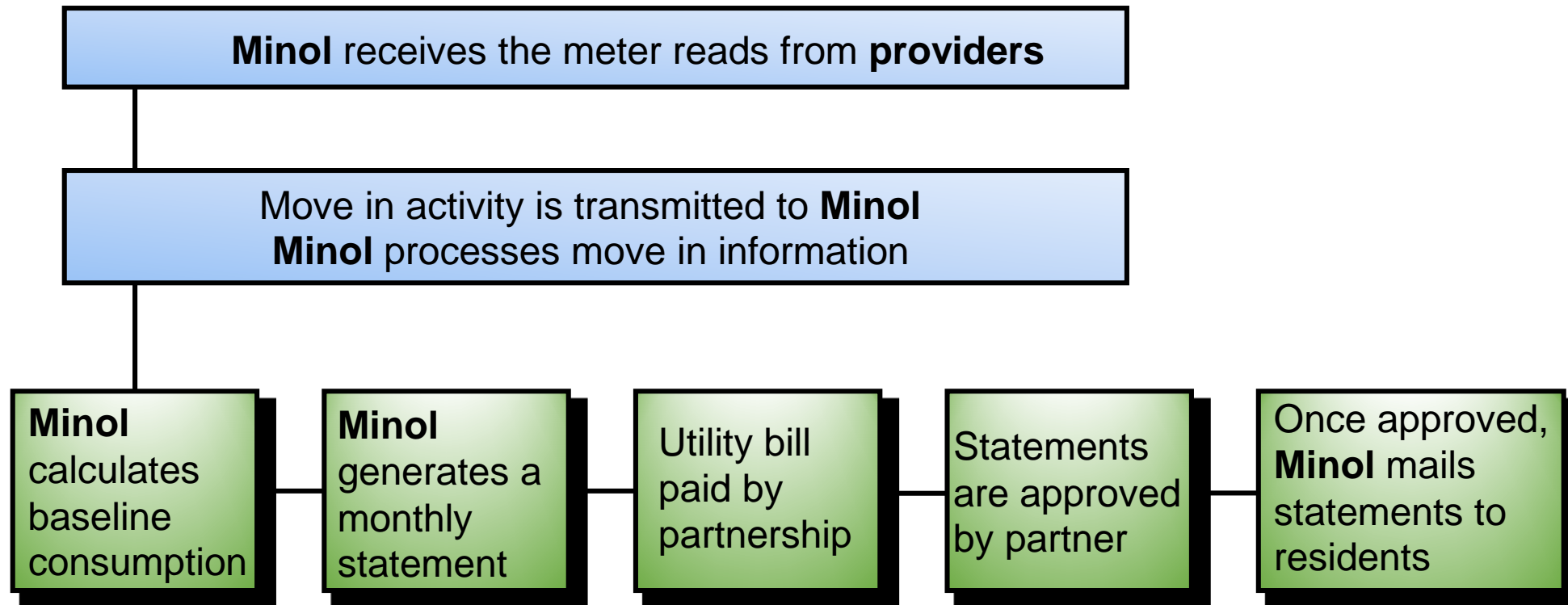
Costs Paid Out by Project: \$2,218,608

Billed: \$174,972

Rebated: \$123,300



★ Monthly Billing Cycle



- ★ To calculate the rate, two simple pieces of information are needed: the total Cost and total Usage. Once these two items are available, the base fees (currently \$7.90 for electric and \$13.00 for gas) are subtracted from the cost and the new total is divided by the usage to get an average per rate kWh.



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An example would be:

\$100 divided by 1,000 kWh = \$0.10 per kWh



- ★ This method is utilized for both BG&E and Solar Produced Electricity (The goal being to provide our residents with one kWh Rate for electricity on their Live Army Green Monthly Billing Statement)





Account Number: 1430-000-000000-00

Billing Date: 02/04/2017
 Balance Due: \$0.00
 Payment Due Date: 02/25/2017
 Amount Due If Late: \$0.00

Dear Resident: No payment is due at this time. A Payment is due only when your balance exceeds \$ 25.00

Amount Enclosed: **Do not pay**

SFC Soldier
 123 Main St
 FT MEADE, MD 20755



No Action, Remit or Rebate



Electricity & Gas Statement

Your New Statement

Account Number: 1430-000-000000-00
 Customer Name: SFC Soldier
 Neighborhood: FT MEADE - MEUSE FOREST
 Service Addr: 123 Main St

Last Month Forward Balance: \$59.49
 Payments: \$59.49
 Previous Balance Forward: \$0.00
 This Month - Billing Date: 02/04/2017
 Current Charges: \$11.72
 Adjustments & Fees: \$0.00
 Total New Charges This Month: \$11.72
 New Balance: \$11.72



Balance

ELECTRICITY Service From 10/21/16 to 11/19/16

Charge Description	Your Usage	Base Line	Net Usage	Grace Zone	Billable Use	Rate	Amount
Electricity Per kWh	624	518.45	105.57	\$1.84	105.57	0.145511	\$15.04
Total ELECTRICITY charges							\$15.04



Current usage and baseline

GAS Service From 10/21/16 to 11/19/16

Charge Description	Your Usage	Base Line	Net Usage	Grace Zone	Billable Use	Rate	Amount
Gas	35.00	39.01	-3.01	0.00	-3.01	1.072491	\$-3.32
Total GAS charges							\$-3.32

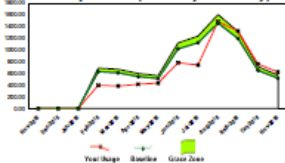
For Customer Service Call: 1-888-836-0493
 (Mon - Fri 7am - 7pm CST)

Access your account and pay your bill on-line at www.minolusa.com

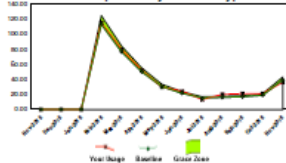
Total New Charges This Month: **\$11.72**

MESSAGES:

Electricity Consumption for your Plan Type



Gas Consumption for your Plan Type



Past usage

Meter Read Detail

Electricity Service From 10/21/16 to 11/19/16

MeterID	BeginRead	EndRead	Usage
FTMEAD02100420000	3255.30	3373.50	118.20
GasMeterID:0000	3776.30	3800.00	23.70
			Total Usage 141.90

Gas Service From 10/21/16 to 11/19/16

MeterID	BeginRead	EndRead	Usage
FTMEAD143000000	8200.30	8295.00	94.70
			Total Usage 94.70

Your Electricity and Gas consumption summary

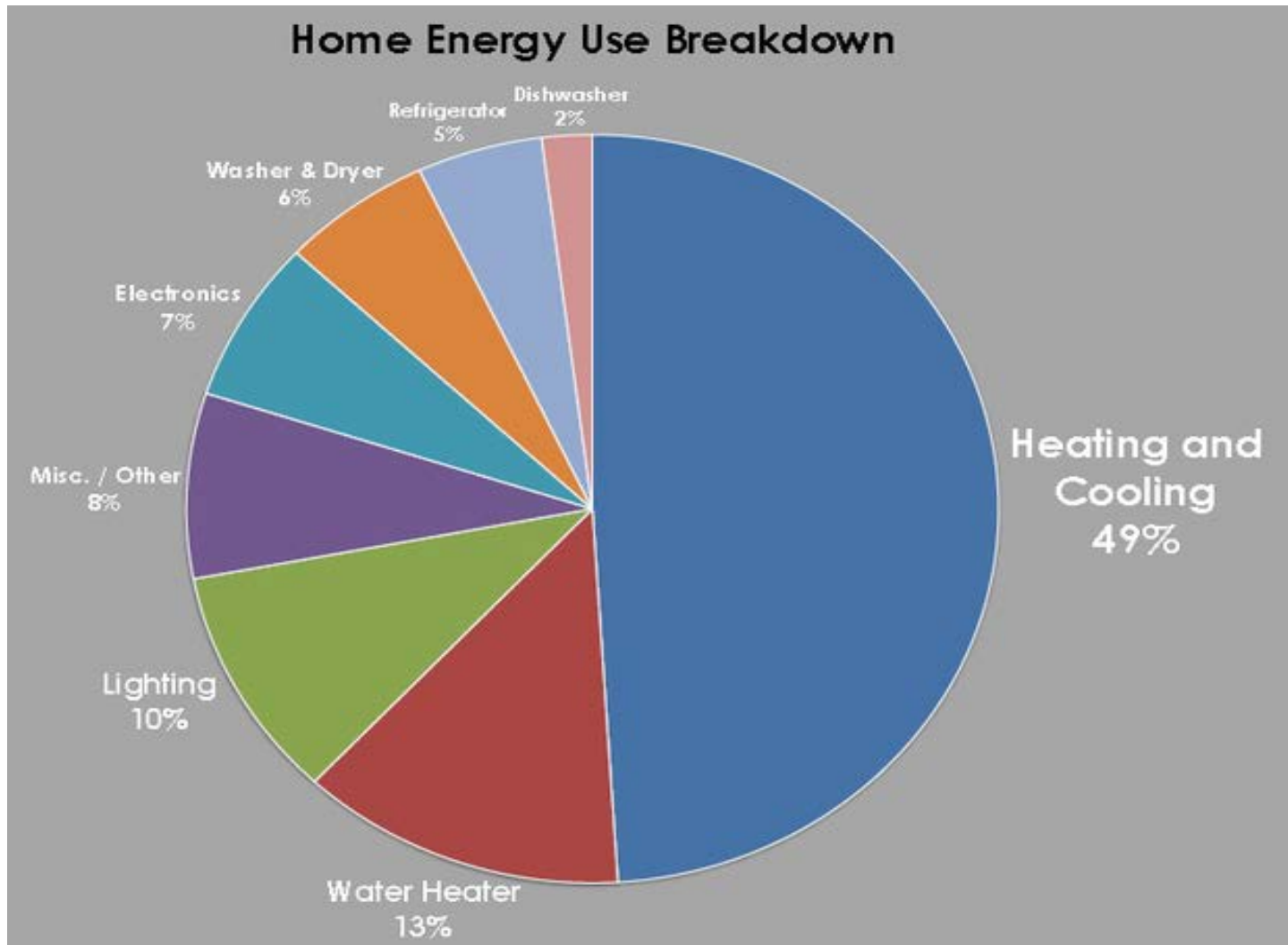
Description	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16
NET EL Usage	-237.70	-381.14	25.92	127.63	111.38	105.57
EL Grace Zone	0.00	0.00	146.01	119.84	65.16	51.84
Billable EL Use	-237.70	-381.14	0.00	127.63	111.38	105.57
Your EL Charge	\$-36.11	\$-55.49	\$0.00	\$22.98	\$15.96	\$15.04
NET GAS Usage	2.53	-2.36	4.04	4.29	2.23	-3.01
GAS Grace Zone	2.15	0.00	1.60	1.67	1.88	0.00
Billable GAS Use	2.53	-2.36	4.04	4.29	2.23	-3.01
Your GAS Charge	\$4.20	\$-4.96	\$9.98	\$9.01	\$2.56	\$-3.32
Your Charge*	\$-31.91	\$-60.44	\$9.98	\$31.99	\$18.52	\$11.72

* Your Charge = Your EL Charge + Your GAS Charge



Meter Reading Detail and Historic Activity & Results





- ★ To date, the program has reduced consumption by **14-18%** across the Army. The savings are reinvested into the program.
- ★ Typical monthly billing reports show that approximately **30%** of residents fall above the baseline, **30%** are below the baseline and receive rebates and **40%** will be in within the baseline and/or \$25 trigger and will have no impact/receive a No Action statement.



If you...	You will save enough energy to...	If 1000 people joined you...
Use the microwave to cook 2 meals a week	Run your a/c for 1 hour	You could power a local school for 2 days
Lower the thermostat on your water heater by 1 degree	Watch TV for 56 hours	You could power a fire station for 39 weeks
Use the cold water cycle for 1 load of laundry	Recharge your laptop 17 times	You could power 1 home for 30 days
Lower the heat by 1 degree in the winter	Watch 646 DVDs	You could, for 1 year, power 85220 office computers





The Live Army Green Program and The Corvias Solar Program



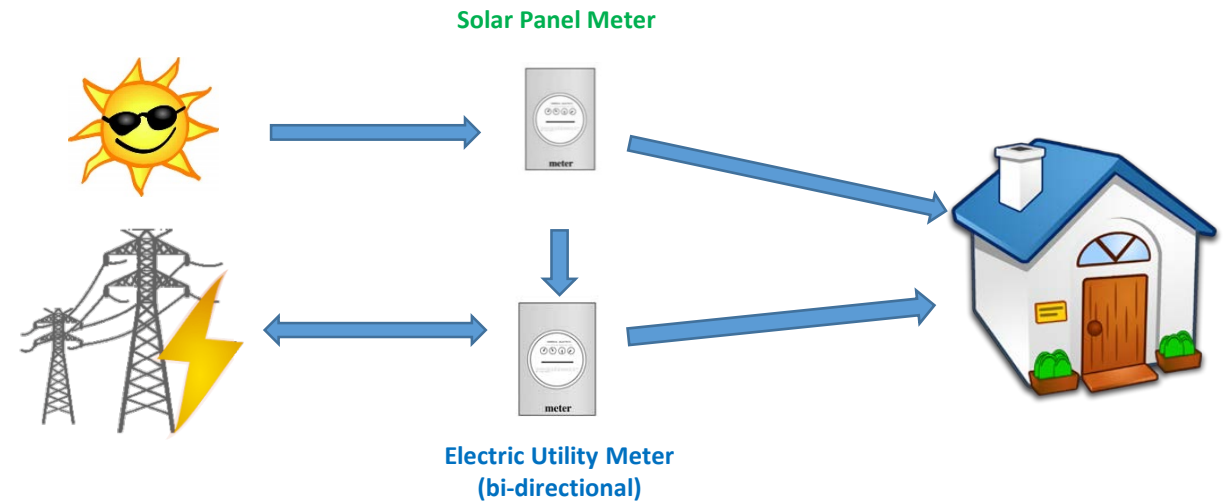


- ★ Benefits the partnership and community by providing clean power, rate stabilization and energy security.
- ★ Renewable energy initiative helps achieve increased energy security, reduced carbon emissions and support our Army partner in achieving Department of Defense (DoD) renewable energy and energy efficiency goals.
- ★ Complies with mandated DoD utility policy.
- ★ The housing project purchases the solar energy from Solar Mission at a predetermined rate that is anticipated to consistently run below the current energy rate through BGE.
 - The Solar panels are not owned by the housing project. Solar Mission, LLC owns and maintains the solar panels
- ★ Those with solar panels on the home will not personally benefit
- ★ Any future financial savings through the reduced rate benefits the entire housing community through sustainment and future projects such as roads, roofs, playgrounds, renovations and new construction.



The family housing program pays for the electricity generated from the solar panels in the same way it pays for electricity provide by BG&E.

- ★ When you require electricity in your home, it is delivered from the solar panel first before any electricity is provided by BG&E. The home will have two electric meters that measure the energy (in kWh) consumed by our residents at the home.
- ★ First, the **solar panel meter** will measure the total kWh that is produced by the solar panels. This energy will either be used in the home or sent back to the BG&E power grid.
- ★ On homes with solar panels BG&E installed a **bi-directional meter**. A bi-directional meter can measure energy in two directions: a) the energy from the grid used in the home; and b) the energy produced from the solar panels that is not used in the home and transferred back to the grid.
- ★ The resident will be charged only for the energy that is consumed in the home, regardless of whether the energy comes from the solar panels or from BG&E.



Corvias Military Living

- Potomac Place: 410.672.2981
- Meuse Forest: 410.672.2475
- Heritage Park: 410.672.2000

Residential Communities Initiative

- Main Office: 301.677.7748

Minol USA

- Resident Call Center

888.766.1253; Monday -Friday; 7 a.m.-7 p.m. (CST)

- Web site

www.minolusa.com



★ **Go Green**

★ **Be Green**

★ **Live ARMY Green**

Thank you for your commitment!

