

Managing Your Portfolio's Energy and Water Use with WegoWise

Business Intelligence Tools, Part 2

June 7, 2016



Questions?

Ask us at any time!

Today's Speakers



Trisha Miller

Director of Sustainability
Wishrock Group



Dan Teague

VP Business Development
WegoWise

About WISHROCK

Rehabilitating & Preserving Affordable Housing

- Triple bottom line
- Committed to reducing energy consumption by 20% by the year 2024
- Properties in 19 states, with over 9k rental units

Wishrock's commitment to sustainability

1. Generate economic savings by maximizing energy and water efficiency/leveraging new green investment opportunities
2. Lowering carbon emissions and resource consumption
3. Creating healthier living conditions
4. Raising awareness of sustainability issues among residents and staff

About **WegoWise**

- Provide software for more efficient buildings—unique automated utility data importing technology
- Largest database of multifamily utility data in the world: 44,000+ buildings total
- Serving 350+ current clients

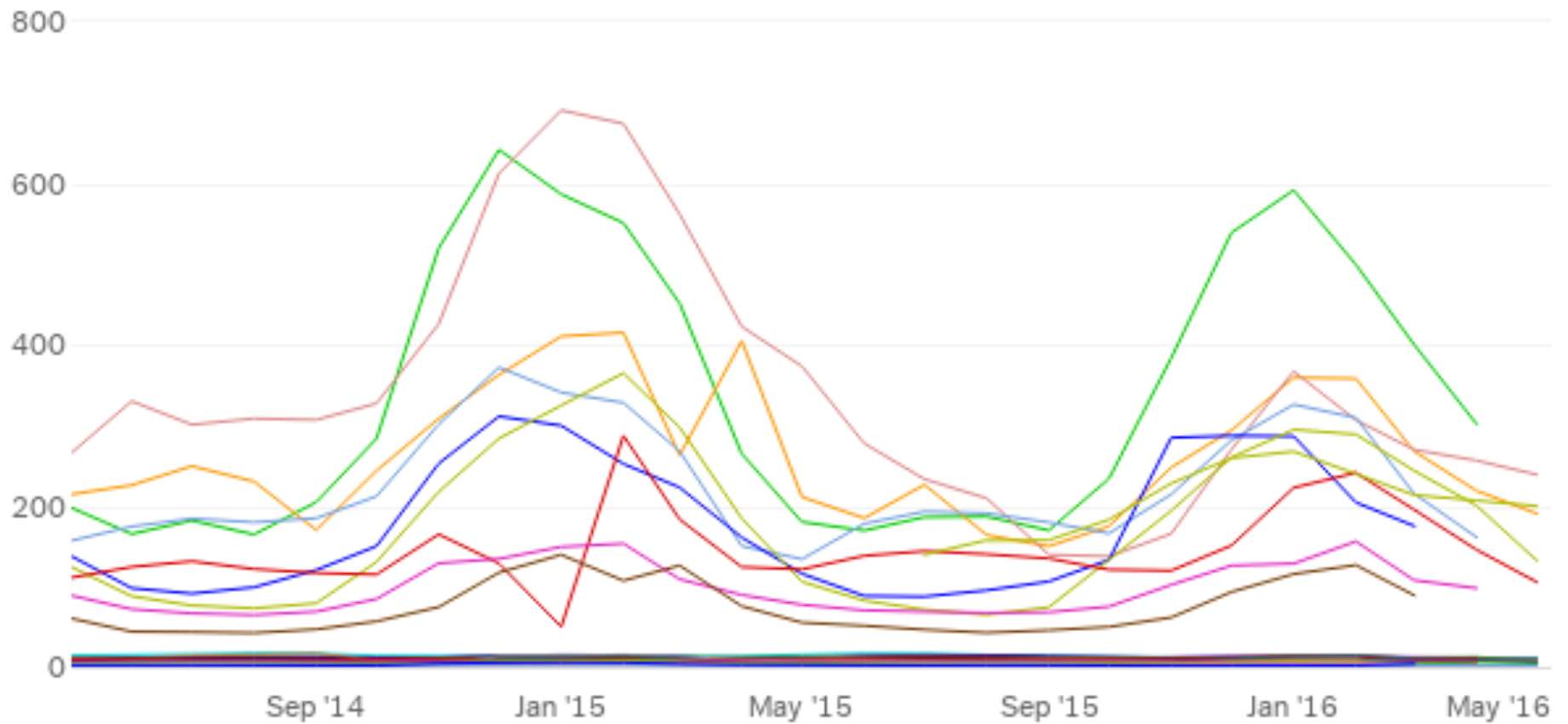
Today's Agenda

Wishrock: using WegoWise to accomplish key asset management goals

- Planning for future retrofits and renewable energy generation
- Setting goals and forecasting utility expenses
- Sharing key information across the organization

Before the planning begins

Detailed data per month



WISHROCK in WegoWise

26

Properties

3.7M

square feet

4.2k

units

20%

energy reduction goal by 2024

Invest time upfront

Get the best results for your portfolio by dedicating resources upfront

- staff time
 - recommend: selecting a point person
- effort
 - the more comprehensive access + information you can give WegoWise during implementation, the more useful your data will be for the duration of the contract

Ongoing efforts



Identifying priorities

Relative Energy Performance Across Properties in the Portfolio

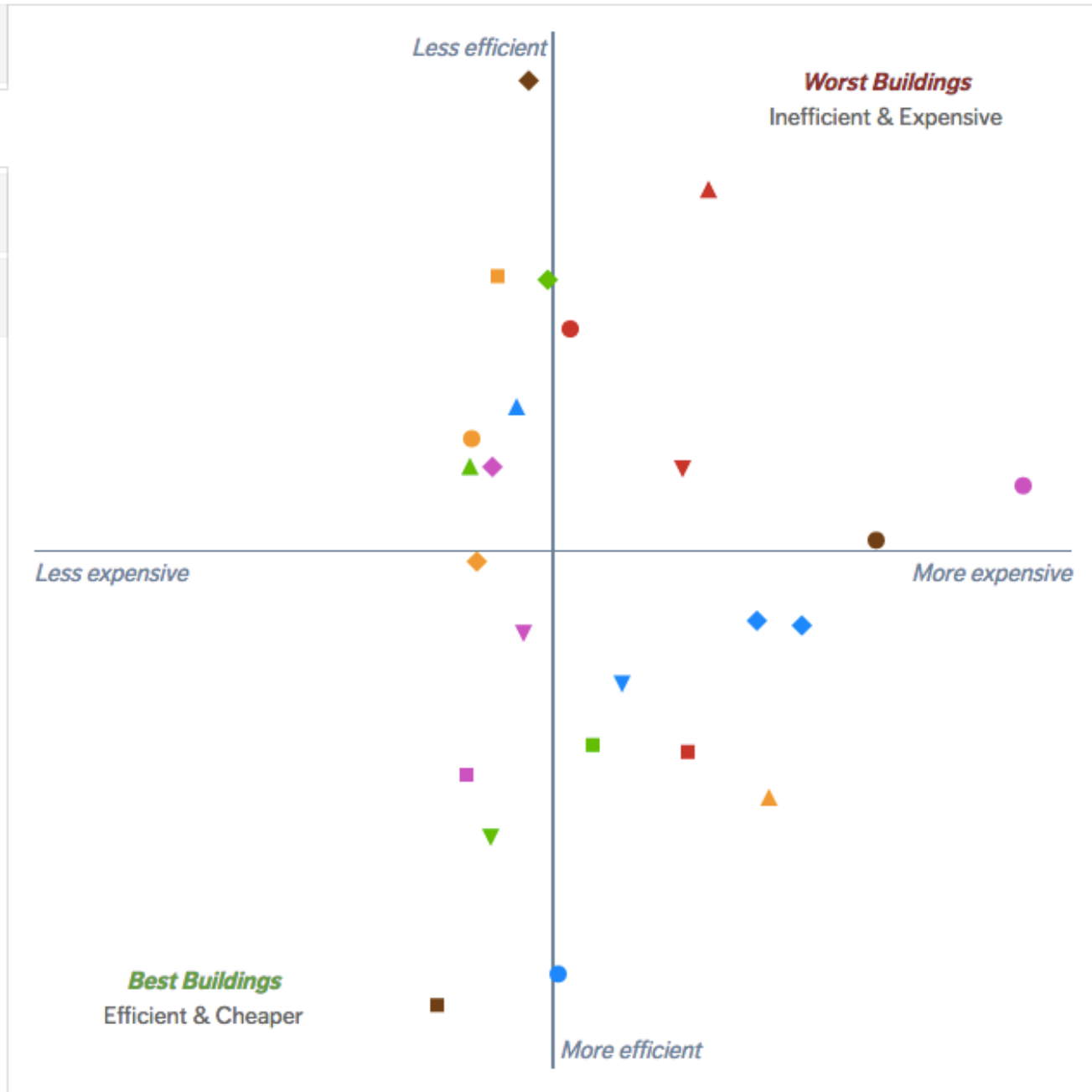


All Energy

Water

Electricity

Natural gas



[Download water-usage.csv](#)

Legend (Deselect All)

Click to toggle graph items

- Bridgeport Elderly Housing
- Canterbury Village
- Commonwealth Apartmen...
- Fairfield West Townhomes
- Glenbrook Townhomes
- Harbison Gardens
- Laurelwood Place
- Lincoln Gardens
- Madonna Manor
- Northwood
- Oak Ridge
- Overlook Apartments
- Rio Vista Housing
- Skyline Apartments
- Skyview Apartments
- Spring Gardens
- Sycamore Place
- Tabco Towers
- The Village Apartments
- Timbercroft Townhomes
- Vista Villa
- Windsor Valley I, II & III
- Yorkshire Manor

Benchmarking

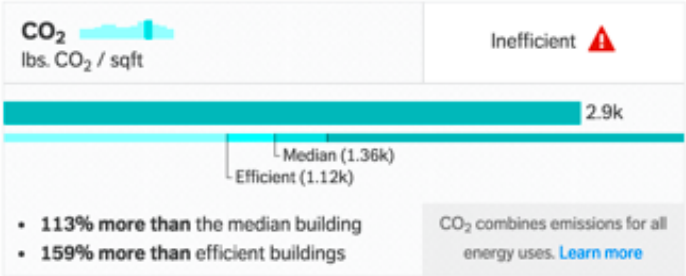
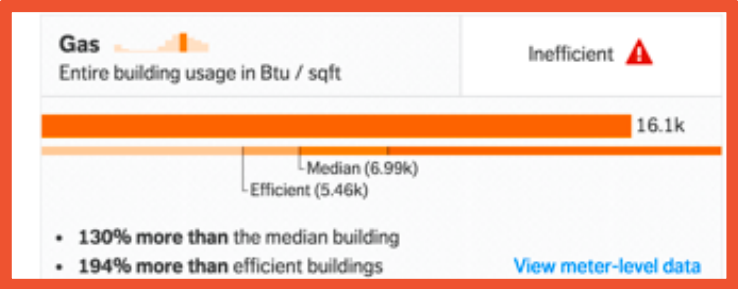
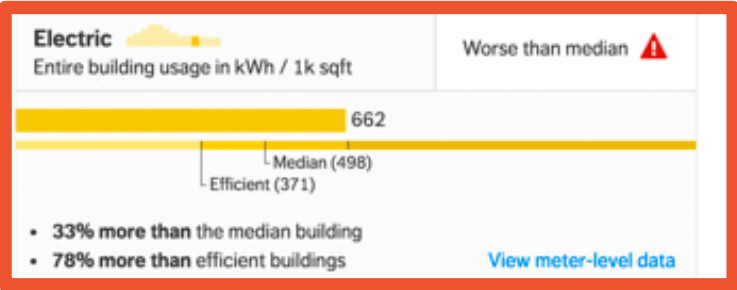
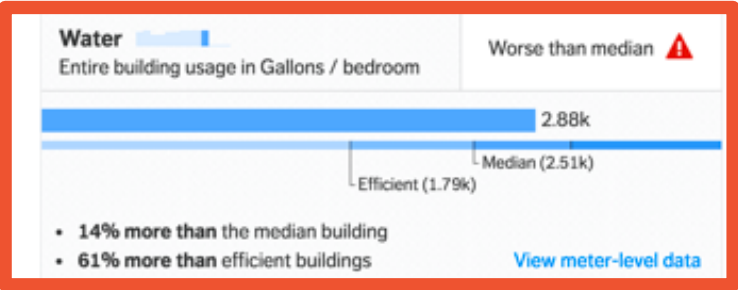
- Within the Wishrock portfolio
 - using the Performance Dashboard
- Comparing performance to similar buildings in the WegoWise database of 44,000+
 - Built-in benchmarking
 - Custom Benchmarks

Zeroing in on inefficiencies

Skyline Apartments 🔍 ✂️ < Skyline Apartments

Summary View | View Data | Apartments | Utility Accounts | Building Upgrades | Share

< Dec | Jan 2016 | Feb > Monthly Annual



Cost

Amount spent in \$ this month

Water	\$1,066.56	10%
Electric	\$3,216.35	31%
Gas	\$6,209.94	59%

Tracking improvements

Sensors/Timers Upgrade

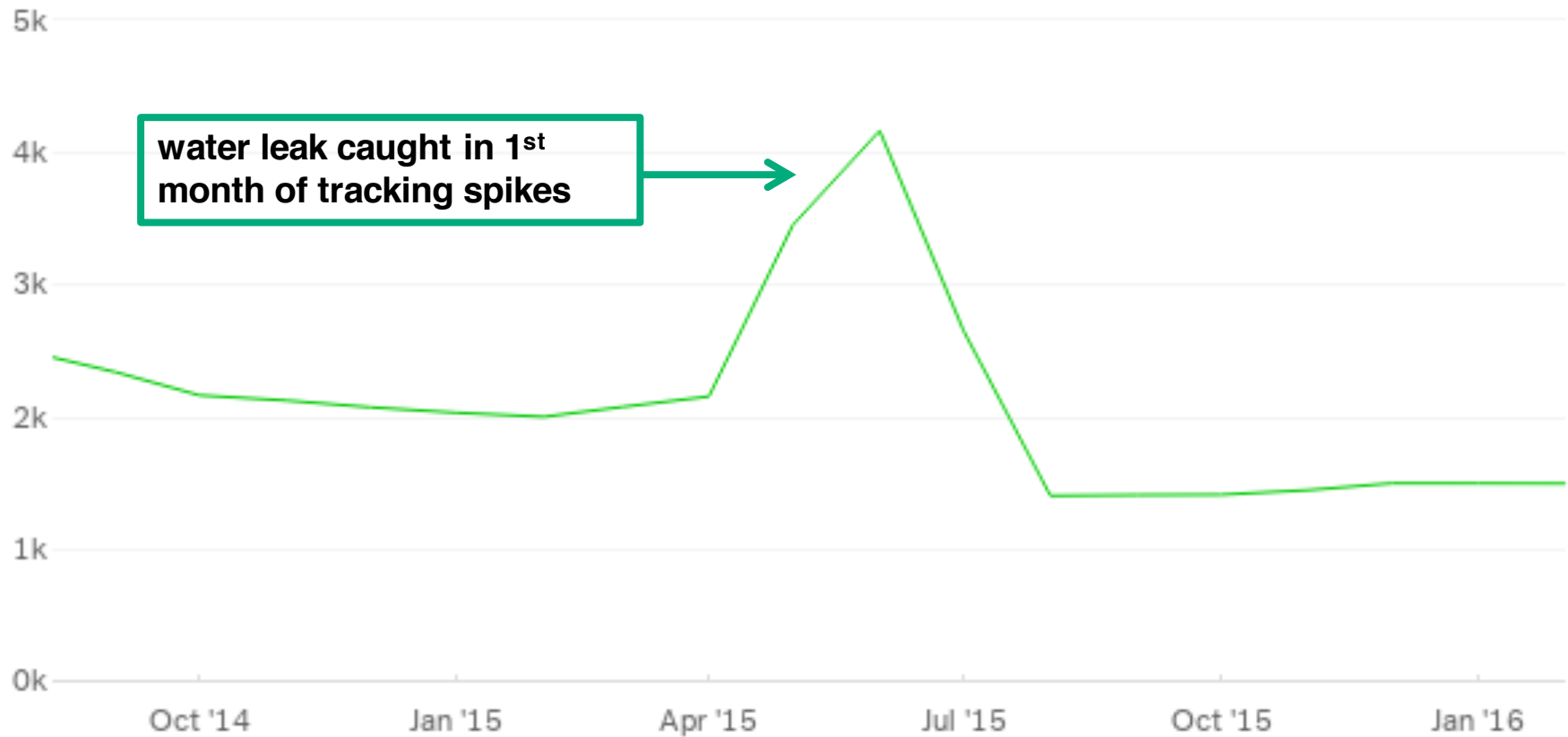
*Installed Toro Precision Nozzels
March 2015*

Summary

Since its completion in March 2015, the upgrade has produced savings, yielding a cumulative savings percentage of 46% over the post-retrofit period of 12 months. The anticipated average annual savings from the upgrade are about 3,679,166 gallons per year. At current water rates, average savings of around \$16,308 per year can be expected.

Observed Usage Savings <i>(12 months)</i>	3,679,166 gallons
Observed Cost Savings <i>(12 months)</i>	\$16,308
Observed Percent Savings	46%

Catching Leaks Before the Budget Bursts



Setting goals + forecasting utility expenses

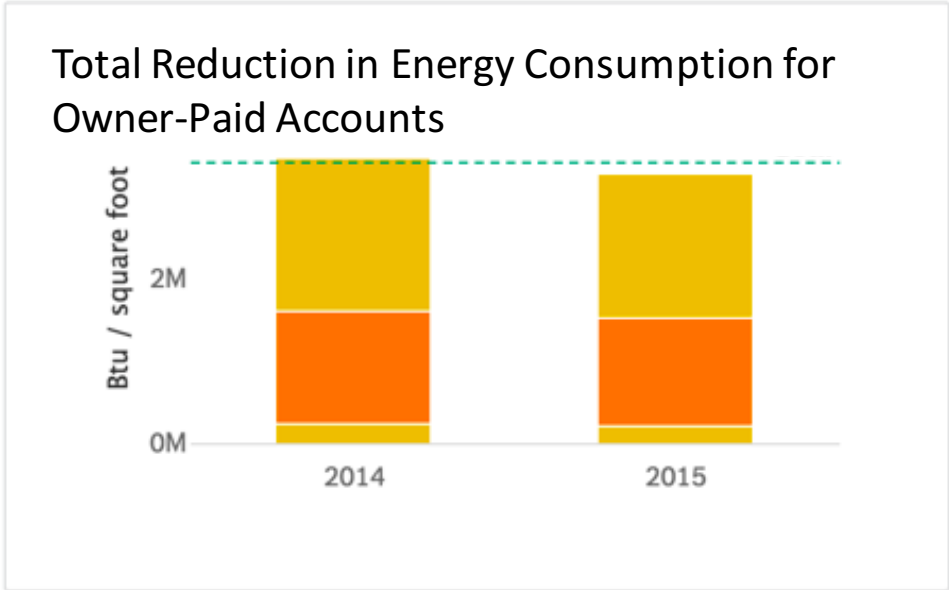
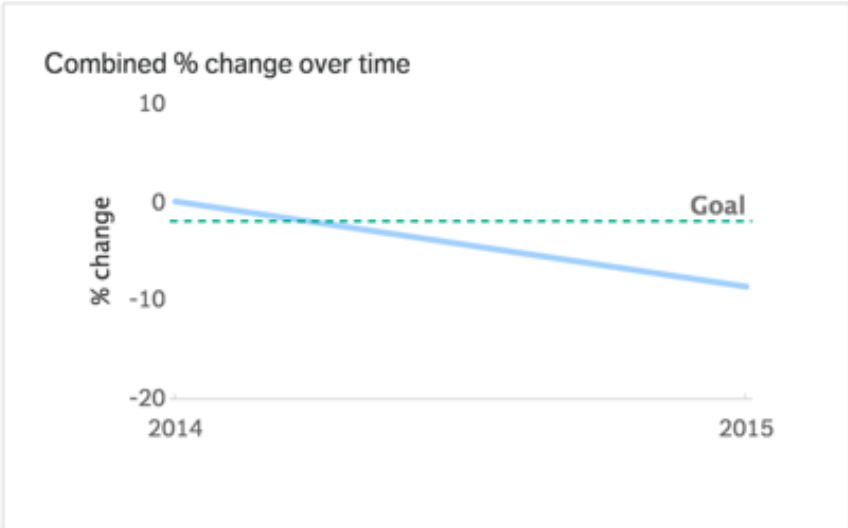
Goal-setting with Better Buildings Challenge

20%

**energy reduction
goal by 2024**

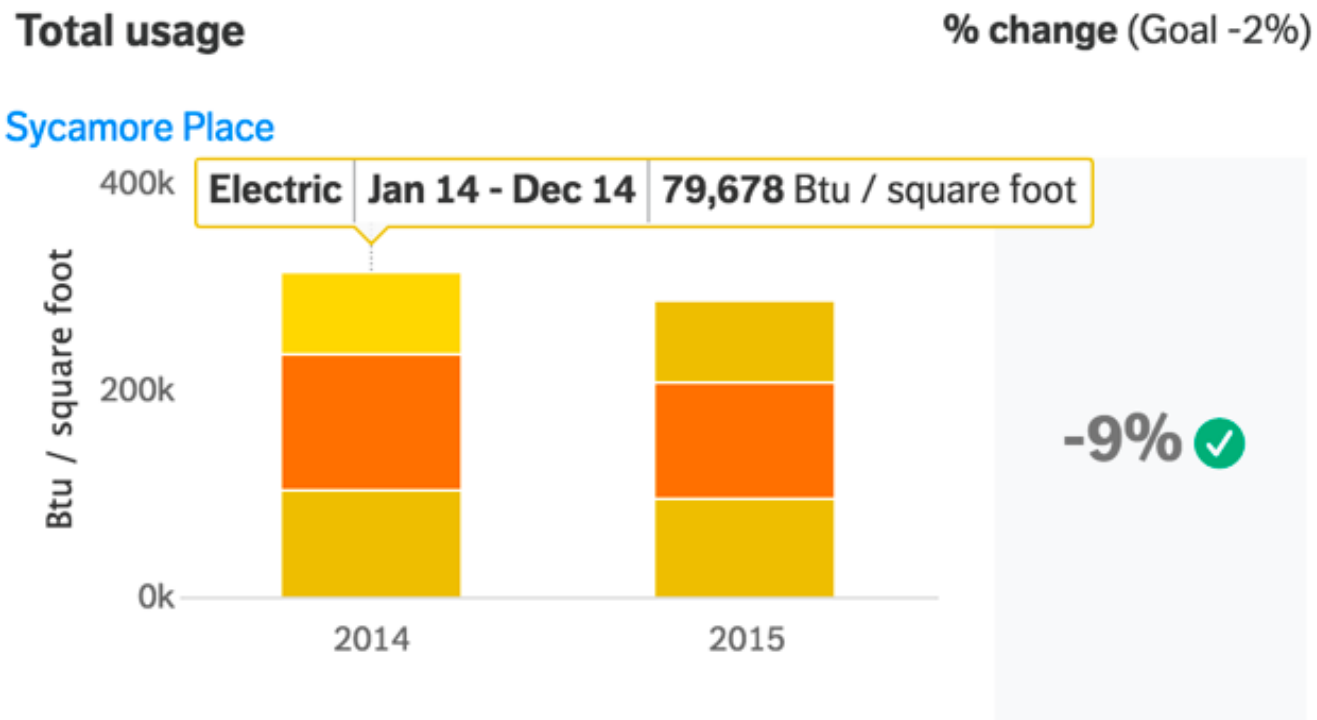
Tracking Annual Energy Use

Combined % change	Combined Btu change
-9% ✓	-4.09B Btu



Example from a Property that Experienced a Net Reduction in Total Energy Use from 2014-2015

Sources: Electricity, Gas, and Cogeneration



Energy Use Reduction at Sycamore Corresponded with Recent Efficiency Improvements

- **LED Lighting Improvements**
- **Air Sealing (caulk, foam, weather-stripping)**
- **Water Conservation Improvements**

10-Watt LED Specialty



Air-Sealing Pipe Penetrations



**Sharing key
information across
the organization**

Key data-sharing strategies

- Track performance across company-wide sustainability and cost-savings targets.
- Property-specific reports generated to inform Energy and Water Action Plans and Property Management.

Property Performance Summary


Bridgeport Elderly Housing

Q1 2016

Summary

	Q1 2015	Q1 2016	Variation	<i>Year over Year Spend Variation</i>
All Utilities Spend	\$31,302	\$27,962	-\$3,340	-11%

Electric *Whole Building*

	kWh	Total Cost	Rate (\$/kWh)	
Q1 2016	52,678	\$9,002	\$0.17	 -3%
Q1 2015	54,708	\$9,280	\$0.17	
Variation	-2,030 -4%	-\$278 -3%	-- 0%	

Gas *Whole Building*

	Therms	Total Cost	Rate (\$/therm)	
Q1 2016	15,763	\$16,241	\$1.03	 -16%
Q1 2015	18,833	\$19,358	\$1.03	
Variation	-3,070 -16%	-\$3,117 -16%	-- 0%	

Water *Whole Building*

	Gallons	Total Cost	Rate (\$/gal)	
Q1 2016	653,144	\$2,719	\$0.004	 +2%
Q1 2015	597,043	\$2,664	\$0.004	
Variation	56,101 9%	\$55 2%	-- 0%	

wegowise

Access to financial incentives



- Fannie Mae Green Certification and Green Rewards Program
- FHA Green Underwriting and MIP Reduction
- Housing Finance Agencies (HDC, HPD, CHFA)
- Green Banks
- New startups like Sparkfund

HUD Utility Benchmarking Policy



Thank You!

Learn more about WegoWise at

wegowise.com

Learn more about Wishrock at

wishrockgroup.com

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