

# EFFICIENCY CITIES NETWORK

September 15, 2009

3pm EDT

Aggregating Properties to Achieve Scale

**Moderators:**

Joel Rogers, Director of Center on Wisconsin Strategy (COWS)

Satya Rhodes-Conway, Administrator of Efficiency Cities Network (ECN)

# Agenda

- Welcome and intro (5 min)
- Presenters (30 min)
  - Brewster McCracken, Pecan Street Project
  - Steve Gelb, SustainableWorks
- Questions and discussion (50 min)
- Next call
  - Tuesday September 29 3PM EDT, Topic TBD

IAF Northwest

# SustainableWorks

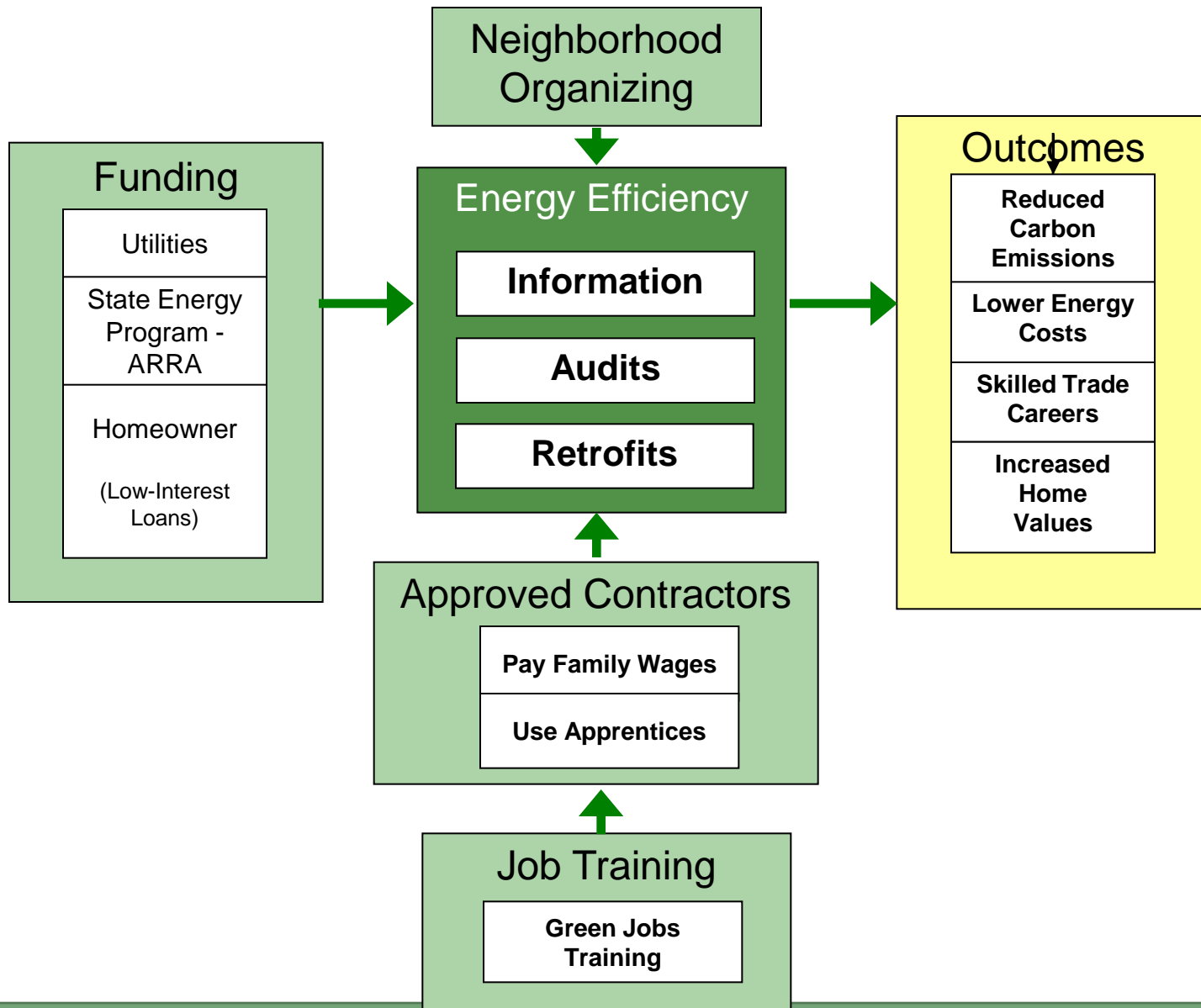
Quality Jobs. Healthy Environment.

200

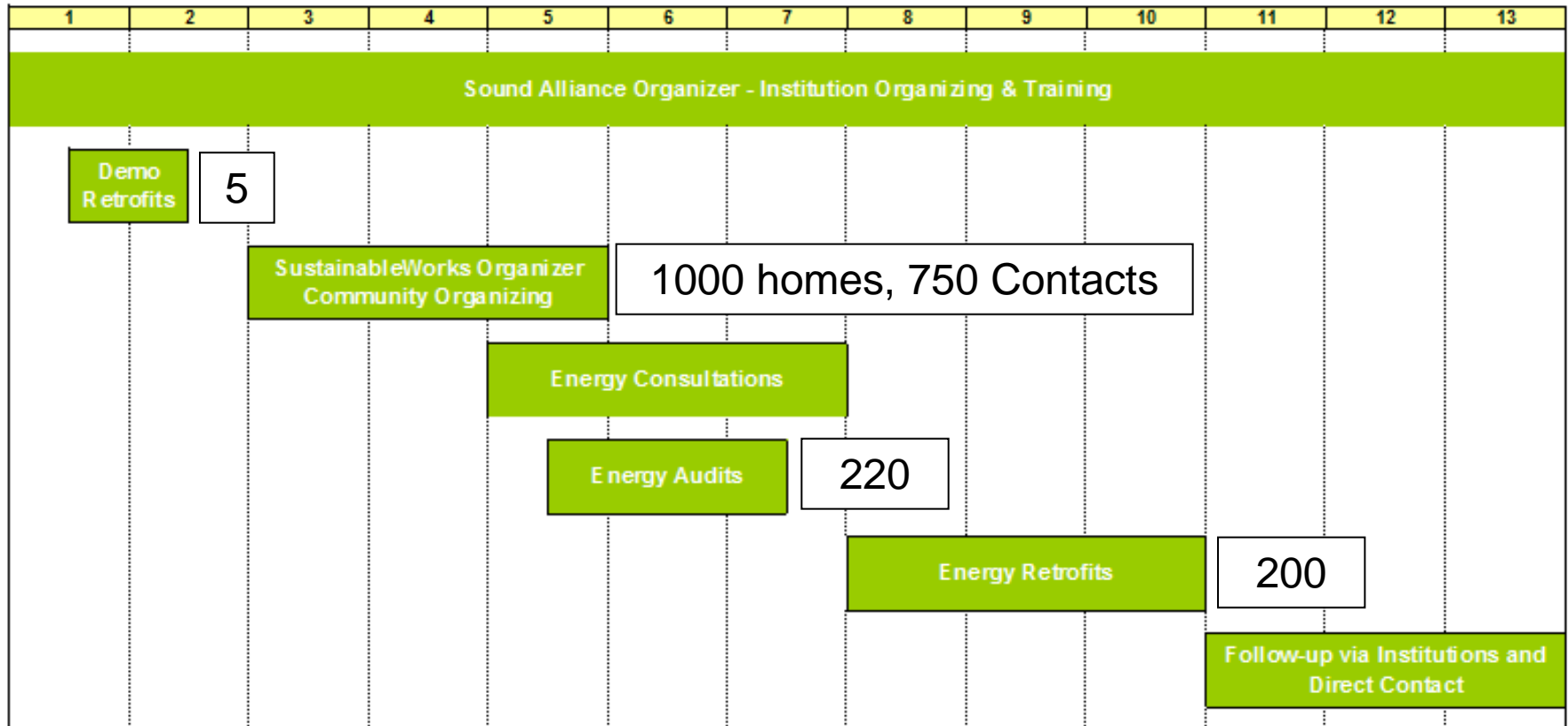
500,000 lbs

\$60,000

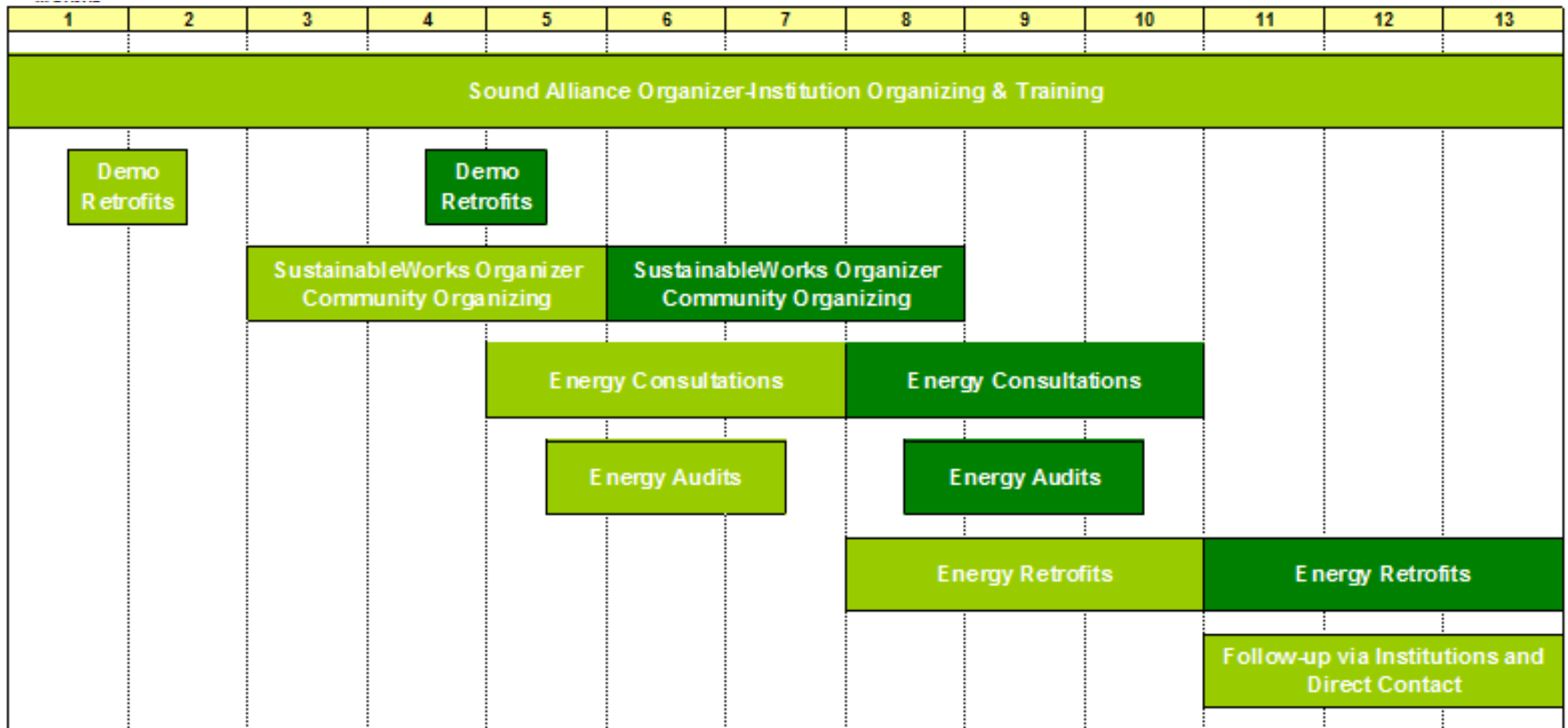
32



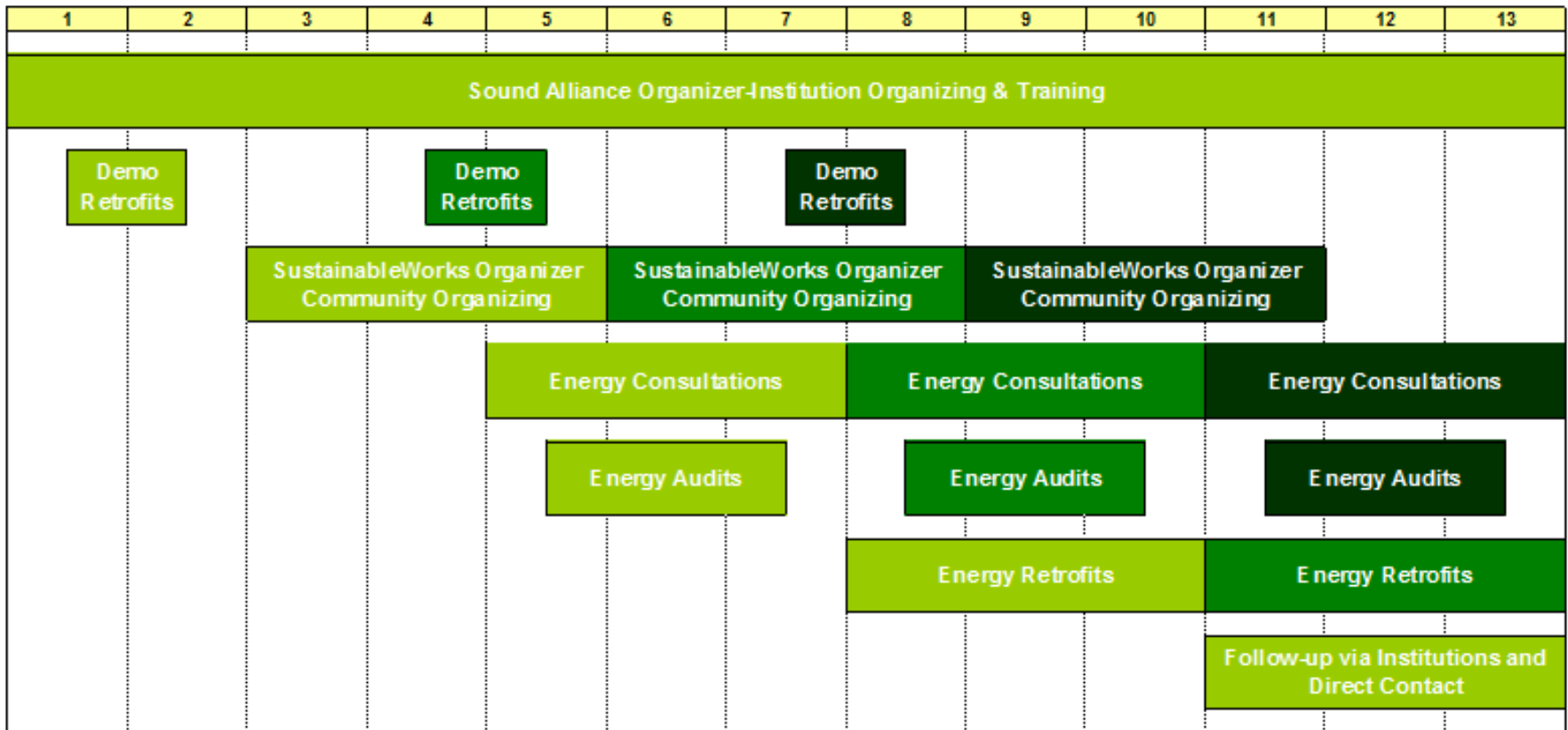
# Neighborhood Process



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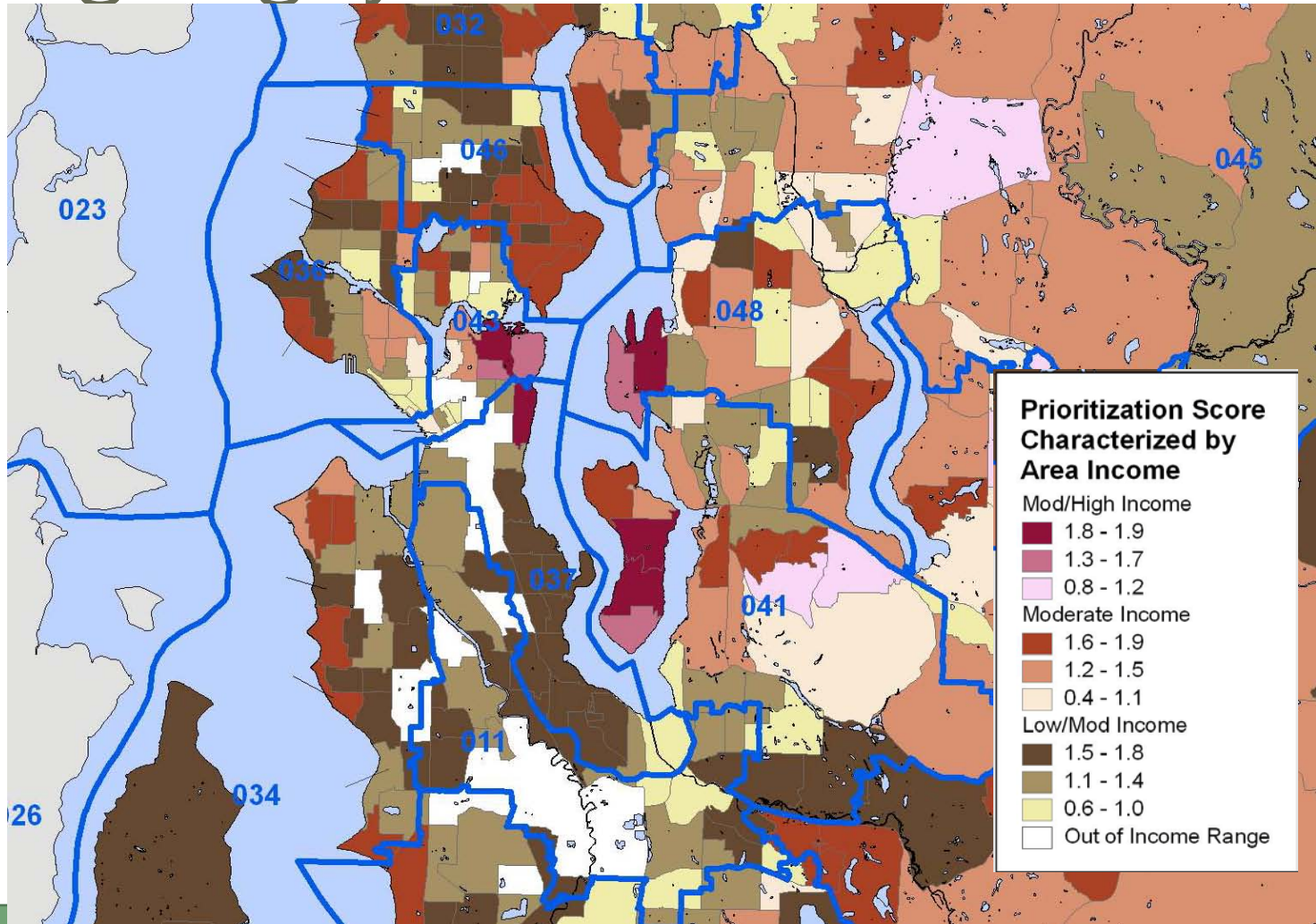




# Neighborhood Selection

- Moderate Income – 60% to 80% of mean
- Houses built before 1982
- High percentage of home ownership

# Targeting by Census Tract



# Aggregating the Work

- Auditors work in 3 teams of 2  
(3 audits per day)
- Direct Install by apprentices done with Audits
- Bid projects in 20-200 increments
- Storage Trailers in Neighborhood for tools, equipment and supplies
- Reduced Transit Time for Labor
- Group Specialty Work in weekly increments
- Negotiate with Wholesalers
- Efficient Inspections and Permitting

# The Future

- Larger Neighborhoods
- More efficient organizing
- Word of mouth – buzz!
- Lowest Installed Costs
- Proven Energy Savings by demographic for increased utility support
- Sustainability!

# Contact Information

ECN:

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LISTSERV: [ecnmembers@efficiencycities.us](mailto:ecnmembers@efficiencycities.us)

WEBSITE: [www.efficiencycities.us](http://www.efficiencycities.us)

Presenters:

- Brewster McCracken, Pecan Street Project [www.pecanstreetproject.org](http://www.pecanstreetproject.org)
- Steve Gelb, SustainableWorks <http://soundorganizing.org/sw/>