Webinar

ULI Philadelphia: Affordable, Scalable, and Equitable

Date: October 28, 2021

00:00:00 --> 00:00:03:	Well, good morning and thank you everyone for joining us
00:00:03 --> 00:00:04:	for today's program.
00:00:04 --> 00:00:07:	My name is Kevin Moran and I'm a director here
00:00:07 --> 00:00:07:	at ULI.
00:00:09 --> 00:00:13:	At you alive Philadelphia. We're excited to welcome everyone to
00:00:13 --> 00:00:16:	this very important conversation and timely discussion.
00:00:16 --> 00:00:18:	And before we get started,
00:00:18 --> 00:00:21:	I just wanted to run through a couple quick housekeeping
00:00:21 --> 00:00:22:	items.
00:00:22 --> 00:00:25:	Uh, today's program is being recorded,
00:00:25 --> 00:00:28:	and so we will make it available to everyone who
00:00:28 --> 00:00:31:	has either registered for this program and all ULI members
00:00:31 --> 00:00:35:	in utilize content library knowledge Finder in about two weeks
00:00:35 --> 00:00:40:	after today's conversation will ask everyone to leave yourselves muted
00:00:40 --> 00:00:42:	during the duration of the program.
00:00:42 --> 00:00:46:	That just helps to make sure that the speakers remain
00:00:46 --> 00:00:49:	front and center on the zoom call during audience.
00:00:49 --> 00:00:53:	Q&A will ask folks to submit short questions.
00:00:53 --> 00:00:55:	In the chat and then at that point we will
00:00:55 --> 00:00:57:	have an opportunity if you'd like to unmute yourself to
00:00:57 --> 00:00:59:	elaborate on your question,
00:00:59 --> 00:01:01:	I think we'll have an intimate enough group today that
00:01:01 --> 00:01:02:	will be able to do that,
00:01:02 --> 00:01:05:	so feel free to submit questions in the chat as
00:01:05 --> 00:01:06:	well throughout today's program,
00:01:06 --> 00:01:09:	and we have about 2025 minutes at the end to
00:01:09 --> 00:01:12:	to address any questions that are submitted an and if
00:01:12 --> 00:01:15:	at any time you do accidentally become unmuted,

00:01:15 --> 00:01:18:	just know that a UI staff person might,
00:01:18 --> 00:01:22:	you just again to maintain those audio that the quality
00:01:23 --> 00:01:23:	audio.
00:01:23 --> 00:01:26:	Before we get started, I also want to thank and
00:01:26 --> 00:01:30:	recognize you like Philadelphia's annual sponsors,
00:01:30 --> 00:01:33:	really without their support, and in particular over the last
00:01:33 --> 00:01:34:	18 months or so.
00:01:34 --> 00:01:38:	It would be really challenging for us to do all
00:01:38 --> 00:01:40:	of the work that we do.
00:01:40 --> 00:01:43:	And I apologize OAPs. I'll go back through these in
00:01:43 --> 00:01:44:	one second.
00:01:44 --> 00:01:48:	I want to thank our annual or our annual urban
00:01:48 --> 00:01:53:	visionary sponsors as well as our diamond leadership circle and
00:01:53 --> 00:01:54:	platinum sponsors,
00:01:54 --> 00:01:57:	and as well as our silver and friends sponsors.
00:01:57 --> 00:02:00:	And then I also want to thank today's.
00:02:02 --> 00:02:06:	I'm sorry, I apologize. I think our slides are set
00:02:06 --> 00:02:07:	on auto.
00:02:07 --> 00:02:10:	Auto load, but I also want to thank our event
00:02:10 --> 00:02:15:	supporting sponsor for today sustainable building partners.
00:02:15 --> 00:02:18:	All of the programming that we do is made possible
00:02:18 --> 00:02:22:	because of sponsors like this and in particular organizations like
00:02:22 --> 00:02:25:	SVP that recognized the importance of today's conversation.
00:02:25 --> 00:02:28:	So in case there's anyone who's new to you all
00:02:28 --> 00:02:31:	I I'd like to take a minute to just sort
00:02:31 --> 00:02:34:	of step back and give a brief overview of the
00:02:34 --> 00:02:38:	organization in general and explain a little bit about.
00:02:38 --> 00:02:42:	Who we are. So the Urban Land Institute is a
00:02:42 --> 00:02:43:	nonprofit,
00:02:43 --> 00:02:47:	educational and membership association whose mission is to shape the
00:02:47 --> 00:02:51:	future of the built environment for transformative impact in communities
00:02:51 --> 00:02:51:	worldwide.
00:02:51 --> 00:02:54:	And we really do this through three different mission priorities
00:02:54 --> 00:02:55:	of connecting members,
00:02:55 --> 00:02:59:	inspiring the industry and leading through best practices.
00:02:59 --> 00:03:04:	You'll I is a global organization of about 45,000 members
00:03:04 --> 00:03:04:	worldwide,
00:03:04 --> 00:03:08:	900 of which reside or or work in the Philadelphia
00:03:08 --> 00:03:09:	region.

00:03:09 --> 00:03:13:	And in the Philadelphia region we include the.
00:03:13 --> 00:03:15:	Central Pennsylvania, the Lehigh Valley,
00:03:15 --> 00:03:18:	southern New Jersey. The state of Delaware and of course,
00:03:18 --> 00:03:21:	Philadelphia and it's it's metro area.
00:03:21 --> 00:03:25:	Our work is really driven entirely by our our membership.
00:03:25 --> 00:03:27:	We have 20 different committees and councils that you lie,
00:03:27 --> 00:03:31:	all of which are made up of member volunteers and
00:03:31 --> 00:03:35:	have member leaders at the helm of each organization of
00:03:35 --> 00:03:39:	each committee and they really are responsible for producing the
00:03:39 --> 00:03:43:	content that we all enjoy and learn from,
00:03:43 --> 00:03:46:	including today's program, which was a really sort of collaborative
00:03:46 --> 00:03:49:	effort between our young leaders group or Housing Council and
00:03:49 --> 00:03:50:	our Resilience initiative,
00:03:50 --> 00:03:52:	which you'll hear a little bit more.
00:03:52 --> 00:03:55:	About in a few minutes and of course,
00:03:55 --> 00:03:58:	you know what we really as a as an organization.
00:03:58 --> 00:04:02:	We really offer a wide variety of educational programming as
00:04:02 --> 00:04:07:	well as advisory services to share unique perspectives between practitioners
00:04:07 --> 00:04:12:	and that explore content on the most pressing development issues
00:04:12 --> 00:04:15:	in the region. And we really try to leverage our
00:04:15 --> 00:04:19:	Member expertise to be a helpful partner for nonprofit organizations
00:04:19 --> 00:04:22:	and municipalities throughout our footprint.
00:04:24 --> 00:04:28:	So of course, the last 18 months or so have
00:04:28 --> 00:04:31:	been an unusual 18 months.
00:04:31 --> 00:04:35:	But nonetheless, I think as an organization and as a
00:04:35 --> 00:04:37:	testament to our to our Members,
00:04:37 --> 00:04:40:	we've been able to do a lot of really impactful
00:04:40 --> 00:04:40:	work.
00:04:40 --> 00:04:45:	We recently completed a second round of urban plan volunteer
00:04:45 --> 00:04:45:	training,
00:04:45 --> 00:04:48:	which is with a group of ULI members and then
00:04:48 --> 00:04:49:	just a week later,
00:04:49 --> 00:04:52:	hosted our second and first fully in person delivery of
00:04:52 --> 00:04:56:	urban plan to a group of registered community organization leaders
00:04:56 --> 00:05:00:	and graduates from the Citizens Planning Institute.
00:05:00 --> 00:05:03:	We're excited to deliver. Our first urban planning program to

00:05:03 --> 00:05:06:	high school students later this fall at Girard College and
00:05:06 --> 00:05:08:	for anyone who might not be aware,
00:05:08 --> 00:05:13:	urban plan is a real estate developer development simulation that
00:05:13 --> 00:05:14:	puts students,
00:05:14 --> 00:05:18:	community leaders, and public officials in the developers seat to
00:05:18 --> 00:05:22:	really understand real estate fundamentals and trade offs.
00:05:22 --> 00:05:25:	Earlier this month, we actually also launched a new technical
00:05:25 --> 00:05:27:	Assistance panel application.
00:05:27 --> 00:05:32:	Cycle taps are our way of delivering member expertise.
00:05:32 --> 00:05:35:	The local communities and nonprofit organizations who are facing land
00:05:35 --> 00:05:37:	juice in real estate challenges.
00:05:37 --> 00:05:40:	So if you know of any community organizations or non
00:05:40 --> 00:05:44:	profit organizations that are facing a real estate challenge,
00:05:44 --> 00:05:47:	I could benefit from a group of volunteer UI experts.
00:05:47 --> 00:05:51:	Please have them visit our website to learn more applications
00:05:51 --> 00:05:54:	for the TAPS program are due at the end of
00:05:54 --> 00:05:54:	December,
00:05:54 --> 00:05:57:	but we do require that they have a sort of
00:05:57 --> 00:06:01:	informal meeting with UI staff within the first two weeks
00:06:01 --> 00:06:01:	of November.
00:06:01 --> 00:06:05:	And then finally I did want to also share our
00:06:05 --> 00:06:09:	excitement for the return of our in person with a
00:06:09 --> 00:06:10:	virtual option.
00:06:10 --> 00:06:15:	Annual real estate forecast on November 16th,
00:06:15 --> 00:06:18:	2021. This year will be hosted at Irvine Auditorium at
00:06:18 --> 00:06:20:	the University of Pennsylvania.
00:06:20 --> 00:06:24:	A series of keynote speakers and panelists will explore top
00:06:24 --> 00:06:28:	trends that were identified in this year's utilize emerging trends
00:06:28 --> 00:06:31:	report and what they what those trends actually look like
00:06:32 --> 00:06:33:	in the local and regional market.
00:06:33 --> 00:06:38:	And then we also will explore how practitioners are approaching
00:06:38 --> 00:06:41:	sort of the next few years ahead,
00:06:41 --> 00:06:44:	particularly through a lens of of resiliency.
00:06:44 --> 00:06:46:	So we hope you'll join us for that.
00:06:46 --> 00:06:49:	And you can find all of that information on our
00:06:49 --> 00:06:50:	website as well.
00:06:50 --> 00:06:53:	Of course, all of this really just scratches the surface,
00:06:53 --> 00:06:56:	and we have even more plans ahead for 2022 advancing

00:06:56 --> 00:06:59:	our mission of shaping the future of the built environment
00:06:59 --> 00:07:04:	for transformative impact in communities worldwide really manifests itself with
00:07:04 --> 00:07:08:	you. All our members. So thank you for joining us
00:07:08 --> 00:07:10:	for conversations like today's.
00:07:10 --> 00:07:11:	If you're new to you,
00:07:11 --> 00:07:15:	I Philadelphia, myself or anyone on my team would be
00:07:15 --> 00:07:17:	happy to talk to you about ways to get.
00:07:17 --> 00:07:22:	Involved in our 20 plus local councils and committees or
00:07:22 --> 00:07:25:	by volunteering to mentor rising professional.
00:07:25 --> 00:07:30:	Lending your expertise through advisory services or taking a group
00:07:30 --> 00:07:33:	through a project tour or development or so.
00:07:33 --> 00:07:35:	With all of that, I'd like to turn things over
00:07:35 --> 00:07:37:	to our moderator for today's program.
00:07:37 --> 00:07:41:	Jake Torok with building who's the building performance manager at
00:07:41 --> 00:07:44:	Sustainable Building Partners and member of UI,
00:07:44 --> 00:07:47:	Philadelphia's Young Leaders Group to provide a little bit more
00:07:47 --> 00:07:48:	background.
00:07:48 --> 00:07:50:	On today's conversation in particular,
00:07:50 --> 00:07:52:	and introduce our panel so,
00:07:52 --> 00:07:52:	Jake.
00:07:53 --> 00:07:56:	Great thanks Kevin. A lot of exciting stuff going on
00:07:56 --> 00:07:57:	in your life.
00:07:57 --> 00:07:59:	That's a great overview. First of all,
00:07:59 --> 00:08:01:	thank you everyone for joining today.
00:08:01 --> 00:08:03:	It's my pleasure to be with you and to present
00:08:03 --> 00:08:06:	this really exciting topic here before we get started.
00:08:06 --> 00:08:08:	I do wanna take a quick second to thank EU
00:08:08 --> 00:08:12:	Li Philadelphia's Young leaders group as well as the Housing
00:08:12 --> 00:08:16:	Council and Resilience initiative for the support and for making
00:08:16 --> 00:08:19:	today's program possible. So just some background here.
00:08:19 --> 00:08:22:	Today's conversation comes after 10 years of historic shifts in
00:08:22 --> 00:08:24:	the multifamily housing,
00:08:24 --> 00:08:27:	which now encompasses a large majority of construction and development
00:08:27 --> 00:08:30:	activity within the Greater Philadelphia area.
00:08:30 --> 00:08:31:	The vitality of this market,
00:08:31 --> 00:08:33:	coupled with the diverse nature,
00:08:33 --> 00:08:37:	puts multifamily housing in a really unique position in the

00:08:37 --> 00:08:40:	context of sustainability and resiliency.
00:08:40 --> 00:08:43:	This unique position leads the challenges and how we can
00:08:43 --> 00:08:49:	effectively incentivize and encourage project owners to pursue sustainability initiatives.
00:08:49 --> 00:08:52:	So today speakers will discuss the challenges of multi family
00:08:52 --> 00:08:56:	development as well as identify potential strategies and address these
00:08:56 --> 00:08:58:	issues to redefine the market.
00:08:58 --> 00:09:01:	It's now my pleasure to introduce our panelists.
00:09:03 --> 00:09:05:	First year we have Josh Harris who is the owner
00:09:05 --> 00:09:08:	of design art build Company which is a creative collaboration
00:09:08 --> 00:09:11:	between two brothers and their community of talented tradesmen and
00:09:11 --> 00:09:15:	artisans who work together to design and build custom projects
00:09:15 --> 00:09:17:	for a range of clients.
00:09:17 --> 00:09:19:	Josh and his brother Ben migrated from New York City
00:09:19 --> 00:09:23:	to Philadelphia several years ago and began their business of
00:09:23 --> 00:09:24:	renovating their dream Attilia.
00:09:24 --> 00:09:28:	Josh, thanks for the French at 8:30 in the morning.
00:09:28 --> 00:09:30:	Since then, Josh has taken over the business and grown
00:09:30 --> 00:09:32:	it to include clients such as Onion Flats,
00:09:32 --> 00:09:34:	Larson and Landis, the Tower.
00:09:34 --> 00:09:36:	Theater Live Nation Tavern on the Green,
00:09:36 --> 00:09:39:	New York City, as well as several new and adaptive
00:09:39 --> 00:09:41:	reuse and residential and commercial projects.
00:09:44 --> 00:09:46:	Next up we have Patrick Isaac,
00:09:46 --> 00:09:49:	who is a program and sustainability manager at Community Ventures.
00:09:49 --> 00:09:54:	Patrick is passionate about sustainability and housing affordability for low
00:09:54 --> 00:09:55:	income individuals.
00:09:55 --> 00:09:59:	He joined Community Ventures in 2017 after writing his masters
00:09:59 --> 00:10:02:	thesis on the topic of providing affordable,
00:10:02 --> 00:10:06:	sustainable housing for homeownership by renovating existing blighted row houses
00:10:06 --> 00:10:07:	in Philadelphia.
00:10:07 --> 00:10:10:	In 2008, Patrick graduated with a Bachelor of Architecture from
00:10:11 --> 00:10:13:	City College of New York and has worked as an.
00:10:13 --> 00:10:17:	Architectural designer on the renovation of private homes in New

00:10:17 --> 00:10:20:	York City while employed in different architecture firms.
00:10:20 --> 00:10:23:	Emily Shapira is President, CEO,
00:10:23 --> 00:10:28:	at Philadelphia Energy Authority. Emily joined PTA as executive director
00:10:28 --> 00:10:31:	in 2016 to execute the Philadelphia Energy Campaign,
00:10:31 --> 00:10:35:	which is a $1 billion ten year initiative to advance
00:10:35 --> 00:10:38:	energy efficiency and clean energy across Philadelphia,
00:10:38 --> 00:10:41:	while also creating over 10,000 jobs.
00:10:41 --> 00:10:44:	Emily has been a PTA board member since 2010 as
00:10:45 --> 00:10:48:	a City Council Point team and Prior to joining PE
00:10:48 --> 00:10:49:	a full time,
00:10:49 --> 00:10:51:	Emily was director of global accounts.
00:10:51 --> 00:10:53:	For lighting at Wesco Distribution,
00:10:53 --> 00:10:56:	which is a Fortune 500 electric supply company,
00:10:56 --> 00:10:59:	her focus there was on developing portfolio wide energy efficient
00:10:59 --> 00:11:01:	lighting upgrades for large commercial,
00:11:01 --> 00:11:05:	industrial institutional customers. And last,
00:11:05 --> 00:11:09:	but certainly not least, Howard Steinberg is a principal at
00:11:09 --> 00:11:10:	Onion Flats,
00:11:10 --> 00:11:13:	LLC. Howard is a registered architect in Pennsylvania,
00:11:13 --> 00:11:15:	New Jersey, New York, Delaware,
00:11:15 --> 00:11:19:	Maryland and Virginia, holding degrees in environmental design,
00:11:19 --> 00:11:23:	architecture, and construction management. He has worked for several architectural,
00:11:23 --> 00:11:28:	construction, management and development firms since 1991 and has served
00:11:28 --> 00:11:32:	as VP of Design and Construction for Scannapieco Development and
00:11:32 --> 00:11:35:	Switzen Balm Realty Capital in 2005.
00:11:35 --> 00:11:38:	How are joined. Onion Flats with partner Tim McDonald and
00:11:38 --> 00:11:38:	Jig Inc.
00:11:42 --> 00:11:43:	Yeah, exciting group of panelists here.
00:11:47 --> 00:11:51:	Alright. We're going to jump right into our discussion here.
00:11:51 --> 00:11:54:	We have some really, really good industry experience here,
00:11:54 --> 00:11:57:	and I'm really excited to hear some of our trials,
00:11:57 --> 00:12:01:	tribulations, kind of lessons learned from our panelists here.
00:12:01 --> 00:12:04:	So part of our introduction here we talked about kind
00:12:04 --> 00:12:05:	of identifying the challenges.
00:12:05 --> 00:12:08:	Why is progress slower than we want it to be?
00:12:08 --> 00:12:09:	What can we do? Moving forward?
00:12:09 --> 00:12:11:	So this is a question for all the panelists just

00:12:11 --> 00:12:12:	again,
00:12:12 --> 00:12:15:	as kicked off here, let's identify these challenges.
00:12:15 --> 00:12:18:	So what? What do you see as the biggest challenge
00:12:18 --> 00:12:20:	in the industry?
00:12:20 --> 00:12:24:	That's hindering the widespread adoption of sustainable design practices within
00:12:24 --> 00:12:26:	the entire multifamily industry.
00:12:26 --> 00:12:28:	Emily, let's start with you on this one.
00:12:29 --> 00:12:30:	I'll give it a shot.
00:12:30 --> 00:12:33:	Not being in the industry,
00:12:33 --> 00:12:35:	UM, but I can say what we what we've heard
00:12:35 --> 00:12:37:	so I'll just say briefly,
00:12:37 --> 00:12:40:	the energy authority is a city government entity we were
00:12:40 --> 00:12:44:	created to really help build a clean energy economy here.
00:12:44 --> 00:12:48:	And we one of our very early programs was a
00:12:48 --> 00:12:54:	multi family affordable housing energy retrofit and we learned an
00:12:54 --> 00:12:56:	awful lot in that process.
00:12:56 --> 00:12:58:	And I'll share a few of those lessons.
00:12:58 --> 00:13:02:	So first we found that there are often more substantial
00:13:02 --> 00:13:06:	issues in existing affordable housing that require deeper retrofit than
00:13:06 --> 00:13:09:	just sort of the energy component.
00:13:09 --> 00:13:12:	So you know things like ventilation.
00:13:12 --> 00:13:16:	Things like you know air conditioning or you know,
00:13:16 --> 00:13:19:	sort of the infrastructure components weren't always there,
00:13:19 --> 00:13:23:	particularly for older buildings and sort of coupling that with
00:13:23 --> 00:13:26:	in Philadelphia having a lot of historic properties and you
00:13:26 --> 00:13:26:	know it,
00:13:27 --> 00:13:30:	it made it really challenging to get at actual deep
00:13:30 --> 00:13:31:	energy retrofit there.
00:13:31 --> 00:13:34:	So so I think we learned that there are one
00:13:34 --> 00:13:38:	not enough resources for multifamily owners to really understand how
00:13:38 --> 00:13:41:	to to do this work on a retrofit basis.
00:13:41 --> 00:13:42:	And then at the moment.
00:13:42 --> 00:13:46:	That folks are developing new multifamily buildings.
00:13:46 --> 00:13:48:	You know, if you're not doing affordable housing,
00:13:48 --> 00:13:50:	you don't have a trigger necessarily to say,
00:13:50 --> 00:13:53:	hey, have you thought about this more sustainable option?
00:13:53 --> 00:13:56:	And so we're hoping to create that we just launched
00:13:56 --> 00:13:59:	a new Green Bank for Philadelphia.
00:13:59 --> 00:14:01:	It's called the Philadelphia Green Capital Corp.

00:14:01 --> 00:14:05:	Philly Green capital.org and have just launched a couple of
00:14:05 --> 00:14:08:	multifamily specific loan products,
00:14:08 --> 00:14:13:	including a pre development loan that's 24 month loan one.
00:14:13 --> 00:14:16:	.99% unsecured to help you with those soft costs to
00:14:16 --> 00:14:18:	figure out what you need to do to make that
00:14:18 --> 00:14:20:	building as sustainable as you can.
00:14:23 --> 00:14:26:	Great, thanks Emily. A power let's move over to you
00:14:26 --> 00:14:27:	that same question.
00:14:27 --> 00:14:29:	Biggest challenges we're seeing.
00:14:29 --> 00:14:34:	Sure I I think it's important not knowing the background
00:14:35 --> 00:14:39:	of the audience just to state the issue why we're
00:14:39 --> 00:14:42:	even having this discussion.
00:14:42 --> 00:14:47:	The the issue is around global warming and the impact
00:14:47 --> 00:14:52:	that it's having on our world and this science says
00:14:52 --> 00:14:58:	that by 2030 we need to reduce our carbon emissions
00:14:58 --> 00:15:03:	by 65% beyond without which we will have lost the
00:15:03 --> 00:15:05:	opportunity to.
00:15:05 --> 00:15:14:	To defer. The continuation of our world climate challenges and
00:15:15 --> 00:15:15:	so.
00:15:15 --> 00:15:20:	Architecture 2030 challenge said Dell to have a 45%
00:15:20 --> 00:15:27:	better improvement on reduction of carbon emissions by twenty 3065%
00:15:28 --> 00:15:35:	or better. 2040 zero global warming potential reduction,
00:15:35 --> 00:15:38:	so taking it to zero so.
00:15:38 --> 00:15:46:	Everything in every conversation, from legislation to the building industry,
00:15:46 --> 00:15:49:	to what architects are designing.
00:15:49 --> 00:15:53:	This is all around educating at every level and and
00:15:53 --> 00:15:58:	the general public for having buy in for why we're
00:15:58 --> 00:16:01:	even having these discussions.
00:16:01 --> 00:16:05:	So what I would say is the biggest challenges around
00:16:05 --> 00:16:08:	educating each of these different facets of our.
00:16:08 --> 00:16:09:	Of our society.
00:16:12 --> 00:16:16:	Josh. Yeah
00:16:16 --> 00:16:18:	I think to to trail on Howard's point.
00:16:18 --> 00:16:21:	It's sort of on and what we need is an
00:16:21 --> 00:16:25:	inspiration as to why we're moving towards better building,
00:16:25 --> 00:16:27:	and I think one of the challenges me as someone
00:16:27 --> 00:16:28:	representing,
00:16:28 --> 00:16:29:	I think the labor force is,
00:16:29 --> 00:16:33:	is that we have a shortage of skilled labor.
00:16:33 --> 00:16:36:	Not only is it difficult to try to train people

00:16:36 --> 00:16:36:	to do better,
00:16:36 --> 00:16:40:	building the labor force we have is limited and in
00:16:40 --> 00:16:43:	the scale that I work at in a non union
00:16:44 --> 00:16:46:	and below I think you know we.
00:16:46 --> 00:16:49:	It's obvious that we have our huge immigrant workforce and
00:16:49 --> 00:16:52:	then there's which brings a language barrier.
00:16:52 --> 00:16:55:	So not only are you trying to explain concepts.
00:16:55 --> 00:16:57:	And inspire them to build better.
00:16:57 --> 00:17:00:	You know as as a GC it's my responsibility to
00:17:00 --> 00:17:01:	train subcontractors,
00:17:01 --> 00:17:05:	but oftentimes there's a subcontracting crew where there's a language
00:17:06 --> 00:17:06:	barrier.
00:17:06 --> 00:17:08:	Uhm, and so on. A smaller scale,
00:17:08 --> 00:17:10:	there's a lot that can be done,
00:17:10 --> 00:17:13:	perhaps in terms of educating people in multiple languages,
00:17:13 --> 00:17:17:	but. I think we have to have a better standard
00:17:17 --> 00:17:20:	here in the City of Philadelphia,
00:17:20 --> 00:17:23:	for example, 'cause I'm not sure if everyone is aware,
00:17:23 --> 00:17:29:	but to become a general contractor is an insurance certificate
00:17:29 --> 00:17:33:	policy and OSHA 30 and a tax clearance.
00:17:33 --> 00:17:36:	And then anyone could develop a building in the city
00:17:36 --> 00:17:36:	of Philadelphia.
00:17:36 --> 00:17:39:	So there's no test to actually see.
00:17:39 --> 00:17:40:	If you know what you're doing.
00:17:44 --> 00:17:45:	And Patrick.
00:17:49 --> 00:17:52:	So from our point of view,
00:17:52 --> 00:17:54:	one of the I mean I agree fully with with
00:17:54 --> 00:17:56:	Josh and hard as well,
00:17:56 --> 00:17:58:	but I wanted to kind of take a little bit
00:17:58 --> 00:18:01:	further back on how this concretely affects us in our
00:18:01 --> 00:18:04:	world for affordable housing development.
00:18:04 --> 00:18:06:	Is all of this really impacts the cost of doing
00:18:07 --> 00:18:08:	sustainable housing?
00:18:08 --> 00:18:11:	Whether it's the real costs or their parent cost of
00:18:11 --> 00:18:14:	doing sustainable housing 'cause we all know that depending on
00:18:15 --> 00:18:16:	which sources that you follow,
00:18:16 --> 00:18:18:	sometimes you don't see buildings come.
00:18:18 --> 00:18:22:	The low cost Office standard building and some other times
00:18:22 --> 00:18:23:	they averaged about 2%
00:18:23 --> 00:18:29:	above standard building. So because we're doing affordable

	housing that
00:18:29 --> 00:18:34:	really impacts us and also we are looking when evaluating.
00:18:34 --> 00:18:38:	Do not possible measures. Then there's the competing goals to
00:18:38 --> 00:18:38:	make.
00:18:38 --> 00:18:41:	Also to balance of public,
00:18:41 --> 00:18:45:	UM, social goals that usually we have to also evaluate,
00:18:45 --> 00:18:49:	so that's what becomes the challenge of maintaining multiple calls
00:18:49 --> 00:18:50:	at the same time,
00:18:50 --> 00:18:54:	which includes sustainable design. And all this ties into as
00:18:54 --> 00:18:58:	Howard and Josh pointed out to their education or knowledge
00:18:58 --> 00:19:01:	of the entire team that we're including.
00:19:01 --> 00:19:03:	So I would say from the the if you don't
00:19:03 --> 00:19:05:	have a knowledgeable.
00:19:05 --> 00:19:09:	Or experience architect and I would impact the knowledge of
00:19:10 --> 00:19:14:	our experience GC and and their entire team that they
00:19:14 --> 00:19:16:	are hiring to be on site.
00:19:16 --> 00:19:19:	And so it kind of boils down to kind of
00:19:19 --> 00:19:20:	assistant,
00:19:20 --> 00:19:25:	like, Uhm? Statically looking at how the lack of Education,
00:19:25 --> 00:19:28:	or experience from the team that the The Tower.
00:19:28 --> 00:19:32:	Building then impacts us under cost which actually makes it
00:19:32 --> 00:19:35:	a challenge to really have a lower cost to build
00:19:35 --> 00:19:37:	so cynical housing.
00:19:39 --> 00:19:41:	Great, thank you that that was some really,
00:19:41 --> 00:19:44:	really great insight. What I took away from that is
00:19:44 --> 00:19:45:	the big challenges.
00:19:45 --> 00:19:48:	Here are one. I think Emily you had called it
00:19:48 --> 00:19:48:	a trigger.
00:19:48 --> 00:19:51:	Howard, you called it by in but it's the the
00:19:51 --> 00:19:54:	motivation to pursue sustainability right?
00:19:54 --> 00:19:55:	The other big theme I heard.
00:19:55 --> 00:19:59:	I think everyone hit was education training.
00:19:59 --> 00:20:03:	Just the general understanding of sustainability in general here and
00:20:03 --> 00:20:03:	then.
00:20:03 --> 00:20:06:	Patrick you had mentioned that the real cost of sustainability.
00:20:06 --> 00:20:09:	Putting a value on sustainability and what that looks like
00:20:09 --> 00:20:10:	in the context of development.
00:20:10 --> 00:20:13:	Here and then, how are the last big theme?
00:20:13 --> 00:20:14:	I think you touched them.
00:20:14 --> 00:20:18:	Was the policy legislature side and that's that role in

00:20:18 --> 00:20:21:	in development and the sustainability process here.
00:20:21 --> 00:20:23:	So I want to build on all of those themes
00:20:23 --> 00:20:23:	here.
00:20:23 --> 00:20:25:	I think they're all fantastic themes and I think there's
00:20:25 --> 00:20:27:	a lot we can dive into there,
00:20:27 --> 00:20:29:	so I want to start with Patrick's idea here.
00:20:29 --> 00:20:31:	The the value of sustainability.
00:20:31 --> 00:20:33:	I mean, this is something that comes up in every
00:20:33 --> 00:20:35:	development conversation.
00:20:35 --> 00:20:37:	If you're a small developer at big developer,
00:20:37 --> 00:20:39:	it's how do we place value on this.
00:20:39 --> 00:20:41:	So my first question here and this.
00:20:41 --> 00:20:42:	I'll open this up to everyone,
00:20:42 --> 00:20:45:	uhm, but I think some of you have very specific
00:20:45 --> 00:20:48:	experience on this is have has our industry gotten to
00:20:48 --> 00:20:50:	the point where we're able to put a value on
00:20:50 --> 00:20:54:	some of these aspects that aren't tangible things like resiliency?
00:20:54 --> 00:20:55:	How do you quantify that?
00:20:55 --> 00:20:57:	Things like improve the air quality?
00:20:57 --> 00:20:59:	Can we put a value on that yet?
00:20:59 --> 00:21:00:	And if we haven't been able to do that,
00:21:00 --> 00:21:03:	how do we do that?
00:21:03 --> 00:21:05:	Howard, let's start with you on this one.
00:21:08 --> 00:21:12:	Putting a value on those specific metrics,
00:21:12 --> 00:21:15:	I think is more challenging.
00:21:15 --> 00:21:20:	I. I'm going to spray for a moment just.
00:21:20 --> 00:21:25:	Piggybacking on where Patrick was heading with cost and perceived
00:21:25 --> 00:21:26:	costs.
00:21:28 --> 00:21:34:	Challengers have been around the fear factor that contractors bring
00:21:34 --> 00:21:38:	to high performance if they haven't done it before.
00:21:40 --> 00:21:46:	In when you build high performance your you inherently have
00:21:46 --> 00:21:53:	for example a hyper airtight building which requires increased ventilation.
00:21:53 --> 00:21:57:	That there is great value in these buildings now because
00:21:57 --> 00:21:58:	they actually have.
00:22:01 --> 00:22:06:	24/7 balanced ventilation that makes for much better air quality.
00:22:06 --> 00:22:10:	You know in in an age of COVID that is
00:22:10 --> 00:22:14:	an incredible benefit to the occupants.
00:22:14 --> 00:22:16:	So I'm jumping around here,

00:22:16 --> 00:22:19:	but I don't think we can look at any one
00:22:19 --> 00:22:20:	piece.
00:22:20 --> 00:22:24:	It's about it's about energy efficiency,
00:22:24 --> 00:22:28:	lower utility costs for the occupants,
00:22:28 --> 00:22:33:	air quality, spound in living in an urban environment.
00:22:33 --> 00:22:40:	These buildings are much quieter so it's hard to convey
00:22:41 --> 00:22:44:	these benefits without.
00:22:44 --> 00:22:47:	The kind of the world population that are,
00:22:47 --> 00:22:50:	you know, our tenants actually experiencing it,
00:22:50 --> 00:22:53:	so just a couple of examples there.
00:22:55 --> 00:22:57:	Thanks Howard. Patrick, did you want to expand on what
00:22:57 --> 00:23:00:	you would introduce the idea of putting a value on
00:23:00 --> 00:23:00:	sustainability?
00:23:00 --> 00:23:02:	Is there anything else you wanted to add?
00:23:03 --> 00:23:07:	Sure, I mean too. Think about to more directly answer
00:23:07 --> 00:23:09:	to your question as well,
00:23:09 --> 00:23:12:	because for us at conventions.
00:23:12 --> 00:23:16:	So we're we develop and we manage or rental units
00:23:16 --> 00:23:19:	and so that gives us a different come by.
00:23:19 --> 00:23:22:	And if you want, if I want to use the
00:23:22 --> 00:23:25:	same terms terminology here in into the reason to make
00:23:25 --> 00:23:27:	our building sustainable.
00:23:27 --> 00:23:30:	And also because we are as my executor likes to
00:23:30 --> 00:23:30:	say,
00:23:30 --> 00:23:33:	we are environmental extremists and so we care for the
00:23:33 --> 00:23:36:	environment and we care for our tenants as well.
00:23:36 --> 00:23:40:	And so the value in building sustainable is to make
00:23:40 --> 00:23:43:	sure that we can have a building that's good like
00:23:43 --> 00:23:48:	that we can easily operate that has that's energy efficient.
00:23:48 --> 00:23:49:	That is not costly to operate.
00:23:49 --> 00:23:52:	That's one of our goals as well.
00:23:52 --> 00:23:56:	Because we. Mostly get development funds for units and we
00:23:56 --> 00:23:59:	have to maintain them affordable for 40 years.
00:23:59 --> 00:24:00:	Of course we do more than that.
00:24:00 --> 00:24:04:	That's per the UM, the Pennsylvania Housing Finance Agency,
00:24:04 --> 00:24:07:	income, housing, tax credits, regulations,
00:24:07 --> 00:24:09:	and so once we get that a lot of money
00:24:09 --> 00:24:13:	then it's really hard to do any other improvements throughout
00:24:13 --> 00:24:14:	the operation of the building.
00:24:14 --> 00:24:17:	Therefore we try to make the first time is the
00:24:17 --> 00:24:20:	best time and we put everything that we can into

00:24:20 --> 00:24:22:	there to make it as to single pass possible and
00:24:22 --> 00:24:24:	so that's where the value comes in.
00:24:24 --> 00:24:25:	Is so that once we do it here,
00:24:25 --> 00:24:28:	then throughout the life of the building,
00:24:28 --> 00:24:32:	not only it pays us back through the operations,
00:24:32 --> 00:24:35:	but also if you have healthier,
00:24:35 --> 00:24:39:	happier tenants. Style have lower utilities then that also helps
00:24:39 --> 00:24:41:	us to balance things out.
00:24:41 --> 00:24:44:	The fines on the other end to maybe bounce their
00:24:44 --> 00:24:47:	rent according that would help better support organization.
00:24:47 --> 00:24:50:	But also that's still affordable to the tenants.
00:24:50 --> 00:24:53:	And if you think about it again from the larger
00:24:53 --> 00:24:54:	plan.
00:24:54 --> 00:24:58:	If you have healthier air then you you have a
00:24:58 --> 00:25:03:	tenant that dumb that potentially is remains healthier,
00:25:03 --> 00:25:06:	doesn't then it doesn't have a competing.
00:25:06 --> 00:25:09:	Other competing elements over their income,
00:25:09 --> 00:25:12:	which impacts their housing, UM.
00:25:12 --> 00:25:15:	A door rent so that we in turn can also
00:25:15 --> 00:25:20:	still continue to have that maintenance over the period of
00:25:20 --> 00:25:21:	the building.
00:25:21 --> 00:25:23:	So it's really if looking at it from a more
00:25:23 --> 00:25:25:	larger point of view,
00:25:25 --> 00:25:28:	the values that might not be directly applicable.
00:25:28 --> 00:25:31:	But if you look at how it trails back and
00:25:31 --> 00:25:35:	impacts other aspects of the presidential vendor and their personal
00:25:36 --> 00:25:37:	economy and our.
00:25:37 --> 00:25:39:	Income for the building, then it it.
00:25:39 --> 00:25:41:	It kinda works out. So you have to take over
00:25:41 --> 00:25:44:	a bit more globally than just target it.
00:25:45 --> 00:25:47:	That's great insight. I mean healthy,
00:25:47 --> 00:25:48:	happy, Kenneth. That's what we want,
00:25:48 --> 00:25:51:	right? That's kind of the framework for a lot of
00:25:51 --> 00:25:54:	this and affordable housing definitely has some other intricacies tide
00:25:54 --> 00:25:56:	to it compared to standard development.
00:25:56 --> 00:25:59:	Josh, you have a really unique perspective on this sitting
00:25:59 --> 00:26:01:	in the contractors role here.
00:26:01 --> 00:26:03:	So what are your thoughts on the value of sustainability?
00:26:05 --> 00:26:08:	Well, just real quick. I think Patrick made one interesting
00:26:08 --> 00:26:08:	point.

00:26:08 --> 00:26:10:	How they maintain their properties,
00:26:10 --> 00:26:13:	and I think that's a huge distinction in terms of
00:26:13 --> 00:26:14:	how you define value.
00:26:14 --> 00:26:17:	Because if you're a developer who's going to hold onto
00:26:17 --> 00:26:18:	that property,
00:26:18 --> 00:26:20:	you're going to hopefully want to build to the highest
00:26:20 --> 00:26:21:	standard.
00:26:21 --> 00:26:25:	So not only you have fewer maintenance down the road,
00:26:25 --> 00:26:28:	but it's a higher performing and in the case of
00:26:28 --> 00:26:30:	of the building front flats,
00:26:30 --> 00:26:33:	you're providing your tenants with a fixed utility bill,
00:26:33 --> 00:26:36:	and in the case of affordable housing.
00:26:36 --> 00:26:39:	To have someone who you know their electric bills,
00:26:39 --> 00:26:41:	$40 that's it. Who might not be able to afford
00:26:41 --> 00:26:43:	300 in the winter?
00:26:43 --> 00:26:46:	That's another incentive. But to my role is as a
00:26:46 --> 00:26:47:	builder.
00:26:47 --> 00:26:51:	I think you know not to be too obsequious to
00:26:51 --> 00:26:52:	onion flats,
00:26:52 --> 00:26:55:	their unique architecture and development firm,
00:26:55 --> 00:26:59:	and the the process of building front flats and using
00:26:59 --> 00:27:03:	panelization and and the speed at which we could go
00:27:03 --> 00:27:06:	up each floor and the reduction of waste.
00:27:06 --> 00:27:10:	And also safer. I think the more that can be
00:27:10 --> 00:27:11:	done off site.
00:27:11 --> 00:27:14:	Is cleaner and safer and the more that can be
00:27:14 --> 00:27:19:	assembled rather than cutting and gluing and creating much more
00:27:19 --> 00:27:21:	waste and dust and debris.
00:27:21 --> 00:27:22:	Is one of the huge benefits?
00:27:22 --> 00:27:24:	I mean we we we we?
00:27:24 --> 00:27:27:	We made very little waste using the panelization process.
00:27:27 --> 00:27:31:	I think. Also a company like Blueprint Robotics who's penalizing
00:27:31 --> 00:27:32:	almost everything.
00:27:32 --> 00:27:34:	One of the interesting things about their companies.
00:27:34 --> 00:27:38:	They have a specialty crane that they designed specifically for
00:27:38 --> 00:27:41:	their work and I think when we look at sustainability.
00:27:44 --> 00:27:47:	1. I think our we had an in House crew
00:27:47 --> 00:27:53:	of carpenters almost 10 to 15 carpenters and laborers working.
00:27:53 --> 00:27:56:	You know every day to make sure all the building

00:27:56 --> 00:27:59:	envelope and solar panels were done under our supervision and
00:27:59 --> 00:28:02:	most developers I don't think have that.
00:28:02 --> 00:28:05:	I think at least on on on the below union
00:28:05 --> 00:28:06:	scale,
00:28:06 --> 00:28:09:	a developer has a sub for framing except for this
00:28:09 --> 00:28:12:	except for that and often not you might not even
00:28:12 --> 00:28:15:	find a form in on some of these job sites
00:28:15 --> 00:28:19:	in Philadelphia. So I think the oversight you know when
00:28:19 --> 00:28:20:	you have.
00:28:20 --> 00:28:23:	Uhm? People like onion Flats who are holding onto these
00:28:24 --> 00:28:24:	properties.
00:28:24 --> 00:28:26:	You have Howard following you around the building.
00:28:26 --> 00:28:28:	If Tim falling around the building,
00:28:28 --> 00:28:29:	making sure everything's done well,
00:28:29 --> 00:28:34:	there's a lot of oversight and stakeholders involved.
00:28:34 --> 00:28:36:	And I think the last thing is just inspiring.
00:28:36 --> 00:28:39:	I think a lot of the the young.
00:28:39 --> 00:28:42:	Carpenters and laborers on our on our crew were really
00:28:42 --> 00:28:45:	excited to be doing like this building that was so
00:28:45 --> 00:28:48:	unique and in Fishtown with solar panels on the side,
00:28:48 --> 00:28:52:	so we benefited from. Explain to them what they were
00:28:52 --> 00:28:55:	doing and how cool this building was that it was
00:28:55 --> 00:28:57:	producing more energy than it was using.
00:28:57 --> 00:28:59:	I think we really, you know,
00:28:59 --> 00:29:01:	like people were saying, if we want to get a
00:29:01 --> 00:29:02:	higher skilled workforce,
00:29:02 --> 00:29:05:	there's an education and inspiration that has to go around.
00:29:08 --> 00:29:09:	I want to run with that concept here,
00:29:09 --> 00:29:11:	but I do want to give Emily a chance to
00:29:11 --> 00:29:12:	respond to the original question here.
00:29:12 --> 00:29:14:	The value of sustainability. So Emily,
00:29:14 --> 00:29:16:	any other anything else you want to add to this
00:29:17 --> 00:29:20:	so I I really appreciate this conversation,
00:29:20 --> 00:29:24:	'cause I think you know we get really caught up
00:29:24 --> 00:29:24:	and.
00:29:24 --> 00:29:26:	The costs and and NOI,
00:29:26 --> 00:29:29:	and of course you guys have to and I I
00:29:29 --> 00:29:30:	appreciate that.
00:29:30 --> 00:29:32:	But actually I think when you know when you look
00:29:32 --> 00:29:35:	at the numbers longer term which are folks that are
00:29:35 --> 00:29:38:	holding buildings I think they they do add up and

00:29:38 --> 00:29:41:	there is a payback on the investment in sustainability.
00:29:41 --> 00:29:43:	On I I want to just touch on what Patrick
00:29:43 --> 00:29:44:	said.
00:29:44 --> 00:29:46:	Philly is one of the most energy burdened cities in
00:29:46 --> 00:29:47:	the country.
00:29:47 --> 00:29:50:	So the lowest income tranche of folks in Philadelphia.
00:29:50 --> 00:29:54:	People at 30% of area median income or below are
00:29:54 --> 00:29:55:	paying.
00:29:55 --> 00:29:58:	18% of their income to utilities.
00:29:58 --> 00:30:01:	Compare that to you or I were probably paying 2%
00:30:01 --> 00:30:05:	maybe of our income to utilities and and and the
00:30:05 --> 00:30:06:	PUC says 6%
00:30:06 --> 00:30:10:	is the maximum anybody should be paying so you know
00:30:10 --> 00:30:15:	we almost never see developers work backwards from that number
00:30:15 --> 00:30:16:	to say,
00:30:16 --> 00:30:18:	OK, I want to build affordable housing.
00:30:18 --> 00:30:20:	I work backwards on the rent.
00:30:20 --> 00:30:21:	Maybe I have a utility allowance,
00:30:21 --> 00:30:24:	but I'm not looking at that utility allowance as a
00:30:24 --> 00:30:27:	as a percentage of the income of the tenants were
00:30:27 --> 00:30:28:	expecting here and I think.
00:30:28 --> 00:30:31:	If we were to do that and look at sort
00:30:31 --> 00:30:33:	of true long term affordability.
00:30:33 --> 00:30:35:	We would have to make a lot different decisions,
00:30:35 --> 00:30:38:	a lot of different decisions as we're building properties to
00:30:38 --> 00:30:41:	make sure that it is long term affordable.
00:30:41 --> 00:30:43:	So so we're excited to sort of see that shift
00:30:43 --> 00:30:44:	a little bit,
00:30:44 --> 00:30:46:	and we've heard from a few developers that they really
00:30:46 --> 00:30:48:	are thinking about that and and looking at ways to
00:30:48 --> 00:30:49:	address it.
00:30:51 --> 00:30:56:	Take like expand on that and and Josh made reference
00:30:56 --> 00:30:57:	to it,
00:30:57 --> 00:31:02:	so around utilities on our last two projects we took
00:31:02 --> 00:31:08:	the opinion that through our energy modeling we could project
00:31:08 --> 00:31:10:	what are utility costs,
00:31:10 --> 00:31:16:	what the individual apartment utility costs would be and were
00:31:16 --> 00:31:17:	able to.
00:31:17 --> 00:31:22:	Have a fixed rate. Charge to the tenant so one
00:31:22 --> 00:31:24:	property is $50,
00:31:24 --> 00:31:26:	the other is $40 a month,

00:31:26 --> 00:31:31:	but you as building owners there are caps on that,
00:31:31 --> 00:31:36:	so a lot of this is about monitoring usage.
00:31:36 --> 00:31:40:	So all of these buildings should have that ability to
00:31:40 --> 00:31:42:	monitor and so there are.
00:31:42 --> 00:31:46:	There's language written into leases that have.
00:31:46 --> 00:31:53:	Cutting back fallbacks, but basically they're deposits are at risk
00:31:53 --> 00:31:56:	if they are excessive.
00:31:56 --> 00:32:00:	And so in any subsequent year that might get bumped
00:32:00 --> 00:32:01:	up a little bit,
00:32:01 --> 00:32:04:	but from our construction standpoint,
00:32:04 --> 00:32:08:	that allows us to build a building with one single
00:32:08 --> 00:32:09:	electric meter.
00:32:09 --> 00:32:13:	Not having all of the sub meters and the costs
00:32:13 --> 00:32:16:	of that that's associated with it.
00:32:16 --> 00:32:19:	That's a huge benefit. And in both construction costs and
00:32:19 --> 00:32:20:	for the tenant.
00:32:25 --> 00:32:26:	Thanks Howard, that's fantastic insight.
00:32:26 --> 00:32:29:	That's the concept of single meter fixed utility rates.
00:32:29 --> 00:32:32:	'cause I think that helps address Emily.
00:32:32 --> 00:32:34:	You had mentioned equity Patrick you.
00:32:34 --> 00:32:37:	I think term. That's the social goals of a project
00:32:37 --> 00:32:38:	earlier on.
00:32:38 --> 00:32:39:	I think that works to address some of that.
00:32:39 --> 00:32:42:	So that fits in the affordable housing side that fits
00:32:42 --> 00:32:43:	in your market rate housing.
00:32:43 --> 00:32:47:	That's a fantastic solution to a really common problem that
00:32:47 --> 00:32:47:	we have.
00:32:47 --> 00:32:49:	I want to shift gears away from kind of this
00:32:49 --> 00:32:53:	discussion towards something that I know Josh is passionate about
00:32:53 --> 00:32:53:	here,
00:32:53 --> 00:32:55:	and it's been brought up by everyone and that's the
00:32:55 --> 00:32:55:	idea of education.
00:32:55 --> 00:33:00:	So we've talked about contact tractor training and implementing and
00:33:00 --> 00:33:03:	installing some of these features better.
00:33:03 --> 00:33:06:	Let's kind of expand the idea of education and job
00:33:06 --> 00:33:07:	training here.
00:33:07 --> 00:33:09:	I mean, there's a hierarchy that's involved in the overall
00:33:10 --> 00:33:10:	development process,
00:33:10 --> 00:33:15:	right? Who else could could benefit from additional understanding,

00:33:15 --> 00:33:18:	deeper recognition of the value that these things provide?
00:33:20 --> 00:33:22:	I mean, I'll toss this one up to anyone.
00:33:22 --> 00:33:23:	Whoever wants to jump in here.
00:33:23 --> 00:33:24:	Emily, you're smiling. So I'm guessing,
00:33:24 --> 00:33:24:	yeah.
00:33:26 --> 00:33:29:	Early start so a couple of years ago when the
00:33:29 --> 00:33:33:	the new Commercial building code was adopted,
00:33:33 --> 00:33:36:	we were able to find some funding for LNI to
00:33:36 --> 00:33:39:	do some training for their inspectors on the energy Code
00:33:39 --> 00:33:40:	component of that,
00:33:41 --> 00:33:44:	I think prior to that they had had a really
00:33:44 --> 00:33:49:	hard time having any of their inspectors or examiners passed
00:33:49 --> 00:33:51:	the Energy Code component.
00:33:51 --> 00:33:53:	And of course you know with some of the other
00:33:53 --> 00:33:56:	components of a building like electrical they'll have.
00:33:56 --> 00:33:57:	Third party folks come in,
00:33:57 --> 00:34:00:	but that was not originally the plan for the Energy
00:34:00 --> 00:34:00:	Code,
00:34:00 --> 00:34:02:	so we've done a little bit with L and I
00:34:02 --> 00:34:03:	to sort of get them up to speed.
00:34:03 --> 00:34:06:	I think they could use a whole lot more to
00:34:06 --> 00:34:07:	really understand it.
00:34:07 --> 00:34:08:	I think a lot of times they find it is
00:34:08 --> 00:34:10:	complicated and they don't quite get it,
00:34:10 --> 00:34:11:	and so they're saying OK,
00:34:11 --> 00:34:15:	yeah, sure, OK, whatever this is.
00:34:15 --> 00:34:17:	And you know, I think to the point that Josh
00:34:17 --> 00:34:20:	made to come training that that sort of entry level
00:34:20 --> 00:34:23:	construction workforce is also really important.
00:34:23 --> 00:34:24:	We run a program called grit.
00:34:24 --> 00:34:27:	It's the green retrofit immersive training.
00:34:27 --> 00:34:29:	This was the first year of the program,
00:34:29 --> 00:34:33:	and we're putting together funding for next year's program as
00:34:33 --> 00:34:33:	well.
00:34:33 --> 00:34:36:	But that program is run out of ECA,
00:34:36 --> 00:34:38:	the Energy Coordinating Agency. If you guys don't know those
00:34:38 --> 00:34:39:	guys in in Kensington,
00:34:39 --> 00:34:43:	they've got a ton of really cool resources for developers
00:34:43 --> 00:34:45:	and a huge cohort of trainees.
00:34:45 --> 00:34:49:	For contractors, but we really put folks through an 18
00:34:49 --> 00:34:53:	week program paid where they actually had an opportunity at

00:34:53 --> 00:34:56:	the end to spend six weeks working on low income
00:34:56 --> 00:35:00:	housing that was being renovated in a greener way.
00:35:00 --> 00:35:03:	And and they've got all sorts of certification.
00:35:03 --> 00:35:05:	So you know, we found it really difficult to connect
00:35:05 --> 00:35:06:	those folks,
00:35:06 --> 00:35:09:	especially to the nonunion contractors who are sort of tend
00:35:09 --> 00:35:11:	to be the smaller guys.
00:35:11 --> 00:35:13:	But we'd love to figure out how to make those
00:35:13 --> 00:35:14:	connections a bit better.
00:35:14 --> 00:35:16:	Those folks worked hard, and.
00:35:16 --> 00:35:17:	And had a lot of training,
00:35:17 --> 00:35:19:	so you know, I, I think there's both the actual
00:35:19 --> 00:35:22:	training component and the how do we connect them to
00:35:22 --> 00:35:23:	the contractors that
00:35:23 --> 00:35:24:	really need them?
00:35:28 --> 00:35:31:	Thanks Emily, that's great. I wasn't aware that the training
00:35:31 --> 00:35:32:	aspect on the enforcement side,
00:35:32 --> 00:35:36:	the LNI individuals, that's fantastic.
00:35:36 --> 00:35:39:	Howard Patrick I want to offer this question up to
00:35:39 --> 00:35:41:	you as well in terms of who else can benefit
00:35:41 --> 00:35:42:	from additional understanding,
00:35:42 --> 00:35:44:	training or just recognition.
00:35:48 --> 00:35:52:	Well, I think at every level of the construction industry
00:35:52 --> 00:35:54:	they can benefit because it it.
00:35:54 --> 00:36:00:	It is truly a holistic process to put these buildings
00:36:00 --> 00:36:01:	together.
00:36:01 --> 00:36:06:	Codes have improved dramatically that have.
00:36:06 --> 00:36:10:	Forced higher ventilation, better air sealing.
00:36:10 --> 00:36:15:	And everyone on the job needs to understand the importance
00:36:15 --> 00:36:20:	of not either breaking these barriers that have been put
00:36:20 --> 00:36:22:	together with such care.
00:36:22 --> 00:36:26:	So from mechanical contractors to the Framers to you know
00:36:26 --> 00:36:29:	everyone involved that that's critical,
00:36:29 --> 00:36:33:	so. There is a great source in half of health
00:36:33 --> 00:36:35:	tradesman training.
00:36:35 --> 00:36:39:	Whether you're building to have self standards or getting certification
00:36:39 --> 00:36:39:	or not.
00:36:39 --> 00:36:43:	It's a it's an incredible program.
00:36:43 --> 00:36:48:	I think green building united is probably a great resource
00:36:48 --> 00:36:49:	for this as well.
00:36:49 --> 00:36:53:	But it start and so.

00:36:53 --> 00:36:58:	Construction industry building owners developers you know to to understand
00:36:58 --> 00:37:00:	not so much about training,
00:37:00 --> 00:37:05:	but again understand the value and how these higher performing
00:37:05 --> 00:37:08:	buildings can be monetized.
00:37:08 --> 00:37:12:	For instance, back to lower utilities,
00:37:12 --> 00:37:17:	tenant happiness, tenant retention as a result of,
00:37:17 --> 00:37:20:	you know, living in these buildings so.
00:37:20 --> 00:37:25:	There's that, and then there's the policy makers and and
00:37:25 --> 00:37:30:	how legislation can be improved or incentivized.
00:37:30 --> 00:37:36:	Incentives created for the industry that that provides benefits to
00:37:36 --> 00:37:38:	those who take it on,
00:37:38 --> 00:37:40:	and there's not enough of that right now.
00:37:42 --> 00:37:44:	We keep coming back to policy and legislatures.
00:37:44 --> 00:37:46:	I would definitely want to dig into that,
00:37:46 --> 00:37:48:	but I want to give Patrick a chance to add
00:37:48 --> 00:37:50:	anything else on the education side before we we shift
00:37:50 --> 00:37:51:	gears.
00:37:51 --> 00:37:54:	Yeah sure I mean all I really want to say
00:37:54 --> 00:37:55:	at this point is to.
00:37:55 --> 00:37:57:	Fully agree with Emily and Howard on this.
00:37:57 --> 00:38:01:	It in in short it needs to be everybody involved
00:38:01 --> 00:38:02:	from as hard.
00:38:02 --> 00:38:05:	Sorry to add on. You know the developers,
00:38:05 --> 00:38:11:	the client, every single builder policy makers,
00:38:11 --> 00:38:14:	lenders. Everybody need to have an understanding as I mean
00:38:14 --> 00:38:18:	this is trip pretty much starting to become more needs
00:38:18 --> 00:38:20:	to become the new standard.
00:38:20 --> 00:38:24:	So if everybody learned what the basic standard is from
00:38:24 --> 00:38:25:	back then.
00:38:25 --> 00:38:28:	Then we are like we are ramping that up now
00:38:28 --> 00:38:33:	to be towards efficiency and sustainability and so that just
00:38:33 --> 00:38:37:	needs like need to have a whole overall education so
00:38:37 --> 00:38:39:	that we can do it right.
00:38:39 --> 00:38:43:	'cause if you don't know then you can't really spot
00:38:43 --> 00:38:47:	the efficiencies or you don't know why this is needed
00:38:47 --> 00:38:48:	to make the building up.
00:38:48 --> 00:38:52:	Proper. If you will, and so it it just needs
00:38:52 --> 00:38:54:	to be every single person that is.
00:38:54 --> 00:38:57:	And that's going to be or is involved in the

00:38:57 --> 00:38:58:	building,
00:38:58 --> 00:39:01:	regardless of level. That they need to be educated and
00:39:01 --> 00:39:05:	then from the education to us to gain the experience.
00:39:05 --> 00:39:08:	Because experience get makes it no routine and habits through.
00:39:08 --> 00:39:11:	And then you can make it also more affordable.
00:39:13 --> 00:39:16:	That's great so that the education to understand the value,
00:39:16 --> 00:39:19:	understand the how, and then the training to understand or
00:39:19 --> 00:39:22:	effectively implement these and actually see that value,
00:39:22 --> 00:39:25:	right? That's great, so I mean from what I'm hearing
00:39:25 --> 00:39:26:	from everyone here.
00:39:26 --> 00:39:27:	Correct me if I'm wrong,
00:39:27 --> 00:39:30:	but it sounds like the whole concept of education and
00:39:30 --> 00:39:33:	training is probably the most effective solution we have at
00:39:33 --> 00:39:34:	this point here.
00:39:34 --> 00:39:37:	Just better education, understand what is sustainability,
00:39:37 --> 00:39:40:	what is resiliency, and that's going to get us kind
00:39:40 --> 00:39:43:	of that big step forward that we're looking for here.
00:39:43 --> 00:39:44:	Just for the sake of time,
00:39:44 --> 00:39:46:	I do want to move into our next topic here
00:39:46 --> 00:39:47:	and its policy,
00:39:47 --> 00:39:48:	and I know it's been brought up.
00:39:48 --> 00:39:49:	I think everyone has brought it up,
00:39:49 --> 00:39:52:	at least for a brief second here.
00:39:52 --> 00:39:54:	So we've talked about building codes and I will come
00:39:54 --> 00:39:54:	back to building codes,
00:39:54 --> 00:39:57:	but I want to talk about the other side of
00:39:57 --> 00:40:00:	policy and that's the voluntary application of policy that always
00:40:00 --> 00:40:03:	sounds like kind of an oxymoron voluntary policy,
00:40:03 --> 00:40:07:	but it's the idea of bonus density,
00:40:07 --> 00:40:10:	zoning easements. Basically the benefit you get for doing something
00:40:11 --> 00:40:11:	sustainable,
00:40:11 --> 00:40:13:	doing something that instills resiliency.
00:40:13 --> 00:40:16:	Here, so Emily, I think this is a good question
00:40:16 --> 00:40:16:	to do for you.
00:40:16 --> 00:40:20:	What kind of voluntary policy do we have in Philly
00:40:20 --> 00:40:21:	right now?
00:40:21 --> 00:40:25:	And does it work? And what else can we do?
00:40:25 --> 00:40:25:	So,
00:40:25 --> 00:40:28:	uhm, we have the density bonuses.
00:40:28 --> 00:40:31:	Obviously we there actually is a.

00:40:31 --> 00:40:36:	Greenroof bonus as well, which I think the data shows
00:40:36 --> 00:40:39:	it hasn't worked all that well.
00:40:39 --> 00:40:42:	And and maybe that's the design of the density bonuses.
00:40:42 --> 00:40:44:	It's sort of hard to take advantage of in certain
00:40:44 --> 00:40:44:	places,
00:40:44 --> 00:40:49:	but uhm, and we have a sustainable business tax credit
00:40:49 --> 00:40:51:	that can be applied.
00:40:51 --> 00:40:53:	We we have a bunch of these voluntary ones,
00:40:53 --> 00:40:55:	and I think in Philly we've shown they don't work
00:40:55 --> 00:40:56:	super well.
00:40:56 --> 00:40:59:	I think the folks that might have done it anyway
00:40:59 --> 00:41:00:	are doing it.
00:41:00 --> 00:41:03:	You know, and and as we've talked to council members
00:41:04 --> 00:41:05:	and and tried to figure out,
00:41:05 --> 00:41:09:	you know, how can we really design the incentives in
00:41:09 --> 00:41:12:	a way that actually works for the industry?
00:41:12 --> 00:41:16:	I don't know that we've come across the solutions the
00:41:16 --> 00:41:17:	city a couple years ago now,
00:41:17 --> 00:41:22:	but it's finally getting implemented past the building energy performance
00:41:22 --> 00:41:22:	program,
00:41:22 --> 00:41:27:	which is sort of a mandatory 5 year tuneup requirement
00:41:27 --> 00:41:31:	for buildings over a certain size and we'll see how
00:41:32 --> 00:41:35:	that actually gets gets implemented.
00:41:35 --> 00:41:37:	It's a very gentle requirement,
00:41:37 --> 00:41:42:	so it requires literally, like the absolute minimum,
00:41:42 --> 00:41:45:	but really checking your. The Suns and doing that turn
00:41:45 --> 00:41:47:	up and making sure things are performing as they should
00:41:47 --> 00:41:48:	come,
00:41:48 --> 00:41:50:	and it does not have a requirement as of yet.
00:41:50 --> 00:41:53:	Which New York City does and and other cities do
00:41:53 --> 00:41:54:	for improvement.
00:41:55 --> 00:41:57:	So once you find issues in that tune up,
00:41:57 --> 00:42:00:	we are not actually requiring you to fix them,
00:42:00 --> 00:42:04:	though you should, and typically what we're finding in that
00:42:04 --> 00:42:06:	application is it's it's easy,
00:42:06 --> 00:42:10:	it's cheap to do, and it finds savings for you.
00:42:10 --> 00:42:10:	So it's it's really
00:42:11 --> 00:42:12:	a win win for everybody.
00:42:13 --> 00:42:15:	But I think there's so much more we can do.
00:42:15 --> 00:42:18:	You know, I sort of to the point on education
00:42:18 --> 00:42:19:	in the solar industry.

00:42:19 --> 00:42:22:	We've really focused on reducing the soft costs of putting
00:42:22 --> 00:42:24:	solar on a roof in Philadelphia,
00:42:24 --> 00:42:27:	and I think we can do exactly the same thing
00:42:27 --> 00:42:28:	for greener building,
00:42:28 --> 00:42:33:	particularly for multifamily properties. So I'll give a quick example
00:42:33 --> 00:42:33:	on solar.
00:42:33 --> 00:42:38:	We were able to amend zoning so that solar rooftop
00:42:38 --> 00:42:41:	canopy's can now be done by right.
00:42:41 --> 00:42:44:	You don't need to get a variance for that.
00:42:44 --> 00:42:48:	You know, we've eliminated some of the huge permitting fees
00:42:48 --> 00:42:51:	that that were required for commercial scale solar,
00:42:51 --> 00:42:53:	so now those are capped at $200,
00:42:53 --> 00:42:58:	whereas some buildings were paying $25,000 for permitting for solar.
00:42:58 --> 00:43:00:	So you know, I think as city government work,
00:43:00 --> 00:43:04:	we're able to look at some of those small impediments,
00:43:04 --> 00:43:06:	or maybe in some cases large impediments and try to
00:43:06 --> 00:43:08:	get them out of the way.
00:43:08 --> 00:43:10:	And maybe that's our job at the local level,
00:43:10 --> 00:43:14:	and you know, we had a solar panel incentive program.
00:43:14 --> 00:43:16:	Which I think luckily onion flats.
00:43:16 --> 00:43:18:	I was able to get in in time to get
00:43:18 --> 00:43:21:	that it was only funded for one one fiscal year
00:43:21 --> 00:43:24:	and because of COVID has not been funded again,
00:43:24 --> 00:43:26:	although I hope it will.
00:43:26 --> 00:43:28:	So you know, I think there's more we can be
00:43:28 --> 00:43:29:	doing,
00:43:29 --> 00:43:31:	and I'm not sure what we're doing right now has
00:43:31 --> 00:43:31:	worked terribly
00:43:31 --> 00:43:32:	well in the past.
00:43:34 --> 00:43:36:	Powered up in your experience here.
00:43:36 --> 00:43:41:	Have you taken advantage of any of the voluntary policy
00:43:41 --> 00:43:42:	incentives?
00:43:42 --> 00:43:42:	We
00:43:42 --> 00:43:48:	we have certainly the greenroof incentive helped in one of
00:43:48 --> 00:43:49:	our projects.
00:43:51 --> 00:43:56:	I think the big missing in the last opportunity with
00:43:57 --> 00:43:58:	City Council.
00:43:58 --> 00:44:04:	Dropping the 10 year tax abatement on a blanket sweep,
00:44:04 --> 00:44:07:	why did they not keep that in place for affordable
00:44:07 --> 00:44:11:	housing for some of the more challenged ZIP codes that

00:44:11 --> 00:44:12:	could you know,
00:44:12 --> 00:44:17:	is such a significant impact to underwriting?
00:44:17 --> 00:44:19:	You know to get your pro forma to work.
00:44:19 --> 00:44:23:	That is just a big a big missing,
00:44:23 --> 00:44:27:	very big loss. On the zoning side,
00:44:27 --> 00:44:31:	what we are now looking at Onion Fotsis now has
00:44:31 --> 00:44:36:	partnered with the Rocky Mountain Institute to develop as part
00:44:36 --> 00:44:38:	of their realized program,
00:44:38 --> 00:44:43:	a pre manufactured zero energy deep energy retrofit solution for
00:44:43 --> 00:44:51:	existing building stock that's essentially about wrapping buildings with essentially
00:44:51 --> 00:44:54:	a passive health tight envelope,
00:44:54 --> 00:44:56:	new Windows New Wall panels.
00:44:56 --> 00:45:03:	Integrated, modularized mechanical systems that inherently has the challenge of
00:45:04 --> 00:45:07:	buildings that are on zero property line.
00:45:07 --> 00:45:11:	You know this 1012 inch panel exceeding that,
00:45:11 --> 00:45:13:	so we're going to need to be working with local
00:45:13 --> 00:45:15:	legislation that would Alfie,
00:45:15 --> 00:45:20:	and otherwise to be able to extend over those property
00:45:20 --> 00:45:22:	lines to make this possible.
00:45:22 --> 00:45:25:	The critical nature of the the effort is again going
00:45:25 --> 00:45:28:	back to what we have for the big picture.
00:45:28 --> 00:45:32:	Hundreds of thousands of these buildings literally need these dip
00:45:32 --> 00:45:33:	deep energy retrofits.
00:45:33 --> 00:45:36:	If we're going to hit our global metrics.
00:45:36 --> 00:45:42:	So Rocky Mountain Institute has pursued this.
00:45:42 --> 00:45:46:	It's based on the energy sprung program that's been in
00:45:46 --> 00:45:49:	place in the Netherlands for the last ten years.
00:45:49 --> 00:45:52:	They have very different incentives on the utility side to
00:45:52 --> 00:45:53:	make it work,
00:45:53 --> 00:45:55:	so it's a little more challenging in the US.
00:45:55 --> 00:45:59:	But when we talk about policy I think we also
00:45:59 --> 00:46:04:	need to look at the utility companies and and the
00:46:04 --> 00:46:08:	how that these benefits can help reduce the impact on
00:46:08 --> 00:46:12:	our energy grids. And so if the utility companies can
00:46:12 --> 00:46:17:	also provide incentives towards this to help the bigger picture,
00:46:17 --> 00:46:18:	that too should be a focus.
00:46:21 --> 00:46:22:	Existing building stock. I mean,

00:46:22 --> 00:46:25:	that's kind of the. The sector of this industry that's
00:46:25 --> 00:46:28:	been much slower to adapt and the deep retrofits you're
00:46:29 --> 00:46:30:	referencing here I,
00:46:30 --> 00:46:31:	I think, are the key to this.
00:46:31 --> 00:46:34:	Emily, you had mentioned the building performance standards,
00:46:34 --> 00:46:37:	delays, tuneup law. If I'm not mistaken,
00:46:37 --> 00:46:39:	that does not yet include multifamily.
00:46:39 --> 00:46:42:	Is that correct, and is there plans to add that?
00:46:42 --> 00:46:43:	Sorry to put you on the spot with that one,
00:46:44 --> 00:46:46:	so that's OK. I'm sorry I'm realizing as you're asking
00:46:46 --> 00:46:47:	that I don't have all the details on it,
00:46:47 --> 00:46:50:	so yes, you're right. I believe it does not include
00:46:50 --> 00:46:51:	multifamily right now.
00:46:51 --> 00:46:55:	In the first phase of of enforcement,
00:46:55 --> 00:46:58:	I think it is very likely that that will eventually
00:46:58 --> 00:46:59:	get there,
00:46:59 --> 00:47:02:	but you know that because of kovid there were all
00:47:02 --> 00:47:04:	sorts of delays and an implementation,
00:47:04 --> 00:47:06:	so I think they're they're getting on it and you'll
00:47:06 --> 00:47:08:	see some changes in the next few years
00:47:09 --> 00:47:12:	that COVID factor that think New York steps policy.
00:47:12 --> 00:47:15:	And DC's best probably do include multifamily.
00:47:15 --> 00:47:17:	So I'm excited to see what kind of impact we
00:47:17 --> 00:47:19:	have there and then we can tell her something for
00:47:19 --> 00:47:20:	Philadelphia.
00:47:20 --> 00:47:22:	But I think there's a lot of opportunity with these.
00:47:22 --> 00:47:26:	This regulation of operational energy and not just designing construction
00:47:26 --> 00:47:28:	that's I think that combined with this focus on deep
00:47:28 --> 00:47:31:	retrofit that Howard's recommending here is is the key to
00:47:31 --> 00:47:35:	address that existing building stock here.
00:47:35 --> 00:47:38:	So I want to touch on building codes just one
00:47:38 --> 00:47:39:	last time,
00:47:39 --> 00:47:40:	and then I I wanna leave time with about 10
00:47:40 --> 00:47:41:	minutes left here.
00:47:41 --> 00:47:44:	I want to leave time to talk about funding and
00:47:44 --> 00:47:47:	financing 'cause I know that's definitely important.
00:47:47 --> 00:47:49:	Patrick Emily sits in that world as well.
00:47:49 --> 00:47:52:	So last thing on building codes here.
00:47:52 --> 00:47:54:	So just context for audience here.
00:47:54 --> 00:47:57:	So Pennsylvania fell behind in building codes and there was
00:47:57 --> 00:48:00:	a lot of initiative and advocacy coming out of the

00:48:00 --> 00:48:03:	Philadelphia area to advance these building codes.
00:48:03 --> 00:48:05:	So little while back Pennsylvania.
00:48:05 --> 00:48:06:	Basically went two steps forward.
00:48:06 --> 00:48:09:	Philadelphia got an exception to go essentially three steps forward.
00:48:09 --> 00:48:13:	I'm oversimplifying here, energy codes are tough because there's a
00:48:13 --> 00:48:15:	balance of being too aggressive.
00:48:15 --> 00:48:17:	You have to find that sweet spot right in the
00:48:18 --> 00:48:20:	middle where you don't hinder development,
00:48:20 --> 00:48:21:	but you raise that bar.
00:48:21 --> 00:48:25:	You promote development, so just a quick question here I'll
00:48:25 --> 00:48:26:	get.
00:48:26 --> 00:48:27:	I'll toss this up at anyone.
00:48:27 --> 00:48:29:	Did we go too far or to be kind of
00:48:29 --> 00:48:31:	hit it just right with those new building codes?
00:48:34 --> 00:48:39:	Anyone? Loaded question, I know that.
00:48:39 --> 00:48:40:	Howard, I think you're muted.
00:48:41 --> 00:48:45:	Sorry. I would just say there was an absolutely critical
00:48:45 --> 00:48:49:	step that we we can't afford to take this on.
00:48:49 --> 00:48:54:	You know it's the short term thinking that got us
00:48:54 --> 00:49:00:	where we are and like any change in the industry,
00:49:00 --> 00:49:02:	it will soon become the norm.
00:49:02 --> 00:49:06:	You know, the 2018 International Energy Code was implemented.
00:49:06 --> 00:49:10:	It dramatically stepped up what was required.
00:49:10 --> 00:49:13:	There may be some growing pains for that.
00:49:13 --> 00:49:18:	Initially, but when you step back again and look at
00:49:18 --> 00:49:18:	a,
00:49:18 --> 00:49:22:	say, a building cost line by line,
00:49:22 --> 00:49:26:	if you focus on any one line individually it looks
00:49:27 --> 00:49:27:	expensive.
00:49:27 --> 00:49:29:	But when you start to see the offsets,
00:49:29 --> 00:49:33:	when you have a you put your money into insulation
00:49:33 --> 00:49:37:	and air sealing and have this great thermal envelope.
00:49:37 --> 00:49:42:	Suddenly your mechanical systems are dramatically smaller and therefore there's
00:49:42 --> 00:49:43:	there are these.
00:49:43 --> 00:49:46:	Offset costs so you know I,
00:49:46 --> 00:49:52:	I don't. I think again it's about educating the installers.
00:49:52 --> 00:49:54:	Out how to do it differently than they used to,
00:49:54 --> 00:49:59:	but from a from a material cost from a individual
00:49:59 --> 00:50:04:	line item cost it's I think there's a balance and

00:50:04 --> 00:50:05:	what we're in.
00:50:05 --> 00:50:08:	Going back to Patrick's comment earlier,
00:50:08 --> 00:50:11:	just inside of the affordable housing world.
00:50:11 --> 00:50:14:	2% is a big difference.
00:50:14 --> 00:50:18:	Uhm, but if you look we've tracked the costs of
00:50:18 --> 00:50:23:	affordable housing coming out of PHFA over the last five
00:50:23 --> 00:50:28:	years since they implemented the the change to their PQP,
00:50:28 --> 00:50:34:	giving greater points to developers that are committing to passive
00:50:34 --> 00:50:36:	health certification.
00:50:36 --> 00:50:39:	Initially there was the two to 3%
00:50:39 --> 00:50:44:	delta across the state. Within the second year of the
00:50:44 --> 00:50:45:	program.
00:50:45 --> 00:50:48:	That was a cost neutral and and there were some
00:50:48 --> 00:50:50:	years where it actually flipped so.
00:50:50 --> 00:50:54:	I think these costs are going to get more cost
00:50:54 --> 00:51:00:	neutral as more U S suppliers window manufacturers are now
00:51:00 --> 00:51:04:	where we once had to bring windows and doors in
00:51:04 --> 00:51:08:	from Europe are now more readily available locally.
00:51:08 --> 00:51:14:	So at every level I think there there's.
00:51:14 --> 00:51:21:	These codes are pushing industries to change and and ultimately
00:51:21 --> 00:51:23:	it's a great thing.
00:51:26 --> 00:51:29:	Would anyone else like to comment on energy codes?
00:51:29 --> 00:51:31:	Josh, yeah.
00:51:31 --> 00:51:33:	I think to pick up on where Emily had talked
00:51:33 --> 00:51:34:	about training for Alan,
00:51:34 --> 00:51:38:	I recently on my latest project we actually have an
00:51:38 --> 00:51:43:	air barrier and insulation checklists which was not in any
00:51:43 --> 00:51:44:	previous permit.
00:51:44 --> 00:51:47:	It's actually hard to find it was hidden and even
00:51:47 --> 00:51:50:	the architect didn't realize it was required.
00:51:50 --> 00:51:52:	So I think part of it is marketing on the
00:51:52 --> 00:51:52:	L and I,
00:51:52 --> 00:51:55:	but it's also I think it's going into effect January
00:51:55 --> 00:51:56:	1st and affected permits that were.
00:51:56 --> 00:52:00:	After April. The and L.
00:52:00 --> 00:52:05:	My also recently hired a building envelope specialist to audit
00:52:05 --> 00:52:10:	and review and go around job sites and suggests recommendations
00:52:10 --> 00:52:12:	on how Ellen I can you know,
00:52:12 --> 00:52:15:	better educate and improve. The irony is I don't think

00:52:15 --> 00:52:17:	that was because of sustainability.
00:52:17 --> 00:52:21:	I think that was because of lawsuits of building envelopes
00:52:21 --> 00:52:21:	leaking,
00:52:21 --> 00:52:24:	and you know, I just saw another one on Pine
00:52:24 --> 00:52:24:	St.
00:52:24 --> 00:52:29:	A huge like 10 unit having stucco remediation going on.
00:52:29 --> 00:52:32:	So here we are like trying to get better people.
00:52:32 --> 00:52:36:	You know, educating people on sustainable building practices.
00:52:36 --> 00:52:39:	Yet unfortunately on some of the smaller scale we have
00:52:39 --> 00:52:41:	an epidemic of just bad building.
00:52:41 --> 00:52:43:	And so I think back to all of this.
00:52:43 --> 00:52:45:	The incentive for any developer.
00:52:45 --> 00:52:50:	If there's more oversight, more inspections in the long run,
00:52:50 --> 00:52:54:	you will do better and avoid these lawsuits because you
00:52:54 --> 00:52:55:	know these.
00:52:55 --> 00:52:57:	These are very costly lawsuits.
00:52:57 --> 00:53:02:	They're very displacing. For the tenants and frustrating.
00:53:02 --> 00:53:06:	And I think. No one's mentioned the insurance industry in
00:53:06 --> 00:53:06:	here.
00:53:06 --> 00:53:11:	You know, they're huge organization but.
00:53:11 --> 00:53:14:	There's ways that they can be involved because I know
00:53:14 --> 00:53:17:	Elena is coming up with this new surety bond and
00:53:17 --> 00:53:22:	other bonding that they're trying to create legislation that will
00:53:22 --> 00:53:25:	protect neighboring homeowners who are now who are victims of
00:53:26 --> 00:53:27:	poor construction.
00:53:27 --> 00:53:28:	I mean, that's a whole other discussion,
00:53:28 --> 00:53:31:	but they're making efforts to improve,
00:53:31 --> 00:53:35:	but there's multiple factors the insurance industry making it,
00:53:35 --> 00:53:38:	you know, not covering you going into legal balance,
00:53:38 --> 00:53:41:	others, LLC's, you know, created.
00:53:41 --> 00:53:43:	And disappearing like I said it,
00:53:43 --> 00:53:46:	anyone could be a, you know developer can easily create
00:53:46 --> 00:53:50:	a construction company to pull their permits and then disappear.
00:53:50 --> 00:53:52:	So there's there's. There's that factor in all of this.
00:53:52 --> 00:53:54:	You know we have this unfortunate.
00:53:57 --> 00:54:01:	Large amount of loopholes in the system to avoid liability.
00:54:01 --> 00:54:05:	So while we're working to create better sustainable buildings,
00:54:05 --> 00:54:08:	we also have to just improve the basic construction of
00:54:08 --> 00:54:11:	some of these buildings that are going up and and
00:54:11 --> 00:54:11:	that starts with,

00:54:11 --> 00:54:14:	you know, more enforcement, more or oversight.
00:54:17 --> 00:54:20:	Great, so it's yeah education right policy we need we
00:54:20 --> 00:54:24:	need a little bit of everything to kind of push
00:54:24 --> 00:54:24:	this forward.
00:54:24 --> 00:54:27:	You have about three or four minutes left here and
00:54:27 --> 00:54:30:	it was my mistake for saving this for the endings.
00:54:30 --> 00:54:31:	I think it's also a huge issue here,
00:54:31 --> 00:54:33:	but it's just access to funding.
00:54:33 --> 00:54:37:	Access to financing. Patrick, you sit in the affordable housing
00:54:37 --> 00:54:38:	world here.
00:54:38 --> 00:54:41:	Can you give us just a little glimpse into that?
00:54:41 --> 00:54:44:	Howard had mentioned that the PA Housing Finance Administration,
00:54:44 --> 00:54:46:	the PHFA here give us a little glimpse into the
00:54:46 --> 00:54:48:	affordable housing.
00:54:48 --> 00:54:50:	World and address. If there's any application kind of your
00:54:50 --> 00:54:53:	market rate units outside of that world there so kind
00:54:53 --> 00:54:54:	of an open question here.
00:54:54 --> 00:54:55:	Take it whatever direction you want.
00:54:57 --> 00:55:00:	So to give you a glimpse into the affordable housing,
00:55:00 --> 00:55:03:	UM world works in terms of financing.
00:55:03 --> 00:55:07:	So from our particular side we mostly go for any
00:55:07 --> 00:55:11:	sort of federal and state funding and PHFA I'm working
00:55:12 --> 00:55:15:	housing tax credit like tech for short is one of
00:55:15 --> 00:55:20:	our primary source for that and and and so and
00:55:21 --> 00:55:24:	that's a very very competitive.
00:55:24 --> 00:55:27:	Process as well, although I can see that we're very
00:55:27 --> 00:55:30:	happy that this year we are actually last year noted
00:55:30 --> 00:55:31:	earlier this year,
00:55:31 --> 00:55:35:	we're applied for one of our project in Old City
00:55:35 --> 00:55:37:	and we got awarded.
00:55:37 --> 00:55:40:	We got an allocation for the first application.
00:55:40 --> 00:55:45:	Usually it takes about three applications to to PHFA before
00:55:45 --> 00:55:46:	you get an allocation,
00:55:46 --> 00:55:49:	so this one was like first time first first goal.
00:55:49 --> 00:55:52:	So we're very very happy and very proud.
00:55:52 --> 00:55:53:	Our past projects have been,
00:55:53 --> 00:55:54:	you know, two or three.
00:55:54 --> 00:55:59:	Applications very easily and each application is very costly 'cause
00:55:59 --> 00:56:01:	you have to pay the fees etc.
00:56:01 --> 00:56:04:	But the other sources or from the city itself which

00:56:04 --> 00:56:06:	is on their application for that.
00:56:06 --> 00:56:09:	And all of these are pretty much it.
00:56:09 --> 00:56:11:	It's it's. It's sort of a loan,
00:56:11 --> 00:56:14:	but the interest rate is so low and it's kind
00:56:14 --> 00:56:15:	of it's forgivable,
00:56:15 --> 00:56:16:	so it's essentially a grant,
00:56:16 --> 00:56:22:	and then we apply for other grants and and and
00:56:22 --> 00:56:24:	such and we.
00:56:24 --> 00:56:26:	And if needed, we go for actually do go for
00:56:26 --> 00:56:27:	UM,
00:56:27 --> 00:56:30:	developer loans. But because UM,
00:56:30 --> 00:56:32:	PHFA is the largest funder in this case,
00:56:32 --> 00:56:38:	so HFA has some pretty much very robust sustainable points
00:56:39 --> 00:56:40:	if you will,
00:56:40 --> 00:56:45:	in in their application, which I believe Pennsylvania was one
00:56:45 --> 00:56:48:	of the first to Ichigo says so strongly.
00:56:48 --> 00:56:51:	With that you know what they have very high points
00:56:51 --> 00:56:52:	for passive House.
00:56:52 --> 00:56:54:	They also have. I think it's about 10 points.
00:56:54 --> 00:56:56:	If you go for. So files and then if you
00:56:56 --> 00:56:59:	do enterprise green communities or lead or not.
00:56:59 --> 00:57:01:	So that's a little bit lower points,
00:57:01 --> 00:57:04:	but it, but you can start to see that there
00:57:04 --> 00:57:07:	making more of an emphasis of you having passive house
00:57:07 --> 00:57:08:	and the most recent.
00:57:11 --> 00:57:14:	Sorry, my brain is showing me but mostly supplication in
00:57:14 --> 00:57:15:	process.
00:57:15 --> 00:57:18:	They included that you also needed to be certified because
00:57:18 --> 00:57:20:	some of the projects they would apply it for passive
00:57:20 --> 00:57:21:	routes,
00:57:21 --> 00:57:23:	but then they would not quite closer for certification and
00:57:23 --> 00:57:24:	so that's one loophole.
00:57:24 --> 00:57:28:	They're trying to close down to make sure that they
00:57:28 --> 00:57:30:	actually financing projects fully.
00:57:30 --> 00:57:35:	Uhm? I'm not sure if I answered your question at
00:57:35 --> 00:57:36:	this point,
00:57:36 --> 00:57:36:	but
00:57:36 --> 00:57:37:	no, you did. That was perfect.
00:57:37 --> 00:57:39:	That's exactly what I was hoping to kind of get
00:57:39 --> 00:57:42:	out that just lay the groundwork here Emily.
00:57:42 --> 00:57:44:	I know you have thoughts on this.
00:57:44 --> 00:57:46:	You mentioned the Green Bank at the beginning that the

00:57:46 --> 00:57:47:	PA is initiated,
00:57:47 --> 00:57:50:	tips there were very very short on time here.
00:57:50 --> 00:57:51:	I have one final question,
00:57:51 --> 00:57:53:	but I want to give you a 1520 seconds to
00:57:53 --> 00:57:55:	finish up the access to financing topic and then we'll
00:57:55 --> 00:57:56:	close things out
00:57:57 --> 00:58:00:	early. I'll be really quick so definitely check out Philly
00:58:00 --> 00:58:04:	Green capital.org if you're building a multi family property.
00:58:04 --> 00:58:07:	There's both the pre development loan and term loan part
00:58:07 --> 00:58:10:	of the way we make them cheap for you is
00:58:10 --> 00:58:12:	to make the tenor quite long,
00:58:12 --> 00:58:14:	so that makes it a little bit easier.
00:58:14 --> 00:58:15:	The last thing I will say is there's a bill
00:58:15 --> 00:58:17:	in the legislature right now to expand.
00:58:17 --> 00:58:22:	CPA switches commercial property assessed clean energy financing to multifamily
00:58:22 --> 00:58:26:	buildings and also a great tool both for affordable and
00:58:26 --> 00:58:28:	market rate multifamily.
00:58:28 --> 00:58:31:	So we'll keep you posted on when that gets through
00:58:31 --> 00:58:32:	the legislature.
00:58:32 --> 00:58:33:	It looks like we have the support that we need.
00:58:35 --> 00:58:39:	Great, last question here. I'll give every panelists top 10
00:58:39 --> 00:58:40:	seconds to respond to this.
00:58:40 --> 00:58:43:	What is the single most effective thing we can do
00:58:43 --> 00:58:47:	right now to promote and encourage sustainable multifamily development?
00:58:47 --> 00:58:48:	Josh, I would like to start with you on this
00:58:48 --> 00:58:48:	one,
00:58:48 --> 00:58:51:	if that's alright. I know your answer,
00:58:51 --> 00:58:51:	but.
00:58:54 --> 00:58:57:	I'm I think it goes back to education and inspiration.
00:58:57 --> 00:58:59:	I mean, we're you know you drive down the streets
00:58:59 --> 00:59:02:	of Philadelphia and you see people throwing trash out the
00:59:02 --> 00:59:05:	window or one of the poorest cities in the country.
00:59:05 --> 00:59:08:	And that's where you know a lot of our workforce
00:59:08 --> 00:59:10:	is coming from is and so yeah,
00:59:10 --> 00:59:14:	I mean it's inspiration and and respect for our.
00:59:14 --> 00:59:17:	Are you know the Earth basically is is where we
00:59:17 --> 00:59:18:	have to start?
00:59:21 --> 00:59:27:	Alright, Patrick single most effective thing we can do right
00:59:27 --> 00:59:27:	now.
00:59:27 --> 00:59:28:	It's hard

00:59:28 --> 00:59:30:	to say that the single what I would say look,
00:59:30 --> 00:59:33:	I pharmacist like a systematic POV and I have a
00:59:33 --> 00:59:34:	whole note here.
00:59:34 --> 00:59:36:	It's like you have to tackle education,
00:59:36 --> 00:59:38:	give more, get more experience,
00:59:38 --> 00:59:41:	incentivize. Make sure there's legislation around it as well to
00:59:41 --> 00:59:43:	make sure it's done.
00:59:43 --> 00:59:48:	Motivate, support financially and reduce some of the bureaucracy.
00:59:48 --> 00:59:50:	That's one thing that I mentioned,
00:59:50 --> 00:59:51:	like removing some of the impediments,
00:59:51 --> 00:59:54:	or these have to be a combination from a systemic
00:59:54 --> 00:59:56:	point of view so that you can really make a
00:59:56 --> 00:59:57:	serious change.
00:59:59 --> 00:59:59:	Emily.
01:00:02 --> 01:00:02:	We
01:00:02 --> 01:00:05:	totally agree with Patrick. We we try to stay in
01:00:05 --> 01:00:08:	our lane and do what we are uniquely able to
01:00:08 --> 01:00:09:	do to help.
01:00:09 --> 01:00:12:	So we'll keep working on reducing those soft costs and
01:00:12 --> 01:00:15:	providing new market tools for folks to to access the
01:00:16 --> 01:00:16:	financing.
01:00:16 --> 01:00:16:	To do this
01:00:16 --> 01:00:19:	work. And Howard.
01:00:22 --> 01:00:27:	Outside of outside of our role as developers and architects,
01:00:27 --> 01:00:31:	I think just integration of building efficiencies in a broader
01:00:31 --> 01:00:32:	urban planning activity.
01:00:32 --> 01:00:38:	You know the efficiency strategies just need to be.
01:00:38 --> 01:00:43:	Holding two across these disparate departments in our government and
01:00:43 --> 01:00:43:	local.
01:00:43 --> 01:00:47:	Both local and federal, so it it it?
01:00:47 --> 01:00:50:	It's really pulling back for a much.
01:00:50 --> 01:00:53:	Broader effort across all these areas that we've been discussing
01:00:53 --> 01:00:54:	this week.
01:00:56 --> 01:00:59:	That was great panelists. Thank you so much.
01:00:59 --> 01:01:00:	We're going to shift gears now.
01:01:00 --> 01:01:02:	We've got open questions up to the audience.
01:01:02 --> 01:01:04:	So if you have a question,
01:01:04 --> 01:01:05:	please submit it in the chat.
01:01:05 --> 01:01:09:	Uhm, I'll read the question and you'll have the opportunity
01:01:09 --> 01:01:12:	to unmute yourself and expand or elaborate on any other

01:01:12 --> 01:01:13:	questions here.
01:01:13 --> 01:01:16:	I do have one in my inbox here,
01:01:16 --> 01:01:18:	Josh. This is absolutely a question for you.
01:01:18 --> 01:01:21:	I know you and I have talked about this is
01:01:21 --> 01:01:23:	modular construction await.
01:01:23 --> 01:01:26:	You can manage costs and improve sustainability.
01:01:26 --> 01:01:27:	So Josh will let you respond to that.
01:01:29 --> 01:01:30:	I think that's more a question for Howard,
01:01:30 --> 01:01:35:	but in my experience we were incredibly efficient doing well.
01:01:35 --> 01:01:36:	I think there's a distinction.
01:01:36 --> 01:01:40:	There's panelization modular cross, laminated timber,
01:01:40 --> 01:01:42:	mass timber which excites me,
01:01:42 --> 01:01:45:	which I'd like to see more of on a scalable,
01:01:45 --> 01:01:48:	smaller scale. So yeah, I think those are the ways
01:01:48 --> 01:01:49:	of the future.
01:01:49 --> 01:01:51:	I mean, I really like mass timber,
01:01:51 --> 01:01:54:	and right now it's only on a larger scale,
01:01:54 --> 01:01:56:	but if there's a way to make some of these
01:01:56 --> 01:01:59:	products like engineered lumber?
01:01:59 --> 01:02:02:	Or I could just call it in and use this
01:02:02 --> 01:02:03:	stuff with.
01:02:03 --> 01:02:07:	I know crowdsourced architectures projects are going on,
01:02:07 --> 01:02:09:	so I mean there's I think I would default to
01:02:09 --> 01:02:10:	Howard on that question.
01:02:10 --> 01:02:13:	But yes, I think the more you can do offsite,
01:02:13 --> 01:02:16:	the more efficient you are and safer and cleaner.
01:02:16 --> 01:02:17:	And less waste.
01:02:19 --> 01:02:24:	All those absolutely so any any manufactured component off site
01:02:24 --> 01:02:26:	is going to be a better quality,
01:02:26 --> 01:02:33:	better product. I think the question of Panelization versus modular.
01:02:33 --> 01:02:36:	There are certain areas you know in your urban areas
01:02:36 --> 01:02:40:	where your labor costs are much higher that the goal
01:02:40 --> 01:02:43:	was always to get as much built off site as
01:02:43 --> 01:02:46:	possible for the reasons we stated.
01:02:46 --> 01:02:49:	So seeing modular in some of these higher costs.
01:02:49 --> 01:02:54:	Areas can help. Afraid some of these costs.
01:02:54 --> 01:02:57:	But you're also shipping a lot of error.
01:02:57 --> 01:02:58:	You know these are big boxes.
01:02:58 --> 01:03:02:	There's a lot of transportation costs that offset some of
01:03:02 --> 01:03:04:	the offsite benefit.

01:03:04 --> 01:03:10:	We find panelization much more interesting these days,
01:03:10 --> 01:03:15:	and certainly getting into the CLT panels and dealing with
01:03:15 --> 01:03:19:	materials that can sequester carbon wood.
01:03:19 --> 01:03:24:	All wood construction is super exciting.
01:03:25 --> 01:03:28:	If I could just quickly add to that panelization does
01:03:29 --> 01:03:30:	not require cranes,
01:03:30 --> 01:03:32:	so when we don't, onion flat front flats we were
01:03:32 --> 01:03:34:	able to do it with the law,
01:03:34 --> 01:03:35:	which is the front loading forklift.
01:03:35 --> 01:03:37:	No cranes except for when we needed to do the
01:03:37 --> 01:03:38:	roof work,
01:03:38 --> 01:03:40:	so that's a big difference.
01:03:40 --> 01:03:42:	I think in terms of being able to work in
01:03:42 --> 01:03:43:	small urban settings as well.
01:03:44 --> 01:03:49:	And and this whole conversation is really about low to
01:03:49 --> 01:03:50:	mid rise buildings.
01:03:50 --> 01:03:54:	So the you know the building code limits your wood
01:03:54 --> 01:03:55:	construction,
01:03:55 --> 01:03:58:	combustible construction to five stories.
01:03:58 --> 01:04:00:	If it's fire treated for stories.
01:04:00 --> 01:04:04:	If it's not, once you start building over podiums,
01:04:04 --> 01:04:08:	noncombustible podiums of concrete and steel,
01:04:08 --> 01:04:10:	there are different costs that come into play.
01:04:10 --> 01:04:14:	So it's a balance of density of.
01:04:14 --> 01:04:20:	That is, opening up the site you're looking at and,
01:04:20 --> 01:04:25:	but there are also panelized yourself there who will build
01:04:25 --> 01:04:26:	in noncombustible?
01:04:26 --> 01:04:28:	But when you go again,
01:04:28 --> 01:04:32:	go back to CLT construction that they're building 22 Storey
01:04:32 --> 01:04:36:	towers in this so that it goes back to code.
01:04:36 --> 01:04:37:	Some cities limit the height.
01:04:37 --> 01:04:41:	Chicago is dramatically reduced, but.
01:04:41 --> 01:04:46:	The technology is there, so it's it's about getting one
01:04:46 --> 01:04:48:	owners to take it on.
01:04:48 --> 01:04:53:	Being willing to be the first and and then the
01:04:53 --> 01:04:58:	building code officials to to allow for.
01:04:58 --> 01:04:58:	Jake,
01:04:58 --> 01:04:59:	maybe I can just add real quick.
01:04:59 --> 01:05:02:	I think this to Josh's earlier point.
01:05:02 --> 01:05:05:	I think the first time as a contractor that you
01:05:05 --> 01:05:07:	do that kind of construction.
01:05:07 --> 01:05:09:	Maybe it's not quite as efficient,

01:05:09 --> 01:05:11:	but the you know, the more you do it,
01:05:11 --> 01:05:12:	the better you get at it.
01:05:12 --> 01:05:14:	And and I don't think there are very many companies
01:05:14 --> 01:05:16:	in Philly that have a lot of experience doing that.
01:05:16 --> 01:05:20:	So while I think costs might be higher today than
01:05:20 --> 01:05:21:	they will be,
01:05:21 --> 01:05:23:	you know in a few years there are things we
01:05:23 --> 01:05:24:	can do.
01:05:24 --> 01:05:26:	I think to to educate contractors and give them opportunities
01:05:26 --> 01:05:27:	to work.
01:05:27 --> 01:05:29:	On those types of projects so that we have more
01:05:29 --> 01:05:32:	more folks out there who are capable of doing it
01:05:32 --> 01:05:33:	quickly and
01:05:33 --> 01:05:37:	efficiently. Great Andrew, thanks for that question.
01:05:37 --> 01:05:39:	So I think yes, that's the way to go.
01:05:39 --> 01:05:42:	But there are definitely some intricacies and hurdles we have
01:05:42 --> 01:05:43:	to address along the way here.
01:05:43 --> 01:05:46:	Next question here. This is a really good question from
01:05:46 --> 01:05:49:	just in the New York Times this morning called New
01:05:49 --> 01:05:51:	York the greenest Big city in EU S.
01:05:51 --> 01:05:54:	What are some programs and policies that New York or
01:05:54 --> 01:05:57:	other cities have implemented that you would like to see
01:05:58 --> 01:05:58:	here in Philly?
01:05:58 --> 01:06:01:	Emily, I think this fits your profile pretty well.
01:06:01 --> 01:06:03:	I'm not sure how familiar with New York,
01:06:03 --> 01:06:04:	so
01:06:04 --> 01:06:07:	pretty pretty familiar, because we're we're really excited with the
01:06:07 --> 01:06:08:	work that they're doing there.
01:06:08 --> 01:06:10:	You know, I think there are a couple of things
01:06:10 --> 01:06:12:	that New York has been able to do that other
01:06:12 --> 01:06:12:	folks,
01:06:12 --> 01:06:15:	including Philly, have sort of struggled with one is New
01:06:15 --> 01:06:17:	York is able to throw a bunch of money at
01:06:17 --> 01:06:17:	things,
01:06:17 --> 01:06:21:	which is quite helpful so they have a fantastic program
01:06:21 --> 01:06:26:	for retrofitting multifamily buildings with heat pumps and converting away
01:06:26 --> 01:06:29:	from fossil fuels and towards all electric.
01:06:29 --> 01:06:33:	And New York City provides a really significant subsidy for
01:06:33 --> 01:06:36:	buildings that want to do that.
01:06:36 --> 01:06:37:	I'd love to see that here.

01:06:37 --> 01:06:38:	We don't have the funds for it,
01:06:38 --> 01:06:40:	but maybe in some of the federal dollars that are
01:06:40 --> 01:06:40:	coming down,
01:06:40 --> 01:06:43:	that's something we can look at.
01:06:43 --> 01:06:45:	You know, New York also has gone sort of three
01:06:45 --> 01:06:48:	steps further on the same types of policies that we've
01:06:48 --> 01:06:48:	done.
01:06:48 --> 01:06:51:	So like our tune up Bill,
01:06:51 --> 01:06:54:	you know, New York requires not only that you do
01:06:54 --> 01:06:54:	a tune up,
01:06:54 --> 01:06:58:	but that you then you know.
01:06:58 --> 01:07:01:	See efficiency gains over time and you're actually taking information
01:07:01 --> 01:07:05:	you learn from that and and making efficiency improvements.
01:07:05 --> 01:07:07:	So I I think maybe that's the politics in New
01:07:07 --> 01:07:07:	York.
01:07:07 --> 01:07:12:	That's a little bit different here as well.
01:07:12 --> 01:07:14:	You know, I think a good example of where Philly
01:07:14 --> 01:07:18:	sort of differs is we got the 2008 commercial construction
01:07:18 --> 01:07:18:	code.
01:07:18 --> 01:07:20:	But sorry, 2018 commercial construction code,
01:07:20 --> 01:07:24:	but you know, we still sort of are making our
01:07:24 --> 01:07:25:	own plumbing code,
01:07:25 --> 01:07:28:	so there there's just a lot of a lot of
01:07:28 --> 01:07:29:	hometown politics.
01:07:29 --> 01:07:31:	I think that can sort of get in the way
01:07:31 --> 01:07:32:	of going too far,
01:07:32 --> 01:07:35:	too fast, and that's difficult in an environment where climate
01:07:36 --> 01:07:38:	change is an emergency and and we really need to
01:07:38 --> 01:07:39:	act fast.
01:07:39 --> 01:07:42:	So we'd love to see a lot of the policies.
01:07:42 --> 01:07:44:	New York City has at the at the city level
01:07:44 --> 01:07:46:	and a lot of the funding they've been able
01:07:46 --> 01:07:50:	to put together. Patrick, Josh think both you have New
01:07:50 --> 01:07:53:	York City connections anything to add to that question?
01:07:53 --> 01:07:56:	Know that. If
01:07:56 --> 01:07:59:	I'm not mistaken, I, I think they've also mandated that
01:07:59 --> 01:08:02:	all men construction needs to be zero energy.
01:08:04 --> 01:08:06:	Does anyone know for sure?
01:08:06 --> 01:08:08:	I think that is in.
01:08:08 --> 01:08:11:	The realm of. What's been done,
01:08:11 --> 01:08:13:	so that's huge.

01:08:15 --> 01:08:16:	Yeah,
01:08:16 --> 01:08:20:	they just approved mass timber or for a certain scale
01:08:20 --> 01:08:21:	as well.
01:08:24 --> 01:08:25:	And that's becoming a common theme.
01:08:25 --> 01:08:27:	The idea of net zero design.
01:08:27 --> 01:08:29:	Another looking at that in California,
01:08:29 --> 01:08:31:	Washington DC is pushing for that.
01:08:31 --> 01:08:35:	Their next building code. They're hoping to have codified residential
01:08:35 --> 01:08:35:	net zero,
01:08:35 --> 01:08:37:	and I think two code cycles.
01:08:37 --> 01:08:40:	They're looking for net zero commercial construction,
01:08:40 --> 01:08:42:	which is which is huge like the more of these
01:08:42 --> 01:08:44:	big cities we see push that it's going to be
01:08:45 --> 01:08:45:	widely adopted.
01:08:45 --> 01:08:47:	It's kind of no one wants to be the first
01:08:47 --> 01:08:48:	to do it.
01:08:48 --> 01:08:50:	Let another big city figure it out and then everyone
01:08:50 --> 01:08:51:	else can kind of follow suit here,
01:08:51 --> 01:08:53:	but I think we're gonna see some big changes.
01:08:53 --> 01:08:57:	On that front there. Alright,
01:08:57 --> 01:08:59:	I don't have any other questions.
01:08:59 --> 01:09:00:	I may end up Josh.
01:09:00 --> 01:09:01:	Yeah, go ahead.
01:09:01 --> 01:09:02:	One last thing. I mean.
01:09:02 --> 01:09:05:	One of the biggest challenges for me as a contractor
01:09:05 --> 01:09:08:	is to go from me and maybe my brother to
01:09:08 --> 01:09:11:	five employees because there's you know and be able to
01:09:11 --> 01:09:18:	charge residential small scale clients my associated overhead from workman's
01:09:18 --> 01:09:19:	comp payroll.
01:09:19 --> 01:09:23:	You know, unemployment compensation. So there's definitely something on a
01:09:23 --> 01:09:27:	federal level or local level that would incentivize me to
01:09:27 --> 01:09:28:	grow more employees that.
01:09:28 --> 01:09:30:	Irony is, if I hire five employees,
01:09:30 --> 01:09:33:	but then I can't maintain that I actually have a
01:09:33 --> 01:09:37:	higher unemployment compensation rate because they are now on unemployment.
01:09:37 --> 01:09:40:	So why should I go try to hire five people
01:09:40 --> 01:09:42:	if I can't maintain them?
01:09:42 --> 01:09:45:	And then I get taxed for my personal payroll check.
01:09:45 --> 01:09:46:	So I think you know,

01:09:46 --> 01:09:49:	there's, I know there's the federal research.
01:09:49 --> 01:09:53:	Sorry with the research and development tax credit that architects
01:09:54 --> 01:09:55:	and engineers can can recoup,
01:09:55 --> 01:09:59:	but maybe there could be incentives for builders to maintain.
01:09:59 --> 01:10:01:	Carpenters who are trained in this and I get a
01:10:02 --> 01:10:05:	tax credit because I'm maintaining a crew of builders who
01:10:05 --> 01:10:08:	are well trained in this and and not necessarily always
01:10:08 --> 01:10:11:	worry about the next job 'cause there isn't enough demand
01:10:11 --> 01:10:12:	yet for that skill set.
01:10:12 --> 01:10:14:	So I think there's stuff that can be done in
01:10:14 --> 01:10:16:	the federal level is our state and local levels,
01:10:16 --> 01:10:19:	and from from tax incentives for us.
01:10:23 --> 01:10:25:	That's great thanks Josh Homme.
01:10:25 --> 01:10:27:	Yeah, I don't have any other questions in my inbox
01:10:27 --> 01:10:27:	here,
01:10:27 --> 01:10:29:	so I want to give every panelist just a couple
01:10:29 --> 01:10:30:	minutes here.
01:10:30 --> 01:10:34:	Any last thoughts? Final things you want to convey to
01:10:34 --> 01:10:36:	the audience here?
01:10:36 --> 01:10:37:	Don't breathe and jump in.
01:10:38 --> 01:10:40:	I can give it a try.
01:10:40 --> 01:10:44:	You know, I think we're really excited about the type
01:10:44 --> 01:10:47:	of work that we're seeing in Philly from this community
01:10:47 --> 01:10:49:	with multifamily housing.
01:10:49 --> 01:10:52:	In particular, you know, I think you guys have all
01:10:52 --> 01:10:55:	taken a lot of risks and you've stepped out in
01:10:55 --> 01:10:57:	front of these issues in a way that you don't
01:10:57 --> 01:10:59:	see everywhere. And you know,
01:10:59 --> 01:11:02:	I think we don't have the easiest market in Philly,
01:11:02 --> 01:11:04:	and you know, the rents don't always keep up.
01:11:04 --> 01:11:07:	Or sometimes they keep up too quickly and and you
01:11:07 --> 01:11:08:	know it.
01:11:08 --> 01:11:10:	It makes it difficult to make long term choices.
01:11:10 --> 01:11:13:	Here, our labor costs generally pretty high and and of
01:11:13 --> 01:11:16:	course what's going on with COVID and supply chains right
01:11:16 --> 01:11:17:	now,
01:11:17 --> 01:11:18:	material costs are incredibly high,
01:11:18 --> 01:11:22:	so you know, I I get why this is all.
01:11:22 --> 01:11:25:	Difficult and requires a really big mind shift to do
01:11:25 --> 01:11:25:	it.
01:11:25 --> 01:11:27:	So I guess first I just really want to thank

01:11:28 --> 01:11:30:	you guys for the work that that you're doing and
01:11:30 --> 01:11:33:	the way you're you're trying to do it.
01:11:33 --> 01:11:35:	If there are resources that we can help with,
01:11:35 --> 01:11:39:	I know city government can be pretty opaque and it's
01:11:39 --> 01:11:42:	not always easy to figure out.
01:11:42 --> 01:11:45:	What the levers are to actually get something changed so
01:11:45 --> 01:11:47:	as much as we can be a resource for you
01:11:47 --> 01:11:47:	guys,
01:11:47 --> 01:11:49:	we'd love to be, and as much as we can
01:11:49 --> 01:11:52:	sort of step in and try to mobilize City Council
01:11:52 --> 01:11:54:	to to get some things done.
01:11:54 --> 01:11:56:	We're happy to do that too,
01:11:56 --> 01:11:59:	and I'll just make a last pitch on our training
01:11:59 --> 01:12:00:	programs and our finance program.
01:12:00 --> 01:12:04:	So we're doing a ton of training both with the
01:12:04 --> 01:12:08:	school district and with young adults to enter the building
01:12:08 --> 01:12:11:	trades and clean energy industry so you know,
01:12:11 --> 01:12:13:	if you find. Yourself with a project that you think
01:12:14 --> 01:12:14:	you could use.
01:12:14 --> 01:12:16:	Some of our grads on.
01:12:16 --> 01:12:20:	Please do reach out and remember do check out filtering.
01:12:20 --> 01:12:23:	Capital.org are we are focusing a lot of our resources
01:12:23 --> 01:12:24:	on multifamily buildings.
01:12:24 --> 01:12:26:	I guess. I'm sorry I should have said this earlier.
01:12:26 --> 01:12:28:	I totally forgot we are in two months,
01:12:28 --> 01:12:31:	probably less than two months out launching Philly Block maps,
01:12:31 --> 01:12:34:	which is a tool that will let you all go
01:12:34 --> 01:12:36:	into your specific building.
01:12:36 --> 01:12:39:	It stacks up all of the data from your building
01:12:39 --> 01:12:42:	on previous permits and other publicly available.
01:12:42 --> 01:12:45:	Datasets to figure out if you have a good opportunity
01:12:45 --> 01:12:48:	for a retrofit in in your building and it'll give
01:12:48 --> 01:12:49:	you some tools to do that,
01:12:49 --> 01:12:51:	and then hopefully will help us build the market for
01:12:51 --> 01:12:52:	energy services.
01:12:52 --> 01:12:55:	Companies that can help on the retrofit side,
01:12:55 --> 01:12:59:	so will keep you alive folks posted on when that
01:12:59 --> 01:13:00:	drops,
01:13:00 --> 01:13:02:	but we hope that will be a resource to help
01:13:02 --> 01:13:06:	you get things done quicker and easier on retrofit side.
01:13:06 --> 01:13:06:	So thanks.

01:13:08 --> 01:13:11:	Thanks Emily, any other final thoughts here?
01:13:14 --> 01:13:18:	I would just say that after 15 plus years of
01:13:18 --> 01:13:21:	focusing on sustainability and high performance,
01:13:21 --> 01:13:24:	I I do feel like we are at a tipping
01:13:25 --> 01:13:30:	point that you know that these conversations are happening more
01:13:30 --> 01:13:31:	and more.
01:13:31 --> 01:13:35:	Seeing we were being contacted by clients across the country
01:13:35 --> 01:13:38:	looking for our you know architectural services,
01:13:38 --> 01:13:45:	Passivhaus consulting and and at the same time it is.
01:13:45 --> 01:13:50:	It is super challenging for those who have the fear
01:13:50 --> 01:13:53:	it is going back to the education.
01:13:53 --> 01:13:57:	The I would put out to the world around deep
01:13:57 --> 01:13:59:	energy retrofits,
01:13:59 --> 01:14:04:	Rocky Mountain Institute. Appears to have we are focused in
01:14:04 --> 01:14:07:	Pennsylvania and Massachusetts right now.
01:14:07 --> 01:14:11:	Going into DC as well and they have some gap
01:14:11 --> 01:14:16:	financing for pre development costs so you know if you
01:14:16 --> 01:14:20:	are aware of any any building owners looking to that
01:14:20 --> 01:14:25:	are coming up on light light tech financing for their
01:14:25 --> 01:14:25:	upgrades.
01:14:25 --> 01:14:30:	That's the time to be considering upgrades that you'd be
01:14:30 --> 01:14:32:	doing otherwise normally.
01:14:32 --> 01:14:36:	But there is an opportunity to look at this realized
01:14:36 --> 01:14:38:	program and work with us.
01:14:38 --> 01:14:43:	Work with RMI on finding a way to do that.
01:14:43 --> 01:14:47:	We are. We're actually just starting our first project in
01:14:47 --> 01:14:48:	Boston around this,
01:14:48 --> 01:14:52:	so there's a lot of momentum lot of conversation with
01:14:52 --> 01:14:53:	multiple developers,
01:14:53 --> 01:14:57:	but one who is pulled the trigger and excited to
01:14:57 --> 01:14:59:	share that with you.
01:15:01 --> 01:15:04:	Patrick sustainable affordable housing is kind of that next big
01:15:04 --> 01:15:05:	thing.
01:15:05 --> 01:15:07:	That's an entire presentation in itself here,
01:15:07 --> 01:15:09:	but inspire us. What else do you have for us
01:15:09 --> 01:15:09:	here?
01:15:10 --> 01:15:15:	I mean in terms of sustainable affordable housing.
01:15:15 --> 01:15:17:	Even if just sustainable housing,
01:15:17 --> 01:15:20:	it comes out also to a lot of desire and
01:15:20 --> 01:15:21:	motivation.
01:15:21 --> 01:15:25:	Internal motivation to just say we're just gonna do it.

01:15:25 --> 01:15:27:	Because even as I mentioned,
01:15:27 --> 01:15:29:	you know we we go through a lot of process
01:15:29 --> 01:15:32:	to build our capital stack and we'll see what federal
01:15:32 --> 01:15:33:	dollars.
01:15:33 --> 01:15:35:	But then we end up with a gap of financial
01:15:35 --> 01:15:37:	gap that we always need to fill,
01:15:37 --> 01:15:40:	and so it's very. I'm very happy to hear from
01:15:40 --> 01:15:43:	Emily that there there is the Green Bank.
01:15:43 --> 01:15:44:	As I've heard of a green Bank,
01:15:44 --> 01:15:47:	united Connecticut and in New York was it?
01:15:47 --> 01:15:48:	And then now there's one in Philly,
01:15:48 --> 01:15:50:	so that's very exciting to see that,
01:15:50 --> 01:15:54:	you know, we can look to work with another partner
01:15:55 --> 01:15:56:	that understands the.
01:15:56 --> 01:16:00:	You know the the value of sustainability to in affordable
01:16:00 --> 01:16:00:	housing,
01:16:00 --> 01:16:04:	particularly and so that helps,
01:16:04 --> 01:16:08:	because otherwise when the resources I mean the resources are
01:16:08 --> 01:16:09:	or their federale.
01:16:09 --> 01:16:14:	But then because they're so competitive and because Philadelphia also
01:16:14 --> 01:16:17:	has high costs of high construction costs as well,
01:16:17 --> 01:16:21:	and so when making trying to make the project work,
01:16:21 --> 01:16:26:	if you don't have the internal motivation to keep those
01:16:26 --> 01:16:27:	sustainable.
01:16:27 --> 01:16:31:	Goals within your project. Then they become easily the first
01:16:31 --> 01:16:34:	things to go and so having access to other resources
01:16:34 --> 01:16:38:	to help complete that capital stack is is very important.
01:16:38 --> 01:16:43:	Having team members that are helping to support you in
01:16:44 --> 01:16:48:	that as well and to give into that are readily.
01:16:48 --> 01:16:54:	Ready to come up with some interesting and innovative strategies
01:16:54 --> 01:16:56:	to achieve those goals,
01:16:56 --> 01:17:00:	particularly nodding to Howard that we've worked with our last
01:17:01 --> 01:17:02:	project that completed.
01:17:02 --> 01:17:05:	In North Philly, which is called South Carolina Square,
01:17:05 --> 01:17:07:	and so we had high goals for it.
01:17:07 --> 01:17:11:	But then, even because of the financial challenges we had
01:17:11 --> 01:17:12:	to pare down a bit,
01:17:12 --> 01:17:14:	but we still managed to make sure that it end
01:17:14 --> 01:17:16:	up being an enterprise green communities building.

01:17:16 --> 01:17:18:	Our first one in our portfolio.
01:17:18 --> 01:17:20:	Very happy that this is our first end.
01:17:20 --> 01:17:26:	Definitely not our last and and so.
01:17:26 --> 01:17:30:	You just have to align yourself to find with great
01:17:30 --> 01:17:35:	partners that understand that have the experience and to also
01:17:35 --> 01:17:36:	find great.
01:17:36 --> 01:17:38:	And also that can you know it?
01:17:38 --> 01:17:41:	Be the resources finite because we need a lot of
01:17:41 --> 01:17:44:	financial resources as well and the thing to mention is
01:17:44 --> 01:17:45:	for affordable housing,
01:17:45 --> 01:17:49:	particularly probably with a lot of different projects,
01:17:49 --> 01:17:51:	but we talk a lot about construction costs,
01:17:51 --> 01:17:55:	but there's also the soft costs that can easily creep
01:17:55 --> 01:17:55:	up.
01:17:55 --> 01:17:56:	For our projects as well,
01:17:56 --> 01:17:58:	like some of our projects,
01:17:58 --> 01:18:00:	if you do the calculation this off the soft costs
01:18:00 --> 01:18:03:	associated just for the bureaucracy can be like two extra
01:18:03 --> 01:18:05:	units that you could have or three extra unit that
01:18:05 --> 01:18:08:	you could have, but then it has to go towards
01:18:08 --> 01:18:11:	these other soft costs of monitoring and oversight and all
01:18:11 --> 01:18:13:	these things and so that's something as well that we
01:18:13 --> 01:18:15:	have to balance in affordable housing.
01:18:15 --> 01:18:19:	But once you are still focused on the main goal
01:18:19 --> 01:18:21:	to provide safe,
01:18:21 --> 01:18:26:	resilient, sustainable, affordable units to people who really need it.
01:18:26 --> 01:18:31:	In this city. Then you know you make sure that
01:18:31 --> 01:18:32:	it works.
01:18:34 --> 01:18:36:	That's fantastic, thanks, Patrick. Gosh,
01:18:36 --> 01:18:39:	you've given us a great perspective from the builder standpoint
01:18:39 --> 01:18:39:	here.
01:18:39 --> 01:18:41:	Any last thoughts? Anything else you want to add to
01:18:41 --> 01:18:41:	that?
01:18:44 --> 01:18:44:	I
01:18:44 --> 01:18:45:	I think I'm good. I mean,
01:18:45 --> 01:18:48:	I think the the elephant in the room is we're
01:18:48 --> 01:18:51:	dealing with half a country who doesn't believe in climate
01:18:51 --> 01:18:51:	change.
01:18:51 --> 01:18:55:	So you know when when we talk about education I
01:18:55 --> 01:18:55:	mean,

01:18:55 --> 01:18:58:	I, I think we really have to be inspiring and
01:18:58 --> 01:19:00:	show the benefits of sustainable building,
01:19:00 --> 01:19:02:	you know, and I think.
01:19:02 --> 01:19:05:	You know, because Philadelphia is such a popular city,
01:19:05 --> 01:19:07:	I think the more we can do to get people
01:19:07 --> 01:19:10:	out of poverty and poor people into the working field
01:19:10 --> 01:19:12:	and be able to maintain their properties.
01:19:12 --> 01:19:15:	And I think is is where we have to start.
01:19:15 --> 01:19:19:	And I think affordable housing is is.
01:19:19 --> 01:19:21:	It's it's the best thing we can do in terms
01:19:21 --> 01:19:23:	of implementing sustainable building.
01:19:24 --> 01:19:28:	Josh, thank you for addressing the elephant in the room.
01:19:28 --> 01:19:30:	Thank you for saying that someone always has to say
01:19:30 --> 01:19:31:	that right?
01:19:31 --> 01:19:34:	Uhm, so I think we're just about that time here.
01:19:34 --> 01:19:37:	I do want to thank everyone for participating here,
01:19:37 --> 01:19:39:	and I especially want to thank our panelists.
01:19:39 --> 01:19:41:	It is really hard to get four industry experts in
01:19:42 --> 01:19:43:	the same room virtually here.
01:19:43 --> 01:19:45:	But thank you so much.
01:19:45 --> 01:19:48:	Your insight is fantastic, so I'm going to pass things
01:19:48 --> 01:19:50:	back to Kevin or Laura.
01:19:50 --> 01:19:52:	I'm not sure who's picking it up from here,
01:19:52 --> 01:19:55:	but I'll let you close things out.
01:19:55 --> 01:19:56:	Great,
01:19:56 --> 01:19:57:	I will pick it up.
01:19:57 --> 01:19:59:	Thank you so much. I'm sorry I didn't get to
01:19:59 --> 01:20:01:	meet you all at the beginning.
01:20:01 --> 01:20:04:	I'm Laura slutsky. Though I think I know most folks
01:20:04 --> 01:20:04:	here.
01:20:04 --> 01:20:08:	Executive director of UI Philadelphia and I'll share for the
01:20:08 --> 01:20:12:	for this group that I'm right before my time.
01:20:12 --> 01:20:16:	Five years ago I worked specifically on this issue,
01:20:16 --> 01:20:21:	financing, energy efficiency, sustainability and resiliency in affordable housing projects
01:20:21 --> 01:20:22:	in New York City.
01:20:22 --> 01:20:25:	On the policy side, on the lending side.
01:20:25 --> 01:20:28:	On the training side, so I just want to applaud
01:20:28 --> 01:20:29:	everyone for this work.
01:20:29 --> 01:20:33:	Congratulate you on on the the progress the Green Bank
01:20:33 --> 01:20:36:	there's so much happening and you know this is just
01:20:36 --> 01:20:39:	such a critical issue for our industry.

01:20:39 --> 01:20:41:	For affordable housing for climate change.
01:20:41 --> 01:20:45:	So thank you for convening this conversation.
01:20:45 --> 01:20:48:	Jake, thank you for your excellent moderation.
01:20:48 --> 01:20:49:	This was just really interesting.
01:20:49 --> 01:20:53:	I want to also highlight and I think hopefully this
01:20:53 --> 01:20:56:	is the beginning of a long collaboration.
01:20:56 --> 01:20:59:	In discussion with you lie and we really want to
01:20:59 --> 01:21:01:	be a resource here to all of you into the
01:21:01 --> 01:21:02:	field.
01:21:02 --> 01:21:08:	Net zero and resiliency, sustainability and energy efficiency are global,
01:21:08 --> 01:21:11:	is part of the global mission priority for you live
01:21:11 --> 01:21:13:	this year and for our local District Council.
01:21:13 --> 01:21:17:	So we are here to serve as a resource,
01:21:17 --> 01:21:19:	connect folks with networks across the country.
01:21:19 --> 01:21:22:	We have a lot of really engaged Members in markets
01:21:22 --> 01:21:24:	all over the US and globally.
01:21:24 --> 01:21:27:	Looking at these issues folks at our headquarters.
01:21:27 --> 01:21:31:	In Washington DC, doing research bringing together best practices and
01:21:31 --> 01:21:35:	kind of convening ways that we can push this conversation
01:21:35 --> 01:21:35:	forward.
01:21:35 --> 01:21:38:	So I just wanted to say kind of to all
01:21:38 --> 01:21:39:	of you.
01:21:39 --> 01:21:43:	We are here to support this conversation and these issues
01:21:43 --> 01:21:44:	as much as we can,
01:21:44 --> 01:21:48:	and so I hope that we can continue that conversation
01:21:48 --> 01:21:48:	here.
01:21:48 --> 01:21:51:	So with that I just want to again,
01:21:51 --> 01:21:54:	thank Jake, Josh, Patrick, Emily and Howard for your time
01:21:54 --> 01:21:56:	and your expertise and then of course for the really
01:21:56 --> 01:21:57:	important.
01:21:57 --> 01:22:00:	Work that you are doing in our community and all
01:22:00 --> 01:22:03:	of you for joining us here on zoom.
01:22:03 --> 01:22:06:	Hopefully we're getting close to being together as well in
01:22:07 --> 01:22:07:	person safely.
01:22:07 --> 01:22:09:	I want to ask just if you could take a
01:22:10 --> 01:22:12:	minute of your time to share feedback.
01:22:12 --> 01:22:16:	We really read everything and highly value what you share.
01:22:16 --> 01:22:18:	So Kevin is going to go ahead and send a
01:22:18 --> 01:22:21:	link to a survey in the chat will also send
01:22:21 --> 01:22:22:	it to you via email.

01:22:22 --> 01:22:25:	Please be honest, share any thoughts and ideas that you
01:22:25 --> 01:22:25:	have,
01:22:25 --> 01:22:28:	including what you want to continue to work on on.
01:22:28 --> 01:22:32:	Through ally, what conversations you want to hear and have,
01:22:32 --> 01:22:35:	and so with that I will just wrap us and
01:22:35 --> 01:22:38:	give you all five minutes of your day.
01:22:38 --> 01:22:41:	I hope to see folks for one of our upcoming
01:22:41 --> 01:22:46:	programs were obviously now really highlighting our 2022 realistic forecast
01:22:46 --> 01:22:47:	on November 16th.
01:22:47 --> 01:22:50:	We will have a couple speakers focused on resiliency in
01:22:50 --> 01:22:51:	our first panel,
01:22:51 --> 01:22:55:	including Arielle Maren who's a board member at Green Building
01:22:56 --> 01:22:57:	United and Salim Chapman,
01:22:57 --> 01:22:59:	who is the chief resilience.
01:22:59 --> 01:23:00:	Officer for the City of Philadelphia.
01:23:00 --> 01:23:03:	So this will be a threat of that discussion,
01:23:03 --> 01:23:05:	and I hope you all can join us.
01:23:05 --> 01:23:08:	Information is at our website or as always,
01:23:08 --> 01:23:10:	feel free to reach out to myself.
01:23:10 --> 01:23:13:	Kevin Sigourney, Kelly, or our team.
01:23:13 --> 01:23:15:	So with that, I'll just thank everyone and have a
01:23:15 --> 01:23:16:	great day.
01:23:16 --> 01:23:18:	I hope to see you all soon.
01:23:18 --> 01:23:22:	Take care. Thanks, thank you.