

Committee on Finance
June 10, 2019

COUNCIL OF THE CITY OF PHILADELPHIA
THE COMMITTEE ON FINANCE

Room 400, City Hall
Philadelphia, Pennsylvania
Monday, June 10, 2019
10:24 a.m.

PRESENT:

COUNCILWOMAN JANNIE L. BLACKWELL - CHAIR
COUNCILMAN BOBBY HENON - VICE
COUNCILWOMAN CINDY BASS
COUNCILMAN ALLAN DOMB
COUNCILMAN DEREK S. GREEN (SITTING IN)
COUNCILMAN WILLIAM K. GREENLEE
COUNCILWOMAN CHERELLE L. PARKER
COUNCILWOMAN BLONDELL REYNOLDS BROWN
COUNCILMAN MARK SQUILLA

BILLS: 190229, 190358, 190383, 190384, 190385,
190412, 190431, 190432, 190433, 190439,
190440, 190441, 190442

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2 COUNCILWOMAN BLACKWELL: Good morning.
3 We thank you for your patience. This begins our
4 last Finance Committee Hearing for the season.
5 Therefore, we have 13 bills. So, we would like
6 to get started.

7 We have a quorum. To my left Councilman
8 Greenlee, to his left Councilwoman Blondell
9 Reynolds Brown. To her left we are asking Derek
10 Green, he has agreed to be appointed part of
11 this Committee for our quorum. And to my right,
12 Councilman Domb. So, that will give us a quorum
13 and we will begin.

14 We will ask the clerk to read the title
15 of -- we should try to do then the first -- one,
16 two, three, four, five -- the first five bills.
17 We will ask her to read the title of them. We
18 will ask our City Treasurer Rasheia Johnson to
19 come forward. And again, we thank you all for
20 being here. This should move very quickly,
21 everyone.

22 (Panel approaches Witness Table.)

23 THE CLERK: 190229: An Ordinance
24 authorizing and approving certain additional
25 projects designated by the City Director of

1 Finance to be financed by the Philadelphia
2 Municipal Authority with remaining proceeds of
3 said Authority's City Service Agreement Revenue
4 Bonds, Series 2014B (Tax-Exempt); and
5 authorizing and approving the undertaking by the
6 City of all necessary steps to accomplish the
7 intent and purpose of this Ordinance.

8 190432: An Ordinance constituting the
9 Seventeenth Supplemental Ordinance to the
10 Amended and Restated General Airport Revenue
11 Bond Ordinance; authorizing the Mayor, the City
12 Controller and the City Solicitor, or a majority
13 of them, to issue and sell one or more series or
14 subseries of tax-exempt or taxable airport
15 revenue bonds or notes of the City of
16 Philadelphia, some or all of which may be used
17 for the implementation of a revolving commercial
18 paper program; setting forth the use of
19 proceeds; determining the sufficiency of pledged
20 Amounts Available for Debt Service; covenanting
21 for the payment of interest and principal;
22 authorizing the Bond Committee to take certain
23 action with regard to the terms and conditions
24 of the airport revenue bonds or notes and
25 related agreements and the elections under the

1 Amended and Restated General Airport Revenue
2 Bond Ordinance; authorizing the Director of
3 Finance to take certain actions with regard to
4 the sale of such airport revenue bonds or notes
5 the investment of the proceeds thereof and the
6 City's continuing disclosure obligation; and
7 specifying applicability of sections of The
8 First Class City Revenue Bond Act and the
9 Amended and Restated General Airport Revenue
10 Bond Ordinance.

11 190433: An Ordinance constituting the
12 Eighteenth Supplemental Ordinance to the Amended
13 and Restated General Airport Revenue Bond
14 Ordinance; authorizing the Mayor, the City
15 Controller and the City Solicitor, or a majority
16 of them, to issue and sell one or more series or
17 subseries of tax-exempt or taxable airport
18 revenue bonds or notes of the City of
19 Philadelphia; setting forth the use of proceeds;
20 determining the sufficiency of pledged Amounts
21 Available for Debt Service; covenanting for the
22 payment of interest and principal; authorizing
23 the Bond Committee to take certain action with
24 regard to the terms and conditions of the
25 airport revenue bonds or notes and related

1 agreements and the elections under the Amended
2 and Restated General Airport Revenue Bond
3 Ordinance; authorizing the Director of Finance
4 to take certain actions with regard to the sale
5 of such airport revenue bonds or notes the
6 investment of the proceeds thereof and the
7 City's continuing disclosure obligation; and
8 specifying applicability of sections of The
9 First Class City Revenue Bond Act and the
10 Amended and Restated General Airport Revenue
11 Bond Ordinance.

12 190439: An Ordinance authorizing the
13 City Treasurer, on behalf of the City, to enter
14 into an amendment agreement with Citizens Bank
15 of Pennsylvania for provision of payroll banking
16 services to the City, under certain terms and
17 conditions.

18 And 190442: An Ordinance authorizing
19 the City Treasurer, on behalf of the City, to
20 enter into a Provider Agreement with U.S. Bank,
21 National Association for the provision of
22 custodial banking services to the City of
23 Philadelphia, Office of the City Treasurer,
24 under certain terms and conditions.

25 COUNCILWOMAN BLACKWELL: Thank you very

1 much. Again, we thank all of you for being
2 here. We will call on our City Treasurer and
3 ask her to introduce those who are with her this
4 morning.

5 MS. JOHNSON: Good morning. My name is
6 Rasheia Johnson, City Treasurer. And this
7 morning with me is Christian Dunbar, Deputy City
8 Treasurer for Debt and Management.

9 COUNCILWOMAN BLACKWELL: Morning.

10 MS. JOHNSON: As well as Raymond Hale,
11 Deputy City Treasurer for Banking and Investment
12 as well as Tracy Borda, CFO at the Airport.

13 COUNCILWOMAN BLACKWELL: Thank you.
14 Feel free to begin your testimony.

15 MS. JOHNSON: Okay. So, just read five
16 bills. I can read all -- we have submitted
17 separate testimony for all five. I can read
18 them or either just summarize them.

19 COUNCILWOMAN BLACKWELL: Summarizing is
20 fine.

21 MS. JOHNSON: Okay.

22 COUNCILWOMAN BLACKWELL: Thank you.
23 Thank you.

24 MS. JOHNSON: Well, good morning Chair
25 Blackwell, Members of the Committee on Finance.

1 Again, I'm Rasheia Johnson. And with me this
2 morning, Christian Dunbar, Raymond Hale as well
3 as Tracy Borda. And I'm here to testify in
4 favor of Bill Nos. 190229, 190442, 190433,
5 190432 as well as 190439.

6 Again, I submitted my testimony. And
7 I'm happy to answer any questions with regards
8 to those bills.

9 COUNCILWOMAN BLACKWELL: Thank you.
10 Are there any questions?

11 Councilman Domb.

12 COUNCILMAN DOMB: Thank you, Madam
13 Chair.

14 COUNCILWOMAN BLACKWELL: Certainly.

15 COUNCILMAN DOMB: Good morning. I do
16 have a question on the 4601, the first bill
17 190229. I was wondering what the amount of
18 proceeds that remains on that 2014 bond?

19 MS. JOHNSON: The remaining proceeds
20 approximate 12 million.

21 COUNCILMAN DOMB: Twelve million?

22 MS. JOHNSON: Yes.

23 COUNCILMAN DOMB: Was the original bond
24 about 60 million?

25 MS. JOHNSON: That's -- that's correct.

1 COUNCILMAN DOMB: And have we started
2 paying the interest payments on that bond yet?

3 MS. JOHNSON: The debt service, yes.

4 COUNCILMAN DOMB: We started?

5 MS. JOHNSON: Yes.

6 COUNCILMAN DOMB: How much are the --
7 so, we borrowed 60 million. And we're -- how
8 long is the interest payments on that
9 60 million?

10 MS. JOHNSON: If I'm not mistaken, it
11 was a 20 year or --

12 COUNCILMAN DOMB: It's a 20-year bond?

13 MS. JOHNSON: That's correct.

14 COUNCILMAN DOMB: And we started paying
15 those payments, or we start soon? Or when do we
16 start making those payment?

17 MS. JOHNSON: We started making debt
18 service. I think this year was the first year
19 we made debt service payments, but I can confirm
20 that.

21 COUNCILMAN DOMB: Okay. And then, do
22 you know how much we are going to be paying in
23 interest over 20 years?

24 MS. JOHNSON: Not off the top of my
25 head, but I can get that.

1 COUNCILMAN DOMB: From my recollection,
2 it was about 40 million. I just want to bring
3 this up because I want to make sure. We
4 borrowed 60. The interest is going to cost us
5 40. The total cost is 1200. We have 12 million
6 left of principal, right?

7 MS. JOHNSON: That's correct.

8 COUNCILMAN DOMB: But when you attach
9 the interest cost of that 12 million, it's
10 really going to probably cost us another, I
11 don't know, \$8 million of interest, about 20.

12 Why won't that money be used for the
13 Inquirer Building which was the original intent
14 of that bond for the headquartered police
15 station?

16 MS. JOHNSON: I'm sorry. Would you
17 say --

18 COUNCILMAN DOMB: Why won't the
19 remaining proceeds of 12 million be used for the
20 new police headquarters on North Broad Street?

21 MS. JOHNSON: Because these are
22 tax-exempt dollars. And for them to remain
23 taxable per our bond council, they have to be
24 used for good capital uses of the City. And the
25 way that the 400 North Broad is structured, you

1 can't use it for those -- for that right now.

2 COUNCILMAN DOMB: Okay. And for this
3 \$12 million, have we done any kind of
4 cost-benefit analysis on how we are going to
5 spend this money as required by that
6 Philadelphia Code 21-2200? And can you provide
7 that to the Committee?

8 MS. JOHNSON: You mean, cost-benefit
9 analysis with regards to?

10 COUNCILMAN DOMB: We are supposed to do
11 a cost-benefit analysis for capital expenditures
12 according to The Philadelphia Code.

13 My question is, on this 12 million, has
14 that been done? And if it has been done, can
15 that be provided to the Committee?

16 MS. JOHNSON: I can check with Capital
17 on that.

18 COUNCILMAN DOMB: Okay.

19 MS. JOHNSON: We can check with Capital
20 on that.

21 COUNCILMAN DOMB: You get back to us?
22 Okay. My point is that we have -- we borrowed
23 60 for 46th and Market. Interest payments
24 started this year. That's going to go out 20
25 years. It's going to cost us a hundred million.

1 We are selling the building, I think, for
2 10 million and we have \$12 million left over
3 that we can use for other projects?

4 MS. JOHNSON: Good capital projects.
5 That's correct.

6 COUNCILMAN DOMB: I am just looking for
7 what the cost-benefit analysis will be for that
8 12 million.

9 MS. JOHNSON: Okay.

10 COUNCILMAN DOMB: I am asking these
11 questions because if we are more careful with
12 these investments, I think we will be more
13 careful with the money. Because 46th and Market
14 was a huge loss to the City. Huge.

15 Anyway, thank you very much. Thank you.

16 MS. JOHNSON: Thank you.

17 COUNCILWOMAN BLACKWELL: Thank you.

18 Thank you for the questions, Councilman Domb.
19 That whole project, that wasn't my idea. It
20 cost me a lot, too.

21 Any more questions for any of these
22 bills?

23 (No further response.)

24 COUNCILWOMAN BLACKWELL: Thank you very
25 much. We thank you all.

1 MS. JOHNSON: Thank you.

2 COUNCILWOMAN BLACKWELL: Bill Nos -- the
3 Chief Clerk will read the title for Bill Nos.
4 190383, 190384, and 190385. And we will ask
5 Doug Moser, Executive Vice President, Acting COO
6 of PGW; and Gemela McClendon, Executive
7 Director, Philadelphia Gas Commission to come
8 forward.

9 Clerk?

10 THE CLERK: 190383: An Ordinance
11 approving the amendment of the Fiscal Year 2019
12 Capital Budget providing for expenditures for
13 the capital purposes of the Philadelphia Gas
14 Works(including the supplying of funds in
15 connection therewith) subject to certain
16 constraints and conditions, and acknowledging
17 the receipt of the Revised Forecast of Capital
18 Budgets of Fiscal Years 2020 through 2024, as
19 amended.

20 190384: An Ordinance approving the
21 amendment of the Fiscal Year 2018 Capital Budget
22 providing for expenditures for the capital
23 purposes of the Philadelphia Gas Works(including
24 the supplying of funds in connection therewith)
25 subject to certain constraints and conditions,

1 and acknowledging the receipt of the Revised
2 Forecast of Capital Budgets for Fiscal Years
3 2019 through 2023, as amended.

4 And 190385: An Ordinance approving the
5 Fiscal Year 2020 Capital Budget providing for
6 expenditures for the capital purposes of the
7 Philadelphia Gas Works (including the supplying
8 of funds in connection therewith) subject to
9 certain constraints and conditions, and
10 acknowledging the receipt of the Revised
11 Forecast of Capital Budgets for Fiscal Years
12 2021 through 2025.

13 COUNCILWOMAN BLACKWELL: Thank you very
14 much. The Chair notes that Councilwoman
15 Cherelle Parker is present. We thank her.

16 Again, we say good morning. Identify
17 yourself for the record and begin your
18 testimony.

19 MS. McCLENDON: Good morning, Chairwoman
20 Blackwell and Members of the Committee. My name
21 is Gemela McClendon. And I am the Executive
22 Director of the Philadelphia Gas Commission.

23 The Gas Commission appreciates the
24 opportunity to testify in support of Bill No.
25 190385, approving PGW's Fiscal Year 2020 Capital

1 Budget; Bill No. 190384, amending PGW's FY2018
2 Capital Budget; and Bill No. 190383, amending
3 PGW's Fiscal Year 2019 Capital Budget.

4 As I have filed detailed written
5 testimony on all three bills before you today,
6 with your permission, I will address all three
7 bills at once in these comments. I would also
8 respectfully request that this Committee to
9 report out all three bills with favorable
10 recommendations together with the suspension of
11 the rules so that they may have their first
12 reading at the next Council session.

13 With regards to Bill No. 190385 and
14 PGW's 2020 Capital Budget, PGW originally
15 submitted a proposed budget of 149,000 --
16 \$149,656,000 and a five year forecast of Capital
17 Budgets covering Fiscal 2021 to Fiscal '25. The
18 Gas Commission performed its due diligence
19 review and evaluation of PGW's proposals in
20 accordance with applicable legal governance
21 standards taking into account PGW's finances,
22 operations, core purpose. And ultimately, the
23 Commission endorsed the budget of \$127,708,000
24 twenty-one million below the original budget
25 proposed by PGW and approximately 5.1 percent

1 lower than the approved Fiscal Year 2019 Capital
2 Budget.

3 The Commission believes that this budget
4 is appropriate for the capital needs facing PGW
5 in the coming year. And therefore, recommended
6 in its resolution and order dated April 24, 2019
7 that City Council approve a Fiscal Year 2020
8 Capital Budget. And a not-to-exceed amount of
9 127,708,000. Incorporating the line item
10 adjustments to the filed budget proposal.

11 This budget would be comprised of
12 \$123,566,000 in immediate spending authority
13 that would commence on the beginning of the
14 fiscal year on September 1, 2019 subject to the
15 limitations stated in the proposed budget
16 ordinance. And \$4,142,000 in conditional
17 spending authority, which would require the Gas
18 Commission's review and release approval prior
19 to the commitment and/or expenditure of those
20 funds.

21 With regards to the Bills No. 190384 and
22 190385, the Commission similarly recommends the
23 approval of PGW's request to amend both the
24 Fiscal Year 2018 and 2019 Capital Budgets. The
25 circumstances which gave rise to this need to

1 amend these budgets were outside of PGW's
2 control. And though the approval of these
3 amendments require a one-time waiver of the
4 capital program protocols, which have governed
5 the Administration of PGW's Capital Budget since
6 2013, the Commission feels that in the discrete
7 circumstances presented here, the one-time
8 waiver is warranted.

9 I will be happy to answer any questions
10 that you may have on any of the three bills.

11 COUNCILWOMAN BLACKWELL: Thank you very
12 much.

13 MR. MOSER: Good morning. My name is
14 Douglas Moser, Executive Vice President and
15 Acting Chief Operating Officer of PGW. I have
16 also submitted written testimony.

17 And in the sake of time and rather than
18 being redundant, I will be available for any
19 questions.

20 COUNCILWOMAN BLACKWELL: Thank you very
21 much. Do we have questions for PGW?

22 (No questions.)

23 COUNCILWOMAN BLACKWELL: Thank you both
24 very much.

25 MR. MOSER: Thank you.

1 COUNCILWOMAN BLACKWELL: We will now
2 hear an amendment Bill No. 190358. Frank
3 Breslin would you come forward, our Revenue
4 Commissioner.

5 And clerk, please read the title of the
6 BIRT revised filing requirements.

7 (Panel approaches Witness Table.)

8 THE CLERK: 190358: An Ordinance
9 amending Chapter 19-2600 of The Philadelphia
10 Code, entitled "Business Income and Receipts
11 Taxes," by amending Section 19-2606, entitled
12 "Returns," to revise filing requirements, under
13 certain terms and conditions.

14 COUNCILWOMAN BLACKWELL: Thank you very
15 much. Good morning. Please identify yourself
16 for the record, and do your testimony.

17 MR. BRESLIN: Good morning, Chair
18 Blackwell and Members of the Committee on
19 Finance. My name is Frank Breslin. I am the
20 Revenue Commissioner and Chief Collections
21 Officer. I am here today to testify in support
22 of Bill No. 190358.

23 The bill amends Section 19-2606 of The
24 Philadelphia Code to remove business income and
25 receipts tax filing requirements for businesses

1 whose taxable receipts are less than \$100,000
2 for a given year starting in tax year 2020. We
3 have submitted a clarifying amendment to ensure
4 businesses exempt from the gross receipts
5 portion will continue to file if net income is
6 owed. This legislation advances the goal set in
7 the Inclusive Growth Strategy, which was
8 released last month by easing an administrative
9 burden on small businesses.

10 The City started phasing in exemptions
11 from the Business Income and Receipts Tax in
12 2014. And now the first 100,000 in sales is tax
13 free. This reduced the number of businesses
14 that owed BIRT by more than two-thirds and
15 removed a significant barrier to Inclusive
16 Growth by decreasing the cost to start and run a
17 company or work on your own.

18 However, while the expense has been
19 eliminated, the hassle associated with the BIRT
20 has not. By eliminating the requirement to file
21 a return for businesses with less than \$100,000
22 in Philadelphia sales, small businesses will
23 save the expense of having the return prepared
24 by a professional or the worry of navigating a
25 complex tax return. These small businesses will

1 no longer face fines for failure to file if they
2 don't submit a return, and will have one less
3 thing to worry about each tax season.

4 There are about 125,000 businesses
5 filing BIRT returns with the Department of
6 Revenue. This bill will reduce that number by
7 up to 74 percent or 98,000 businesses. This
8 will be a significant help to small businesses
9 and sole practitioners in Philadelphia by making
10 it easier to do business in the City.

11 The Administration fully supports this
12 bill, removing filing requirements for
13 businesses with less than \$100,000 in taxable
14 receipts to promote a more inclusive business
15 environment in Philadelphia.

16 Thank you for the opportunity to
17 testify. And I'm happy to answer any questions
18 you may have.

19 COUNCILWOMAN BLACKWELL: Thank you very
20 much. Are there any questions?

21 Do I assume you need a suspension? You
22 would prefer?

23 MR. BRESLIN: Yes.

24 COUNCILWOMAN BLACKWELL: Thank you.

25 Any questions?

1 (No further questions.)

2 COUNCILWOMAN BLACKWELL: Thank you very
3 much, Mr. Breslin.

4 Next, we will ask Pelin Chen, Deputy
5 Budget Director for Capital to come forward as
6 the clerk reads the title of Bill No. 190431.

7 (Panel approaches Witness Table.)

8 THE CLERK: 190431: An Ordinance
9 authorizing the Bond Committee to sell bonds at
10 public or private negotiated sale, to provide
11 funds towards various capital municipal
12 purposes; providing for appropriations to the
13 Sinking Fund Commission for the payment of such
14 bonds; authorizing agreements to provide credit
15 or payment or liquidity sources for the bonds in
16 connection with issuance of the bonds, and
17 certain other actions; providing for obtaining
18 the consent of the electors to increasing the
19 indebtedness of the City; and fixing a day and
20 providing for arrangements for holding the
21 election and obtaining such consent.

22 COUNCILWOMAN BLACKWELL: Thank you very
23 much. Good morning. Please, identify
24 yourselves for the record and begin your
25 testimony.

1 MS. CHEN: Good morning, Chairperson
2 Blackwell and Members of the Finance Committee.
3 My name is Pelin Chen, Deputy Budget Director
4 for Capital. And with me today is Rob Dubow,
5 Director of Finance. I'm here today to testify
6 in support of Bill No. 190431, which was
7 introduced on May 23, 2019.

8 The purpose of this bill is to obtain
9 approval from City Council to place a loan
10 authorization question on the General Election
11 Ballot on Tuesday, November 5, 2019. The loan
12 question requests an increase in indebtedness in
13 an amount not to exceed \$185 million to fund the
14 City's Fiscal 2020 Capital Budget that is
15 pending approval before City Council. State law
16 requires the City to place a question on the
17 ballot before increasing its borrowing
18 authority.

19 As of June 30, 2018, the City's legal
20 debt limit was \$8,001.0 million. The amount of
21 debt applicable to that limit was \$2,051.3
22 million. As a result, the City has a debt
23 margin of about \$5,949.7 million.

24 The FY20 Capital Budget for new general
25 obligation bonds is approximately 177.17

1 million. The proposed ordinance includes the
2 new GO loan amount as well as 4 percent cost of
3 issuance to bring the loan authorization amount
4 to approximately 185 million. The loan
5 authorization, if approved, would finance
6 capital projects classified for the following
7 purposes and in the following aggregate amounts.
8 The Administration provides the following bill
9 adjusted for amendments made during the budget
10 process. Transit, 4.782 million; Streets and
11 Sanitation, 45.585 million; Municipal Buildings,
12 88.01 million; Parks, Recreation and Museums,
13 25.896 million; Economic and Community
14 Development, 20.727 million for a total of
15 185 million.

16 In order to provide appropriate time to
17 advertise the ballot question prior to the
18 November 5, 2019 election, the bill should be
19 enacted no later than September 12, 2019.

20 Finally, attached as part of this
21 testimony, is the proposed ballot question
22 requesting loan authorization from the
23 electorate.

24 I respectfully request that you report
25 Bill No. 190431 out of Committee with a

1 favorable recommendation. And I further request
2 that the Rules of Council be suspended so as to
3 permit first reading on June 13, 2019 so that
4 the bill can be enacted no later than
5 September 12, 2019.

6 This concludes my written testimony. I
7 would be happy to answer any questions you have
8 at this time.

9 COUNCILWOMAN BLACKWELL: Thank you very
10 much. Mr. Dubow, do you have any wide words --
11 wise words of wisdom for us this morning?

12 MR. DUBOW: I do not.

13 COUNCILWOMAN BLACKWELL: Thank you.

14 Are there any questions?

15 Councilman Domb.

16 COUNCILMAN DOMB: Thank you, Madam
17 Chair. I do have a question.

18 Good morning.

19 MS. CHEN: Good morning.

20 COUNCILMAN DOMB: Recently, we have seen
21 a dramatic drop in the seven and ten-year
22 treasuries. Dramatic. Seven-year treasuries
23 are now below two. And I think ten-year
24 treasuries are hovering around 2 percent.

25 Have we really taken a deep dive into

1 our whole portfolio to see where we can
2 refinance and lower our borrowing costs? Right
3 now it's an opportune time.

4 MR. DUBOW: Yes. We are always looking
5 at that. And as you can probably guess, we also
6 get lots of proposals from investment banks who
7 are constantly looking at the market for us to
8 see whether there are any opportunities. And so
9 whenever there are, we move forward.

10 We have strict criteria for when we will
11 refinance, making sure we get appropriate levels
12 of saving. That is a process that is always
13 ongoing.

14 COUNCILMAN DOMB: I am just going to
15 give you an example, which people can
16 understand.

17 The residential rates alone probably
18 went down close to three-quarters to a point in
19 the last three months. I mean, the rates have
20 dropped dramatically. For commercial mortgages,
21 the rates for four and a half. Now you are in
22 the three and three-quarters. And for shorter
23 term, you are in the low threes.

24 So I am just saying, it's been a
25 dramatic -- and it looks like it's going down

1 further. So, may be a great time for us to look
2 at our portfolio and figure out can we refinance
3 and cut down our interest costs.

4 MR. DUBOW: That is an ongoing analysis.

5 COUNCILMAN DOMB: Who does that for the
6 City?

7 MR. DUBOW: So, the Treasurer's Office
8 is the point for that. And they work with our
9 financial advisors and investment banks.

10 COUNCILMAN DOMB: And so, can we make a
11 special call to them and say, look, rates have
12 really dropped in the last 30 days. What can we
13 do to save on these borrowing costs?

14 MR. DUBOW: Yeah, we can do that. The
15 conversation is always happening, but we can do
16 that.

17 COUNCILMAN DOMB: Last 30 days has been
18 an unbelievable drop.

19 MR. DUBOW: Yes, yup.

20 COUNCILMAN DOMB: Okay. Thank you.

21 Thank you, Madam Chair.

22 COUNCILWOMAN BLACKWELL: Thank you.

23 Any other questions?

24 (No further questions.)

25 COUNCILWOMAN BLACKWELL: Thank you both

1 very much. Now, we will hear -- ask Anne
2 Fadullon, the Director of Planning and
3 Development to come forward.

4 And we will ask the clerk to read the
5 title of our CDBG consolidated plan, Bill No.
6 190441.

7 (Panel approaches Witness Table.)

8 THE CLERK: 190441: An Ordinance
9 authorizing the Director of Planning and
10 Development, on behalf of the City, to file
11 applications with the United States Department
12 of Housing and Urban Development for a Community
13 Development Block Grant; to file applications to
14 participate in HOME Investment Partnership
15 program and Emergency Solutions Grant program;
16 and to apply for a Housing Opportunities for
17 Persons with AIDS grants; and to file
18 applications with the Commonwealth to obtain
19 grants under the Act of April 12, 1956, P.L.
20 1449 Section 4, as amended, to prevent and
21 eliminate blight; authorizing the Director of
22 Planning and Development and the Director of
23 Commerce to file applications to obtain other
24 grants from the Commonwealth; authorizing the
25 Director of Commerce to use the Section 108 Loan

1 Guarantee Program; and authorizing the Director
2 of Planning and Development and the Director of
3 Commerce to enter into all understandings and
4 assurances contained in such applications and to
5 take all necessary action to accept the grants;
6 all under certain terms and conditions.

7 COUNCILWOMAN BLACKWELL: Thank you.

8 Good morning.

9 MS. FADULLON: Good morning. Good
10 morning. Since we submitted written testimony,
11 I'm not going to read the whole thing. I am
12 just going to kind of skim through. And then I
13 do have -- I don't have enough copies for
14 everybody, but I do have something I want to
15 pass out because the consolidated plan was
16 submitted prior to us understanding that there
17 was a potentially additional allocation of
18 Fiscal Year 20 Housing Trust Fund dollars. So,
19 we have got that incorporated into this.

20 COUNCILWOMAN BLACKWELL: Thank you.

21 He's happy to make copies.

22 MS. FADULLON: Right.

23 COUNCILWOMAN BLACKWELL: Thank you.

24 MS. FADULLON: Good afternoon, Chair
25 Blackwell and other Members of the Finance

1 Committee, Members of City Council. I'm Anne
2 Fadullon, Director of Planning and Development.
3 I will present testimony on behalf of the
4 Administration on Bill No. 190441, which permits
5 the City to apply for the Federal Community
6 Development Block Grant, Home Investment
7 Partnership Emergency Solutions Grant and
8 Housing Opportunities for Persons with AIDS
9 funds and for state funds from the Department of
10 Community and Economic Development.

11 The bill refers to Exhibit A, which is
12 the Annual Action Plan 2019 through 2020, the
13 required HUD funding application. In order for
14 the City to receive funding from HUD, the City
15 is required to submit an approved annual action
16 plan. The HUD -- no later than August 15, 2019.
17 The Annual Action Plan 2019 through 2020,
18 details are planned for spending funds from four
19 primary federal sources as well as the States
20 Department of Community and Economic
21 Development. As detailed in the Annual Action
22 Plan 2019 through 2020, the City anticipates
23 receiving nearly \$43 million in CDBG funding,
24 and a home program allocation of 11.37 million.

25 The Annual Action Plan goals and

1 strategic actions were designed to meet
2 Philadelphia's high priority housing needs.
3 These goals are preserve and create affordable
4 homeowner rental housing opportunities, reduce
5 homelessness and expand special needs housing
6 opportunities, foster open access to all housing
7 and community resources and programs, address
8 the education, economic and income needs of
9 people in neighborhoods, strengthen community
10 assets and manage vacant land to improve quality
11 of life and to promote fair housing and access
12 to opportunities for all Philadelphians.

13 I want to thank you for the opportunity
14 to present this testimony. And in order for the
15 City to receive funding from HUD, again, the
16 City is required to submit an approved Annual
17 Action Plan no later than August 15, 2019.
18 Additional tables and information required by
19 HUD as part of the funding application will be
20 included in the final submission to HUD in order
21 to permit expeditious transmittal of the Annual
22 Action Plan to HUD, we request a suspension of
23 the Rules to permit first reading at the next
24 Council session.

25 At this point, I'm happy to answer any

1 questions that anybody may have.

2 COUNCILWOMAN BLACKWELL: Thank you very
3 much. Are there any questions?

4 (No further questions.)

5 COUNCILWOMAN BLACKWELL: Thank you very
6 much, Ms. Fadullon.

7 Now we want to ask Barrett Marshall,
8 Esquire, Supervising Attorney CLS; Beth
9 McConnell, Policy Director, Philadelphia
10 Association of CDC or PACDC; Keysha Abad,
11 Utility Emergency Services Funding and Meredith
12 Johnson. Thank you.

13 Good morning.

14 (Panel approaches Witness Table.)

15 COUNCILWOMAN BLACKWELL: Identify
16 yourself for the record, and then make your
17 testimony. Thank you.

18 MS. MARSHALL: Good morning. My name is
19 Barrett Marshall. I'm Supervising Attorney at
20 Community Legal Services and the Director of the
21 Philadelphia Eviction Prevention Project.

22 COUNCILWOMAN BLACKWELL: Thank you.

23 MS. MARSHALL: The Housing Unit at CLS
24 provides free legal advice and representation to
25 3,000 low income tenants living in private and

1 subsidized housing in Philadelphia each year.
2 We are grateful to have worked with Council for
3 several decades to protect tenants and promote
4 safe affordable housing. Thank you for the
5 opportunity to testify on the Philadelphia
6 Eviction Prevention Project today.

7 According to reports by the Reinvestment
8 Fund and the City's assessment of Fair Housing,
9 eviction rates are highest in Philadelphia's
10 poor and predominantly Black neighborhoods,
11 while evictions disproportionately impact poor
12 communities of color. Gentrification is
13 ravaging our communities. A recent study
14 published by the National Community Reinvestment
15 Coalition showed that from 2000 to 2013, due to
16 rapidly rising rents, property values and taxes
17 more than 12,000 African-Americans in
18 Philadelphia moved out of gentrifying
19 neighborhoods.

20 As the report notes, the large number of
21 neighborhoods, the gentrified and the number of
22 displaced residents rank Philadelphia among the
23 worst cities for Black displacement. This tells
24 us not only that we have a poverty crisis
25 impacting our City's most vulnerable residents,

1 but that we have a very serious race equity
2 problem that is impacting Black residents access
3 to housing in particular.

4 The Philadelphia Eviction Prevention
5 Project has been incredibly successful. We have
6 been exceeding expectations of providing legal
7 representation and legal advice and other
8 critical services to tenants facing a
9 life-changing eviction. Yet, PEPP only meets a
10 fraction of our need currently in the City.

11 Investing in legal services and a
12 tenant's right to Council is cost effective and
13 one of the best measures to prevent evictions,
14 housing instability and homelessness. A recent
15 report of the Philadelphia Bar Association and
16 the Stout Firm estimated that every \$1 invested
17 into legal representation to prevent eviction
18 saves nearly \$13 in cost to City services.
19 Other reports, including the Mayor's Eviction
20 Prevention Task Force Recommendations, the
21 City's recently released Narrowing the Gap
22 Report and the Housing Action Plan all identify
23 several goals which would help fight eviction,
24 displacement and hopelessness including
25 expanding access to legal representation for

1 low-income tenants.

2 For these reasons, it's critical to
3 build on the success of this program. We were
4 very pleased to hear that funding has been
5 tentatively approved for 1.5 million for the
6 next fiscal year. An investment of 1.5 million
7 is an important and natural next step towards
8 ensuring that PEPP advocates can continue to
9 provide expert and effective legal
10 representation to tenants facing eviction and
11 displacement.

12 On behalf of CLS and all of our PEPP
13 partners, I want to sincerely thank Council for
14 this commitment to Philadelphia tenants. We are
15 asking that the City's investment in this
16 project be increased to 1.5 million in the next
17 fiscal year as was tentatively announced, and
18 the City invest in tenants right to counsel in
19 the future.

20 Thank you.

21 COUNCILWOMAN BLACKWELL: Thank you very
22 much.

23 MS. McCONNELL: Good morning. Thank you
24 for the opportunity to testify. My name is Beth
25 McConnell. I'm the Policy Director of the

1 Philadelphia Association of Community
2 Development Corporations, PACDC. I submitted
3 longer written testimony for the record, so I
4 will summarize my verbal testimony.

5 First, we really want to thank City
6 Council and the Kenney Administration for
7 agreeing to allocate \$20 million in general
8 funds to the Housing Trust Fund for FY20, which
9 boosts the original agreement from this past
10 September by about \$12 million. In addition, in
11 particular, want to thank Council President
12 Clarke and Councilmembers Sanchez, Squilla and
13 Johnson. These funds are absolutely vital for
14 addressing the growing need for affordable homes
15 for our low and moderate income neighbors.

16 Very briefly, some of the programs that
17 we really want to shout out is continuing -- a
18 launching and continuing a shallow rent subsidy
19 this year to help get more affordable rental
20 units online to boost down payments and closing
21 cost assistance, which began today. And
22 finally, we really want to encourage Council and
23 the Administration to take a look at funding for
24 a housing counseling agencies, which are
25 desperately in need of more resources.

1 PACDC also applauds Council and the
2 Administration for boosting commercial corridor
3 funding by \$2 million in the FY20 budget on
4 final passage this week. And in particular, we
5 really want to thank Councilmembers Parker and
6 Sanchez for really leading the charge for the
7 boost in critical programs that make our
8 quarters clean and safe. In particular, we hope
9 those funds can double down on what's already
10 working by boosting the targeted Corridor
11 Management Program and our Commercial Corridor
12 Cleaning Programs.

13 We also want to encourage to take a look
14 at boosting or making available some training
15 and professionalization services for our
16 commercial corridor managers who are often early
17 career professionals who really have no place to
18 go to learn how to be a commercial corridor
19 manager. And similarly, some data management
20 tools that can help them do their jobs more
21 effectively and track success.

22 And finally, we want to encourage that
23 Council and the Administration take a look at a
24 pilot program for, like, a basic systems repair
25 program for small businesses. So, we can help

1 them with leaky roofs and busted plumbing and
2 sagging floors and other issues that really get
3 in the way of their economic success.

4 Thank you very much for the opportunity
5 to testify. And we appreciate all of your
6 leadership for these programs.

7 COUNCILWOMAN BLACKWELL: Thank you.

8 The Chair notes that Councilman Bobby
9 Henon Vice Chair is here.

10 Thank you.

11 MS. ABAD: Good morning.

12 My name is Keysha Abad. I'm the
13 Director of Utility Grant Program ad UESF. Like
14 to say good morning to the Chairman Blackwell
15 and Members of City Council.

16 As I stated, I'm the Director of the
17 Utility Grant Program for USEF. I am here today
18 to provide testimony regarding the great work
19 performed by the Housing Trust Fund. In its
20 partnership with UESF, we would like to speak on
21 the continued success this funding has provided
22 on many participants within our programs. We
23 also like to point out how more funding can
24 impact our community.

25 During Fiscal Year 2018, we were awarded

1 1,000,070 from the Housing Trust Fund for our
2 Utility Grant Program. As a result, UESF was
3 able to stop utility service shutoffs and
4 restore utility services for over 2,000
5 vulnerable families. The lack of utility
6 services is one of the leading causes of
7 homelessness.

8 For example, when the gas and
9 electricity are shut off, this results in no
10 heats, no lights and no refrigeration, excuse
11 me, which then causes many families to abandon
12 their homes and, ultimately, end up at the
13 shelter door.

14 UESF uses funds provided by the Housing
15 Trust Fund Utility Assistance as part of an
16 overall stabilization approach, leveraging
17 resources from other UESF programs. UESF has
18 worked in partnership with the Office of
19 Homeless Service to serve a hundred families
20 currently in shelters. UESF focuses 95,000 of
21 the HTF funds which are matched by the
22 utilities, to provide assistance of those in the
23 shelter who had high arrearages and which will
24 result in the denying of obtaining new utility
25 services, prevented from moving to permanent

1 housing.

2 Through this program, the family's
3 primary barrier to leaving the shelter was
4 removed. The City saved approximately 30,000
5 per family and shelter costs. And valuable
6 shelter space was freed up. UESF was able to
7 leverage an additional 25,000 in private funds
8 to assist women in this program coming out of
9 shelters with rent and security deposits. So a
10 \$95,000 investment from the Housing Trust Fund
11 turns into -- excuse me, turns into 215,000 with
12 increases of 126 percent.

13 The HTF also attracted additional
14 leverage funds to our organization of nearly
15 \$1.2 million. The funds leveraged by
16 112 percent through matching utility bill
17 credits, other direct private funding and direct
18 benefit acquisition, directly assisted families
19 with students in our school district,
20 participants in our workforce development as
21 well as our program for Veteran Ex-Offenders.

22 With our Family Empowerment Program,
23 UESF helps break the cycle of intergenerational
24 poverty by helping local families secure safe
25 and stable housing through financial assistance,

1 budgeting -- budget coaching, intense case
2 management, workforce development and the whole
3 family supports. We adopted the two
4 generational approach where we not only focus on
5 the parents and their needs, stabilize housing,
6 but we focus on the children and how we can help
7 them be academically successful long term.

8 For example, I would like to tell you a
9 little story about one of our families in the
10 Family Empowerment Program where the Utility
11 Grant Program has impacted the whole household.
12 This is a common story where we see play out on
13 many occasions.

14 Our participant was a single female,
15 head of household with eight children. One
16 diagnosed with autism and one with ADHD with
17 over 6,000 in arrearages from a single utility.
18 The family fell behind on a payment plan due to
19 sudden an unavoidable family emergency. And the
20 loss from one service -- I'm sorry. And lost
21 services from one utility. As a result, the
22 family was forced to leave their housing. The
23 family moved in with their grandmother who did
24 not live near the children's school. As a
25 result of the trauma of the move, the kids fell

1 behind in their academics. Three of the
2 children had to repeat a grade.

3 Our UESF family advocate worked with the
4 family and the utility company to arrange a
5 payment plan for the portion of the bill that
6 was considered a tampering charge. Our family
7 advocate also maximized the availability of
8 utility benefits to zero out the remaining
9 arrearages. She used a combination of LIHEAP,
10 utility grant funds from the Housing Trust Fund
11 and the matching utility credit. Once the
12 utility was restored, the family was able to
13 move back into their home near their school.

14 As a result of the Housing Trust Funds
15 utility grant support, our case manager was --
16 I'm sorry, our caseworker was able to not only
17 help the family move back into their housing but
18 develop a relationship with the family to help
19 with the following. UESF advocated for two of
20 her sons to have an IEP written.

21 Since moving back to their permanent
22 housing, the students' academic success has
23 improved dramatically. All the children have
24 zero unexcused absences. The daughter in high
25 school is in the National Honor Society and has

1 received scholarships that will pay for the
2 first two semesters of college. Two of the
3 children are Honor Roll at school.

4 The family now resides in housing they
5 can afford as evidenced by a budget UESF helped
6 the mother to prepare. The family is currently
7 supported by sustainable income. UESF is
8 helping the mother gain employment and possibly
9 enhance her education. None of this success
10 would have been possible without the support of
11 Housing Trust Fund.

12 Thank you for your time.

13 COUNCILWOMAN BLACKWELL: Thank you very
14 much. Is Meredith Johnson here?

15 MS. McCONNELL: Sorry. You moved too
16 fast this morning, so she's not here.

17 COUNCILWOMAN BLACKWELL: Thank you.

18 All right. Are there any questions for
19 members of this panel?

20 (No further questions.)

21 COUNCILWOMAN BLACKWELL: Okay. We thank
22 you very much for being here. And now, we are
23 going to call on the clerk to read Bill No.
24 190412 Amendment regarding the Commonwealth's
25 Property Assessed Clean Energy Program. And

1 we're going to ask Christine Knapp, Director of
2 the Office of Sustainability and Emily Schapira,
3 Executive Director of the Philadelphia Energy
4 Authority to come forward.

5 Thank you.

6 (Panel approaches Witness Table.)

7 THE CLERK: 190412: An Ordinance
8 approving City participation in the
9 Commonwealth's Property Assessed Clean Energy
10 Program, all under certain terms and conditions.

11 COUNCILWOMAN BLACKWELL: Thank you.
12 Before you identify yourself and begin, the
13 Chair calls on Councilman Derek Green.

14 COUNCILMAN GREEN: Thank you, Madam
15 Chair. I just want to take a brief moment to
16 thank the work of Christine Knapp from the
17 Office of Sustainability and also the
18 outstanding work of Emily Schapira from our
19 Philadelphia Energy Authority in moving forward
20 with the CPACE.

21 There were a number of amendments and
22 things we have to address to get us to this
23 point. There is an amendment that has been
24 circulated to all members of this Committee.
25 But CPACE is an opportunity to really address

1 some of the major issues of global warming.
2 There are a number of issues, but some of the
3 most significant impacts of global warming is
4 emissions. And most of those emissions come
5 from our commercial and residential industrial
6 buildings. And this legislation provides an
7 opportunity to provide the ability for
8 businesses around the City of Philadelphia to
9 participate in the Commonwealth program to help
10 us to reduce some of the emissions that come out
11 of our large commercial buildings.

12 So, I want to thank them for their work.
13 Thank them for the tenacity in bringing this
14 program to the City of Philadelphia. And
15 hopefully, we can take more additional step
16 towards addressing climate change and harmful
17 carbon emissions and nitrogen oxide emissions in
18 the City of Philadelphia.

19 So, thank you.

20 COUNCILWOMAN BLACKWELL: Thank you,
21 Councilman.

22 Feel free to identify yourselves and
23 begin your testimony.

24 MS. KNAPP: Good morning, Chair
25 Blackwell and Members of the Committee. I'm

1 Christine Knapp, the Director of the Office of
2 Sustainability for the City. I'm here to
3 testify in support of Bill No. 190412, which
4 approves the City's participation in the
5 Commonwealth's Commercial Property Assess Clean
6 Energy Program called CPACE, under certain terms
7 and conditions.

8 CPACE is a financing mechanism used by
9 local governments that allows commercial and
10 industrial property owners to finance energy
11 efficiency and renewable energy improvements
12 through their property tax payment. The
13 repayment of qualified energy improvements is
14 done by a voluntary property tax assessment by
15 local governments. The financing for PACE
16 projects may be provided through third party
17 capital secured by the property assessment
18 payments. Repayment responsibility transfers to
19 the next owner if the property is sold.

20 The legislature of the Commonwealth of
21 Pennsylvania adopted CPACE, enabling legislation
22 in May of 2018. The legislation was signed by
23 Governor Wolf and allows municipalities or the
24 counties to establish a program in their
25 jurisdictions by adopting an ordinance or

1 resolution. Pennsylvania legislation allows a
2 combination of municipalities and counties to
3 work together or implement and administer a
4 CPACE program. And is restricted to commercial
5 properties, excluding multifamily commercial --
6 multifamily residential buildings.

7 The Office of Sustainability believes
8 CPACE to be a helpful tool in supporting the
9 sustainability of redeveloped properties and
10 encouraging investments in energy efficiency and
11 renewable energy systems and commercial
12 buildings. CPACE is specifically outlined in
13 our Empowering our Future, a clean energy vision
14 for Philadelphia as a way to help meet the
15 City's long term carbon reduction goals. And it
16 was prioritized as a short term recommendation
17 that could be implemented quickly.

18 An analysis of CPACE by ICF
19 International on behalf of our office estimated
20 a Philadelphia program could save substantial
21 carbon from entering the atmosphere and provide
22 significant bill savings to Citywide buildings
23 based on similar projects and programs around
24 the country. Nationally, some CPACE programs
25 have outperformed savings projections. And the

1 successful initiative is largely dependent on
2 the program design and resources.

3 The Philadelphia Energy Authority, Emily
4 sitting next to me, has been participating in a
5 year-long series of workshops with other
6 Pennsylvania cities, counties and financiers of
7 the goal -- with the goal of building a
8 successful program. Given the goals of the
9 Energy Authority with both the Philadelphia
10 Energy campaign and their founding documents.
11 The City believes they are the best choices to
12 CPACE administer for the City of Philadelphia
13 program.

14 Functions of CPACE Program participation
15 could include a broad number of tasks that the
16 Energy Authority is well suited to handle. The
17 Authority, through its nationally recognized
18 solarized program and other community programs
19 have shown that they can serve as a flexible
20 organization capable of working directly with
21 constituents and vendors to deliver a positive
22 impact to the City. Since CPACE relies on
23 repayment through the assessment, the PEA will
24 continue to meet with the Revenue Department,
25 the Office of Property Assessment and Finance

1 Department to ensure program guidelines are
2 strongly aligned with the City's existing
3 systems.

4 In closing, I anticipate that the CPACE
5 bill will help to lower Citywide energy use
6 while reducing carbon pollution. As CPACE
7 program aligns with the City's carbon reduction
8 plans and PEA serves as strong partner who can
9 function well in their role as administrator of
10 the program.

11 Thank you for the opportunity to
12 testify. And I'd be happy to answer any
13 questions you have.

14 COUNCILWOMAN BLACKWELL: Thank you.

15 MS. SCHAPIRA: All right. Thank you
16 very much. Good morning, Chair Blackwell,
17 Members of the Committee. My name is Emily
18 Schapira. I'm Executive Director of the
19 Philadelphia Energy Authority.

20 The Energy Authority was created in 2010
21 to support the City on issues on energy
22 affordability and sustainability. In the last
23 two years, we have helped launch over a hundred
24 million dollars in clean energy and energy
25 efficiency projects in Philadelphia across City

1 buildings, schools, affordable and market rate
2 housing and small businesses. We have helped
3 create nearly a thousand jobs in that time.

4 I'm here today to testify regarding Bill
5 190412, which would enable a new clean energy
6 financing tool called CPACE. We believe CPACE
7 is critical to the development of commercial
8 solar market in Philadelphia. And we know that
9 dollar for dollar, rooftop solar creates more
10 jobs than any other energy investment we can
11 make. CPACE also creates jobs across all of the
12 building trades and helps mitigate climate
13 change while providing an important tool for
14 commercial building owners to invest in their
15 properties.

16 I'll share a brief explanation of what
17 CPACE is and why it works.

18 So, CPACE stands for Commercial Property
19 Assessed Clean Energy financing. It's an
20 innovative financing product for owners of
21 commercial and industrial properties for large
22 energy efficiency and renewable energy projects
23 that would allow the loan to flow with the
24 property instead of with the owner. It does
25 this by treating the loan as a voluntary

1 assessment on the property, and is paid back
2 along with the real estate taxes. This
3 assessment takes priority over first mortgages
4 and requires mortgage holder consent. CPACE has
5 been enabled in 36 states plus Washington, DC.
6 And there are active programs in over 20 states
7 with over a billion dollars in CPACE financing
8 completed nationwide across over 2,000 projects.

9 Governor Wolf signed CPACE into law in
10 June 2018 as Christine mentioned. It is now up
11 to each county to decide to enable it. So far,
12 Chester and Northampton counties have authorized
13 CPACE.

14 So, why do people participate in CPACE?
15 That's a question we get often.

16 First, because the assessment travels
17 with the property, not the owner. It allows
18 owners to make significant investments in
19 projects that might have a longer payback than
20 the length of time you are intending to own the
21 property. So for example, if you are a
22 developer who only intends to own the building
23 for seven years to capture all the tax credits
24 and then sell it, you wouldn't likely invest in
25 solar in Philadelphia, which has a 10 to 12-year

1 payback, or new boilers or windows which might
2 have an even longer payback. Because the
3 assessment is easily transferable to the next
4 property owner, the benefits and costs always
5 accrue to the same party. Either the current
6 property owner or tenant depending on the past
7 restructure.

8 It allows lenders to offer longer
9 repayment terms than other types of financing,
10 often 15 to 25 years or the life of the
11 equipment installed, allowing debt service to
12 cost less than the utility cost savings or other
13 benefits.

14 CPACE is also non-accelerating. So
15 unlike a mortgage which becomes due in full in
16 the case of default, only the past due amount
17 ever becomes due. If CPACE payments enters
18 default, the lender can only collect on the
19 delinquent payments, not the future value of the
20 debt. Because of that structure, hundreds of
21 senior mortgage holders have consented to CPACE
22 liens nationwide because they are only exposure
23 is the past due payments, and the CPACE projects
24 increase property values.

25 Lenders participate in CPACE because the

1 engagement from the local government increases
2 the long-term security of the loan through
3 payment collection and delinquency enforcement
4 even though any cost incurred by the local
5 government are reimbursed in full by the lender.
6 They value the lien prioritization above
7 existing mortgages and find that a CPACE program
8 framework provides lender and consumer
9 confidence, clarity on contracting and
10 documentation and important education for the
11 marketplace on energy projects.

12 PEA and the Pennsylvania Department on
13 Environmental Protection estimate over
14 \$60 million in CPACE projects in the first five
15 years of this program will move forward with at
16 least half of that coming from Philadelphia.
17 PEA has been engaged in the last year, as
18 Christine mentioned, in a statewide stakeholder
19 engagement process to help craft those statewide
20 program guidelines. And we're modifying those a
21 little bit for Philadelphia to make sure it
22 works for our specific situation.

23 Over a hundred attendees from government
24 labor, commercial properties, lenders and
25 project developers attended our sessions in

1 Philly, Harrisburg and Pittsburgh over the last
2 year. Since this legislation has been
3 introduced in City Council, we have heard from
4 nearly a dozen capital providers, non-profits
5 and property owners who are currently
6 contemplating CPACE projects in Philadelphia.
7 And I have attached letters of support from many
8 of these interested parties to my official
9 testimony today.

10 We have been able to compile these over
11 the last week. And I wanted to just share a
12 quick list of those folks here. They include
13 Axcel Capital; Elpizo Group, who operates a
14 number of hotels in Philly; Green Building
15 United; CPACE Alliance, which represents
16 multiple PACE lenders nationwide; Chestnut Hill
17 United Church and its Environmental Justice
18 Center; Revel, a PACE lender located --
19 headquartered here in Philadelphia; Graboyes
20 Efficiency Tenant and Energy Efficiency Company
21 located in Philadelphia; Greenworks Net Lending,
22 one of the largest national PACE lenders; the
23 Sustainable Energy Fund; and the Clean Power PA
24 Coalition, which includes many environmental and
25 faith-based organizations including folks like

1 the National Resources Defense Council, Penn
2 Future, Clean Air Council, Moms Clean Air Force,
3 Penn Environment and Pennsylvania Interfaith
4 Power and Light and the sustainable business
5 network.

6 This bill has strong support, will
7 create jobs and economic development for our
8 City, and will provide an important tool for
9 commercial buildings in Philly to take the
10 urgent steps needed to mitigate the worse
11 effects of climate change. Nearly 80 percent of
12 Philadelphia's Citywide carbon emissions comes
13 from buildings. It's a critical tool to help us
14 meet Mayor Kenney's climate commitments.

15 I strongly urge the Members of the
16 Committee to advance Bill 190412 with a
17 favorable recommendation. Thank you so much for
18 your time today.

19 COUNCILWOMAN BLACKWELL: Thank you very
20 much. Are there any questions?

21 (No further questions.)

22 COUNCILWOMAN BLACKWELL: We thank you.
23 Panel two begins Liz Robinson, Executive
24 Director of Philadelphia Solar Energy
25 Association; Rich Selverian, President Keystone

1 Energy Efficient Alliance; Ron Celentano,
2 President, Pennsylvania Solar Energy Industries
3 Association; Brian Smiley, American Institute of
4 Architects; and Ken MacDougall, NECA.

5 Chair also notes that Councilman Mark
6 Squilla is present. And we thank him.

7 (Panel approaches Witness Table.)

8 COUNCILWOMAN BLACKWELL: All right.

9 Feel free to begin your testimony. You
10 can make all of it or you don't have to, as
11 Emily Schapira did, as we've been moving right
12 along. You can feel free to summarize. We
13 don't insist that way, but you can feel free to
14 summarize and we will be just as pleased.

15 Good morning, again, and thank you.

16 MS. ROBINSON: Thank you. Thank you,
17 Councilwoman Blackwell and Members of the
18 Finance Committee and ladies and gentlemen. I
19 am Liz Robinson, Executive Director of the
20 Philadelphia Solar Energy Association. A
21 nonprofit dedicated to increasing the
22 understanding and utilization of solar energy in
23 Philadelphia and across the state.

24 PSEA congratulates City Council on the
25 leadership that it is continuing to demonstrate

1 in building Philadelphia's clean energy future.
2 PSEA firmly supports passage of the commercial
3 PACE legislation, and it's immediate
4 implementation. We are very fortunate to have
5 the Philadelphia Energy Authority which has
6 helped to write the CPACE guidelines and is
7 ready to administer the program in the City.

8 CPACE has the potential to strengthen
9 our local businesses large and small by
10 financing energy efficiency improvements and
11 solar installations, both of which will
12 significantly lower their costs, improve their
13 profitability and strengthen their bottom lines.
14 The cost of solar has come down dramatically in
15 the last ten years. And with net metering,
16 arising solar renewable energy credit and the
17 federal tax credit, this is the perfect time for
18 local businesses to go solar.

19 The fact that CPACE is designed to
20 finance both energy efficiency and solar at the
21 same time will permit businesses to access the
22 most cost effective combination of clean energy
23 technologies to maximize both short and long
24 term energy savings and benefit. Thanks to the
25 Solarized Philly Program, permitting with L&I

1 and the interconnection process with PECO are
2 now much easier and faster with higher quality
3 customer service. So the hassle factor is way
4 down. Thanks to the previous program activity
5 in both energy efficiency and solar, the
6 workforce development efforts of energy
7 coordinating agency and others, Philadelphia
8 also has a strong group, a very capable local
9 energy efficiency and solar contractors. This
10 group of businesses will continue to grow with
11 the CPACE program.

12 It's very important to conduct a robust,
13 sustained public education effort to encourage
14 businesses to take full advantage of CPACE as
15 quickly as possible before the Federal Tax
16 Credit begins to diminish. We would encourage
17 the Commerce Department, PGW and PECO to
18 collaborate with the PEA in a Citywide,
19 multi-pronged communication effort. PECO's Act
20 129 Energy Efficiency Programs will benefit
21 greatly from CPACE and should coordinate closely
22 with it. CPACE will strengthen our local
23 business, support economic development and
24 create local jobs all while reducing our carbon
25 emissions.

1 Thank you again for your leadership in
2 building a clean energy economy here in Philly.

3 COUNCILWOMAN BLACKWELL: Thank you,
4 Ms. Robinson. Thank you.

5 MR. SELVERIAN: Good morning,
6 Councilwoman Blackwell --

7 COUNCILWOMAN BLACKWELL: Good morning.

8 MR. SELVERIAN: -- and Members of the
9 Committees. I'm Rich Selverian, President of
10 the Board of the Keystone Energy Efficiency
11 Alliance or KEEA. KEEA is the
12 Pennsylvania-based trade association
13 representing more than sixty members of the
14 energy efficiency industry. I'm also President
15 and CEO MaGrann Associates, a local consulting
16 company with an office here in Philadelphia.
17 Thank you for allowing me to speak today on the
18 important issue of CPACE.

19 KEEA strongly supports Bill No. 190412,
20 and encourages the City to act swiftly to
21 establish CPACE in Philadelphia. Our
22 organization worked to pass the Pennsylvania
23 Senate Bill 234, which allowed local governments
24 to establish CPACE programs in 2018. And we are
25 encourage to see the City of Philadelphia

1 Council considering establishing such a program.

2 We work closely with the Pennsylvania
3 Energy Authority as well as sustainable energy
4 fund and many other partners to develop tools to
5 help implement CPACE across the Commonwealth.
6 Our members, including MaGrann Associates, stand
7 ready to work with the City and the Philadelphia
8 Energy Authority to make CPACE a success and
9 retrofit commercial properties across the City.

10 I would like to make two points
11 regarding the importance of the policy. First,
12 investments in energy efficiency benefits the
13 communities more broadly. Energy efficiency
14 creates jobs. Philadelphia's metro area has
15 more than 21,000 jobs in energy efficiency
16 according to E for the Future. These jobs
17 include a broad array of professionals such as
18 electricians, engineers, trained technicians,
19 financial analysts, construction workers,
20 facility managers, software developers and other
21 specialists.

22 Utility energy efficiency programs alone
23 have delivered more than \$6.4 billion of
24 benefits from 2009 to 2016 according to the
25 Pennsylvania Public Utility Commission.

1 Investments in energy efficiency also reduced
2 strain on the grid, increased resilience and cut
3 pollution from energy production.

4 Second, additional policies including
5 CPACE are needed to unlock energy efficiency
6 potential. Even though energy efficiency
7 investment are cost effective, many businesses
8 do not pursue all available energy efficiency
9 projects. There are many reasons for this
10 including long payback periods, competition with
11 other capital needs and the availability of
12 financing. CPACE addresses many of these
13 barriers to energy efficiency. It compliments
14 other City policies, such as the energy
15 efficiency benchmarking program and the 2018
16 commercial building codes in making Philadelphia
17 leader in energy efficiency.

18 Philadelphia ranks number 12 on the
19 American Council of Energy Efficiencies
20 Economies City Energy scorecard ahead of
21 Pittsburgh and Baltimore, behind New York and
22 Washington, DC. Philadelphia can be among the
23 most energy efficient big cities in the county.
24 And passing CPACE is an important step toward
25 getting there.

1 Thank you for your time.

2 COUNCILWOMAN BLACKWELL: Thank you very
3 much.

4 MR. CELENTANO: Good morning,
5 Councilwoman Blackwell and Members of the
6 Committee.

7 COUNCILWOMAN BLACKWELL: Good morning.

8 MR. CELENTANO: And other
9 Councilmembers. Thank you for the opportunity
10 to testify today. I'm Ron Celentano, President
11 of the Pennsylvania Solar Energy Industries
12 Association or PASEIA, a division of the
13 MidAtlantic Solar and Storage Industries
14 Association where I serve as Vice President for
15 Pennsylvania. MSSIA is a not-for-profit trade
16 association for businesses and professionals
17 working in Pennsylvania, New Jersey and Delaware
18 involved in the development, manufacturing,
19 design, construction and installation of solar
20 photovoltaic and energy storage systems.

21 Commercial property assessment and clean
22 energy or CPACE is a great mechanism for
23 financing energy efficiency, clean energy and
24 conservation projects for commercial properties.
25 PASEIA supports Bill 190412, the CPACE Bill.

1 After Keystone Energy Efficiency Alliance or
2 KEEA worked hard for two years on CPACE
3 legislation in Pennsylvania, it finally passed
4 and Governor Wolf signed that Senate Bill 234
5 into law last summer. But this just enabled
6 CPACE to work in Pennsylvania. CPACE programs,
7 which still need to be developed by county or
8 municipalities throughout the state in order to
9 utilize this financing tool.

10 As of April 2019, 36 states and District
11 of Columbia have passed laws enabling CPACE.
12 But because of inconsistent program structures
13 and administrations within some of the states,
14 CPACE hasn't been very successful or those
15 programs have been very sluggish in getting
16 started in many of these states. KEEA was well
17 aware of potential fallout, and knew there
18 needed to be a standardized methodology for
19 developing CPACE program to track and ensure
20 financing lending institutions to fund CPACE
21 projects.

22 So, KEEA partnered with PP&L Sustainable
23 Energy fund, SCF along with the Philadelphia
24 Energy Authority, PEA and developed stakeholders
25 supported model guidelines that can easily be

1 adopted by local governments and administer
2 CPACE across much of -- that would be
3 administrated by CEF across much of the state.

4 Since then, KEEA has been continuously
5 educating counties across the state about CPACE,
6 encouraging them to establish CPACE programs,
7 utilizing these guidelines with the intention of
8 creating a statewide program. As of last month,
9 Northampton County became the first in the state
10 to establish a CPACE program followed by Chester
11 County with Philadelphia next in line. The
12 resolution that Councilmembers Green and
13 Reynolds Brown have introduced to establish the
14 CPACE program for Philadelphia would be
15 administered by the Philadelphia Energy
16 Authority using similar guidelines to the
17 statewide models developed.

18 PASEIA applaud the City -- Philadelphia
19 City Council for continuing to strive for
20 building Philadelphia's clean energy future. We
21 strongly support developing and implementing the
22 CPACE program for Philadelphia as it provides
23 much more opportunity to grow commercial solar
24 installations in the City. We are also excited
25 that Philadelphia Energy Authority would be the

1 administrator of this program as they were
2 involved in the beginning of the stakeholder
3 process and the development of the program
4 guidelines. But also, because of their
5 continuous involvement with expanding solar in
6 Philadelphia, especially with their great
7 success with this solarized Philly program.

8 So far, Philadelphia has over 1200
9 residential and commercial solar PV systems
10 installed, totaling about 16 megawatts of solar
11 capacity since the late 1990s. But Pennsylvania
12 is still far behind our neighboring states in
13 implementing CPACE programs in Philadelphia and
14 in counties across the state, would be a very
15 effective vehicle for financing solar projects
16 which helps remove one of the many barriers
17 experiencing with promoting the solar market
18 penetration in our state.

19 Expanding the solar requirement under
20 the Alternative Energy Portfolio Standard, AEPS,
21 as proposed under the PA Senate Bill 600 will --
22 with 10 percent solar by 2030 will supercharge
23 the CPACE program success and grow a vibrant
24 solar workforce.

25 Thank you.

1 COUNCILWOMAN BLACKWELL: Thank you very
2 much.

3 MR. SMILEY: Good morning.

4 My name is Brian Smiley. I'm testifying
5 today on behalf of the Philadelphia Chapter of
6 the American Institute of Architects. The AIA
7 is Philadelphia's voice of the architectural
8 profession and represents more than 263-member
9 architecture firms and 228 affiliate companies
10 supplying products and services to the
11 construction industry in this region.

12 I would like to thank Councilwoman
13 Blackwell for allowing me to testify today. And
14 I also want to thank Councilman Green for
15 introducing Bill No. 190412, which would approve
16 Philadelphia's participation in this CPACE
17 program.

18 Let me first explain a primary benefit
19 of CPACE. In the building and construction
20 industry, it's been a longstanding goal for
21 building owners to be able to make improvements
22 to their commercial properties to be more energy
23 efficient and then use the money saved on
24 utility bills to pay off a loan that paid for
25 the improvements. However, many developers

1 operate in markets that demand low first cost.
2 These developers recognize that better
3 insulation, air ceiling, high efficiency
4 equipment and solar panels may pay off in the
5 long run, but the initial cost is too high. For
6 many developers, their return on investment time
7 frame is very short. Often one year or less.
8 To remain competitive in markets where low first
9 costs are important, these developers typically
10 forego these beneficial improvements. To help
11 solve this issue, CPACE was created.

12 This program applies to new construction
13 projects, existing building renovation, tenant
14 fit-outs, industrial projects and other -- many
15 other building types. There already is a lot of
16 momentum behind this program. Dozens of other
17 states have adopted legislation allowing these
18 CPACE programs to launch. The law passed
19 Pennsylvania Chambers legislature by wide
20 partisan majorities. Chester and Northampton
21 Counties have already adopted CPACE legislation.
22 Many more counties are in the process of
23 evaluating and adopting CPACE. For example,
24 Dauphin, Delaware, Montgomery, Allegheny, Berks,
25 Butler, Wayne, Lancaster City and Philadelphia.

1 These other counties recognize the
2 benefit of CPACE to the public. Owners will
3 benefit from lower utility bills and lower total
4 cost of ownership. The general public will
5 benefit from cleaner air. There are also
6 numerous benefits to Philadelphia. Among them,
7 jobs, jobs, jobs.

8 Jobs one, Pennsylvania already has
9 86,000 jobs in clean energy and energy
10 efficiency. CPACE will help grow the number of
11 high paying technical jobs in Philadelphia by
12 developing new projects.

13 Jobs two, construction renovation jobs
14 remain in the Philadelphia region and can't be
15 outsourced or moved to other countries.

16 Jobs three, these are sustained jobs,
17 not short-term like building a fossil fuel
18 pipeline.

19 Philadelphia's already recognized as
20 being a leader in the country and in the world
21 by being the first to adopt a 2018 energy codes.
22 The CPACE program would give owners a powerful
23 tool to make energy improvements and purchase
24 renewable energy and generating equipment to
25 comply with these new energy codes. Enacting

1 this legislation would strengthen Philadelphia's
2 position as a worldwide leader.

3 Engineers play an important part in the
4 CPACE program as they assist in predicting the
5 reduction in energy bills. I also want to urge
6 you to include architects in this legislation.
7 Architect needs to be involved so that envelope
8 improvements, window design and orientation of
9 new buildings can be optimized to further
10 improve energy savings. Additionally, any net
11 zero projects or buildings that involve a
12 nationally recognized Green Building Rating
13 System should involve the work of an architect.

14 The ease of payment, low cost of
15 borrowing and return on investment makes CPACE
16 worthwhile to all participants; city, lender,
17 tenant and owner. This program will also
18 encourage more clean energy, energy efficiency
19 and water conservation projects. Thus, this is
20 the rare government initiative with no
21 downsides.

22 The AIA supports Bill No. 190412. We
23 thank Councilman Green for introducing this
24 progressive legislation. And we ask that the
25 Committee and all of Council support it, as

1 well. Thank you for your consideration.

2 COUNCILWOMAN BLACKWELL: Thank you very
3 much. And the Chair notes that Councilwoman
4 Cindy Bass is also present. Thank you.

5 COUNCILMAN HENON: And Mark?

6 COUNCILWOMAN BLACKWELL: I mentioned
7 Mark Squilla already, but I'll mention him
8 twice.

9 (Laughter)

10 Thank you.

11 MR. MACDOUGALL: Thank you for inviting
12 me today. My name is Ken MacDougall. I'm with
13 the Penn-Del-Jersey Chapter in NECA, the
14 National Electrical Contractors Association.

15 NECA took the initiative four years to
16 see through the PACE legislation in Harrisburg.
17 Working with our friends in Harrisburg and on
18 the Committee today, we have gotten PACE passed.
19 But today I'm here to talk about your
20 constituents, the people on the job.

21 NECA contractors employ over 10,000
22 electricians. We are the ones who provide the
23 healthcare, the pensions, the training. PACE
24 will provide access for our contractors to
25 continue to work in these highrise buildings.

1 But it's not just solar that we should be
2 focusing on. We should look bigger and greater.
3 Our contractors along, with our IBW members and
4 our training program, we train our apprentices
5 for the development of micro grids, for combined
6 heat and power systems, for advanced controls,
7 for lighting.

8 We like to see micro grids start to be
9 developed in the Philadelphia area. We'd like
10 to see and work better with PGW to put more
11 combined heat and power systems in. These
12 systems don't only hire electricians and skilled
13 people. They hire pipe fitters, sheet metal
14 workers, insulators, people that are highly
15 skilled doing a highly advanced work.

16 Combined heat and power systems and
17 micro grids, it's the integration of solar, wind
18 geothermal and different electrical components
19 of this grid. It takes a lot of training to put
20 that on. It takes a skilled workforce. All the
21 energy and efficiency in the world will not work
22 if it's not installed properly by highly skilled
23 and trained people.

24 NECA is in support of this bill. We
25 think it's an economic development tool for us

1 to continue to have our trucks and our
2 contractors and our workers in all these
3 buildings downtown and making our City as energy
4 efficiency -- an energy efficient as we can.

5 NECA and our contractors will provide
6 that highly skilled level of labor that we will
7 need to install these technical projects.

8 Thank you.

9 COUNCILWOMAN BLACKWELL: Thank you very
10 much. We have a question from Councilman Henon.

11 COUNCILMAN HENON: Thank you, Madam
12 Chair. I'm going to have to leave -- leave the
13 Hearing and then come back shortly. But I do
14 have a couple questions. If I can start with --
15 I know Emily has stepped away. If Emily, can I
16 have a moment of your time? And I think it
17 dovetails into some of the subject matter that
18 is being brought up by not by fly-by-night
19 installers.

20 When we had the Great Recession and we
21 had folks that were experiencing, you know, hard
22 times with -- because of the economy, you had a
23 lot of realtors and a lot of other sales people
24 go around door to door. And kind of talked
25 about, you know, solar energy and other ways to

1 conserve energy, but they weren't experts by any
2 stretch of the imagination. I think they
3 memorized two, three paragraphs. And they prayed
4 on the most vulnerable, especially our seniors.
5 Come to the doors. And in today's environment
6 when crime has -- when you see a lot more
7 impersonations, people who are coming to the
8 doors that are preying on folks that may not
9 know or may not be educated enough to understand
10 the subject matter, it's easily[sic] to be
11 fooled.

12 So, that has been our experience here in
13 the City of Philadelphia. So, some of my
14 questions are going to be -- one, how does
15 this -- I mean, I think this is an incredible
16 opportunity for us. And you know, I think the
17 devil is in the details. And since this is a
18 state program that the City needs authorized,
19 some of the terms and conditions will be in
20 those details on how we implement, how we
21 safeguard our citizens and the commercial
22 residents as well as public safety component to
23 all of this. So, the first question is more of
24 a macro type of approach.

25 How with \$60 million in your testimony,

1 you know, estimated, you know, for the first
2 five years and 30 million coming from the City,
3 that's a significant participation which I think
4 is incredible. And I would love to, you know,
5 obviously, have that to be a hundred percent and
6 growing. How does this apply to the State's
7 energy portfolio standards credits that we have
8 in ensuring that are our utilities and our
9 cities are getting credit for the responsibility
10 of reducing our energy costs and emissions into
11 our environment?

12 MS. SCHAPIRA: Sure. So, it completely
13 complements and supports the alternative energy
14 portfolio standard we have at the state level.
15 So, I think Ron mentioned this.

16 In Philadelphia, we only ever developed
17 about 16 megawatts of solar. In order to meet
18 Mayor Kenney's climate commitments, we need to
19 be developing 15 megawatts a year. And we are
20 only at about, I think it was 2.2 megawatts last
21 year. So, we have a long way to go on that.
22 And this is one of those vehicles that will help
23 us get there.

24 So, as the State looks at improving the
25 alternative energy portfolio standard, they are

1 looking at increasing the amount of solar that
2 is required by that standard. And so, all of
3 this work will only help support the
4 requirements there. We are hoping for, you
5 know, 5 to 10 percent solar up from 0.5 percent
6 required now. So, this is important. And if
7 Philadelphia, you know, wants to have a
8 commercial solar market, right now we are really
9 balanced on a dime. You know, especially for
10 these big projects here in Center City.

11 And so, in order to make that math work,
12 you need to have access to really long term
13 financing at lower cost. And this will do that.

14 COUNCILMAN HENON: And this is another
15 option and way to actually kind of encourage
16 people to get in line so we can be in
17 compliance.

18 MS. SCHAPIRA: Yeah. Absolutely. And
19 you know, individual commercial buildings don't
20 have a compliance requirement. The compliance
21 requirement is with the utility or with
22 wholesale buyers for the APS. But it will
23 certainly help clean up the grid faster and
24 encourage the utilities and encourage you
25 know --

1 COUNCILMAN HENON: I think the utilities
2 welcomes this in --

3 MS. SCHAPIRA: I think so, too.

4 COUNCILMAN HENON: -- a huge way because
5 it does meet their plan that is in compliance
6 with the alternative energy portfolio standard
7 that the state has.

8 MS. SCHAPIRA: Absolutely.

9 COUNCILMAN HENON: We are helping the
10 utilities who we are serving and providing its
11 energy to the City of Philadelphia.

12 MS. SCHAPIRA: Yeah. Absolutely. And
13 we are doing work at the City level to make sure
14 with our new Power Purchase Agreement and other
15 projects to make sure that the City is in
16 compliance because we are a wholesale energy
17 buyer. So, we are required to do that.

18 COUNCILMAN HENON: So, how -- as we move
19 forward and the devil is in the details. And I
20 will get with you offline myself over the next
21 month.

22 Give you an example. One of the things
23 that we should be mindful of is making sure that
24 we do have responsible partners and contractors
25 and installers, not like the Weatherization

1 Program that in some cases were successful and
2 most cases, were not successful as well as, like
3 I said, when, you know, we experience a downfall
4 in the economy, you know, people were just --
5 and rightfully so -- just looking for
6 employment. And they see their business just,
7 like, you know, get pulled out under their feet.

8 There are a private contract installers
9 that will -- is there an oversight? Is there a
10 preselection qualifying that type of oversight
11 in any of this? Because you have the public
12 safety component from it. You have the public
13 safety in not just structure and, you know,
14 coordination with the Fire Department, which I
15 will touch on in a second; but you also, you
16 know open ourselves up to a little bit of
17 welcoming crime, you know, coming -- coming to
18 your front door.

19 MS. SCHAPIRA: Sure, no. I totally
20 understand that. For CPACE, this is only a
21 program for commercial properties. Multifamily
22 are excluded. Mixed use is excluded by the
23 State statute. So, these tend to be larger
24 projects. These are not sort of your
25 mom-and-pop shop projects for the most part.

1 Although, we are hoping to find some of those as
2 well for the appropriate customers. But you're
3 right. This is a more sophisticated
4 arrangement. This is not just something you can
5 easily quickly buy. There is a lot of
6 contracting involved.

7 So we made sure as the administrator, as
8 we are designing the program guidelines, that
9 there are a number of requirements of each party
10 that is involved. So, all the lenders will be
11 have to be prequalified. All the contractors as
12 well will have to be prequalified. We have been
13 working with NECA and others to make sure that
14 that set of requirements is the right set of
15 requirements.

16 And similarly, we will have oversight
17 over the project itself. So, the project itself
18 has to be prequalified by us as the
19 administrator. So, it has to be an energy
20 saving project that has to be stamped by an
21 engineer. And in certain cases, architects will
22 need to be involved in that, as well -- probably
23 most cases.

24 So, there is a whole lot of oversight on
25 it, which is sort of why this requires this

1 level of enabling legislation.

2 COUNCILMAN HENON: Great. I am glad to
3 hear that. Only -- well, not only. I had the
4 experience with one of the companies in my
5 district, Deitz and Watson who, unfortunately --
6 well, fortunate for the City; unfortunate for
7 them as a business. They had a -- over in
8 Jersey, they had a warehouse distribution plan
9 which had solar on their roof. And not sure
10 about the, you know, type of or the workmanship
11 that went into the installation.

12 And they certainly didn't have, you
13 know, the proper signage and/or shutoffs in the
14 places and the Fire Department wasn't really
15 working with them. So, they really didn't know
16 how to disconnect. And it really presented
17 themselves where they were in awful, they were
18 in a bad situation. They couldn't control it
19 because they didn't know how to work it. They
20 didn't know how to operate it. They didn't
21 understand it. And it is electrical.

22 MS. SCHAPIRA: Absolutely.

23 COUNCILMAN HENON: And it is dangerous,
24 and it does cause fires. So, I know our Fire
25 Department will be a good partner, I think,

1 working with this program I would imagine?

2 MS. SCHAPIRA: Yeah. That's what I
3 wanted to share. We hear about the Deitz and
4 Watson Fire often. It's really hooked into the
5 details there. That's exactly what you're
6 saying. You know, just wasn't that
7 communication with the Fire Department and
8 proper labeling and all that.

9 Now with the 2017 Electrical Safety
10 Code, that's the most important there. That
11 requires rapid shutoff for solar projects. We
12 have also been working really closely with the
13 Fire Department lately. The Office of
14 Sustainability actually paid to have new
15 training videos done and is working closely with
16 the Chief over there to make sure that all
17 firemen are trained on what the proper procedure
18 is with solar.

19 You know, I think there was a misnomer
20 in the past that you couldn't put out a fire on
21 a building with solar. And that's not true at
22 all. And so, now I think everybody has got the
23 proper training. And I think -- we don't expect
24 any of those issues to happen. And we will make
25 sure that the contractors are doing the projects

1 right.

2 As part of Solarized Philadelphia, we
3 actually have a third party go back and randomly
4 visit samples from each installer of solar
5 installations to make sure that the quality is
6 what it's supposed to be, and that they are
7 doing everything properly. And so, we have done
8 that in the last two rounds. And we will
9 continue to do that for all of the installers.

10 COUNCILMAN HENON: If there is a lot
11 of -- a whole lot of positives in making sure
12 that this program is in place and implemented
13 correctly and safely.

14 So, thank you for your system.

15 MS. SCHAPIRA: Sure.

16 MR. MACDOUGALL: Just to comment,
17 Councilman, Emily and I have attended several
18 meetings. One of the supporting topics that we
19 had was from the finance people who, you know,
20 specifically said if we are going to finance
21 these projects, we want to make sure that the
22 contractors are at the quality that they are
23 used to having. Because again, you can install
24 an energy efficiency project. But if it's not
25 installed properly, you're not going to get the

1 ROI. They want to make sure that the ROI is met
2 with, you know, qualified contractors.

3 COUNCILMAN HENON: I agree.

4 I have no further questions.

5 COUNCILWOMAN BLACKWELL: Thank you very
6 much. Any other questions?

7 (No further questions.)

8 COUNCILWOMAN BLACKWELL: Thank you very
9 much. We note that we have written testimony
10 for Eliza Kelston Alford; Sustainable Business
11 Network; Stephen Arrivello, Axcel Capital Group;
12 Alex Dews, Green Building United; Samuel Klein,
13 Graboyes Efficiency Tenant, LLC; Rev. Linda
14 Noonan, Chestnut Hill United Church; Joy Bergey,
15 Environmental Justice Center of Chestnut Hill
16 United Church; Elyssa Rothe, Greenworks Lending;
17 John Costlow, Sustainable Energy Fund; PT Tan,
18 Elpizo Group; The Clean Power PA Coalition; and
19 Cliff Kellogg, CPACE Alliance.

20 Thank you very much.

21 Our next hearing looks like we are
22 getting close, Bill No. 190440, an amendment
23 hospital assessments Medicare, Medicaid
24 reimbursement. We are going to ask our health
25 commissioner Dr. Tom Farley -- and I knew when I

1 saw your wonderful company back there that you
2 had to be close by.

3 Clerk, will you read the title of this
4 190440 amendment bill.

5 (Panel approaches Witness Table.)

6 THE CLERK: 190440: An Ordinance
7 amending Chapter 19-3500 of The Philadelphia
8 Code, entitled "Hospital Assessments," to revise
9 provisions relating to hospital assessments; and
10 authorizing the Department of Public Health to
11 enter into an intergovernmental agreement with
12 the Commonwealth, Department of Human Services,
13 relating to such hospital assessments; all under
14 certain terms and conditions.

15 COUNCILWOMAN BLACKWELL: Thank you.

16 Feel free to identify yourself for the
17 record and begin your testimony.

18 DR. FARLEY: Good morning, Chair
19 Blackwell and Councilmembers.

20 COUNCILWOMAN BLACKWELL: Good morning.

21 DR. FARLEY: I'm Dr. Tom Farley. And I
22 serve as Health Commissioner. Joining me today
23 is Sami Jarrah, Chief Operating Officer of the
24 Health Department.

25 I'm pleased to say a few words about my

1 support for Bill No. 190440 related to the
2 Philadelphia Hospital Assessment. First, a
3 little background.

4 The purpose of this ordinance is to
5 renew an existing assessment that had been in
6 place since 2009. Past Philadelphia City
7 Councils have approved this ordinance with
8 strong support, and I hope you will, too. This
9 assessment allows the City and State to generate
10 federal Medicaid matching funds for a program
11 that brings federal money to Philadelphia. As
12 you know, Medicaid is the program that provides
13 health insurance to people with low or no
14 income. This ordinance mirrors enabling state
15 legislation that is expected to pass in
16 Harrisburg in June.

17 Next, I want to talk about who benefits
18 from the hospital assessment. First, the
19 hospitals benefit. Overall, hospital receives
20 more federal Medicaid matching fund each year
21 than they would without this assessment. These
22 are federal dollars that would otherwise not
23 flow into our City. As you know, our hospitals
24 are large employers that provide critical health
25 services for low income Philadelphians. This

1 assessment has broad support from our City's
2 hospitals and has had such support for many
3 years. The hospitals have expressed their
4 support this year, as well. There are several
5 letters of support from hospital that may not
6 have come in time for you to see. But we have
7 them if you are interested in seeing them.

8 Second, the City's Health Department
9 also benefits. This assessment provides funding
10 annually to the City's health centers and other
11 public health programs in the City. This helps
12 us to defray the cost of administering the
13 assessment and provides funding that increases
14 our ability to serve the very same patients who
15 benefit from Medicaid, those living in poverty.
16 But most importantly, Philadelphians living in
17 poverty benefit. They benefit from having
18 better access to healthcare when they need it.

19 This assessment has the strong support
20 and approval from our State's legislature as
21 well as the federal standards for Medicare and
22 Medicaid services or CMS. I'd like to add my
23 strong support, also. Thank you for considering
24 this ordinance.

25 I'm happy to answer any of your

1 questions.

2 COUNCILWOMAN BLACKWELL: Thank you,
3 commissioner. Any testimony? You're fine?
4 Thank you very much. We are glad you are here.

5 Any questions?

6 (No further questions.)

7 COUNCILWOMAN BLACKWELL: Thank you very
8 much. We now note that we also have written
9 testimony from Katherine E. Levins, Temple
10 University Health System; Marc Costner,
11 Chestnut Hill Hospital; Barry R. Freedman,
12 Einstein Healthcare Network; Stephen K. Klasko,
13 Thomas Jefferson University; Kathleen Lalli,
14 Kensington Hospital; Susan Cusack, Mercy
15 Philadelphia Hospital; Michael Magro, Jr.,
16 Nazareth Hospital; and Christopher P. Beck, Penn
17 Medicine.

18 Our last person to testify, unless
19 someone else is here who would like to, is Bill
20 Ryan, Einstein Healthcare.

21 Any questions for the Commissioner?

22 Okay.

23 Bill Ryan, Einstein Healthcare Network.
24 Unless there is a question, this will be our
25 last person to testify.

1 (Panel approaches Witness Table.)

2 COUNCILWOMAN BLACKWELL: Fine. Thank
3 you.

4 MR. RYAN: Nothing like being the last
5 one. Good morning. Thank you for the
6 opportunity. As stated, I'm Bill Ryan from
7 Einstein Healthcare Network. I serve as the
8 Assistant Vice President for Government
9 Relations and Public Affairs.

10 Einstein was the only hospital in the
11 Commonwealth in 2008 that stood up and said, we
12 support this assessment when it first started
13 happening. We are enthusiastically supporting
14 this reauthorization again. This is a benefit
15 to not only our facility but hospitals across
16 the City. And we believe it is an important way
17 to deliver care to a key constituency.

18 One thing we did want to highlight,
19 there are hospitals in this City that serve a
20 high rate of Medicaid patients. It is
21 difficult for organizations like an Einstein
22 where 86 percent of our population, our patients
23 are on a public plan either through Medicare or
24 Medicaid. It's hard for us to cross-subsidize
25 because both of those programs under pay. So,

1 we are very reliant on this type of funding as
2 well as other supplemental funding.

3 We are encouraged that the City is doing
4 this. We would encourage you to look for other
5 options as well to help benefit high Medicaid
6 hospitals. And the reason is from where we sit
7 in this building, that 8-mile stretch up North
8 Broad Street to the Montgomery County line,
9 there are 286,000 people residing who are on
10 Medicaid. The total population of Pittsburgh,
11 by comparison, is 302,000. That's the whole
12 City.

13 So, the 8-mile stretch we all know has
14 numerous economic challenges, some of the
15 deepest poverty in the country. Those
16 facilities that serve that population
17 continually face challenges with the social
18 determinants of health. We would encourage the
19 City to explore additional ways to leverage
20 these dollars.

21 We do want to thank the City Council,
22 the Kenney Administration, especially the Health
23 Commissioner for all their efforts in getting us
24 this far. We hope for final passage and
25 encourage you to support it. And thank you for

1 the opportunity to comment.

2 COUNCILWOMAN BLACKWELL: Thank you very
3 much. Any questions for this witness?

4 Councilwoman Bass.

5 COUNCILWOMAN BASS: Thank you, Madam
6 Chair. I don't have a question, but I just
7 wanted to make a comment.

8 And we authorized this bill back in, I
9 want to say, 2017, the last authorization of it.
10 And you know, one of the things as a Chair of
11 Health and Human Services that we have been
12 doing is, you know, really going out and
13 directly seeing what's happening in our medical
14 community here in Philadelphia.

15 And we've been to several institutions
16 so far. We intend to hit them all. But among
17 them is CHOP and Temple Hospital, obviously, and
18 Fox Chase Cancer Center. And there are some
19 others. I am not going to name them all.
20 Einstein is certainly on the list. But I think
21 one of the things that we haven't recognized is
22 that with the closures of a number of different
23 medical facilities, Women's Medical and the old
24 Germantown Hospital and other hospitals that
25 have closed, there has been a ripple effect.

1 And so, the hospitals that we have are handling
2 patient loads that they were not intended to
3 handle. And many of those folks are folks who
4 rely on Medicaid for assistance.

5 So, I just really want to applaud you
6 all for the work you are doing in the Health
7 Department and the Health Commissioner and all
8 of his staff for all of the hard work that you
9 are doing because this is not an easy fix.
10 There is no easy fix to all of this. And so, I
11 just really wanted to say thank you for all of
12 the work that you are doing. It certainly is
13 recognized.

14 We certainly do know about it and want
15 to be of assistance to you in any way, shape or
16 form possible. So, thank you.

17 MR. RYAN: We appreciate that and look
18 forward to working with you on a lot of
19 different endeavors.

20 COUNCILWOMAN BASS: Thank you.

21 COUNCILWOMAN BLACKWELL: Thank you very
22 much. We also agree.

23 Any other questions or comments?

24 Anyone else here would like to testify?

25 Is there?

1 (No response.)

2 COUNCILWOMAN BLACKWELL: Thank you very
3 much. That will end our hearing.

4 (Public Hearing adjourns.)

5 - - -

6 (Public Meeting commences.)

7 COUNCILWOMAN BLACKWELL: We will now
8 begin our stated meeting.

9 And the Chair recognizes Councilman
10 Greenlee for a motion on amendments to Bill Nos.
11 190358, 190412, and 190440.

12 COUNCILMAN GREENLEE: Thank you, Madam
13 Chair. I offer amendments to Bill Nos. 190358,
14 190412 and 190440. Copy of the amendment has
15 been circulated to the Members. And I move the
16 adoption of the amendments.

17 (Duly seconded.)

18 COUNCILWOMAN BLACKWELL: It has been
19 moved and properly seconded that the amendments
20 to Bill Nos. 190358, 190412 and 190440 be
21 approved.

22 All those in favor of the motion will
23 signify by saying aye.

24 (Ayes.)

25 COUNCILWOMAN BLACKWELL: Those opposed,

1 nay.

2 (No opposition.)

3 COUNCILWOMAN BLACKWELL: The motion
4 carries. And Bill Nos. 190358, 190412 and
5 190440 have been amended.

6 The Chair again recognizes Councilman
7 Greenlee for a motion on Bill Nos. 190358,
8 190412 and 190440 as amended.

9 COUNCILMAN GREENLEE: Thank you, Madam
10 Chair. I move that Bill Nos. 190358, 190412 and
11 190440 as amended be reported from this
12 Committee with a favorable recommendation; and
13 further move that Rules of Council be suspended
14 to permit first reading of these bills at our
15 next session of Council.

16 (Duly seconded.)

17 COUNCILWOMAN BLACKWELL: It's been moved
18 and properly seconded that Bill Nos. 190358,
19 190412 and 190440 as amended be reported from
20 this Committee with a favorable recommendation;
21 and further move that the Rules of Council be
22 suspended so as to permit first reading of these
23 bills at the next session of Council.

24 All those in favor of the motion will
25 say aye.

1 (Ayes.)

2 COUNCILWOMAN BLACKWELL: Opposed, nay.

3 (No opposition.)

4 COUNCILWOMAN BLACKWELL: The ayes have
5 it. And motion carries. And Bill Nos. 190358,
6 190412 and 190440 as amended will be reported
7 from this Committee with a favorable
8 recommendation; and a request that the Rules of
9 Council be suspended so as to permit first
10 reading at our next session of Council.

11 The Chair now recognizes Councilman
12 Greenlee for a motion on Bill Nos. 190229,
13 190383, 190384, 190385, 190431, 190432, 19044 --
14 excuse me, 190433, 190439, 190441 and 190442.

15 COUNCILMAN GREENLEE: Thank you, Madam
16 Chair. I move that Bill Nos. 190229, 190383,
17 190384, 190385, 190431, 190432, 190433, 190439,
18 190441 and 190442 be reported from this
19 Committee with a favorable recommendation. And
20 move that the Rules of Council be suspended to
21 permit first reading of these bills at our next
22 session of Council.

23 (Duly seconded.)

24 COUNCILWOMAN BLACKWELL: It's been moved
25 and properly second that Bill Nos. 190229,

1 190383, 190384, 190385, 190431, 190432, 190433,
2 190439, 190441 and 190442 be reported from this
3 Committee with a favorable recommendation; and
4 further move that the Rules of Council be
5 suspended so as to permit first reading of these
6 bills at the next session of Council.

7 All those in favor of the motion will
8 signify by saying aye.

9 (Ayes.)

10 COUNCILWOMAN BLACKWELL: Opposed, nay.

11 (No opposition.)

12 COUNCILWOMAN BLACKWELL: The ayes have
13 it. The motion carries. And Bill Nos. 190229,
14 190383, 190384, 190385, 190431, 190432, 190433,
15 190439, 190441 and 190442 will be reported from
16 this Committee with a favorable recommendation,
17 and a request that the Rules of Council be
18 suspended so as to permit first reading at the
19 next session of Council.

20 That will conclude our Hearing. I thank
21 you all for being here. We got it done by 12:00
22 and we are grateful. Thank you all.

23 Meeting is adjourned.

24 (Finance Committee Hearing adjourned at
25 11:59 a.m.)

C E R T I F I C A T I O N

I, hereby certify that the proceedings and evidence noted are contained fully and accurately in the stenographic notes taken by me in the foregoing matter, and that this is a correct transcript of the same.

ANGELA M. KING, RPR,
Court Reporter, Notary Public

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