

December 7, 2010

To Whom it May Concern:

The City of Houston was a \$23 million recipient of a Department of Energy Weatherization Assistance Program Grant. The City was tasked to spend this money in less than two years. The initial plan was to focus on single family housing, however, we soon found out that this strategy would not allow us to meet our goals and completely spend all money within the allotted time frame. This being the case, the City decided to begin weatherizing multi-family complexes.

Qualifying multi-family complexes is a complex and lengthy task. The City knew that it could not successfully qualify enough multi-family units without some outside help. We contacted the State of Texas Department of Housing and Community Affairs and they suggested that we work with the Edgewater Group. We proceeded to contact Edgewater and have found it to be the best idea the State has had concerning the weatherization program.

Edgewater has developed a very effective business model for qualifying multi-family properties. More importantly the business model does not require the City to pay anything. Edgewater earns its revenue through the multi-family property by receiving a portion of the savings the multi-family property receives from the weatherization.

In working with Edgewater, the City has very successfully filled its pipeline and is now having to closely manage its pipeline to ensure that it does not become too full. Edgewater provides very prompt and friendly customer service to the City, as well as the multi-family properties. Edgewater works very quickly and qualifies large complexes in two to three weeks time. With this in mind, I am happy to recommend Edgewater to any organization needing assistance qualifying multi-family properties.

Sincerely,

Gavin Dillingham, PhD

Director of Sustainable Growth/Energy Efficiency Projects

City of Houston