

Appendix A - Budget Narrative

1. Personnel

All seven reduction measures include personnel costs, totaling \$2,840,806 over the 5-year period of performance. Six of the seven measures include a project or program manager on staff with the City. Each of these positions include a 2.5% increase in Year 2, consistent with City salary increases. The bike share expansion measure does not include a line item for a city staff program manager. All seven measures include line items for grant management time for the Project Delivery Unit to manage invoicing, reporting, and subrecipient monitoring for the measures and overall grant award. Personnel line items include:

- Protected Bikeway Project Manager: \$90,000 in Year 1, increasing to \$92,250 annually in Years 2 through 3, totaling \$274,500 for those three (3) years. There are no costs in Years 4 and 5 for this line item.
- E-Bike Rebate Program Manager: \$65,000 in Year 1, increasing to \$66,625 annually in Years 2 through 5, totaling \$331,500 for five (5) years.
- Benchmarking Program Manager: \$102,457 in Year 1, increasing to \$105,018 annually in Years 2 through 5, totaling \$522,531 for five (5) years.
- Municipal Building Decarbonization Project Manager: \$90,000 in Year 1, increasing to \$92,250 annually in Years 2 through 4, totaling \$366,750 for those four (4) years. There are no costs in Year 5 for this line item.
- Community Energy Program Manager: \$85,000 in Year 1, increasing to \$87,125 annually in Years 2 through 5, totaling \$433,500 for five (5) years.
- Reforestation Plan Project Manager: \$90,000 in Year 1, increasing to \$92,250 annually in Years 2 through 3, totaling \$274,500 for those three (3) years. There are no costs in Year 4 and Year 5 for this line item.
- Grants Management Lead: \$18,215 per measure (7 measures) per year (5 years). This represents two (2) FTE of Project Delivery Unit staff time working on invoicing reporting, and subrecipient monitoring. This line item totals \$637,525 for five (5) years.

2. Fringe

All seven reduction measures include fringe costs, totaling \$1,090,134 over the 5-year period of performance. Six of the seven measures include fringe costs for a project or program manager on staff with the City. The bike share expansion measure does not include a line item for a city staff program manager. All seven measures include fringe cost line items for grant management time for the Project Delivery Unit to manage invoicing, reporting, and subrecipient monitoring for the measures and overall grant award. The City of New Orleans has a fringe benefits calculator to determine the value of fringe benefits from the base salary. These annual fringe benefits include Pension (18.15% of salary), Social Security (6.20% of salary), Medicare (1.45% of salary), Healthcare (\$9,750), Worker's Compensation (\$300), Life Insurance (\$99), and Unemployment (\$56). Fringe benefit line items include:

- E-Bike Rebate Program Manager: \$26,975 in Year 1, increasing to \$27,394 annually in Years 2 through 5, totaling \$136,551 for five (5) years.
- Protected Bikeway Project Manager: \$33,425 in Year 1, increasing to \$34,006 annually in Years 2 through 3, totaling \$101,437 for those three (3) years. There are no costs in Years 4 and 5 for this line item.
- Benchmarking Program Manager: \$36,639 in Year 1, increasing to \$37,300 annually in Years 2 through 5, totaling \$185,839 for five (5) years.
- Municipal Building Decarbonization Project Manager: \$33,425 in Year 1, increasing to \$34,006 annually in Years 2 through 4, totaling \$135,443 for those four (4) years. There are no costs in Year 5 for this line item.
- Community Energy Program Manager: \$32,135

in Year 1, increasing to \$32,683 annually in Years 2 through 5, totaling \$162,867 for five (5) years.

- Reforestation Plan Project Manager: \$33,425 in Year 1, increasing to \$34,006 annually in Years 2 through 3, totaling \$101,437 for those three (3) years. There are no costs in Year 4 and Year 5 for this line item.
- Grants Management Lead: \$7,616 per measure (7 measures) per year (5 years). This line item totals \$266,560 for five (5) years.

3. Travel

No travel expenses are budgeted in this proposal.

4. Equipment

The Benchmarking Program Support measure is the only measure with budgeted equipment expenses. Customer Relationship and Data Management software will be purchased to assist in outreach to benchmarking participants and stakeholders, as well as perform data quality checks and verifications for energy use data. This software will streamline program outreach and compliance and will serve as the backbone of the program. This is budgeted at \$30,000 per year in Years 1 and 2, then increases to \$40,000 per year in Years 3 through 5 due to an expected increase in the number of buildings that will be required to submit benchmarking data. This totals \$180,000 over the five (5) years.

5. Supplies

No supply expenses are budgeted in this proposal.

6. Contractual

Five of the seven reduction measures include contractual costs, totaling \$20,442,468 over the 5-year period of performance. These contractual costs will be competitively advertised and selected through the City's standard procurement process, which is compliant with the requirements of 2 CFR 200. Contractual line items include:

Protected Bikeways

This measure includes contractual costs for a competitively selected engineering firm to design bikeway infrastructure as retrofits to the proposed roadway corridors. Design costs are estimated at approximately 7% of anticipated construction costs as calculated by staff in the Department of Public Works. These design costs are budgeted at \$325,113 annually in Years 1 and 2, totaling \$650,226. The measure also includes contractual costs for a competitively selected firm to conduct traffic studies to inform decision making and designs along the proposed roadway corridors. Traffic study costs are estimated at just under 3% of anticipated construction costs as calculated by staff in the Department of Public Works. These traffic study costs are budgeted at \$130,969 annually in Years 1 and 2, totaling \$261,938.

This measure also includes contractual costs for competitively selected contractors to construct the bikeways and associated roadway improvements. These construction estimates were developed by the Department of Public Works and include curbing, signage, striping, signal work, and paving. Construction activities are divided into 15 segments, with construction expected to begin in Year 2 and expected to continue through Year 3. The segments and their total 2-year budgets are:

- Simon Bolivar Ave - \$1,275,000
- Loyola Ave - \$1,732,500
- Basin/Rampart/St. Louis Connector - \$210,000
- N. Rampart Street - \$1,627,500
- St. Bernard Ave - \$122,500
- Esplanade Ave (segment 1) - \$192,500
- Common St/Tulane Ave - \$157,500
- Howard Ave - \$588,000
- Baronne Street - \$420,000
- Carondelet Street - \$420,000
- Gravier Street - \$341,25
- St. Claude Ave - \$189,000
- N. Rampart Street - \$73,500
- Oretha Castle Haley Blvd/Dryades Street - \$168,438

E-Bike Rebates

This measure will include contractual costs for a competitively selected third-party administrator

to manage and process the rebate payments to bicycle retailers. This cost is budgeted at 8% of the budgeted value of the rebates for a total of \$48,000 annually for Years 1 through 5. This line item totals \$240,000 for five (5) years.

Municipal Building Decarbonization

This measure includes contractual costs for a competitively selected engineering firm to design the solar and/or HVAC system upgrades at the 41 building sites identified as well as provide a scope and specifications for the lighting upgrades so the projects can be competitively bid. This engineering line item is budgeted at 10% of construction cost. This cost is budgeted at \$267,169 annually in Year 1 and 2. This line item totals \$534,338 for two (2) years.

This measure also includes contractual costs for competitively selected solar, HVAC, and lighting contractors to implement the designed projects. These construction estimates are derived from ASHRAE Level I energy audits and a solar feasibility study conducted by C40 cities, as well inflationary costs based on Bureau of Labor estimates. This cost is budgeted at \$1,389,586 annually in Years 2 through 4. This line item totals \$4,168,758 for three (3) years.

In addition to the requested federal awards, the City will provide \$1,174,611 in municipal bond funds towards the solar components of the construction. This equates to 40% of the cost of the solar installations at each site, or the same amount of elective pay tax incentives the City would be eligible for given the base 30% rate and the entire city being designated as an “Energy Community” as defined by DOE.

Together, the contractual costs of this measure total \$4,703,096.

Solar for All NOLA Bridge Subsidies

This measure will include contractual costs for a competitively selected third-party administrator to manage and process the solar panel subsidies. This cost is budgeted at 8% of the budgeted value of the subsidies for a total of \$67,200 annually for Years 1 through 5. This line item totals \$336,000 for five (5) years.

This cost is budgeted at \$5,081,685 in Year 2 and \$4,625,603 in Year 3. These construction line items, including a 10% contingency, equaling \$841,019, comes to a total of \$9,251,207 for three (3) years.

Together, all the contractual costs of this measure total \$10,163,371 for five (5) years.

Reforestation Plan

This measure will include contractual costs for a competitively selected contractor to plant and maintain 5,000 trees over a 3 year period. These cost estimates were based on the Department of Parks & Parkways previous cost per tree averages from other competitively bid tree-planting contracts. This is budgeted at \$1,666,667 annually for Year 1 through Year 3. This line item totals \$5,000,001 for five (5) years.

7. Other

Five of the seven reduction measures include Other costs, totaling \$25,422,182 over the 5-year period of performance. These Other costs consist of subawards to non-profit partners of the City engaged through Cooperative Endeavor Agreements and Participant Support Costs. These subawards and Participant Support Costs are consistent with 2 CFR 200 and the Notice of Funding Opportunity. Other line items include:

Bike Share Expansion

This measure includes Other Costs for expansion of the City’s existing bike share system, Blue Bikes, run by a non-profit operator under a Cooperative Endeavor Agreement with the City. The proposed funds to expand the system would be implemented through that existing partnership and a new companion Cooperative Endeavor Agreement. The costs associated with the expansion include several new salaried staff positions; new e-bikes and stations to expand the bike fleet and service area; next generation in-field charging e-bikes and stations; installation of a solar-system at the operations warehouse to power the e-bike charging; electric vehicles, associated infrastructure, maintenance, and insurance to be used by staff to support bike

fleet operations and maintenance activities; and a workforce training program with another non-profit to expand bicycle/e-bikes workforce training. Bike share expansion Other Costs line items include:

- Bicycle/E-Bike Workforce Development Training: \$100,000 annually for Year 1 through Year 5, totaling \$500,000 for five (5) years.
- Warehouse Manager: \$75,000 per year plus benefits and annual increases, budgeted at \$86,500 in Year 3, increasing to \$90,250 in Year 4 and \$94,188 in Year 5, totaling \$270,938 for three (3) years.
- Fleet Manager 1: \$65,000 per year plus benefits and annual increases, budgeted at \$76,500 in Year 1, increasing to \$79,750 in Year 2, \$83,163 in Year 3, \$85,746 in Year 4, and \$90,508 in Year 5, totaling \$415,666 for five (5) years.
- Fleet Manager 2: \$65,000 per year plus benefits and annual increases, budgeted at \$76,500 in Year 3, increasing to \$79,750 in Year 4, and \$83,163 in Year 5, totaling \$239,413 for three (3) years.
- Project/Grant Manager: \$65,000 per year plus benefits and annual increases, budgeted at \$76,500 in Year 1, increasing to \$79,750 in Year 2, \$83,163 in Year 3, \$85,746 in Year 4, and \$90,508 in Year 5, totaling \$415,666 for five (5) years.
- Solar Panel System: a solar system installed at the operations warehouse to generate power for the e-bike charging and other warehouse operations. This is budgeted at \$450,000 for Year 1.
- Solar System Annual Maintenance: preventive maintenance of the warehouse solar system budgeted at \$2,000 annually for Year 1 through Year 5, totally \$10,000 for five (5) years.
- Ford E-Transit Vans: Supporting the expanded service area and fleet size, additional electric vehicle Ford Transit vans will be purchased to support bike fleet operations and maintenance activities. This is budgeted at \$150,000 in Year 1 for three (3) vans, \$100,000 in Year 3 for two (2) vans, and \$50,000 in Year 5 for one (1) van. This line item totals \$300,000 for five (5) years for a total of six (6) vans.
- Ford E-Transit Van Wraps: Paired with the purchase of the Ford E-Transit vans is a Blue Bikes branding wrap. This is budgeted at \$9,750 in Year 1 for three (3) vans, \$6,500 in Year 3 for two (2) vans, and \$3,250 in Year 5 for one (1) van. This line item totals \$19,500 for five (5) years for a total of six (6) vans.
- Van Insurance: Vehicle insurance to support the operations of the new Ford E-Transit vans is budgeted at \$55,500 annually in Year 1 and Year 2 for the three (3) vans purchased in Year 1. This increases to \$92,500 annually in Year 3 and Year 4 for the cumulative total of five (5) vans purchased in Year 1 and Year 3. The line item increases to \$111,000 in Year 5 for the cumulative total of six (6) vans purchased in Year 1, Year 3, and Year 5. This line item totals \$407,000 for five (5) years.
- Van Maintenance: Vehicle maintenance to support the operations of the new Ford E-Transit vans is budgeted at \$10,000 annually in Year 1 and Year 2 for the three (3) vans purchased in Year 1. This increases to \$18,000 annually in Year 3 and Year 4 for the cumulative total of five (5) vans purchased in Year 1 and Year 3. The line item increases to \$22,000 in Year 5 for the cumulative total of six (6) vans purchased in Year 1, Year 3, and Year 5. This line item totals \$78,000 for five (5) years.
- E-Van Charging Infrastructure Equipment: Electric vehicle charging infrastructure will be installed at the operations warehouse, powered by the solar system, to charge the E-Transit vehicles used for bike fleet operations support. The EV Charging equipment is budgeted at \$3,000 in Year 1 alongside the first tranche of E-Transit van purchases, \$2,000 in Year 3 coinciding with the second tranche of E-Transit van purchases, and \$1,000 in Year 5 paired with the final E-Transit van purchase. This line item totals \$6,000 for five (5) years.

- **E-Van Charging Infrastructure Installation:** Electric vehicle charging infrastructure will be installed at the operations warehouse. The EV Charging installation is budgeted at \$5,000 in Year 1, \$5,000 in Year 3, and \$5,000 in Year 5. This line item totals \$15,000 for five (5) years.
- **E-Van Charging Infrastructure Maintenance:** The electric vehicle charging equipment will be regularly maintained over the life of the equipment. This is budgeted at \$1,000 annually for Year 1 through Year 5. This line item totals \$5,000 for five (5) years.
- **Traditional (current generation) bike share station:** Additional bike share stations will be installed to increase station density in the current service area and expand the service area by 41% over 5 years. Traditional bike share stations, priced at \$4,000 per station, are budgeted at \$120,000 (30 stations) in Year 1, \$240,000 (60 stations) in Year 3, \$40,000 (10 stations) in Year 4, and \$40,000 (10 stations) in Year 5. This line item totals \$440,000 for five (5) years and 110 stations.
- **In-field charging (next generation) bike share station:** Further expanding the bike share stations, supporting the in-field charging bikes, and in turn increasing bike availability, next generation in-field charging stations will also be installed. In-field charging bike share stations, estimated at \$30,000 per station, are budgeted at \$600,000 (20 stations) in Year 2, \$300,000 (10 stations) in Year 4, and \$300,000 (10 stations) in Year 5. This line item totals \$1,200,000 for five (5) years and 40 stations.
- **Traditional (current generation) e-bikes:** Expanding on the current fleet of e-bikes, \$900,000 is budgeted in Year 1 for the acquisition of an additional 500 e-bikes, at a cost of \$1,800 per e-bike. There are no additional budgeted funds for the current e-bike model in Year 2 through Year 5. This line item totals \$900,000 and 500 e-bikes.
- **In-field charging (next generation) e-bikes:** Further expanding the fleet of e-bikes, \$1,500,000 is budgeted annually in Year 2 through Year 5 to purchase 500 in-field In-field

charging (next generation) e-bikes: Further expanding the fleet of e-bikes, \$1,500,000 is budgeted annually in Year 2 through Year 5 to purchase 500 in-field charging e-bikes annually, at a cost of \$3,000 per next gen e-bike. This line item totals \$6,000,000 and 2,000 next generation in-field charging e-bikes.

Together, all the contractual costs of this measure total \$11,672,182 for five (5) years.

E-Bike Rebates

This measure will include Other Costs for the e-bike rebates, classified as Participant Support Costs per the guidance of the Notice of Funding Opportunity. The rebate will be applied to the purchase cost at the point of sale, with retailers being reimbursed for the rebate value through the program. The rebate program is structured to provide 2,000 rebates valued at \$1,200 to low and medium-income residents, totaling \$2,400,000 and 1,000 rebates valued at \$600 for all other individuals, totaling \$600,000. This cost is budgeted at \$600,000 annually for Years 1 through 5. This line item totals \$3,000,000 for five (5) years.

Benchmarking Program Support

This measure will include Other Costs for the Climate Action Equity Project Working Group (CAEPWG), classified as Participant Support Costs per the guidance of the Notice of Funding Opportunity. This funding would provide stipends for CAEPWG members as well as facilitation support for CAEPWG meetings. This request is listed under the benchmarking measure for reporting purposes but would advise the City on implementing the entire CPRG grant to ensure the benefits of these funds prioritize disadvantaged communities in the City and will be one of the primary mechanisms the City will use to ensure disadvantaged communities are continuously engaged in grant implementation and feedback processes.

This cost is budgeted at \$90,000 annually for Years 1 through 5. This line item totals \$450,000 for five (5) years.

Solar for All NOLA Bridge Subsidies

This measure will include Other Costs for the solar bridge subsidies, classified as Participant Support Costs per the guidance of the Notice of Funding Opportunity, Community Energy Advisors, and for workforce development training programs with three subaward non-profit organizations.

The solar bridge subsidies will be provided to 1,400 eligible individuals at up to \$5,000 per eligible household. Eligible households are low and medium income households. If households do not need the full 5,000 subsidy, the funds will be used to benefit additional eligible households. This cost is budgeted at \$1,400,000 annually for Year 1 through Year 5. This line item totals \$7,000,000 for five (5) years.

The next Other Costs line is for Community Energy Advisors (CEAs), budgeted for 10 Advisors at \$6,000 annually. Each CEA would be provided \$40/hr for their time and are expected to provide up to 10 hours per month of 1-1 technical assistance each month, this leaves room to work extra hours or be compensated for time spent at city-sponsored events. The \$6,000 stipend also includes \$450 for completing 3 training sessions (\$150 for each session). CEAs represent direct community engagement and assist in tracking adoption of solar power and other energy efficiency measures in conjunction with City staff and the third-party Administrative Consultant.

The final Other Costs line addresses workforce development training for green infrastructure, specifically solar installations, workforce training programs. Three non-profit organizations with existing relationships with the City, GroundWorks, LA Green Corps, and Thrive New Orleans, will provide workforce development training through Cooperative Endeavor Agreements. Each entity will be budgeted \$50,000 annually, totally \$150,000 annually in Year 1 through Year 5. This line item totals \$750,000 for five (5) years.

Together, the Other Costs of this measure total \$8,050,000 for five (5) years.

Reforestation Plan

This measure will include Other Costs for our

community foundation, the Greater New Orleans Foundation (GNOF) to provide grants to non-profit tree-planting partners, and for workforce development training programs with three subaward non-profit organizations.

GNOF will administer grant awards to non-profit tree planting partners to plant and maintain 2,500 trees over 3 years. Costs for this program are estimated on previous work by non-profit tree planting partners and include a 10% administration fee for GNOF. This cost is budgeted at \$500,000 annually for Year 1 through Year 3. This line item totals \$1,500,000 for three (3) years.

The second Other Costs line addresses workforce development training for green infrastructure, specifically urban forestry, workforce training programs. Three non-profit organizations with existing relationships with the City, GroundWorks, LA Green Corps, and Thrive New Orleans, will provide workforce development training through Cooperative Endeavor Agreements. Each entity will be budgeted \$50,000 annually, totally \$150,000 annually in Year 1 through Year 5. This line item totals \$750,000 for five (5) years.

Together, the Other Costs of this measure total \$2,250,000 for five (5) years.

8. Indirect Costs

No indirect charges are budgeted in this proposal.