



1623 Flatbush Avenue Box #222 Brooklyn NY 11210

May 31, 2022

City of Los Altos Environmental Commission
One North San Antonio Rd
Los Altos, CA 94022

Esteemed Sustainability & Environmental Commission leaders,

Please see below responses to the questions you have posed to us.

1. Would you engage and build a working relationship with local businesses providing similar services such as appliance switching, and how?
 - BlocPower brings to the table the ability to scale building electrification by deploying data models, project financing, and community input. BlocPower works to ensure fair implementation of local company selection and work designation, including the distribution of work orders among local companies and contractors. This process is done by first speaking with community partners for recommendations & assessing community needs, next working with contractors to finish a first set of projects, and finally coming up with a joint plan to scale efforts. This process is underway in Oakland, CA.
2. What kind of workforce training can you put in place for Los Altos workforce in terms of process, time frame and specifics such as the duration of the training to get personnel up to speed?

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- BlocPower can support the City and participate in the development and implementation of workforce development programs, including pre-apprenticeship, apprenticeship, training, certification and/or credentialing programs, including in coordination with local workforce development programs
3. What are you expecting in terms of budget and participation from the city? Describe the typical partnering you're expecting from a city such as Los Altos?
- BlocPower has a variety of offerings, ranging from software to drive electrification program development, workforce development programs, implementation of a community advisory board, and building electrification. We design according to city needs, and provide custom programs priced to city needs. We typically work with city sustainability departments, in concert with city leadership, to plan and execute programs.
4. Our understanding is that BlocPower can do a pilot – what would be the specifics of that?
- Pilots could entail small scale electrification roll-outs, community input sessions or software development to enable the city's needs. We're open to working with local partners and service providers as necessary to execute pilots.
5. Would you be open to collaborating with SVCE, that is the energy provider for the City on their new, impending pilot program "Tariffs on Bills"?
- We would be open to collaborating with SVCE, including on Tarriff on Bill programs.
6. What are the range of costs, cost structure, to the City if we were to engage with you on availing of your software and the different levels of interaction with your company?
- Please see above in question 3
7. BlocPower is a for profit start up, which is not yet focused on the Bay Area – what happens if the start-up folds or goes out of business in subsequent years?
- BlocPower is a for profit start-up, set up as a Benefit Corporation. We have a number of projects underway and completed in Oakland / East Bay, and

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received a resolution of support from the City of Menlo Park for city wide electrification services.

- In case of the dissolution of our startup, our project financing facilities would continue to serve customers through the special purpose vehicles we set up on a dedicated basis to service customers.
8. What would be the plans for servicing the leased equipment and what happens if the successor (in the event the startup is acquired) changes the terms of the lease?
- We maintain contracts, in the form of “energy services agreements” with our customers and communities. These would continue to be honored in the form they are signed and countersigned.

We look forward to further discussions as you plan for decarbonizing your city.

Thank you,

Roopak Kandasamy & BlocPower team