

Pre-bid questions submitted via registration – December 3, 2010

Are standards mandatory for participation in aggregation activities? Can CBOs set the standards (i.e. wage thresholds, etc.) Are CBOs permitted to publicize details of the standards to consumers? CBOs may propose contractor standards for hiring, wages, and training. Contractors that want to participate in the Aggregation must agree to the standards. The CBO will share the details of the standards to the consumers so that the consumer can decide if that is important to them in the selection of a contractor.

Do all respondents need to be eligible CBOs? YES

Provide more operational details between NYSERDA and Outreach CBOs (e.g. what marketing resources will be provided, referral mechanics, shared tracking systems, etc.) NYSERDA has hired a Marketing contractor to help market the program statewide. The Contractor will be developing materials for use by the CBOs. Marketing materials will be developed in collaboration with CBOs, contractors and NYSERDA. As part of the Training and Implementation Contractor (TIC) duties, the contractor will assist the CBOs in setting up common systems to help track progress of referrals made to the GJGNY program, data gathering, reporting, and other general support.

Need guidance for seeking pre-determination on CBO eligibility. Everyone MUST submit proof of eligibility to be considered for the Outreach program. If a CBO is still questioning their eligibility, it is suggested that they file the information that they have for determination.

Will you extend the submission deadline to 90 days to compensate for releasing the RFP during the holiday season and to allow enough time for regional coalitions to make decisions that all stakeholders can respect? The deadline will not be expended. Components of the GJGNY program have started and we need the CBOs to begin outreach efforts. The 60 day timeframe was a timeframe that the Outreach Working Group agreed upon during the planning process.

Can we have two sets of goals in our proposal, one with on bill financing and one without? On bill financing is not currently available. A three-way agreement was reached on legislation to provide on-bill recovery financing for energy efficiency improvements as part of the Green Jobs-Green New York Program. The bill (A42013) passed the Assembly on Nov 29, and awaits being taken up by the Senate and signature by the Governor. This will probably not happen immediately. CBO should set their goals based on the strategy they are proposing. NYSERDA expects that CBO goals will be a reflection of the communities they serve and the approach they are taking to recruit customers.

We've done a couple of workshops already in our community, I'm not quite sure how we could promote an energy saving program if the family being served has to take out a loan. Would homeowners be offsetting the loan with utility cost savings? GJGNY is not designed to compete with low income weatherization programs, including the federally funded Weatherization Assistance Program (WAP) and the EmPower New York program, both of which offer free services to income qualified households with income below 60% of State Median. Households with income below 80% of area median income may be eligible to receive a grant of up to \$5,000 covering 50% of the eligible energy improvements. Low interest rate financing may be available through GJGNY for the balance of the cost. Projects are generally structured so the annual energy cost savings offset the annual loan repayment.

Can a single organization apply for more than one region? Technically, yes. However, the focus of this program is to engage CBOs in the community where they service customers.

Are nonprofit intermediary organizations, in collaboration with a network of CBOs, eligible applicants under this opportunity? Not exactly sure what a NFP intermediary organization is, but all applicants must meet the definition of a CBO as outlined in the legislation. Everyone needs to submit Attachment E and supporting information.

What will be the timeline for a loan request to be approved and will the loan go to a participating lender? If the credit application is complete, loan approval is typically within 24 hours. Initially, Energy Finance Solutions (EFS) is the sole lender. It is expected that additional lenders will be added by mid-2011.

What is the funding source (Is it 100% RGGI?) and how efficient has it been since the inception of the program? NYSERDA will use \$112 million in funding acquired by auctioning carbon emission credits through the Regional Greenhouse Gas Initiative (RGGI). The seed money from the RGGI fund and from an \$18.6 million grant award from the U.S. Department of Energy will be used to leverage private investments as we grow this program, enabling even greater impacts.

What will be the monetary compensation for contractors performing the energy audits? There has been training for Home Performance contractors (6 sessions) and there is additional training coming up. Notices are sent out prior to the training session. NYSERDA encourages HP contractors to attend these training opportunities. Compensation is as follows, \$250 for a single family home up to 3500 square feet, and \$400 for a 2-4 family building, or a single family over 3500 sf.

Will the customer pay the contractor and in turn submit documentation to NYSERDA to be reimbursed or will the contractor be reimbursed directly from NYSERDA? NYSERDA will directly reimburse contractors for free audits and for the approved portion of a reduced cost audit.

Explain the 25% performance payment and how we should prepare a budget that covers our costs? This component is still in development and will depend on the component – i.e. workforce development or outreach into energy efficiency programs. The initial strategy is that NYSERDA and the TIC will develop a system that will allow the tracking of leads generated by the CBO. We will match those leads to actual retrofits on the back end. NYSERDA currently has a system in place of tracking retrofit work performed through the HP Program. On the workforce side, NYSERDA will be tracking the number of individuals completing training, and the number of trainees connected with employment. Other methods will be evaluated as the program is deployed.

Can a CBO join more than one Consortia of CBOs per region, presenting competing proposals? Yes. But it is expected that the CBO will be located in the region that it is serving.

Explain how we will be able to talk about contractors that are CBO aggregate partners. Does this show preference? Under the aggregation pilot, the CBO must work with at least 3 contractors, and the

contractors will sign an enforceable agreement with NYSERDA. Any contractor who opts into the local aggregation standards can participate in aggregation. The CBO will have to submit a plan for how they will fairly distribute aggregated work.

If we assume an average price for a single family home retrofit at \$10,000 the \$70 Million set aside for loans is only enough money for 7,000 homes. Is it NYSERDA's expectation that the total number of buildings to be retrofitted under this program will only be 7,000 homes? or how else will these retrofitting jobs be financed? And is there some maximum number of homes or apartments that would be financed in each region? The program is financed using a revolving loan fund, as loans are paid back to the loan fund, additional loans will be financed. NYSERDA will also be financing pools of loans to leverage the initial funding for the program. NYSERDA will be working to identify other resources that will be used to support this program as it is brought to scale. There are not a maximum number of homes in a region for any of the sectors of the program.

Can you announce the identities of the Training and Implementation Contractor and the Marketing Contractor? The Marketing Contractor is Brand I Cool. The Training and Implementation Contractor cannot be named at this time since we do not have a fully executed contract. As soon as we have a contract, their identity can be released.

Are CBOs excluded from being HP Contractors? Yes. CBOs must decide whether they want to do outreach or audits; they cannot do both.

Must the CBO be organized solely for the purpose of serving underserved people, or can that be a component of the applicant's mission? That can be a component of their mission.

Does a "partner" for workforce development have to be a CBO? Training partners do not have to be CBO's. To date, our training partnerships have included Community Colleges, BOCES, not-for-profits, private providers, trade unions, professional associations, etc.

Is the workforce development component similar to NYSERDA PON 1816? There is no "stand-alone" GJGNY workforce development program. We are leveraging existing training programs (including those offered through the Center for Energy Efficiency in Building Science or "CEEBS") to ramp up the workforce in anticipation of the influx of home energy audits under GJGNY incentives.

What contact opportunities exist within the workforce development component? Not sure what is meant by "contact opportunities." More clarification is needed in order to respond.

Will there be further RFPs released for workforce training (in addition to PON 1816) related to GJ-GNY? Funds are still available under PON 1816, an open enrollment solicitation. Additionally, NYSERDA is adding some GJGNY funds to the solicitation this month and will continue to support training partnerships through PON 1816. Additionally, we have several GJGNY competitive RFP's that will support internships and On-the-job training as well as technical training and certification standards. There is an array of funding opportunities which support all aspects of the training infrastructure.

You mentioned that you already have workforce development training partners in place. Is this meant to indicate that these partners will be the sole providers of training for the program or should CBOs also plan to work with other training partners with which they currently have a relationship? At present, NYSERDA works with a wide range of training providers across the state. In the interest of GJGNY, we recently issued RFP 2034 which offers an inventory of green jobs training (including NYSERDA funded programs as well as all other green jobs training), a needs assessment evaluating the current training infrastructure and a curriculum update to respond to gaps identified through assessment. We are interested in quality training, NYSERDA-sponsored or otherwise, that will prepare workers to respond to the demands under GJGNY. We do encourage training organizations to register their energy efficiency and solar thermal training programs at getenergysmart.org as well as with the NY state Department of Labor's "Eligible Training Provider List." These directories will help us to better track the number of individuals trained.

Can you provide a list of WFD partners by region? Do BCC and Broome Tioga WFD appear on the list for the Southern Tier? Training partnerships list is attached.

Will NYSERDA publish list of approved workforce trainers (e.g., recipients of PON 1816 or 1817 funds) by region that CBOs can refer to for purposed of recruitment and referral? All training partners are required to register at getenergysmart.org. The list is updated regularly and provides a comprehensive directory of energy efficiency and renewable energy trainings. (also, see attached)

For workforce development, how many awards for each region and what's the amount? There may be multiple CBOs selected for a region. The regional workforce budgets are cited in RFP2038.

You mentioned that EFS is the sole lender but you will be adding additional lenders. We currently facilitate the NYSERDA loan grant Program through our organization, will we be able to continue to provide the financing associated with this outreach program? NYSERDA anticipates opening up GJGNY financing to additional lenders by mid 2011. These lenders will make loans based on NYSERDA's underwriting standards and will sell the loans to NYSERDA upon closing and be paid a fee. NYSERDA plans to maintain the existing Energy Smart Loan Program until new lenders can be added under GJGNY.

Can the application and the copies be submitted in 3-ring binders? **Yes.**

Are there sub contract opportunities in the Marketing component? **No**

Can non-BPI accredited contractors be included in the networks defined by applications in any way? **No**

Can CBOs engage later with contractors whom they haven't named in the application? **Yes**