

**Green Jobs Green New York Advisory Council Meeting  
December 6, 2011  
Notes**

Members of the Green Jobs-Green New York (GJGNY) Advisory Council met via video-conference at NYSERDA's Albany, New York City, and Buffalo offices on 12/6/11. Telephone access was made available to members who could not make it to a video conference site. Also present at the meeting were several NYSERDA staff members and additional staff members from Advisory Council member organizations. The Meeting was videotaped and posted at [www.nyserda.ny.gov](http://www.nyserda.ny.gov).

**Attendees –**

**Albany Office:**

Jared Snyder, DEC; Mario Musolino, DOL; Saul Rigberg, DOS; Anthony Joseph, DOL; Carlene Pacholczak, DPS; Dick Kornbluth, BPCA; Jackson Morris, PACE; Victoria Engel-Fowles, Mishel Filisha, Ed Morrison, John Ahearn, Bryan Henderson, Marilyn Dare, Kathryn Fantauzzi, Rebecca Sterling, Sue Andrews, Hal Brodie, Karen Hamilton, Jeff Pitkin, Kim Lenihan, Frank Murray, Peggie Neville, Renée McAllister, Kevin Carey, Dayle Zatlin, NYSERDA

**Buffalo Office:**

Eric Walker, PUSH; Kelly Tyler, NYSERDA

**NYC Office:**

Chuck Schwartz, LI Green; David Hepinstall, AEA; Anthony Ng, Center for Working Families; Michael Colgrove, NYSERDA

**Phone:**

Rick Cherry, CEC; Jay Ackley, CEC; Les Bluestone, Blue Sea Development Company; Judy Butler, Butler Builders; Eric Alemany, NYPA; Zywia Wojnar, Pace; Kirsten Shaw, Low Income Investment Fund; Dan Buyer, NYSDHCR

**The following meeting notes capture comments, questions, and discussions held at the meeting in response to the presentations given by NYSERDA staff. A video of the meeting, copies of presentations and any handouts provided can be found at [nyserda.ny.gov](http://nyserda.ny.gov).**

**I. Welcome and Introductions, Frank Murray, NYSERDA President and CEO**

Frank stated that this was the fifteenth meeting of the GJGNY Advisory Council.

**II. Budget Update, Karen Hamilton, Program Director**

Karen reviewed the budget adjustments that had been provided to the Advisory Council members via email prior to the meeting. Through September 30, 2011, the GJGNY fund has earned \$653,408 in interest. From that, NYSERDA was able to replace the \$150,000 of the Workforce Development budget that was shifted to Outreach in August due to the results of the solicitations. In addition, the Multifamily team received \$300,000 for building benchmarking. This would be the first step toward achieving a full audit and is expected to encourage buildings to undertake energy efficiency. NYSERDA is waiting for the programs to be further underway before allocating additional interest earnings.

**QUESTION:** What percent is our yield on investment?

**RESPONSE:** About 1%. It is low risk and low yield.

### **III. On-Bill Financing Update, Jeff Pitkin, Treasurer and Internal Control Officer**

Jeff spoke about the unsecured loan portfolio status, revisions to loan underwriting standards, changes to loan terms, On-Bill Recovery Financing implementation, and capital markets approach developments.

As of October 31, 2011, the program has closed and purchased 664 loans, totaling \$5,541,238. 96% of the loans are Tier 1. There is one Tier 1 loan that is 90+ days past due. This will be referred to the Attorney General's Office for collection. It was a 10 year, \$4,500 loan.

**QUESTION:** How many years are the loans?

**RESPONSE:** They are 5, 10, or 15 year loans.

NYSERDA is working on gathering more information up-front from consumers, so that if they are denied from Tier 1 financing, the information to qualify for Tier 2 is already there.

**QUESTION:** Of the 1389 approved loans, do they include people who were denied Tier 1 but then made their way into Tier 2? Are they actually approved?

**RESPONSE:** Yes.

Since the last Advisory Council meeting, one change has been made to the underwriting standards. Consumers that qualify for Assisted Home Performance with ENERGY STAR<sup>®</sup> incentives and a subsidy of up to 50% or \$5,000, have had the debt to income ratio waived. We expect this will increase the number of Assisted customers participating in the program.

**QUESTION:** What percentage of Assisted projects are being financed?

**RESPONSE:** With the debt to income standard, not many. Under the new rule, there are many more. Of the 664 loans, 164 of them were for Assisted projects.

The impacts of changes to the standards show that the overall percentage of denials is decreasing. The Tier 2 applicants are increasing. NYSERDA views these changes as having a positive impact.

There will be more changes coming up. Many contractors charge a down payment around 25% and the consumer currently has to come up with this money. The program received feedback from contractors saying that the lack of a down-payment provision wasn't helping them sell jobs or the financing. The program is working on implementing an option for a 25% contractor advance. The consumer would not be responsible for that part of the loan until the contractor completes the work and a certificate of completion is signed. A modification to the partnership agreement will show that the job has to be completed within 90 days. Program staff believes this will help get more consumers to sign up.

Another change is to streamline participation and improve cash flow for projects on Long Island. LIPA and National Grid are working with NYSERDA on a consolidated application process. It would also allow a contractor to be paid in full with the GJGNY loan by having the consumer sign over LIPA and National Grid incentives to NYSERDA. The contractor would then not have to track down payments from various sources over time. If this approach is successful, it may be replicated elsewhere in the state.

**QUESTION:** How do you deal with coordination of utility incentives funded through EEPS?

**RESPONSE:** That has to be worked through by the consumer and contractor. There is an optimization tool in the works. It breaks down all of the incentive scenarios, showing the customer how they can maximize their benefits.

For Tier 2 financing, utility account payment history is required. Early in the program, applicants were only asked for utility bill payment information if they were denied under Tier 1. There have been 182 applicants so far who were denied under Tier 1 but then did not provide information to be considered under Tier 2. NYSERDA has reached out to the utilities to determine if there was a streamlined way to obtain this information. NYSERDA is working on a customer consent process with the utilities. NYSEG and RG&E have favorably responded. The program wants to work to make it easier for the consumer to get the information provided – or with customer consent, allow EFS to access the information directly if the customer is not qualified under Tier 1.

On-Bill recovery legislation was signed in August 2011. It requires On-Bill recovery financing to be implemented by May 30<sup>th</sup>, 2012. NYSERDA is working on an early implementation schedule. They are hoping and expecting to implement the program before May 30<sup>th</sup>. They are taking a phased approach and focusing on residential homeowners first. Small Business/Not-for-Profit and Multifamily buildings will be next.

**QUESTION:** When will this happen?

**RESPONSE:** Before May 30<sup>th</sup>.

NYSERDA will be the administrator of the loans. The utilities will be handling the billing and collection. The loan will be originated by EFS initially, and additional lenders will be added later. Concord Servicing Corporation will track the account status. Signature Title & Escrow, the mortgage servicer will perform the last owner search, records mortgage and satisfaction associated with the financing agreement.

The residential loan eligibility is the same as unsecured loans. Eligible borrowers must own the home and be named on the utility account. Loan amounts will be for up to \$13,000 (\$25,000 if the payback is for less than 15 years). The minimum loan amount is \$3,000 and \$1,500 for consumers qualifying for Assisted Home Performance with ENERGY STAR subsidy. The term of the loan will be 5, 10, or 15 years, with an interest rate of 2.99%. There will be a lender processing fee of \$150, with a late payment charge of 1.5% subject to Public Service Law. Monthly payments should not exceed 1/12 of estimated energy savings.

**QUESTION:** How do you calculate that 1/12 of the energy savings? Will people be tracking that information?

**RESPONSE:** That is an agenda item for the program's upcoming meeting with contractors. NYSERDA wants their input. Utility bills are being collected for the free audit application, so contractors will be able to true up their models to each home more easily than in the past.

**COMMENT:** Undermining the integrity of the program could happen if the energy savings are oversold. A good consumer education piece is another option. The statute provides information as a notice to the consumer. How can we avoid consumer frustration and annoyance if the promised savings (offsetting the cost of the project) are not realized?

**RESPONSE:** Historically in the Home Performance program, NYSERDA experienced very few complaints about the projected energy savings versus the realized savings.

**QUESTION:** The modeling software could be manipulated by the contractor. How can the program add consumer protections?

**RESPONSE:** Most practitioners agree that models tend to overstate savings. NYSERDA is evaluating options to address this..

**QUESTION:** What is the forum to weigh in on this conversation?

**RESPONSE:** A dialogue will be taking place later this week with contractors. A follow-up meeting and discussions can happen with other interested parties.

**QUESTION:** Will loan origination staff be trained on the subtleties of savings?

**RESPONSE:** It starts with the contractor doing the audit. They will explain the financing options to the consumer with On-Bill loan repayment occurring through their energy bill. The financing staff will not be addressing savings.

**COMMENT:** It's in the contractor's interest to oversell and make money.

**RESPONSE:** All projects go to CSG to review the modeling and make sure costs and savings are reasonable. It is still a "consumer beware and be smart" situation. NYSERDA puts out tools based on building science so the consumer has what they need to make an informed decision.

The customer qualifies for financing by the lender and they sign the note and mortgage. The contractor gets paid in full by the lender after a certificate of completion is signed by the contractor and customer. The lender then transmits the information to the loan servicer who notifies NYSERDA for the payment and notifies the utility to begin the account installment charges. The mortgage servicer files the mortgage, and the NYSERDA loan installment charges commence in the next 1-2 bills.

Utility collections are first applied to utility services charges, then the NYSRDA loan installment charge. Late payment charges and adjustments are calculated by the utility and they will follow any normal practice for notice of termination and making deferred payment arrangements.

If a customer suspends or terminates service, they will get directly billed before a new customer takes over the utility account. NYSERDA is looking for utility cooperation with forwarding addresses to track down customers that need to meet their obligations.

**QUESTION:** What happens with direct billing?

**RESPONSE:** The loan servicers create an off-bill statement to bill the homeowner before a new customer takes over at the address. It is a way of preventing the new customer from becoming responsible for the past. NYSERDA will work with the Attorney General's office for collection if needed.

**QUESTION:** How does a customer move forward with the process while selling their house?

**RESPONSE:** NYSERDA is working through all possible scenarios. The financing agreement spells it out. The installment obligation remains with the original borrower until the time when a new owner establishes residence. If they move and rent out the house, a new service is established and the renter picks up the billing. The challenge will be in the notice to the tenant of the rental. On-bill financing will appear in a title search. The borrower will be obligated to provide notice. If it is not provided, then the tenant would have cause with the landlord/owner.

NYSERDA's phone and email information will be on the bill and will receive complaints. NYSERDA will make a determination of the disputed amount and establish an appeals process.

NYSERDA is working with OTDA to see if HEAP payments will be eligible to offset costs. It's expected that social service payments that can normally be used to avoid termination can be used to pay on-bill payments as well. However HEAP payments are not expected to be eligible to satisfy the loan payment amounts. HEAP subsidy will only cover the electric and gas services billed to the customer each month.

**COMMENT:** From the perspective of national LIHEAP, this may not be the last of the discussion.

**RESPONSE:** OTDA has reviewed the statute and the federal regulations. They have also consulted with the federal Health and Human Services Agency to arrive at their interpretation.

NYSERDA will make payments to the utilities. For each loan that is completed, the utility receives one hundred dollars. The loan servicer provides the customer with an annual report. Interest payments may be tax deductible.

NYSERDA has established a subscription service through Moody's Analytics and Equifax. It provides historical statistics and forecasts home equity products for NY consumers. NYSERDA hopes this information will help with financial modeling assumptions. It is thought that the characteristics would be similar to customers of home equity loans.

Money for the loans will come from the revolving loan fund. Loans would be aggregated to a scale of \$25 million and bonds will be issued using the QECB bonding authority. That would help reduce the cost of funds. The QECB bonding authority was provided under the Stimulus Act. There is concern that it will be subject to reversion by the federal government. Only 17% of the funds have been used to date. NYSERDA would like to use the money before possibly losing it. To do that, an RFP would have to be issued to select direct bond underwriters. There is one in the works for three firms to co-manage. They include a large, regional, and minority/women owned business. If all goes well, bonds could be issued in the first quarter of 2012.

**QUESTION:** LIPA, National Grid, NYSERDA consolidate various incentive streams to optimize the funding stream for a comprehensive efficiency project for the customer to easily decipher. Is there progress on the work being done to have similar conversations with other investor owned utilities across the state? If the customer arrives at a consolidated package of incentives, how will the different regulations on how EEPs or GJGNY dollars can be spent be reconciled to prevent customer confusion/frustration?

**RESPONSE:** Once this gets worked out on the Long Island market, NYSERDA would look to establish similar arrangements with any utility requiring BPI-accredited contractors to be a part of their program offering. That is the issue. Some utility programs are not requiring BPI accreditation to qualify. If a customer is getting work installed through the utility who is not taking a comprehensive whole-house approach, there is no way the two programs can work together. NYSERDA is in discussion with utilities to figure this out.

**QUESTION:** Is there a way to bundle all of the criteria together and not forgo the various revenue streams and requirements for these projects because of the differences in how the projects are screened for funding?

**RESPONSE:** The way it is working out right now is that the full package that passes the savings to investment ratio test (SIR > 1) can be financed. Some subset of that package may be eligible for incentives through EEPS. The contractor has to work with the customer to decide on the scope of the work and explain the incentives for some of the measures. The balance of the measure costs after incentives can then be financed.

**QUESTION:** How do you solve the utility's concern over the winter shutoff moratorium and carrying bad debt?

**RESPONSE:** In the statute, agreeing to the requirement that any payments received on the customer's account are first being applied toward the utility service costs before being applied to the On-Bill costs. There was a concern that utilizing On-Bill financing would lead to an increased number of arrearages and shutoffs. It was important to provide for that kind of concession. NYSERDA is hopeful that the GJGNY program will not lead to increased levels of arrearages and terminations.

**FOLLOW-UP:** There won't be termination in the winter, but there still could be debt getting carried over. How is NYSERDA handling that?

**RESPONSE:** NYSERDA is creating an alternate payment standard that would look at a utility customer who keeps their account current two times a year. The expectation is that NYSERDA can schedule for the investor bond payments to occur during those time frames when utility accounts are most likely to be maintained current. NYSERDA expects to schedule principal payments on bonds to be coming due during the spring when consumers are most likely to be catching their accounts current to avoid termination of service.

**FOLLOW-UP:** So have all of the utilities bought into the overall approach? Will this be rolled out in all areas of the state?

**RESPONSE:** The utilities didn't have to buy into that strategy. Under the statute, NYSERDA is responsible for establishing the criteria for the loans. Their responsibilities are to put a charge on their bill when NYSERDA makes a loan for one of their utility customers. NYSERDA has had extensive discussions with utilities about this.

The Governor's Office has made it clear that the effective and timely implementation of On-Bill Recovery is something the Governor wants to see.

**COMMENT:** DPS and NYSERDA have covered every scenario they could think of. Arrears have been discussed in-depth. When customers miss payments, they don't want to get that far

behind and will very quickly set up a deferred payment plan to pay off the arrears for a small amount of money per month. That will keep them current with the utility and their On-Bill payment. Every scenario has been thought out to make sure that the payments are still going to On-Bill as much as they can, but it will still always cover the utility first.

**QUESTION:** Will the On-Bill financing criteria look a lot like Tier 2? What is the process for finalizing the criteria? Does that have to happen before the bonds are issued? Can the QECB bonding issue be fairly broad or do you have to be specific?

**RESPONSE:** Yes, the current expectation is that they will be the same and will not need to be modified now. The statistics will continue to be reviewed and will be taken into consideration for possible modifications. NYSERDA thinks that Tier 2 demonstrates a certain amount of performance that the rating agencies and investors would accept, notwithstanding the fact that with a bond issuance in early 2012, we wouldn't yet have a lot of On-Bill loans on the books.

#### **IV. Program Status Updates**

##### **a. One-to Four-Family Homes, John Ahearn, Program Manager**

John reviewed the charts and discussed the reduced program participation. Since July, production has gone down 20-30%. There are many issues for this, including the introduction of measure-level total resource cost (TRC) test requirements of the EEPS funding. Contractors found it difficult to work the new rules into their sales pitches. The limitation imposed on insulation work was the biggest challenge. It poses a threat to the program's ability to provide comprehensive projects. The rule sets a low threshold for what the existing conditions can be. An attic needs to have less than three inches of fiberglass. That rule was adopted after a lot of give and take between NYSERDA and DPS. The end result is showing up in the low applications and contractor feedback that it is not working. They are trying to figure out how to package green jobs with EEPS measures. Contractors are finding it difficult to explain to customers and the response is lack of participation.

Program staff and contractors are meeting with DPS and progress in resolving this issue is being made. The benefits of air sealing will be allocated across insulation measures. NYSERDA staff is working with consultants and DPS staff on the analysis.

**QUESTION:** Will you file in support of the recent petition?

**RESPONSE:** NYSERDA does not intend to submit any comments unless and until a formal comment period commences.

**COMMENT:** That petition helped encourage staff to be more open to make changes.

**RESPONSE:** DPS staff wants to see the program succeed. NYSERDA showed them trends a few weeks ago and they are equally concerned. Everyone is working within the constraints of the order to make the program work at its best.

A point of clarification: once the TRC for insulation and air sealing is determined at the measure level, and we have accepted program rule, the contractor won't need to re-run the TRC analysis when doing an energy audit. Once it's a program rule, then the SIR test is the only one the contractor will need to run.

**QUESTION:** For equipment change-outs, the staff has allowed incremental cost to be used on the cost side, compared to what minimal code is. Why can't a similar rule be used for insulation and airsealing?

**RESPONSE:** That is part of the discussion taking place on how to immediately address concerns.

**COMMENT:** A clarification about the petition - Pace has and will continue to support rigorous TRC and cost effectiveness for evaluation purposes. Pace does not want there to be an impression of opposition on those. In the petition, Pace stated some of the concerns with current application and protocols being utilized in New York. Everyone has the same goal in mind and it's to make sure that the programs are working as effectively as possible.

**b. Outreach and Marketing, Sue Andrews, Senior Project Manager**

Outreach

Sue spoke about CBO training. The two day training session for upstate CBOs was held the week of 11/28, while downstate is scheduled for the week of 12/12. The upstate training in Albany featured presentations by NYSERDA program staff, the implementation contractor, CSG; the financing administrator, EFS; the marketing contractor, Brand Cool; all of the CBOs, the Consumer Union, and the DPS UnWaste program.

Although not a program the CBOs are responsible for, the EmPower New York program was also presented so CBO staff could refer households appropriately. Many CBOs came to the table with their outreach plans. There was a lot of dialogue and interest.

The training also covered NYSERDA's social media policy and took an in-depth look at the market research and highlighted the basis of the messaging. CBOs are independent contractors, so they will be co-branding with NYSERDA.

A SharePoint site was purchased and customized for CBO use and will help with the implementation of the CBO Outreach program. The site will allow CBOs to upload documents and monthly reports download marketing materials, post and access information on events, access links to various websites, and communicate with NYSERDA and the participating CBO community.

There has been a lot of coordination with NYSERDA program staff. CBOs will be given access to CRIS, NYSERDA's residential project management portal. It will bring together CBO leads with audits and retrofits.

There are currently five CBOs planning to implement pilots. NYSERDA developed a template addendum to the contractor participation agreement. It will be tailored to each of the aggregation proposals that were sent in by CBOs, and may include community benefit standards such as wages, benefits, pricing, hiring locally, and QA/QC timelines. It's 80 percent done.

Because many CBOs have not worked with NYSERDA in the past, standard invoice and reporting templates were created.

### Marketing

Several general marketing elements have been developed. They include contractor recruitment collateral, direct mail pieces, print ads, email messaging, financing fact sheets, and homeowner case studies.

CBO tools include case studies, brochures, FAQs, website copy, and approved NYSERDA social media content. The goal was to keep it simple and clean looking, while being customizable for the CBO to add their own information.

Upcoming activities include finalizing the second round of CBO contracts for RFP2327, finalizing the aggregation pilot groundwork, scheduling webinars for the CBOs on critical outreach components including solar thermal, utility integration, how to use the marketing materials, and various SharePoint features as it is updated.

**QUESTION:** About aggregation, are there boundaries for the contractor requirements? Did NYSERDA have to draw the line? How close were the five CBOs in terms of consistency?

**RESPONSE:** NYSERDA deferred to its counsel to make sure there was nothing that would cause legal issues. Otherwise, NYSERDA did not take issue with anything the CBOs proposed. There were guidelines in the RFP for what the CBOs needed to adhere to, and they did. The aggregation addendums are being tailored to address the individualized pilot. They were required to find at least 3 contractors that would sign up for what they were proposing. We have 5 pilots and any of the others can

come in at any point with a pilot plan. It is expected that others might come in with pilots after seeing what happens in year one.

**QUESTION:** During the training, there was talk about existing coop marketing with contractors and how the CBOs can tie into that. Is there a place where people can tap in to what has been approved?

**RESPONSE:** A debrief has not yet been done from the training. This is a subject that NYSERDA will be discussing with the contractors. All contractors are encouraged to work with the CBOs. NYSERDA will find a way to facilitate people working together within a community. That will be discussed.

**QUESTION:** Are the foundational tools going to be made available to members of their consortium on Long Island?

**RESPONSE:** Yes, they are available now for use.

**c. Multifamily, Michael Colgrove, Director, NYC Regional Office**

Michael went through information from the October monthly report which is available on [nyserda.ny.gov](http://nyserda.ny.gov).

As of the end of October, the program has received 82 audit applications. Of those, 49 have been completed, and 19 have been contracted to install measures. The Multifamily Performance Program received authority to continue under EEPS. The program team will be discussing improvements to the program. They plan to bring back certain incentives and changing the incentive structures, especially for Affordable housing.

Adding to what Karen Hamilton spoke about at the beginning of the meeting, and the need to refill the audit funding, Michael went on to state that the budget is not consistent with the needed rate of production. The EEPS budget requires the program to increase production by about 450 buildings a year. If that happens, then the program would need 4 million dollars a year to be able to fund the audits under GJGNY. Those interest earnings will not cover that, so they will have to go back to EEPS funding for audits. There is no need in the near future for additional funding.

The Multifamily financing was launched after the residential component. Half of the financing of a loan is through any lender that the building owner qualifies through. NYSERDA is providing half of the principal at 0%. The repayment goes through the lender and back to NYSERDA. A few applications have been received. Extensive discussions with the NYC Energy Efficiency Corporation (NYCEEC) have been taking place. There are opportunities for collaboration there to increase awareness and adoption of the Multifamily financing tool.

**QUESTION:** Is measure level TRC screening an issue with the Multifamily program or is it the later start and kickoff responsible for the slow start?

**RESPONSE:** Production and intake levels in the Multifamily program are most likely not related to the EEPS rules or application of the TRC tests. The biggest issues with intake are because the program was on hiatus for a while. A lot of momentum and partner network trust was lost there. That has been improving. There is a lot of optimism around program changes and productivity. There is a big difference between the Multifamily Performance Program and the Home Performance with ENERGY STAR program that mitigates the TRC rule. Early results have shown that there have been no limit to a building's eligibility because of TRC tests. The partners have many options to reach the 15% energy reduction target.

**QUESTION:** In reference to the additional work for the partners, is it required that they complete a measure level TRC?

**RESPONSE:** Yes. The scale of the project work is much different. It doesn't limit the eligibility, but it does provide a different level of analysis.

**COMMENT:** There are concerns that banks in the city may not be interested in these small loans.

**RESPONSE:** Many people think that a retrofit workscope would work well with a refinance package. One of the issues is what is required for the loan and the repayment schedule. The loan amounts are so great, and the amount NYSERDA provides is not much and the thought is that it's not worth the back office work to follow it through. Trying to target institutions interested in retrofit loans. Many building owners have relationships with their own lenders who are unaware of the program and what is available. The program will increase outreach to lenders to figure out where changes need to be made.

**COMMENT:** A building owner's experience of the process showed that it was not worth the legal bills of trying to piece together several different financing pieces. Getting all of the lawyers to agree was challenging.

**RESPONSE:** It should be more straightforward as it was intended to be. There is a perception issue that will be addressed.

**d. Small Business/Not-for-Profit, Marilyn Dare, Project Manager**

Marilyn spoke about program presentations, including a recent webinar. There were 26 lenders on the phone, where the parameters of the Small Business/Not-for-Profit and Multifamily programs were explained. Financing presentations were also

distributed to utilities and DPS. The program also participated with Representative Cahill in the Kingston Innovation Forum.

Marilyn went through the steps of the audit to loan process. A building starts by receiving an energy audit (FlexTech, NYSERDA program, or Utility) where the workscope is defined, the customer gathers information and then a financing request is submitted to NYSERDA. That package gets reviewed by NYSERDA, and the approval gets provided to the customer. The customer then takes the package to the lender to seek financing. Once the lender approves the loan application, the customer can do the work once they receive the loan proceeds.

There have been 743 FlexTech audits completed. Of those, one has come in as a potential project. One came in from Jamestown muni and another came in from an investor owned utility. Stakeholders have been reminded that GJGNY is fuel agnostic, so the program is encouraging non-electric and health and safety measures to also come through.

The type of lenders eligible for program participation for both Multifamily and Small Business/Not-for-Profit include community development financial institutions, credit unions insured by the National Credit Union Association, commercial banks, trust companies, savings banks, savings and loan associations, and mortgage lenders. Regional lenders are the majority right now.

Three request packages for financing have been received. PON 2293 has been modified to reflect the PowerNY act - showing that the NYSERDA portion of the loan amount is up to \$50,000 at 0% with the lender providing the remainder at the market rate. The payback rate of 15 years or less was also updated. This was done to avoid confusion of the loan cap identified in the legislation, allowing 2 different loan caps depending on the payback. It was decided to go straight with the 15 years. All of this information is available on the [nyserderda.ny.gov](http://nyserderda.ny.gov).

Expeditor pilots will be established in early 2012. This will be for people performing the audits. If the customer wants the assistance service, the auditor will make recommendations based on different incentives, review quotes from contractors to make sure measure meet requirements, and assist in completing the request for financing package, including the approved measures worksheet. Marilyn described the worksheet in detail.

**QUESTION:** Who pays the expeditor and how do they get paid?

**RESPONSE:** The money comes from GJGNY and it's free to the customer.

**QUESTION:** How about training for expeditors? Are they individual people helping Small Business/Not-for-Profits? Are they doing the audits?

**RESPONSE:** They will be technical consultants. Whether or not they will be doing the audits has yet to be fully established.

**QUESTION:** For the utility audits, is a customer only eligible for Small Business/Not-for-Profit and not Multifamily?

**RESPONSE:** Yes, that is correct. That is probably the only difference between the Multifamily and Small Business/Not-for-Profit. Multifamily requires an energy reduction plan through the Multifamily Performance Program. For Small Business/Not-for-Profit, the customer receives an audit from the utility or NYSERDA. If there are any utility incentives, they cannot be combined with NYSERDA incentives. They will need to choose the best deal. The loan amount is net the incentives.

**QUESTION:** The utilities that had On-bill programs for Small Business/Not-for-Profits at the pilot level, are they still active? Is there overlap?

**RESPONSE:** Those utilities are interested in knowing that their audits can be eligible in the meantime until their program financing goes through.

**e. Workforce Development, Rebecca Sterling, Assistant Project Manager**

Rebecca spoke about RFP 2034, which was focused on research efforts that look at curriculum inventory and a training needs assessment. Pace Energy and Climate Center was awarded the contract.

The basis for this is from the NYS DOL's labor market intelligence research. NYS was awarded \$101 million from the US DOL to take inventory of the green labor market in NYS. More than 20,000 contractors were surveyed to find out if they offer green products or services, how many green staff members are employed, and how many green staff members they plan on hiring in the next year. The focus was on business services, construction trades, architecture and engineering, and component manufacturing. There was a 40% response rate on the surveys.

This is the foundation for Pace's GJGNY research. Pace is taking a look at specific occupations, services, and employment opportunities in NYS, which are targeted through NYSERDA's programs. They are comparing classifications and financing. Pace will bring together focus groups to do in-depth interviews. They are looking at all levels of green jobs training across NYS to build their database and then will compare it to demand side data including employment opportunities. They will be locating training needs and comparing them to training that is available. There are hopes that they will determine gaps that contractors are experiencing.

This research will help to anticipate curriculum needs to help with planning to better meet the needs of NYSERDA's contractors. Combining this with GIS mapping by zip code will help give a visual to see what areas are lacking training.

**QUESTION:** What is the timeframe for when this research will get done?

**RESPONSE:** Preliminary snapshots should come out early this winter. We expect to see reports in the early spring.

**QUESTION:** When you identify gaps in training capacity, what do you do with that data? How does it get into the marketplace so that they get filled?

**RESPONSE:** The data will be publicly available through [greencareersny.com](http://greencareersny.com). That research will inform programs developing future solicitations.

Frank Murray added that the Governor recently issued a joint statement with the speaker and the senate majority leader, outlining a program that supports tax reform, economic development, and job creation in NYS. One element the Governor is proposing is a 25 million dollar tax credit for employers in inner cities to put young people to work. Some of the industries targeted are clean economy and energy efficiency. He encouraged people to visit the Governor's website to see him speak about it.

**V. Public Input**

No comments made

**VI. Closing Remarks and Next Steps, Frank Murray, NYSERDA President and CEO**

Frank spoke about the terms of the Advisory Council members. There were two year terms for half of the members and three for the remainder. Some terms will be expiring at the end of December. NYSERDA will be looking at issues the programs are facing, who the stakeholders are, interest in continuing on the Advisory Council, and identifying changes to make sure NYSERDA has the right mix of advice and expertise. Frank said he will be in touch with everyone whose terms are expiring at the end of the month to see how they want to proceed.