

ONE-TO-FOUR FAMILY OPERATING PLAN
for
GREEN JOBS - GREEN NEW YORK
October 28, 2010

I. Overview

A. Purpose of the Plan

This One-to-Four Family Operating Plan for Green Jobs-Green New York (GJGNY) outlines the New York State Energy Research and Development Authority's (NYSERDA) role and responsibilities in implementing the residential component of the Green Jobs Green New York Act of 2009.¹ This One-to-Four Family Operating Plan presents the guidelines and strategies that will be deployed to accomplish the ambitious goals set forth in that Act.

B. Background & Requirements of the Legislation

NYSERDA is administering programs to support the goals of the GJGNY Act in consultation with the Division of Housing and Community Renewal (DHCR), Department of Labor (DOL), Office of Temporary and Disability Assistance (OTDA), Department of Public Service (DPS), Power Authority of the State of New York (NYPA), Department of Economic Development (DED), and the Department of Environmental Conservation (DEC).

The legislation directs NYSERDA to:

- establish a revolving loan fund to provide loans to finance the cost of approved qualified energy efficiency services for residential, multifamily, and non-residential structures;
- pursue the feasibility of other innovative financing mechanisms to finance energy efficiency improvements through energy savings;
- provide energy efficiency upgrades at no initial costs to residential property owners
- issue one or more competitive opportunities to solicit applications from partnerships or consortia comprised of constituency-based organizations which can connect community members to the program;
- establish standards for energy audits based on building type and other relevant considerations;

¹ On October 9, 2009, Governor David Paterson signed into law the Green Jobs Green New York Act of 2009 (A.8901/S.5888 and chapter amendment A.9301/S.6032)

- establish a schedule of fees for energy audits including a sliding scale by which audit fees shall be waived for residential applicants whose demonstrated income is less than two times the median county household income, and the full fees shall be paid by applicants whose median county household is not less than four times the median county household income. Applicants whose income is between two and four times the county median income will required to pay a pro rata percentage of the audit fee
- enter into contracts to provide employment and training services to support the Green Jobs Green New York Program;
- establish an Advisory Council;
- provide annual reports to the Governor, Senate and Assembly

II. Planning Process

The GJGNY Program Operating Plan is being developed with significant and ongoing input from a diverse group of interested parties and stakeholders.

A. Advisory Council

The legislation calls for NYSERDA to establish an Advisory Council to advise the Authority on program design and implementation. As directed by the Legislature, the Green Jobs Green New York Advisory Council will consist of: (A) The President of NYSERDA; The Secretary of State; The Commissioner of Housing and Community Renewal; The Commissioner of Labor; The Commissioner of Temporary and Disability Assistance; The Chair of the Consumer Protection Board; The Chair of the Department of Public Service; The President of the Power Authority of the State of New York; The President of the Long Island Power Authority; The Commissioner of Economic Development; The Commissioner of Environmental Conservation; or the designees of such persons. And (B): Representatives of Constituency-Based Community Groups, Consumer Advocates on utility and housing issues; Community-Based Workforce Development Groups; Unions, Including Building Trades and Property Services; Home Performance Contractors; Large-Scale Construction Contractors; and Investment Market Experts. The President of NYSERDA shall serve as Chair of the Council. The Advisory Council input has been incorporated into this plan.

B. Working Groups

NYSERDA has established six distinct Working Groups to address specific areas of focus in the development of GJGNY. These various Working Groups have significant representation by interested parties and stakeholders who are providing input into the development of the specific Operating Plan for each of the following areas:

1. Workforce Development
2. Residential (1-4 units)
3. Multifamily
4. Small Commercial and Not-For-Profits
5. Finance
6. Outreach & Marketing

C. 1-4 Family Working Group

The following individuals, representing their respective organizations, currently participate on the 1-4 Family Working Group:

- Richard Kornbluth, Building Performance Contractors Association/NYS (BPCA/NYS)
- Larry Zarker, Building Performance Institute (BPI)
- David Palmer and Emmaia Gelman, Center for Working Families (CWF)
- Rick Cherry, Community Environmental Center (CEC)
- Mark Dyen, Conservation Services Group (CSG)
- Carlene Pacholczak, Department of Public Service, Public Service Commission
- Damian Hodkinson, Efficiency First
- Mike Lyons, Honeywell Utility Solutions (HUS)
- Myles Lennon, Laborers International Union of North America
- Sammy Chu, Long Island Green Homes
- Lianne Altmann, Long Island Power Authority (LIPA)
- Lisa Tallet, National Grid Generation d/b/a National Grid
- Brian Paterson, New Buffalo Impact (NBI)
- Kevin Schmalz and Betty Weis, New York State Electric & Gas Corporation/Rochester Gas and Electric Corporation

III. Financing

The legislation authorizes NYSERDA to establish a revolving loan fund to finance qualified energy efficiency services and allows NYSERDA to establish the term and structure of loans offered as deemed appropriate, subject to maximum loan amounts of \$13,000 for residential structures (four or fewer dwelling units), \$26,000 for non-residential structures (small commercial/not-for-profit facilities), and amounts as determined by NYSERDA for multifamily structures (five or more dwelling units).

IV. Green Jobs-Green New York Total Proposed Budget

The overall proposed budget for GJGNY is presented below in Table 1. (Details on the residential portion of this budget are provided in Table 5.)

Table 1

Green Jobs-Green New York Total Proposed Budget	
<u>Element</u>	<u>Budget</u>
Workforce Development	\$8,000,000
Outreach & Marketing	\$10,000,000
Residential ¹	\$39,288,533
Multifamily ¹	\$15,692,550
Small Commercial/Not-for-Profit ¹	\$23,674,917
Program Administration	\$7,840,000
Program Evaluation	\$5,600,000
NYS Cost Recovery Fee	\$1,904,000
Total	\$112,000,000
¹ Budgets include costs of audits, implementation, and financing for the respective sectors.	

V. Purpose and Strategies for the Implementation of the Residential Program

A. Purpose of the Residential Program, as defined in the legislation:

- Promote energy efficiency, energy conservation and the installation of clean energy technologies;
- Reduce upfront cost to participation;

- Reduce energy consumption and energy costs;
- Reduce greenhouse gas emissions;
- Support sustainable community development;
- Create green job opportunities, including opportunities for new entrants into the state’s workforce, the long-term unemployed and displaced workers; and
- Use innovative financing mechanisms to finance energy efficiency improvements through energy cost savings.

B. Target Audience for Residential Projects

The GJGNY legislation defines a residential structure as “a residential building that has four or fewer dwelling units.” The target audience for the sector is owners of buildings, with up to four residential dwelling units, with incomes above 60% of state median income. Those with lower incomes may be eligible for the federally-funded Weatherization Assistance Program or NYSERDA’s EmPower New YorkSM program through which services could be provided at no cost to the household, and should therefore not be targeted with this program – although they will not be turned away if they choose to participate. Building owners who are customers of investor-owned utilities and whose incomes are equal to or less than 80% of the state or area median income (S/AMI) may be eligible for a grant of 50% of the cost of the work to be performed, up to \$5,000, (or up to \$10,000 for buildings with two to four units), from NYSERDA and those households between 60% and 80% S/AMI are a particular target of interest for GJGNY. Communities in areas where energy costs are high in relation to AMI, or those in non-attainment for one or more designated pollutants under the Federal Clean Air Act, will be targeted.

C. Strategy for Program Delivery

Services to the residential sector will be delivered through the successful existing program, Home Performance with ENERGY STAR[®] (HPwES). HPwES is a “whole house” program that uses building science to identify and install cost-effective measures to reduce energy consumption in New York State’s one-to-four family housing stock. Contractors perform an energy audit, including health and safety testing, prior to performing work, and also “test out” of the house after work is complete to ensure a safe and healthy environment after installation of energy efficiency measures. The program currently offers low-interest financing or a homeowner cash-back incentive to encourage comprehensive work scopes. Participating households typically reduce their total energy use by 25-30 percent after a participating contractor has completed work on the home.

Audits and energy services for GJGNY will be carried out by participating HPwES contractors that have Partnership Agreements with NYSERDA. It is anticipated that the number of participating contractors will increase as demand for program services also increases and efforts are made to recruit minority and women-owned business enterprises. Partnership Agreements currently used in the HPwES program will be updated to reflect new requirements of GJGNY. The Partnership Agreement will be posted on NYSERDA's Web site.

Contractors delivering audits and performing services must be accredited by the Building Performance Institute (BPI), in accordance with NYSERDA's Partnership Agreement. BPI accreditation includes a review of certain business standards and practices in addition to technical certification requirements. NYSERDA will work with NYSDOL and BPI to determine whether additional business review/requirements should be included in the NYSERDA Partnership Agreement or BPI accreditation process.

NYSERDA performs quality assurance inspections on a sample (approximately 15%) of projects to ensure contractor work meets program standards. In addition, BPI performs quality assurance inspections to ensure work meets their technical standards. If projects fail to meet standards, BPI and/or NYSERDA follow up with the contractor to ensure remediation takes place. Failure to meet BPI and/or program standards may result in probation, suspension, loss of accreditation and/or removal from the HPwES program, in accordance with BPI and NYSERDA processes.

Currently, in the service territories of investor-owned electric utilities and some gas utilities, HPwES is administered by NYSERDA. The Long Island Power Authority administers HPwES for its customers, and some municipal utilities also offer this type of program to their customers. NYSERDA will coordinate with LIPA and those municipal utilities to ensure there is no duplication of services or incentives, to make low- and no-cost audits and the GJGNY financing available, and to minimize confusion of customers and contractors. In regions of the state where HPwES is currently not available, NYSERDA will reach out to the utilities to coordinate customer and contractor outreach, and to ensure contractors are aware of any other incentives those customers may be eligible to receive from their utility. This outreach will be in addition to any performed by Constituency Based Organizations (CBOs) under contract to NYSERDA, and will be coordinated with CBOs that may be serving the region. See the Outreach and Marketing Operating Plan for a description of services to be provided by CBOs for GJGNY.

D. Standards for Energy Audits and Development of Work Scopes

GJGNY energy audits for a one to four unit residential building must be completed by a BPI-Certified Building Analyst and must comply with the BPI Technical Standards for Building Analysts. Only Home Performance with ENERGY STAR Contractors with a current Partnership Agreement with NYSERDA may conduct GJGNY residential energy audits.

The following is a general description of a comprehensive home energy audit that conforms to HPwES program requirements and BPI Standards:

- An interior and exterior visual inspection of the building will be performed to document building measurements, structural concerns and existing conditions of the home. Potential health and safety issues including moisture problems and poor indoor air quality will be evaluated.
- Attic, wall, crawl space and basement insulation levels will be determined. Recommendations for adding insulation to meet optimal energy efficiency levels will be made unless there are structural or safety issues preventing installation. Existing windows and doors will be inspected for type, overall fit and thermal performance.
- The existing domestic hot water heating system will be inspected for proper operation and ventilation. A recommendation for a new domestic water heating system will be made if the existing system is in poor condition, improperly sized, is creating a health risk or if a more efficient type of system is available.
- The existing condition of the building's space heating system(s) will be evaluated, including the entire distribution system. The system will be inspected for the type of venting system and to insure that the system is properly ventilated. The efficiency of the heating system will also be measured.
- For warm air furnace heating systems, a recommendation for a new high efficiency heating system should be made if the existing system is in poor condition, improperly sized, creating a health risk or is highly inefficient. The entire heat duct distribution system is to be evaluated for general condition, insulation and air leakage and recommendations made to repair leaks and install duct insulation where necessary to meet BPI standards.
- For hydronic boiler heating systems, a recommendation for a new high efficiency system will be made if the existing system is in poor condition, improperly sized, creating a health risk or is highly inefficient. Then entire

distribution system will be evaluated for general condition and proper insulation according to BPI standards

- Following BPI procedures, carbon monoxide testing will be performed on all combustion appliances. Additional testing will be performed on heating and domestic hot water equipment to insure that they are operating safely according to BPI standards. Based on the test results, recommendations for corrective action will be made based on BPI standards.
- A blower door test will be performed to determine the current air leakage rate of the building. The test will also be used to target the level and type of air sealing and/or mechanical ventilation required. Recommendations for attic air sealing will be made when any attic insulation or ventilation work is planned. Air sealing will be recommended if the blower door indicates primary leakage paths from the building shell to the exterior, even if mechanical ventilation is required before or after the work is performed. BPI standards will be used for guidance on prioritizing air sealing measures.
- Major appliances and lighting fixtures will be evaluated to determine if newer energy efficient models are beneficial. Recommendations for ENERGY STAR appliances, including clothes washers, refrigerators and dishwashers, will be made if they do not exist at the time of the audit.
- The participating contractor will prepare a detailed report for the homeowner that lists the results of the inspection and any recommendations for installation of energy efficiency equipment and measures. The report will list individual measures along with cost and savings estimates. Information on available financing and NYSERDA and utility rebates or incentives, will be presented.
- To ensure the cost effectiveness of projects, the Savings to Investment Ratio (SIR) must be greater than 1.0. The SIR is equal to the present value of the anticipated energy savings over the weighted useful life of the installed measures divided by the total cost of the project (labor and materials) as identified through the audit. Measures that are less cost effective individually may be included in the contract with the homeowner but are not eligible for financing if the overall SIR is not greater than 1.0. A work scope with costs and savings for the eligible measures that result in a SIR greater than 1.0 must be submitted to NYSERDA's implementation contractor, Conservation Services Group (CSG).

E. Energy Audit Fees for Residential Buildings

The GJGNY legislation requires that the program make energy audits available to residential buildings with one-to-four units. The fee for energy audits must be waived for New York households that have a demonstrated income that is 200%

of the median county household income or less. In households with income from 201 to 400% of the median county household income, the applicant, "...shall pay a pro rata percentage of the audit fees." Only those households that have a county median income above 400% "pay the full fees." HPwES will integrate free and sliding scale audits into the current structure by making payments directly to participating contractors.

Currently, HPwES contractors are free to set fees for the audit based on market conditions and can range from \$200 to \$800. Some contractors refund the cost if the homeowner goes forward with work and others offer audits at no cost after customers pre-qualify for financing.

Contractors have expressed concern that reimbursement for the free and reduced cost audits should reflect the true cost of delivering the service, particularly as the availability of free audits may attract a large number of audit requests that do not result in contracts for work. To address this shared concern, the following new audit procedures will apply:

- NYSERDA will provide software to each participating contractor that will allow the contractor to prepare a project proposal with estimated costs and savings at the time of the inspection.
- This software will calculate an SIR and can help contractors and their customers prioritize potential improvements.
- Building modeling to confirm these estimates will be completed for audits that convert to contracts for work. NYSERDA's Comprehensive Job Scope incentive for 5% of the value of the eligible measures (up to \$500 per project) will help defray the cost associated with building modeling.
- The GJGNY audit fee for a single family building with less than 3,500 of above grade conditioned space will be \$250 as described in the table below.

Table 2

Single Unit HPwES Audit Fees (under 3,500 square feet of above grade conditioned space)		
Household Income	Cost to Customer	NYSERDA Payment to Contractor
≤200% AMI	-0-	\$250
201 – 250% AMI	\$50	\$200
251 – 300% AMI	\$100	\$150
301 – 350% AMI	\$150	\$100
351 – 400% AMI	\$200	\$50
≥401% AMI	Market Rate	-0-

- Residential buildings with 2-4 dwelling units and single units over 3,500 square feet of above grade conditioned space will eligible for a \$400 audit fee.

Table 3

HPwES Audit Fees for 2 - 4 Units and Single Units over 3,500 square feet of above grade conditioned space		
Household Income	Cost to Customer	NYSERDA Payment to Contractor
≤200% AMI	-0-	\$400
201 – 250% AMI	\$80	\$320
251 – 300% AMI	\$160	\$240
301 – 350% AMI	\$240	\$160
351 – 400% AMI	\$320	\$80
≥401% AMI	Market Rate	-0-

F. Audit Application and Program Participation Process

Owners of residential buildings with four units or less interested in receiving a free or reduced cost audit can download a GJGNY Residential Audit Application (Attachment 1) from www.nysersda.org/GreenNY or call 1-877-NY-SMART to request an audit application to be mailed; or obtain an audit application from a participating contractor or a CBO. To qualify for a free audit, the applicant must certify that the household income is below 200% of the area median income. To

qualify for a reduced cost audit, the applicant must certify that the household income is within one of the four qualifying income ranges as listed in Tables 2 and 3. A chart with the income ranges is included as Attachment 2.

The application will be submitted to CSG by mail, fax or e-mailed scan file. The application must be accompanied by a copy of a recent utility bill with a minimum of 12 months of usage history. Where the primary heating fuel is from a non-utility provider, a 12 to 24 month billing history for the heating fuel is required.

An applicant that is eligible for a free or reduced cost audit will receive a reservation number from CSG with the estimated level of audit subsidy that will be paid by NYSERDA to the contractor for a completed audit. The final amount to be paid to the contractor will be based on verification by the contractor of the number of units or square footage of the residence. The reservation number will be valid for a single audit to be completed within 90 days of issuance of the reservation. If the reservation is not used within that period it will be eligible for reissuance if audit funds remain available.

Owners of one-to-four-unit residential buildings seeking services from the program will participate through one of two approaches: 1) as individual owners, or 2) as a participant in a CBO-organized aggregation.

Individual Owner Approach – A building owner may contact a participating contractor directly, which is the traditional delivery model for the program. NYSERDA invests in program marketing which refers interested building owners to the NYSERDA Web site or the toll-free hotline. Through either of these contact points, the potential customer can obtain names and contact information for participating contractors. Participating contractors also market their services (and may be eligible for co-op incentives from NYSERDA), and customers may respond to those ads.

The participating contractor will verify that the customer has received the “What to Expect from Home Performance with ENERGY STAR” brochure, which describes in detail what the audit, contracting and work process involves. If applicable, the contractor will also verify that the customer has a reservation number for a free or reduced cost audit. The contractor will then perform the audit in accordance with program standards and will present the building owner with the results of that audit and recommendations for improving the energy efficiency of the building. The contractor will also provide information to the

building owner about incentives and financing options available to them. Before any work begins, a contract must be executed between the contractor and the building owner.

Aggregation Approach – NYSERDA will be selecting CBOs to provide outreach and marketing of GJGNY. Aggregation is one of the strategies that the CBOs may propose to grow the market for energy efficiency retrofits in their communities. Aggregation is a collection of eligible home owners brought together by the CBO who have agreed up-front to use the same contractor or contractor team to perform audits and retrofit work. Final guidelines for aggregation were still in development at the time this Operating Plan was approved. See www.nysERDA.org/GreenNY for current status of the aggregation initiative.

G. Residential Project Financing

GJGNY financing will be available to homeowners for completing cost-effective energy efficiency improvements that align with the guidelines in the legislation, which allows for a maximum loan amount of \$13,000 per applicant for approved energy efficiency retrofits for residential buildings with 1-4 dwelling units. The minimum loan amount will be \$3,000 for Home Performance with ENERGY STAR and \$1,500 for borrowers that qualify for Assisted Home Performance. Contractors will develop one work scope per building.

The initial interest rate is expected to be in the range of 3.5% to 5.99% for borrowers that repay by check, with a .5% discount for borrowers that authorize automatic ACH monthly payments from their bank account. Loan terms of 5, 10, and 15 years will be available subject to the repayment period not exceeding the weighted useful life of the measures installed. The underwriting criteria for unsecured, residential loans and a list of eligible measures are included as Attachments 3 and 4.

Loans will be available Statewide and will be originated through banks and other eligible financial institutions that have entered into a participation agreement with NYSERDA. However, a single loan originator, Energy Finance Solutions, will be used to launch the program and will originate all loans for a period of time (6-9 months) to finalize any changes in standards and to establish the system for loan servicing by a master loan servicer to be selected by NYSERDA.

Energy Finance Solutions will provide an on-line credit application. Applications may also be submitted by fax or mail. The Credit Application and Financing Fact Sheet are included as Attachments 5 and 6.

Loans will be originated using NYSERDA's underwriting criteria, and the originator of the loan will be paid an origination fee by NYSERDA of \$175 per loan closed to cover its administrative costs. Loan originators may charge the borrower an additional fee to cover any additional costs, which the borrower may include in the amount financed. NYSERDA will include a list of participating lenders on its website and include information on any fees charged to the borrower.

Upon loan closing, the loan originator will disburse loan proceeds to the borrower's contractor and NYSERDA will then promptly reimburse the loan originator the loan proceeds and origination fee. Loans originators will transmit information on loans closed to a master loan servicer retained by NYSERDA, who will service the loans and be responsible for collections; for the initial launch of the program and until the master loan servicer is retained, loans originated by Energy Finance Solutions will be serviced by Concord Servicing Corporation. NYSERDA may consider allowing qualified loan originators to service their loans for a fee.

In order to make loans acceptable to the capital markets, loans that are expected to be securitized through the capital markets will be confined to applicants meeting stringent underwriting criteria ("Tier 1 Borrowers"). Applicants not meeting the criteria, but who meet alternate underwriting criteria ("Tier 2 Borrowers"), will be provided loans that will be funded through a separate revolving loan fund using a portion of GJGNY funding. As these loans perform satisfactorily, they may be pulled from the revolving loan fund pool and included in the loan pool which is securitized through bonds issued by NYSERDA.

Eligibility to finance energy efficiency measures will be based upon the recommendations contained in an approved energy audit.

H. Additional NYSERDA Incentives

NYSERDA offers a consumer incentive to eligible households equal to 10% of the cost of eligible measures. Availability of the incentive is subject to funding availability from the System Benefit Charge (SBC) for electric and gas measures, the Energy Efficiency Portfolio Standard (EEPS) for pre-qualified gas measures,

and the Regional Greenhouse Gas Initiative (RGGI) for oil and propane measures. NYSERDA will provide participating contractors with up-dates on funding availability and household eligibility as necessary.

In addition, building owners who are customers of investor-owned utilities and whose incomes are equal to or less than 80% of the state or area median income (S/AMI) may be eligible for a grant of 50% of the cost of the work to be performed, up to \$5,000, (or up to \$10,000 for buildings with two to four units), through Assisted Home Performance with ENERGY STAR.

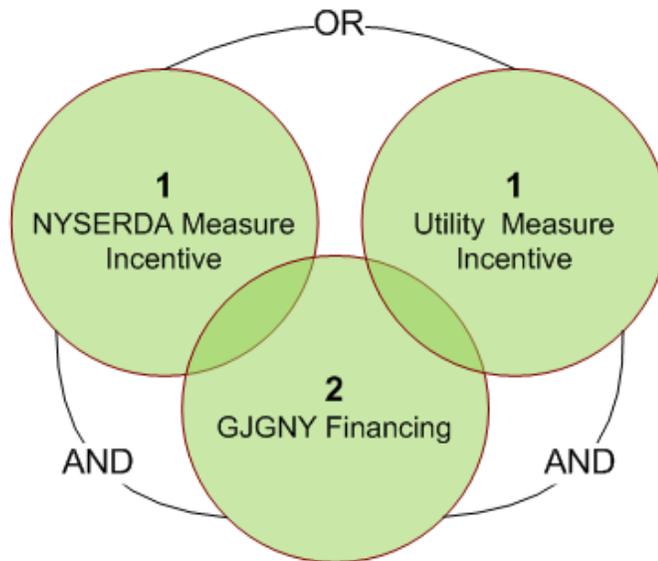
A comprehensive job scope incentive is available to contractors equal to 5% of the approved measures, up to \$500. Availability of the incentive is subject to funding availability from the SBC for electric and gas measures, EEPS for pre-qualified gas measures, and RGGI for oil and propane measures. NYSERDA will provide participating contractors with up-dates on funding availability as necessary.

I. Coordination with Other Program Administrators

NYSERDA will continue to work with other program administrators, including investor-owned and municipal gas and electric utilities and the Long Island Power Authority, to address coordination and minimize confusion where multiple incentive opportunities are available to residential customers.

Provided that work performed to participate in a utility rebate program meets NYSERDA's HPwES requirements, the GJGNY loan may be used in coordination with the utility rebate. Likewise, the GJGNY loan may be used in coordination with the NYSERDA incentives. However, although GJGNY loans may be combined with either the NYSERDA or the utility incentives, NYSERDA and utility incentives cannot be combined with each other on the same measure as illustrated below:

Coordination of GJGNY Financing with Utility Rebates



The GJGNY loan amount will be determined by “netting-out” all applicable utility or NYSERDA incentives at the measure level from the total cost of the work as illustrated in the example in Table 4.

Table 4

Example of Approved Work Scope			
Measure	Cost	Incentive	Source
Gas heating equipment	\$4,500	\$500	Utility
Central AC	\$3,000	\$400	Utility
Air Sealing	\$750	\$75	NYSERDA
Insulation	\$3,500	\$350	NYSERDA
Total Project Cost/Incentives	\$11,750	\$1,325	
Net Cost Eligible for Financing	\$10,425		

J. Quality Control and Quality Assurance

Quality Control (QC) refers to the policies and procedures established by NYSERDA and used by the Program Implementer, Conservation Services Group (CSG) to ensure that quality work is performed by the participating contractors.

NYSERDA and/or the Program Implementer will review work scopes for compliance with HPwES program requirements. NYSERDA and/or the Program Implementer will also review submissions made by participating contractors and customers for accuracy, thoroughness and compliance with program guidelines, policies and procedures.

Quality Assurance (QA) is performed by a third party contractor, Honeywell International, to evaluate the quality of the work performed in the program. This QA process is intended to measure the adequacy of, or assist in the development and refinement of the QC policies and procedures, to ensure participating contractors are meeting their obligations regarding the quality of work performed, and to establish systems to ensure that problems detected during the QA inspection process are rectified. The QA contractor's evaluations for 1-4 family buildings will include some audit only projects but will generally occur after the installation of the measures identified in the contract by a participating contractor, and after the "test out" procedure performed by the participating contractor. A participating contractor that completes audits that consistently fail to convert to contracts for work may be dropped from the program.

K. Community Development Standards

To support community development, NYSERDA will require all participating contractors to sign up with their NYS Department of Labor One-Stop Career System Regional Business Representative, enabling access to a range of services to support hiring and training their employees. NYSERDA will inform all participating contractors of state and federal hiring and on-the-job training incentives available to support employment-related community benefit objectives (for example, HIRE Act, NYSERDA, NYSDOL and NYSOTDA.) It is believed that by taking advantage of these programs contractors will be able to continue the development of their staff, maintain quality services for their customers, and grow their businesses in a manner that benefits their communities, thereby achieving the goals of the GJGNY Act. CBOs and local training organizations using the One Stop Career Centers as a resource will "close the loop" on the training and hiring process within their own communities. The data systems offered by the One Stop Career Centers will provide information that will enable meaningful evaluation of the training and hiring track record for the GJGNY program.

Through the CBO aggregation initiative, still under development at the time this Operating Plan was approved, NYSERDA will enable the development of

standards for local hiring, pre-apprenticeship, apprenticeship and other labor-management training program participation, and any other standards deemed appropriate to support sustainable development of targeted communities, as indicated in the GJGNY Act. In addition, such standards may be used to encourage contractors statewide, who are not participating in the CBO aggregation initiative, to incorporate community development practices into their business operations on a voluntary basis. Standards, where applicable, will be incorporated into Partnership Agreements between participating contractors and NYSERDA. NYSERDA will evaluate the effectiveness of various standards in achieving program goals, as well as any impact of standards on project cost-effectiveness and contractor business operations, and make adjustments as needed and appropriate to the use of community development standards in the program.

VI. Budget and Goals

Table 5

One-to-Four Family Buildings Program Area Budget	
Element	Budget
Energy Audits	\$11,596,000
Implementation & Quality Assurance	\$1,000,000
Financing	\$26,692,533
Total	\$39,288,533

The initial phase of GJGNY Act is expected to support delivery of approximately 46,000 energy audits and completed work scopes for approximately 15,000 1-4 family buildings. NYSERDA’s Web-based data tracking systems will be modified as necessary to track project energy savings metrics for GJGNY, including kWh, kW, mmBtu, and carbon dioxide equivalents.

VII. Schedule for Implementation

The launch of the residential component of GJGNY will be marked by the availability of the no-cost and reduced cost audits and the unsecured residential loans. Implementation is planned to begin in November 2010. A series of contractor workshops and webinars will be held to introduce the new program and financing elements. Incorporation of community development standards will occur in coordination with the implementation of the CBO aggregation initiative, anticipated in the spring of 2011.

VIII. Evaluation Plan

NYSERDA will develop an Evaluation Plan describing its approach to evaluation of the Green Jobs-Green New York Program. NYSERDA anticipates spending approximately 5% of total program funding to support evaluation activities designed to assess the effectiveness, progress and outcomes related to the Program, including highlighting key findings, calculating estimated energy savings and providing recommendations for program improvement and expansion. Independent, expert evaluation contractors will conduct evaluation planning and implementation activities. Initial evaluation plans were presented to the Advisory Council in May 2010 and are posted on www.nyserdera.org/GreenNY