Small Commercial Energy Efficiency Program

GJGNY Advisory Council Meeting

3.19.13
Presentation Overview

Program Progress Update:

• Program Metrics Update
• Ex peditor Pilot and Preliminary Implementation Findings
• Evaluation Underway
• Legislative Amendment Proposed
• Lender Outreach
Energy Assessment and Financing Metrics

- Completed as of 2/28/13:
  - 1,474 GJGNY-funded energy assessments
  - 672 ARRA-funded energy assessments
  - 13 customer applications submitted and approved for financing
  - 4 loans closed
  - 7 lenders have signed up to offer loans through the Program
Expeditor Pilot – Purpose

• Expeditor Pilot launched 2/1/2012 to:
  – “Fill the gap” – provide small commercial customers with implementation assistance
  – Determine which implementation assistance services are most effective
  – Identify the contractor skills required
  – Estimate the cost to provide additional services

• Results inform program design/delivery solicitations/contracts
Expeditor Pilot – Preliminary Implementation Findings

- **Scope**: follow-up with energy assessment participants to offer no-cost implementation assistance
- For those that declined implementation assistance, expeditors asked whether the customer had already implemented some or all of the assessment-recommended improvements
# Small Commercial Energy Efficiency Program

## Expeditor Pilot – Preliminary Implementation Findings

<table>
<thead>
<tr>
<th>Small Commercial (SC) customers referred to Expeditors</th>
<th>1,344</th>
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</thead>
<tbody>
<tr>
<td>SC customers that responded (respondents)</td>
<td>610</td>
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<tr>
<td>Respondents that reported implementing prior to contact</td>
<td>197</td>
</tr>
<tr>
<td>Respondents that report no implementation to-date</td>
<td>413</td>
</tr>
<tr>
<td>Respondents planning implementation with Expeditor assistance</td>
<td>42</td>
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</tbody>
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As of 12/15/12

- Evaluation necessary to determine statistically valid implementation rate
Program Evaluation Underway

Evaluation Scope:
• Determine size of SC market in NYS
• Identify & assess market and regulatory barriers to Program success and potential program/outreach solutions
• Identify SC customer motivations and likelihood of implementation
• Find out why few SC customers have taken advantage of available low-interest financing
Proposed Amendment to GJGNY Act 2009

- Allow authorized customers who own or lease part of a building to apply
- Align assessment and financing eligibility to allow all customers eligible for financing to also be eligible for energy assessments
- Establish finance cap on a per-project rather than per-applicant basis
- Increase the cap for financing for a non-residential structure from $50,000 to $200,000
Lender Outreach – A 4-prong approach

• Direct Outreach to Lenders:
  – CDFI Association Conference
  – NYC CDFIs

• Recruitment through Utilities
  – LIPA Energy Efficiency Conference

• Recruitment through EDGE contractors

• Recruitment through CBOs
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Questions?