Green Jobs Green NY

Update on Small Business / Not-for-Profit Activities

GJGNY Advisory Council Meeting
December 6, 2011
Presentations / Information Sharing:

- Lenders
- Energy $mart Community Coordinators
- CBOs
- FlexTech Auditors
- Investor owned and municipal utilities, LIPA, NYPA, DPS
- Kingston Innovation Forum
Audit to GJGNY Loan Process

Audit to Loan Process

Get Energy Audit/ Define work scope
Submit Request for Financing Package to NYSERDA
NYSERDA reviews RFF package
If approved, customer goes to lender to seek financing
Lender reviews loan application
If approved, customer can proceed with work when they receive loan proceeds.
When work is complete submit Certificate of Completion to NYSERDA
Audit update

- FlexTech Audits completed to date: 743
- Also acceptable: Audits from other NYSERDA programs and all Utilities
- Reminder: GJGNY is fuel agnostic
What lending institutions are eligible for the program?

- Community Development Financial Institutions
- Credit unions insured by the National Credit Union Association
- Commercial banks
- Trust companies
- Savings banks
- Savings and loan associations
- Mortgage Lenders
**Lender Activity**

Small Business/ Not-for-profit and Multifamily Lenders signed up to date:

<table>
<thead>
<tr>
<th>Lender name</th>
<th>Location</th>
<th>Serves small business sector?</th>
<th>Serves not-for-profit sector?</th>
<th>Serves multifamily Sector?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barrett Capital Corporation</td>
<td>NYC</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Community Loan Fund of the Capital Region, Inc.</td>
<td>Albany</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>The Upstate National Bank</td>
<td>Rochester</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Home HeadQuarters Inc.</td>
<td>Syracuse</td>
<td>-</td>
<td>Yes</td>
<td>-</td>
</tr>
<tr>
<td>Chautauqua Opportunities for Development, Inc.</td>
<td>Dunkirk</td>
<td>Yes</td>
<td>Yes</td>
<td>-</td>
</tr>
<tr>
<td>HVB Leasing Corporation (Wholly Owned Subsidiary of Hudson Valley Bank)</td>
<td>Yonkers</td>
<td>-</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>CheckSpring Bank</td>
<td>New York</td>
<td>-</td>
<td>-</td>
<td>Yes</td>
</tr>
</tbody>
</table>

This list will be updated and posted to NYSERDA’s [website](http://www.nysendaenergy.org).
Recent updates:

• PON 2293 modified to reflect Power NY Act

• Website will be finalized this week: nyserda.ny.gov/gjgny-small-business-nonprofit-financing

• Initiating expeditor pilots 1st quarter 2012
SB/NFP Expeditor Pilots

Expeditor role:

- Assist small businesses/not-for-profits:
  1. Decide which audit recommendations to implement.
  2. Identify any available NYSERDA or utility incentives.
  3. Review quotes from contractors.
  4. Assist in completing the Request for Financing Package
     » Request for financing form with Approved Measures Worksheet, contractor quotes, and supporting documentation
### Example: Approved Measures Worksheet

The New York State Energy Research and Development Authority

Green Jobs—Green NY

Energy Efficiency Financing Program

Approved Energy Efficiency Measures Worksheet

<table>
<thead>
<tr>
<th>Applicant Name:</th>
<th>Contact:</th>
<th>Name of Business or Enterprise:</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Doe</td>
<td>Jane Doe</td>
<td>John Doe Enterprise</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Property Address:</th>
<th>City:</th>
<th>State:</th>
<th>Zip Code:</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Main St</td>
<td></td>
<td>NY</td>
<td>00000</td>
</tr>
</tbody>
</table>

Qualified Energy Audit Number or Identifier: ______________________________________

<table>
<thead>
<tr>
<th>Energy Conservation Measure Description</th>
<th>Measure Type</th>
<th>Project Cost</th>
<th>Annual Cost Savings</th>
<th>Utility Incentives</th>
<th>NYSERDA Incentives</th>
<th>On NYSERDA Pre-Qualified List</th>
<th>Eligible Loan Amount</th>
<th>Simple Payback</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upgrade T-12 Fixtures w/ New T-8 Lamps and Ballasts</td>
<td>Lighting</td>
<td>$1,601</td>
<td>$222</td>
<td>$0</td>
<td>$630</td>
<td>Yes</td>
<td>$1,171</td>
<td>5.3</td>
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<tr>
<td>Install High Efficiency HVAC System</td>
<td>HVAC</td>
<td>$11,500</td>
<td>$5,798</td>
<td>$400</td>
<td>$0</td>
<td>No</td>
<td>$11,100</td>
<td>1.9</td>
</tr>
<tr>
<td>Install Programmable thermostat</td>
<td>Controls</td>
<td>$925</td>
<td>$761</td>
<td>$0</td>
<td>$0</td>
<td>No</td>
<td>$925</td>
<td>1.2</td>
</tr>
<tr>
<td>Insulate Walls</td>
<td>Building Envelope</td>
<td>$1,400</td>
<td>$261</td>
<td>$0</td>
<td>$0</td>
<td>No</td>
<td>$1,400</td>
<td>5.4</td>
</tr>
<tr>
<td>Install Occupancy Sensors</td>
<td>Controls</td>
<td>$390</td>
<td>$80</td>
<td>$0</td>
<td>$120</td>
<td>Yes</td>
<td>$270</td>
<td>3.4</td>
</tr>
</tbody>
</table>

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Please note: The total project cost, annual cost savings, utility and NYSERDA incentives will be automatically calculated based on your inputs. The eligible loan amount and simple payback for each measure and the project as a whole will also calculate automatically. Your total project must have a simple payback of 15 years or less to be eligible for financing.
Small Business/ Not-for-Profit Contacts

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• Visit nyserda.ny.gov/gjgny-small-business-nonprofit-financing for more information