



NEW YORK  
STATE OF  
OPPORTUNITY.

RetrofitNY

# RetrofitNY

*Revolutionizing building renovations in  
New York State*

# Create a large scale, self-sustaining market for high performance retrofit solutions

Industry-designed, cost-effective, long-lasting retrofit solutions for tenanted buildings reaching or approaching net zero energy.

Implement solutions on a large scale to drive industrialization, reduce cost, and standardize and guarantee long-term performance.

Revolutionizing the way multifamily buildings are renovated, keeping residents in their homes.





## Adapting the successful Energiesprong model for New York State.

- 2,500 rehabs
- 2,500 new construction
- 20,000 in pipeline

*Energie  
Sprong*

# Transfer of Knowledge from Energiesprong

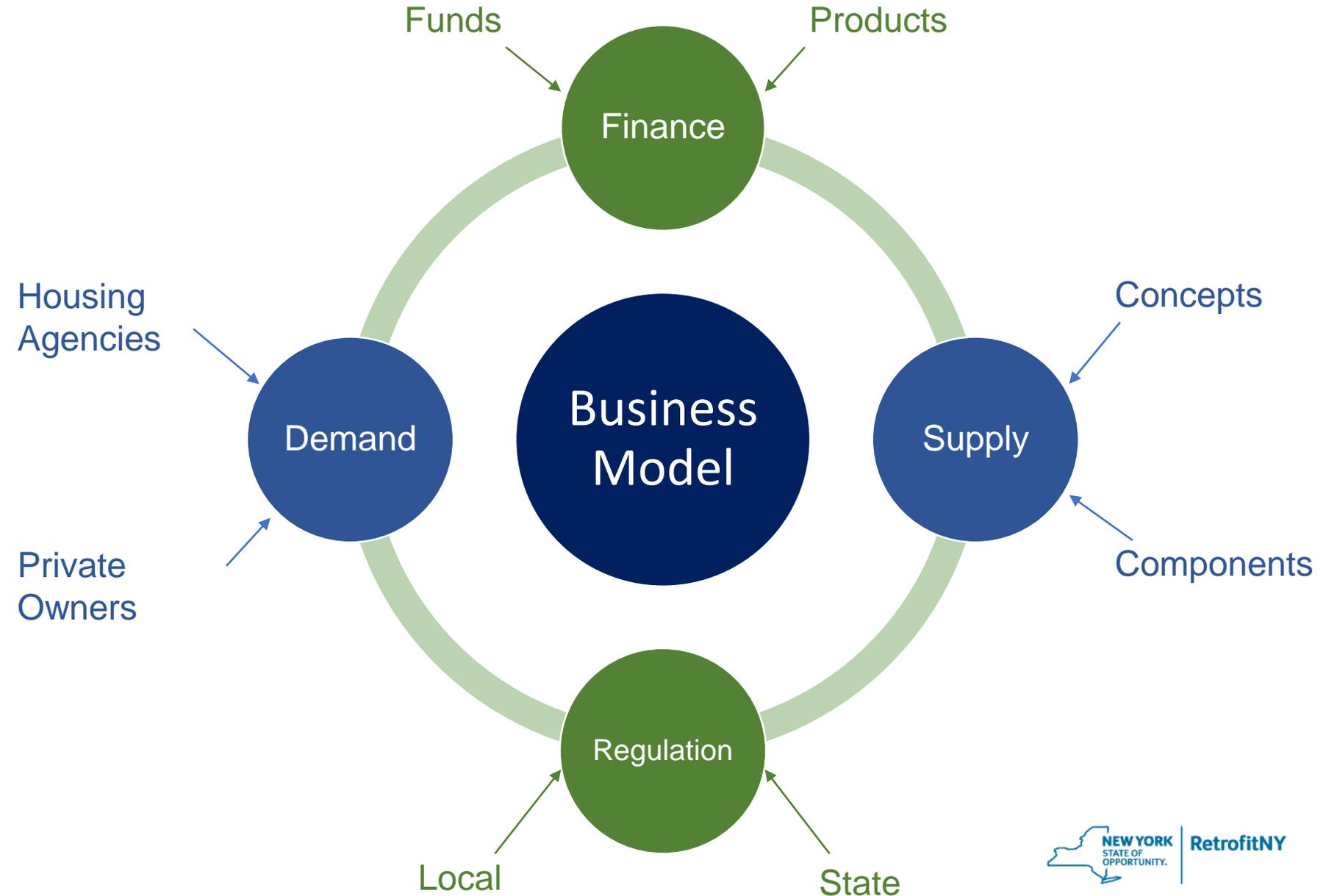
- Workshops in NYC or webinars led by Energiesprong program officials and/or industry professionals.
- Case studies and reports
- Energiesprong team mock design on NYC building (Bronx)

*Energie  
Sprong*



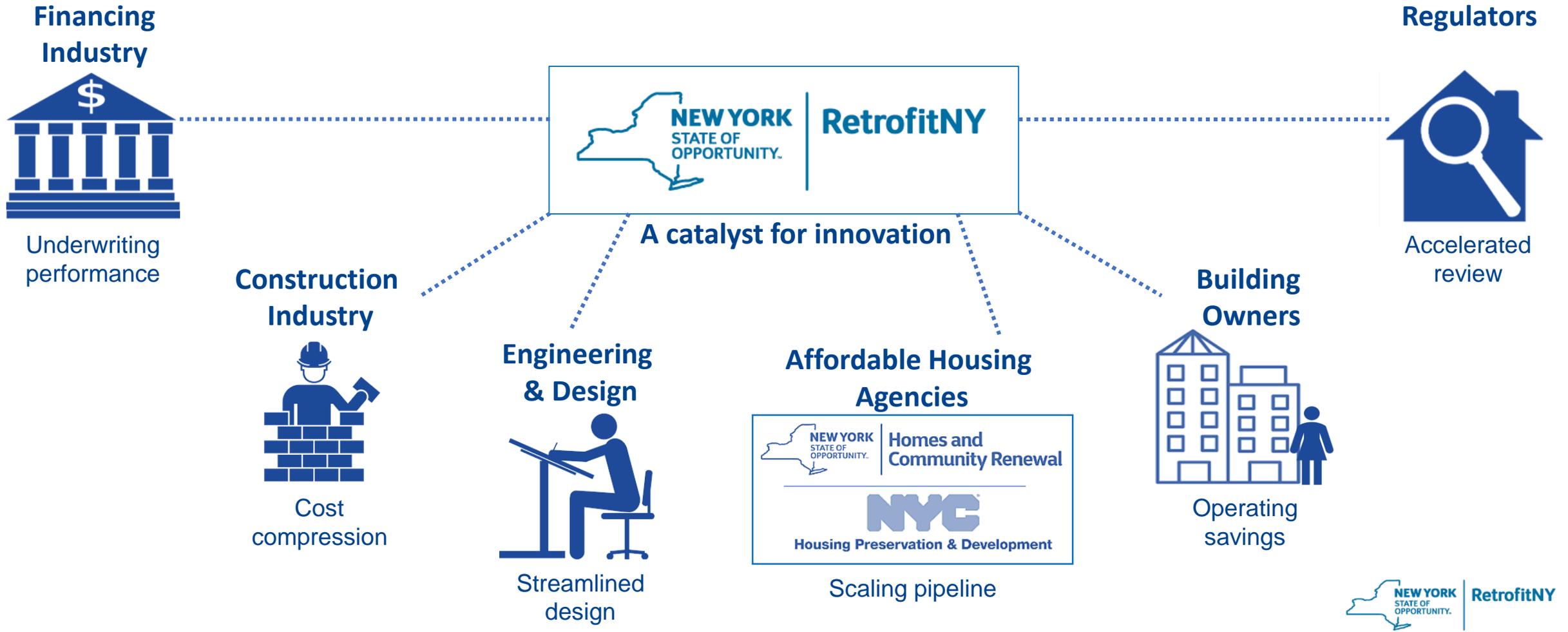
*Energie  
Sprong*

# Developing new business models in the multifamily sector to tackle climate challenges of today.



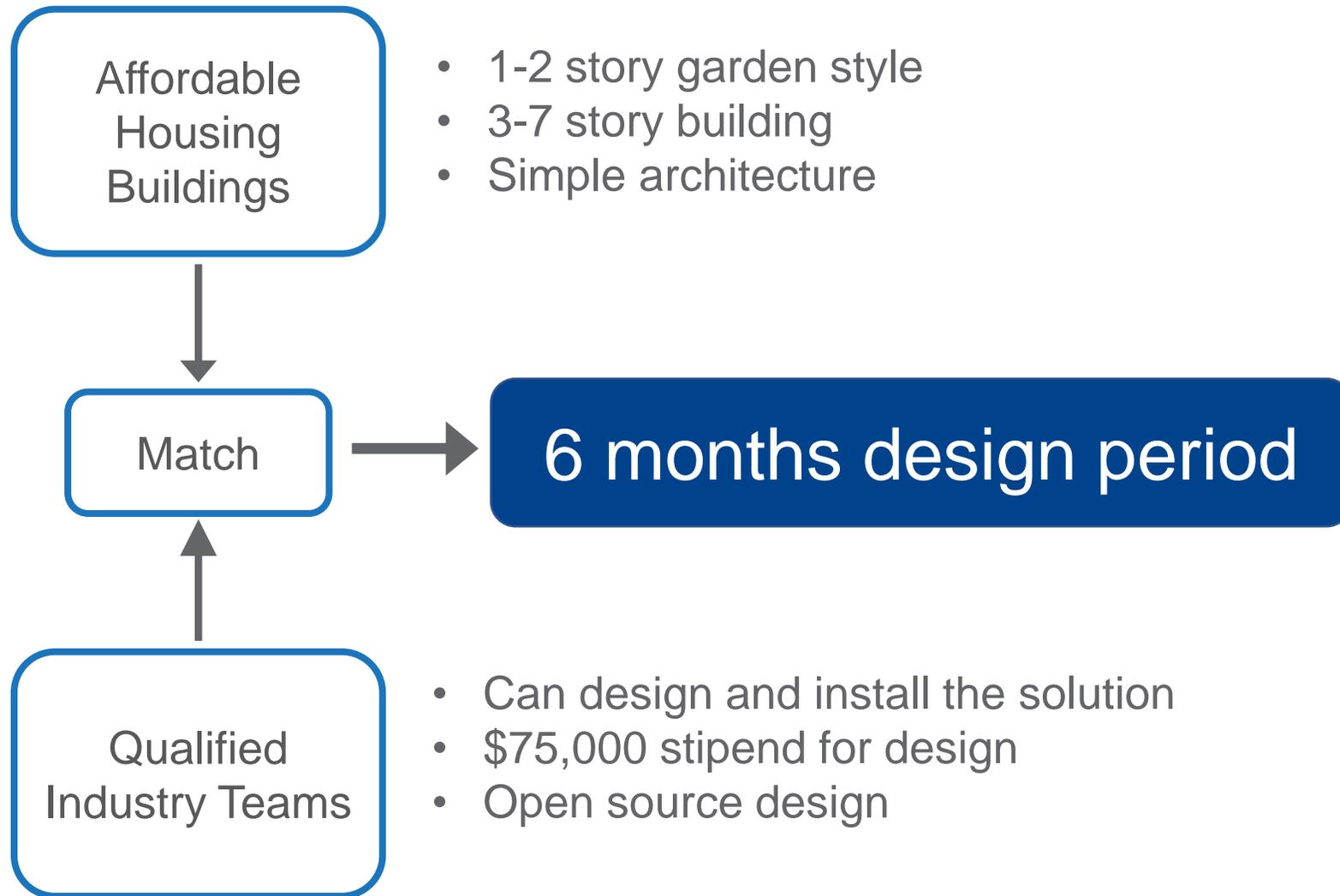
# RetrofitNY's Role

## Market Transformation & Aligning the Market



# Starting the Pilot Phase





- Designs that can be approved and executed
- Trust and understanding of the financial models
- Clarity on what regulations may need adjustment
- Solutions adaptable to other buildings

## 6 months design period



Deal Closing  
+  
Construction

**Gap Funding  
Available**

### Supporting the Teams

- Transfer of knowledge from Energiesprong
- Coaches
- \$75,000 stipend
- IPNA for Buildings

### Making the Deal

- Regular touch base
- HPD, HCR and HUD
- Financing partners
- Permitting agencies

**Encourage collaboration between teams and open communication with owners and agencies**

# Transition to Construction

## Spring 2018

- First buildings and teams selected
- Design phase begins

## Summer 2018

- Second milestone, Team meetings take place
- Gap funding RFP released

## End 2018, Start of 2019

- Construction begins
- Next set of pilot projects solicited

Key players engagement → getting to a deal

RetrofitNY staff works on financing and regulatory solutions

# Milestones Summary

## 1. Start Up

- Conducting IPNAs in selected Buildings as required by HPD & HCR and to support Teams
- Assigning each Team a coach

## 2. Conceptual Design – end of Month 3

- Demonstrate the strategy for implementing the proposed retrofit
- First estimate of the solutions costs and performance
- Start identifying hurdles to building the retrofit

## 3. Schematic Design – end of Month 6

- Set of documents needed to start closing the transaction and move to construction

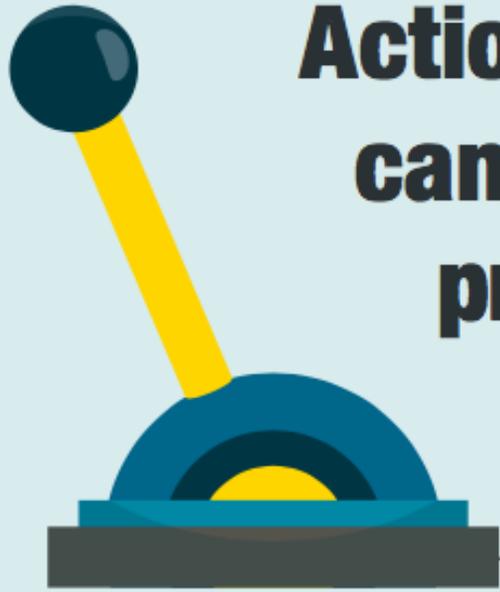
Report

McKinsey Global Institute

February 2017

# Reinventing construction through a productivity revolution

A construction worker wearing a yellow hard hat and a high-visibility vest is shown in profile, looking down at a smartphone. The background is a bright yellow, suggesting a construction site. The worker is wearing glasses and a dark long-sleeved shirt under the vest.



**Action in seven areas  
can boost sector  
productivity by  
50–60%**

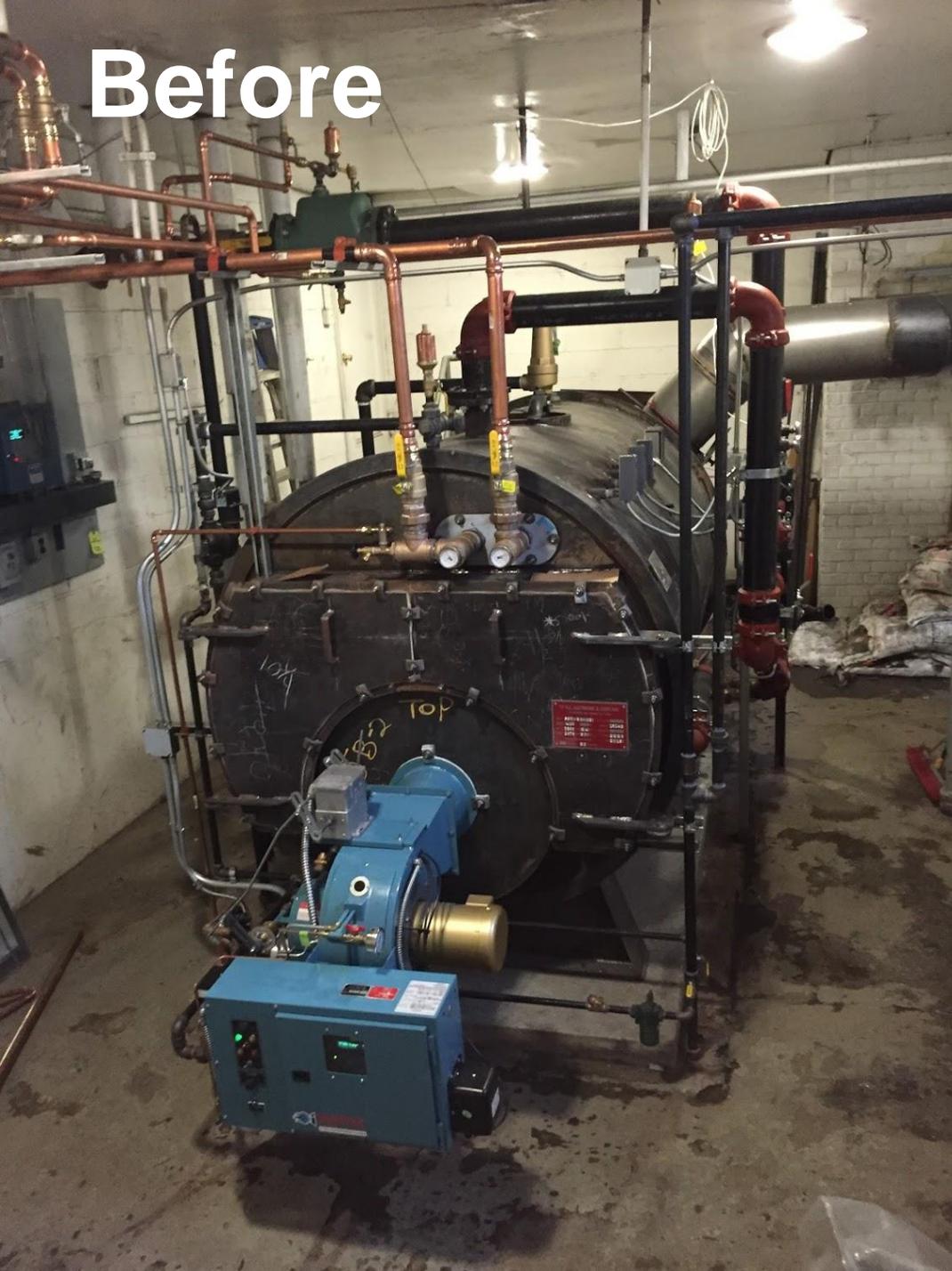
- Reshape regulation
- Rewire contracts
- Rethink design
- Improve procurement and supply chain
- Improve onsite execution
- Infuse technology and innovation
- Reskill workers

**5–10x productivity boost**

possible for some parts of the industry by moving to a manufacturing-style production system



Before



After



# Where we want to go



- scale essential to transforming industry
- Achieving manufacturing efficiencies

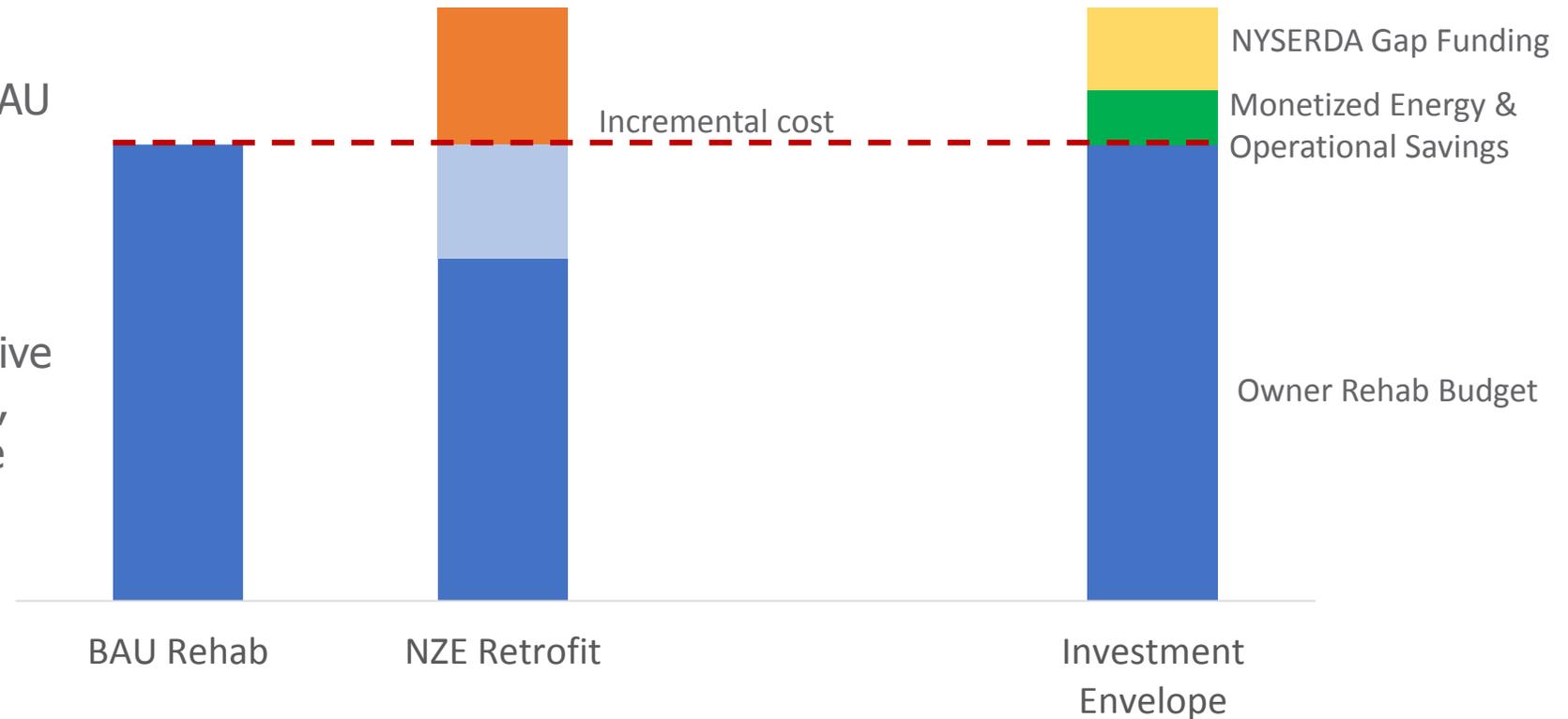




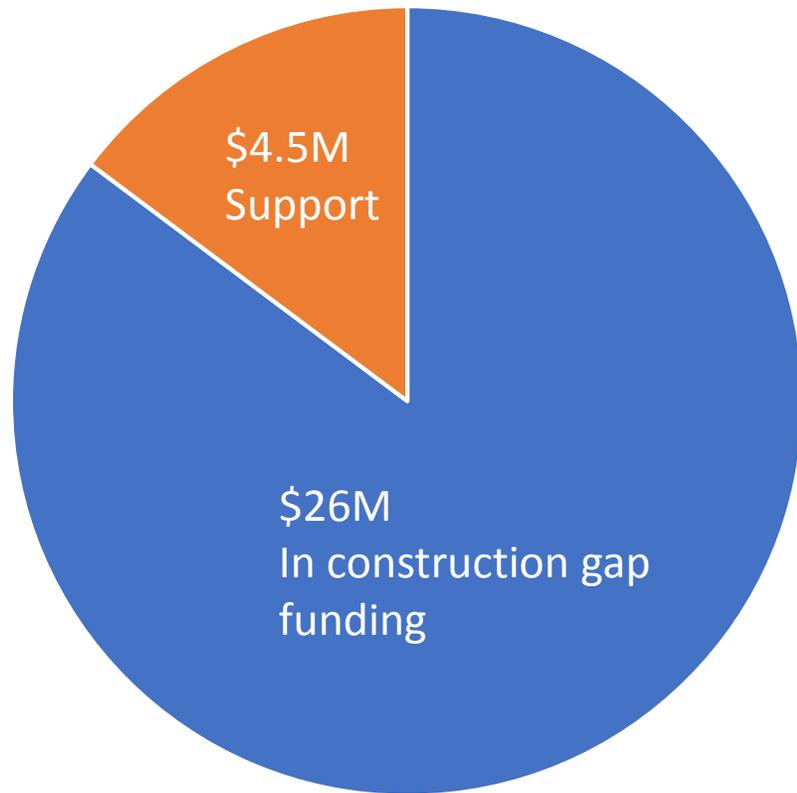


# Opportunity In Scope Overlap + Our Commitment to Getting Projects Built

- Incremental cost of NZE retrofit vs. BAU
- Monetized operational savings + NYSERDA funding to bridge the gap
- NZE Retrofits will be more cost-effective in coming years via cost compression, innovation, standardization, and scale



# \$26M in Gap Funding Over 5 Years



- \$30.5 Million allocated to program through 2025
- \$26M to ensure solutions designed are built
- \$4.5M designated for program implementation



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**Thank you**  
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