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
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)
Developing new business models in the multifamily sector to tackle climate challenges of today.
RetrofitNY’s Role
Market Transformation & Aligning the Market

A catalyst for innovation

Financing Industry
- Underwriting performance

Construction Industry
- Cost compression

Engineering & Design
- Streamlined design

Affordable Housing Agencies
- Scaling pipeline

Building Owners
- Operating savings

Regulators
- Accelerated review

Homes and Community Renewal
NYC Housing Preservation & Development
Starting the Pilot Phase

Design RFP: First projects start June 2018
First of a series

Unlocking Additional Markets
NYC Housing Authority (178,000 apartments)
State University of New York (400 buildings, 70,000 beds)
Affordable Housing Buildings
- 1-2 story garden style
- 3-7 story building
- Simple architecture

Match

6 months design period

Qualified Industry Teams
- Can design and install the solution
- $75,000 stipend for design
- Open source design

- 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

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

Deal Closing + Construction
Gap Funding Available

Encourage collaboration between teams and open communication with owners and agencies
## Transition to Construction

<table>
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<tr>
<th>Spring 2018</th>
<th>Summer 2018</th>
<th>End 2018, Start of 2019</th>
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| ➢ First buildings and teams selected  
➢ Design phase begins | ➢ Second milestone, Team meetings take place  
➢ Gap funding RFP released | ➢ 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
Reinventing construction through a productivity revolution
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
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

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$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
Thank you

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