

Green Jobs-Green New York (GJGNY)

Advisory Council Meeting Notes

September 16, 2019

1:00 pm – 4:00 pm

NYSERDA Board Room

Albany, New York

Members of the Green Jobs-Green New York (GJGNY) Advisory Council met via videoconference at NYSERDA's Albany, Buffalo, and New York City offices on September 16, 2019. Telephone access was made available to members who could not be present at a video conference site. Also attending the meeting were NYSERDA staff members and additional staff members from Advisory Council member organizations, and members of the public.

Attendees

Albany Office:

Ross Gould, Workforce Development Institute, Carlos Garcia, NYC Environmental Justice Alliance

NYSERDA: Alicia Barton, Heather Clark, Adele Ferranti, Jeff Pitkin, Bill Keating, Janice Dean, Kelly Tyler, David Sandbank, Chris Coll, Carley Murray, Cortney Moriarta, Janet Joseph, Kevin Carey,

New York City Office:

David Hepinstall, Association for Energy Affordability

NYSERDA: Emily Dean, Bianca Shaw, Max Joel, John Joshi

Phone:

Stephen Edel, Center for Working Families; Les Bluestone, Blue Sea Development; Andrew Bryk, NYS Office of Temporary and Disability Assistance; Dan Henkin, NYS Homes and Community Renewal; Scott Oliver, Pathstone; Courtney Klee, Pathstone; Hal Smith, HalCo; Michael Deering, Long Island Power Authority; Valerie Strauss, Association for Energy Affordability

1. Welcome, Opening Remarks

Emily Dean, Director of Market Development at NYSERDA, called the meeting to order noting that she is currently leading the GJGNY initiative at NYSERDA.

2. 10-Year Program Review

Feedback is welcome from the Advisory Council on the GJGNY 10-Year Review document distributed in advance of the meeting. The information compiled highlights outcomes of the GJGNY investment across sectors. Direct feedback to Emily Dean (emily.dean@nyserda.ny.gov, ext. 3065).

Question: The summary states that 4100 people were trained. Is there a way to determine if the training resulting in direct hires or how many existing employment positions were upgraded?

NYSERDA response: There are two evaluation reports linked in the summary that provide more detail about how NYSERDA's workforce development initiatives affect the market.

3. Update – GJGNY Financing (slides 3-16)

- Changes made to the residential loan program in September 2016 resulted in a decrease in residential loans issued, but more recent changes instituted resulted in a 5% increase of loans issued
- Portfolio performance is provided in the slide deck

- Changes implemented in 2018-19 to institute consumer protections and facilitate ease of consumer participation
 - NYSERDA is considering geo-based eligibility for both financing and incentives. Pilot will be initiated in 2020
 - Income documentation no longer required for applicants with FICO score of 720 or above or for those requesting loans less than or equal to \$5,000
 - Stand-alone credit affirmation form has been eliminated
 - Encouraging use of online application, but also making mail-in option less burdensome
 - Contractor advance payments to discourage offering 3rd party financing products, which offer fewer consumer protections

Question: Where will geo-eligibility pilot be located?

NYSERDA response: Locations have not been determined yet, but the pilot will run in one part of the state where NYSERDA has done a lot of work and one where there has not been a lot of work.

Question: Can households who do not live in one of the communities that automatically qualify still apply for a loan/project?

NYSERDA response: Yes. They will need to submit additional documentation, as is currently required.

Question: Is there a cap on advance payments provided to contractors?

NYSERDA response: Yes. A contractor's outstanding balance cannot exceed \$100,000.

4. Loan Loss Reserve Initiative (slides 17-23)

- NYSERA will commit \$10M to fund a loan loss reserve pilot tested through an open enrollment, application-based program for eligible lenders
- Participating lender can recoup 90% of any loan losses (>120 days past due), subject to parameters set by NYSERDA
- Summary of terms is provided in the slide deck
- Will utilize geo-based eligibility

Question: Would a FICO score of 580 or less mean that a customer will not qualify for the loans offered?

NYSERDA response: No. The loan loss reserve will act as an insurance policy for whatever loan product that customer is applying for.

5. Update – NYSERDA residential programs (slides 24-30)

Modifications to GJGNY audit standards align with market conditions and policy objectives

- Establish a universal audit standard that can be used by multiple programs
- Establish updated and streamlined protocols for whole home audits and single system audits
- Creating a stand-alone audit program that complies with minimum criteria set by the GJGNY Act
- Summary of whole home audit changes provided in the slide deck

Question: Is there any concern about contractors being held accountable to what a third-party auditors identified?

NYSERDA response: The business model is intended to lessen the burden of a company to have all auditors qualified to do the actual installs and intended to make sales process more successful.

Question: Will the Technical Resource Manual (TRM) still be the guide for single-system audits?

NYSERDA response: NYSERDA is currently examining the potential for alignment and TRM and noting the need for updates to achieve alignment.

Question: Will auditor certification requirements be made available?

NYSERDA response: Yes. As the information is finalized, it will be made available.

6. Update – Outreach (slides 31-35)

NYSERDA's Community Energy Engagement Program

- \$5.5M, funded by Clean Energy Fund and Regional Greenhouse Gas Initiative
- Statewide Community Energy Advisors (CEA) are deployed in economic development regions
- CEAs offer free outreach support for clean energy projects from program application through project completion
- To date: Encouraged \$2.5M in leveraged funds, 35 new partnerships developed with local orgs, Approximately 4,000 referrals to clean energy programs

Question: In the multifamily and commercial sectors, is NYSERDA connecting with NYC decisions makers who are making shifts applicable to NYC?

NYSERDA response: The Center for NYC Neighborhoods is the CEA for NYC. They are involved in policy changes being made that affect NYC customers.

Comment: Engage CEAs on Loan Loss Reserve concept to foster connections with local lenders.

NYSERDA response: Comment was recognized.

7. Update - Workforce Development (slides 36 -41)

- \$68M portfolio funding
- Working with the NYS Department of Labor on a series of Job Fairs. The pilot job fair in Westchester attracted 100 attendees
- New programs being initiated that will benefit more than 22,000 New Yorkers
 - Energy Efficiency and Clean Technology On-the-Job Training
 - Energy Efficiency and Clean Technology Training
 - Clean Energy Internship Program
 - Building Operations and Maintenance

8. Review of GJGNY Loan Portfolio attributes and performance history on OpenNY (slides 42- 48)

- Links to access publicly-available data available provided in the slide deck
- Sample demonstration slides available within the presentation
 - Visualization view and spreadsheet view available
 - Data exportation available, with datafile descriptions

9. Update – Legislation to amend On-Bill Loan Recording (slides 49-51)

- As discussed at the August 2018 meeting, current OBR loan transferability causes confusion and is not effective
- NYSERDA's amendment recommendation passed in the Senate but not the Assembly
- NYSERDA will re-submit in 2020, with the hope of support from the GJGNY Advisory Council, to avoid passing fees on to customers

10. 2019 Annual Report status

A draft of the Annual Report was distributed in advance of the meeting. Direct feedback to Emily Dean (emily.dean@nyserda.ny.gov, ext. 3065).

11. Other Business

No additional business was raised.

12. Alicia Barton's Comments

Alicia Barton, President and CEO of NYSERDA, noted that the Climate Leadership and Community Protection Act (CLCPA) was signed in July 2019. The Act codifies clean energy targets. NYSERDA will welcome input from the GJGNY Advisory Council

Highlights

- Requirement to reduce greenhouse gas emissions by 85% of 1990 levels by 2030
- 100% clean electricity by 2040
- 9,000 megawatts of offshore wind by 2035
- 6,000 megawatts by 2025
- 3,000 megawatts of energy storage by 2030
- Significant focus on justice and equity considerations
 - Just Transition Working Group
 - Climate Justice Working Group

Question: How will GJGNY fit into the future?

NYSERDA response: GJGNY is statutory. Nothing in the CLCPA adjusted the current GJGNY requirements.