

Green Jobs – Green New York Advisory Council Meeting
June 15, 2011
Meeting Notes

Attendance:

Albany Office:

Dick Kornbluth, BPCA; Tariq Niazi, DOS; Tony Joseph, NYSDOL; Mark Lowery, DEC Office of Climate Change; Francis Fragola, Collaborative Energy Group; Chuck Schwartz, LI Green; Carlene Pacholczak, DPS; Dave Munro, Kim Lenihan, Kevin Carey, Kristen Renaud, Sue Andrews, Karen Villeneuve, Jeff Pitkin, Marilyn Dare, Bryan Henderson, John Ahearn, Rebecca Sterling, Chris Coll, Beverly Bendix, and Rebecca Reed, NYSERDA

Buffalo Office:

No attendees

NYC Office:

Felice Segura, LEROF; Richard Cherry, Community Environmental Center; Michael Colgrove and Sharon Griffith, NYSERDA

Telephone:

David Hepinstall, AEA; Mark Abby, Department of State; Margaret Glenn, OTDA; Hanna Blitzer, Low Income Investment Fund; Jared Snyder, DEC; Bill Johnson, Green America Public Private Partnership; Jennifer Keida, Standard Insulating Company; Maribel Cruz, New York Power Authority; Jackson Morris, PACE

(The following meeting notes capture comments, questions and discussions held at the meeting in response to the presentations given by NYSERDA staff. A copy of the presentation and any handouts provided can be found at www.NYSERDA.org.)

Members of the Green Jobs-Green New York (GJGNY) Advisory Council met via video-conference at NYSERDA's Albany, New York City, and Buffalo offices on 6/15/11. Telephone access was made available to members who could not make it to a video conference site. Also present at the meeting were several NYSERDA staff members and additional staff members from Advisory Council member organizations. The Meeting was videotaped and posted at www.NYSERDA.org.

WELCOME & INTRODUCTIONS, Karen Villeneuve

Frank Murray was unable to chair the meeting. In his place, the meeting was chaired by Karen Villeneuve, Director Residential Energy Services, NYSERDA .

FINANCING, Jeff Pitkin, Treasurer

Multiple financing topics were covered.

1. Status of unsecured residential financing loan applications & approvals

GJGNY residential financing was launched in mid November 2010. Unsecured loans are available for up to \$13,000, for terms of 5, 10, or 15 years. The interest rate is set at 3.99% or 3.49% if repayments are automated. Loans are originated by Energy Finance Solutions and serviced by Concord Servicing Corporation.

As of May 31st, 1,265 applications for financing were processed:

- 758 or 60% of applications were approved;
 - 732 or 97% were approved through tier 1. To qualify for a tier 1 loan the applicant must have a credit score of 640 or higher, a debt-to-income ratio not more than 50%, no bankruptcies in the last seven years and no outstanding judgments;
 - 26 or 3% were approved through tier 2. The alternative criteria for qualifying for a tier 2 loan substitutes utility bill and mortgage payment history for the minimum FICO score and allows a 55% debt-to-income ratio.
- 507 or 40 % of applications were denied;
 - 45% of applications denied failed to meet the debt-to-income ratio. Debt-to-income ratios are a traditional underwriting standard used to predict the consumer's ability to pay;
 - 19% did not have the necessary credit score, and failed to meet or have not yet proven they meet the utility bill/ mortgage payment history as a substitute;
 - 18% had a bankruptcy in the last 7 years;
 - 17% had outstanding collections, judgments, or charge-offs;
 - 1% of applications were denied for other reasons.

NYSERDA is working with their financial advisor to review the reasons for denial and assess if there is any room to make adjustments to the Tier 2 standards. Jeff Pitkin emphasized that NYSERDA is trying to strike a balance between broadening access to GJGNY loans and maintaining responsible lending practices, while providing appropriate consumer safeguards. NYSERDA must also ensure that changes would not impact their ability to leverage the GJGNY funds in the capital markets.

- 284 loans have been closed and purchased by NYSERDA, representing \$2.3 million in capital;
- 281 loans are outstanding, representing \$2.2 million;
- 3 loans have been paid off early;
- 146 loans have been approved and are pending closing

Loans have an average weighted loan term of 12.1 years and interest rate of 3.57%. The average loan amount is slightly over \$7,900 and the average monthly payment is \$76/ month. All loans are current with respect to their payment obligations. About 70% of loans are being paid through automated payments, which is a contributing factor to the overall positive repayment history.

2. US Department of Housing and Urban Development's (HUD) Power Saver Loans Program

On May 16th, Frank Murray sent an email update to the Advisory Council announcing NYSERDA's intention to integrate federally insured mortgage loans into GJGNY as an additional financing option. NYSERDA, in partnership with Energy Finance Solutions, has been selected to be an administrator of HUD's 2-year pilot Power Saver Loans Program, which offers federally insured, secured, mortgage loans. Through the Program, the Federal Housing Administration (FHA) insures private lenders against the risk of default up to 90%, for energy efficiency improvement loans.

Power Saver Loans are available for single family owner occupied houses, at a maximum loan term of 15 years, and, to comply with GJGNY, for a maximum of \$13,000. The loans have an interest rate of 3.49% or 2.99% if automatic payment is set-up. As with other NYSERDA loan products, Power Saver Loans are only available to help finance eligible, cost-effective energy efficiency measures. To be eligible for the

Power Saver Loan, applicants must have a minimum credit score of 660, debt-to-income ratio of not more than 45%, the loan and any debt obligations on the home may not exceed the market value of the residence.

If the loan is for \$7,500 or less it can be offered as an unsecured loan, however, NYSERDA proposed to offer these loans on a secured basis only to help avoid confusion in the market place. The loans will be offered as an additional option to the loans NYSERDA currently offers. Loans for greater than \$7,500 must be secured by a mortgage that is not less than a second lien on the home

Nineteen lenders nationwide have been approved to participate in the pilot program. \$25 million is available nationally, with a maximum award of \$5 million per recipient. Individual award amounts have not yet been announced. Energy Finance Solutions will continue to function as the loan administrator and Concord Servicing Corporation as the loan servicer.

Once a sufficient scale of these loans have been aggregated, NYSERDA will issue bonds to the capital markets, secured by the cash flows of the underlying loans, using a qualified energy conservation bond (QECB) bonding structure. Support from the QECB bonding authority and HUD allow the Power Saver Loans to be offered at a slightly reduced interest rate than the unsecured GJGNY loan.

3. Update on on-bill financing legislation

NYSERDA has been working with the Governor's Office to support negotiations with the senate and assembly to authorize on-bill recovery financing on a statewide basis. NYSERDA is cautiously optimistic that on-bill financing will be agreed to before the legislative session ends on June 20th.

4. RFP 2228- Better Buildings sub-grants to small municipalities

New York State was awarded \$40 million from the United States Department of Energy's Better Buildings Grant. \$18.6 million was awarded to NYSERDA, and the remainder to New York City for a commercial financing program. Of the \$18.6 million NYSERDA is required to sub-grant 60% of the funding to small municipalities in each of New York's nine economic development regions. Once the money is sub-granted, the municipalities can chose to either become a host community or implement their own energy efficiency financing program. If the sub-grant recipient chooses to become a host community they may use up to 10% of the award to cover the costs of outreach and marketing for their community and economic development region. The other 90% goes into the GJGNY revolving loan fund.

Eleven sub-grantee proposals were received. Of those, nine chose to be host communities, and two chose to establish their own loan fund. Each economic development region, with the exception of the Finger Lakes Region, received a proposal. Since no proposals were received in the Finger Lakes' Region, a host community outside of that region will be allowed to service it. The Technical Evaluation Panel (TEP) to has completed its review of the applications and grant award recipients will be announced soon (in the coming weeks).

QUESTION: When NYSERDA was offering loans of up to \$20,000 (rather than the current \$13,000), the average loan amount was also about \$8,000. Has NYSERDA analyzed how the distribution of loan amounts has changed over time to maintain that average and mentioned that it would be interesting to see the impact of the \$13,000 cap.

RESPONSE: NYSERDA stated that such an analysis had not been completed but could. However, recent and upcoming program changes will impact the average workscope size, which in turn will impact the size of loans. In April, a Savings-to-Investment ratio (SIR) of 1.0 was instituted for all market-rate

projects, shrinking the average workscope size. Then, beginning July 1st windows will no longer be eligible for incentives. Project sizes will shrink with the loss of window jobs.

NYSERDA is also trying to increase the number of Assisted Home Performance jobs, which provides incentives for half of the workscope. With more of the workscope paid for, the loan amount decreases, and these lower loans would cause the average loan amount to decrease.

QUESTION: Has thought been given to providing a credit counseling service, stating that access to financial counseling could help previously denied loan applicants to successfully re-apply, especially those denied due to their debt-to-income ratio

RESPONSE: NYSERDA intends to open the program up to multiple lenders, some of whom offer financial counseling. Additionally, Neighbor Works Organization and Neighborhood Services of New York City, who provide Assisted Home Performance loans, offer credit counseling. Neighborhood Services' contract has been extended through September 30th. Households are not currently notified of the availability of this service when they are turned down, however NYSERDA will consider doing so.

QUESTION: Will Power Saver Loans be offered on a limited basis to only projects above \$7,500, or for any eligible project?

RESPONSE: The Power Saver Loan will be available to any project, not just those above \$7,500. Two loan options will be available; unsecured loans offered at a higher interest rate and Power Saver loans offered as a second, secured loan option with a lower interest rate. Eventually there may be a third financing option, On-bill Financing.

COMMENT: It was suggested that Home Performance contractors should be trained to be able to advise the homeowner on available financing options.

RESPONSE: Power Saver Loans are realistically a couple of months away. Materials will be developed to clearly explain the different benefits and qualifying criteria between the multiple loan options. National Grid and NYSERDA have agreed to co-fund the development of a tool for comparing utility rebates, but this does not include financing options. They may or may not be reaching out to other utilities for funding.

COMMENT: Too much choice may not be a good program approach. To simplify the process, there is a chance that contractors may decide to promote only one financing option.

RESPONSE: This is a fair point. Since the program launched in the 1-4 family homes sector, all other components have seen an uptake, but only 1/3 of completed jobs are taking advantage of the financing. Consumer surveys are being distributed that will help to address this question.

SMALL BUSINESS AND NOT-FOR-PROFIT UPDATE, Marilyn Dare, Project Manager, Energy Efficiency Services

PON 2293 was released June 14th, containing two sections: 1) a solicitation to lenders to provide statements of interest which will be used to populate a webpage with participating lenders for small business/ not-for-profit financing, and 2) a solicitation to small businesses and not-for-profits to apply to participate in the financing program.

NYSERDA provides 50% of the principle up to \$26,000 at 0% interest and the other half of the loan principle is provided by the lender at market rate. Incentives are netted out of the project cost and the remaining cost is eligible for financing. Loans are available for terms of up to 10 years. Payments are made directly from the participant to the lender. The participating small business/ not-for-profit must own/ manage a non-residential structure or lease it with authority to make improvements, and receive a release from the owner.

As of April 30th, 125 audits have been completed. Now that financing is available, NYSERDA will reach out to groups potentially interested in financing, including those who received a GJGNY audit prior to the availability of financing, applicable ARRA funded projects, and utility programs. NYSERDA is also coordinating with LIPA and National Grid to co-brand the program in their service territory.

QUESTION: What constitutes an eligible audit?

RESPONSE: A Level 1 ASHRAE Standard constitutes an eligible audit and that the audit standards are published in the Operating Plan for Small Business and Not-for-profits, which is on NYSERDA's website. Minimally, the audit must address the building systems, square footage, and then make recommendations. In the future there will be technology specific audits which will also have to minimally pass a Level 1 ASHRAE Standard.

QUESTION: Do you have to be a NYSERDA Technical Assistance Contractor in order to do this work?

RESPONSE: NYSERDA is beginning with the Flex Tech qualified auditors, and auditors that are qualified to do work for a utility audit program, or working for a company which has Certified Energy Managers (CEMs). All of the qualifications will eventually be posted on the website.

MULTIFAMILY UPDATE, Michael Colgrove, Director, NYSERDA NYC Office

As of the last GJGNY status report:

- 71 audits were conducted;
- 27 of the audit participants dropped out of the program;
- 44 audit participants developed workscopes and will receive incentives, however 23 of the 44 workscopes have already been completed prior to the availability of financing;
- \$700,000 of the available \$3,000,000 has been reserved for audits, \$300,000 of which has been invoiced. The remaining \$400,000 is on reserve for projects coming through the pipeline.

Primarily, NYSERDA has been hosting "Power Breakfasts" to announce and promote GJGNY to the multifamily sector. The website is also being updated to contain financing information which will serve as another means for advertising the availability of financing and the opportunity to become a lender. A webinar is coming up for lenders who may be interested in the new program. This includes lenders who have already participated in another NYSERDA financing program, and any interested lenders new to NYSERDA. For example, new lenders could include lenders which Multifamily Program participants have a pre-existing relationship with. NYSERDA will work with new lenders on a case by case basis to prepare them to participate in GJGNY Multifamily financing.

Multifamily Financing follows the same standards as the Small Business/ Not-for-profit Financing. NYSERDA provides half of the principle, with the lender providing the other half. For the Multifamily sector, NYSERDA's share is capped at \$500,000 per project or \$5,000/ apartment, whichever is lower.

QUESTION: Have any new lenders signed up yet?

RESPONSE: There are already some new lenders NYSERDA met through the Power Breakfasts who have expressed great interest, which will be added to the website after attending the webinar. However, lenders do not have to be listed on the website to provide financing. Any interested lender who agrees to NYSERDA's terms may provide loans using the GJGNY financing tool.

ONE-TO-FOUR FAMILY HOMES UPDATE, Bryan Henderson, Sr. Project Manager, Residential Efficiency Services

To date, 9,000 free/ reduced-cost audit applications have been received, at a rate of about 1,500 a month

- 8,500 were approved for a free or reduced cost audit;
- 6,000 of the audits have been scheduled;
- 4,700 of the audits have been completed;
- 1,300 of the completed audits have developed into contracts;
- 844 of the contracted work has been completed.

Since January 2011 about 3,000 projects have been completed through the Home Performance with ENERGY STAR program at a value of \$23 million. Of that, \$7 million, or 28%, represents work done under GJGNY.

52% of the contracted work completed in May originated from a GJGNY audit. The other 48% of contracted work coming through the program could not be correlated with a GJGNY audit reservation number. The only reason for work to not be attributed to a GJGNY audit would be because the audit was done prior to the launch of residential GJGNY audits, and it has taken a couple months for the project to travel through the pipeline. However, at 6 months into GJGNY it was only expected that about 20% of projects would be from before the initiation of GJGNY, meaning this is most likely an issue with paperwork. For example, an audit was reserved under one household member's name, but the contacted work was completed under another's. NYSERDA is in the process of working with contractors to analyze why this is occurring. Ideally, at this point, NYSERDA would like to see above 75% of the work originating through a GJGNY audit.

28%-30% of GJGNY audits are resulting in contracted work, a rate which has held steady for the last couple months. Upon follow-up analysis with some contractors, the conversion rate may actually be higher.

QUESTION: Is it possible to capture the average unit cost of individual measures such as insulation and HVAC equipment for different parts of the State.

RESPONSE: Unit cost information is available since it is used to calculate the Total Resource Cost (TRC), but NYSERDA is not sure if it would be possible or realistic to create an average. The TRC is calculated for downstate and upstate. It is unlikely that it could be calculated at any more granular of a level. There are certainly areas of the state where costs are higher than in other parts.

QUESTION: The motivation behind this question is that non-program participating contractors have been cheaper than participating contractors. If the average unit cost of measures was known then it could be determined why they are cheaper. For example, are they performing comprehensive work? The concern is that people may be using cheaper, non-participating contractors instead of program participating contractors to complete the recommended workscope, which means those projects are not counted towards the EEPS goals.

Dick Kornbluth commented that this is primarily a sales problem.

RESPONSE: More training is being developed to address this issue. Efficiency First and BPI have a webinar coming up on sales techniques. It is being determined what exactly the sales issues are, and then how to address them. Current NYSERDA evaluation activity includes speaking with customers who received audits but did not get work done through the Program, and determining why they did not, and if they had the work done outside of the Program. It needs to be determined what the various scenarios are which may lead to that outcome and then how often each of those scenarios are occurring. A bigger issue than not being able to attribute achieved energy efficiency to GJGNY is whether the customer is really getting the energy savings they think they are. Many great contractors exist who are not BPI certified, but there are also a lot of contractors not doing work to the quality that they should be. This is not a new problem, and NYSERDA is still having trouble determining how to handle the problem.

WORKFORCE DEVELOPMENT, Rebecca Sterling, Project Manager, NYSERDA; Rick Cherry, Community Environmental Center; Dave Hepinstall, Association of Energy Affordability

Workforce Development programs have existed for at least the past 10 years, traditionally targeting professionals seeking to advance their careers or to gain new skills, however, over the past 2 years this training has shifted towards helping disadvantaged workers to gain employment. This is seen through the Federal Pathways out of Poverty Initiative and at the State level through the Energy Efficiency Portfolio Standard (EEPS) funded Career Pathways for Disadvantaged Workers Program. GJGNY money was used to create the most recent addition to these types of programs, the Worker Readiness Training Program. Worker Readiness Training was developed to leverage the efforts of the pre-existing Career Pathways for Disadvantaged Workers Program.

Through the Career Pathways program people develop what is referred to as “stackable credentials”. If someone comes into the program without a GED they will first earn their GED and then move on to earning other credentials such as the worker readiness credential, and foundational skills, then moving on to things such as basic air sealing and insulation. The concept of a Career Pathway means providing viable skills at every level that makes a person employable. Foundational skills may include things such as roof diagramming, collecting HVAC data, making lighting upgrade recommendations, and installing energy saving measures.

Worker Readiness training can include remedial level education (basic math and literature skills), mid level skills such as construction basics and energy efficiency vocabulary, and advanced technical training that will prepare someone for eventual entrance into an energy efficiency career.

The presentation highlighted the successful training and eventual employment of four individuals who have chosen to enter the weatherization field for varying reasons. The first story focused on a formerly incarcerated individual, the second on a woman who had experienced significant life changes and wanted to make a career change, the third on a Bronx resident who says the program has changed his life, and the fourth on an unemployed Bronx resident who was looking for a job. The organizations highlighted included The Osborn Association, primarily a training center for formerly incarcerated persons reentering society; the Mason Tenders Training fund, the training arm for LIUNA in New York City; the Association of Energy Affordability, the Community Environmental Center, and Sustainable South Bronx Best Buildings Program.

These programs have a group of highly passionate and motivated people coming out of them. One concern is putting formerly incarcerated people into homes. If something were to happen the company would be liable for knowingly putting a risky person into a home. A critical component therefore, is being

cautious about who you put into homes. As a safeguard individuals can be screened first through interviews.

PON 2038 was released June 8th, 2011 and includes two funding categories: 1) enhancing the training curriculum, and 2) providing financial incentives for contractors to offset the costs associated with job training.

Under category one, \$800,000 is available to enhance the curriculum to include energy efficiency in registered apprenticeship programs or in building trades programs. The building trades programs must be certified by an independent third party and include job placement partnerships. NYSERDA is anticipating that funding will be available to cover about 6 proposals, but there is not a set cap for how much funding each proposal can receive. It is an open enrollment solicitation. Category two contains \$1,825,000 to support hiring for contractors with a NYSERDA Partnership Agreement or Contract Agreement. Contractors are given up to \$10,000 per new hire with up to 5 new hires per business and \$4,000 per individual to help off-set training costs.

QUESTION: Does NYSERDA have any broader hiring statistics available?

RESPONSE: NYSERDA works closely with the Department of Labor on all of the GJGNY initiatives. PON 1816 and PON 1817 both require that training partners register with the Department of Labor and the training partners will be responsible for follow-up. Now that NYSERDA is working more closely with the Department of Labor hiring statistics will be more easily accessible.

QUESTION: May a contractor choose what training program to hire from?

RESPONSE: A contractor would first submit a note of intent to NYSERDA. NYSERDA then ensures the contractor is in good standing, and then the contractor would work with a Department of Labor Business Service's Representative to track the job description and use the DOL's One Stop System's Job Bank to identify qualified candidates. The only requirement is that the individual the business wants to hire is registered in the Job Bank.

Tony Joseph, Department of Labor responded that there is a need for funding to help with on the job training. On the EEPS working group contractors made it clear that government could help by bearing part of the cost of bringing in new, inexperienced workers. Businesses have been very responsive to this kind of funding. This has been seen most recently through the use of \$3.4 million from the USDOL for on-the-job training, which came with lots of restrictions as to who can be served, but is still expected to be fully utilized by September or October.

QUESTION: Has NYSERDA established standards for what is included in on-the-job training?

RESPONSE: The contractor works with a Business Services Representative to develop a detailed training plan to outline what is included in on-the-job training. The \$4,000 can be used to advance existing employees to positions requiring more skill sets.

NYSERDA is working with DOL to identify funding gaps, such as supporting the hiring of incumbent workers or advancing existing employees. If it is a new hire then it is explicitly stated that they must be a long term hire and not supplant another hire. The funding is to cover up to a 6 month period of training. However, there is not a firm obligation that the new hires must stay. If the new hire does not work out, the balance of funds will then be used to hire a different person.

DOL explained that businesses will not touch money with stringent requirements that a business must do something. Businesses need flexibility. Usually people leave positions because the fit is not correct or they cannot handle the training. \$2.6 million dollars has been used for this type of program and so far DOL has not seen any abuses.

OUTREACH AND MARKETING- Sue Andrews, Sr. Project Manager, Marketing & Economic Development

Fourteen CBOs have been selected as a result of RFP 2038. Several are not currently approved for aggregation pilots, because they are still in the process of providing the necessary information. It was not a requirement of the RFP that CBOs provide all of the aggregation information in their proposal. It will be announced at a later time which CBOs have been approved for aggregation. In their applications CBOs could propose to be energy efficiency outreach only, workforce outreach only, or both.

The fourteen CBOs selected are:

1. Asian Americans for Equality Community Development Fund- Queens
2. Adirondack North Country Association- North Country
3. Affordable Housing Partnership of Capital Region- energy efficiency outreach only
4. Bronx Overall Economic Development Corporation- energy efficiency outreach only
5. Downtown Manhattan Development Corporation- New York county
6. El Puente- Kings and Richmond counties- energy efficiency outreach only
7. Long Island Progressive Coalition
8. Northeast Parent and Child Society- Schenectady county- workforce outreach only
9. Pathstone- Finger Lakes
10. Public Policy and Education Fund of New York- Central New York
11. People United for Sustainable Housing (PUSH)- Western New York
12. Public Policy Fund of New York- Southern Tier
13. Rural Ulster Preservation Company- Westchester & Mid Hudson
14. Neighborhood Housing Services of Staten Island- Kings and Richmond counties

NYSERDA is in the process of entering into contracts with the fourteen selected CBOS. After the CBOs have entered into contract, training will begin in early September.

A conference call will take place with all of the CBOs to discuss how the contracting process will move forward. Conservation Services Group (CSG) was chosen under RFP 2080 as the Training and Implementation Contractor. A CBO Sharepoint site is under development. It will be used for the CBOS to communicate with one another and with NYSERDA. CSG will be visiting CBOs to talk with them about their short and long-term needs and to help set-up Sharepoint and assess their needs. Pratt was subcontracted to most-likely lead the downstate region with guidance from CSG. CSG is in the process of developing the curriculum. A conference call with the CBOs just occurred to address CBO questions.

RFP 2327 has \$1,000,000 available for up to 6 regions. Proposals are due 07/11/2011. To apply for this solicitation there is a list of pre-qualifications CBOs must fulfill. For contact information and to access the solicitation, visit NYSERDA's Funding Opportunities. The TEP for selecting proposals has been determined, and is expected to occur in late July or early August. CBOs will be notified in August.

GIS MAPPING, Chris Coll, Associate Operations Liaison, Residential Efficiency Services & Rebecca Reed, Project Manager, Energy Analysis

The presentation, which can be found at www.nyserda.org, highlighted a series of maps.

The first map shows CBO areas overlaid with potential environmental justice areas. After the next CBO solicitation is completed the new CBO areas will be added to the map, which can then be used to look at the impact of the CBOs through components such as projects completed and loans originated. Outreach can then be adjusted based on the progress seen per component.

The second map shows Home Performance and Multifamily audit applications through the end of May. Geospatial analysis has been used to see program impact in environmental justice areas. The map shows that out of the 8,000+ applications about 600 are in environmental justice areas. Similar geospatial analysis can be done such as how many applications by CBO, and what type of work is being completed by area. Employment data, income per area, and other similar data can also be overlaid.

The third map shows completed and in progress (approved workscope) Home Performance Projects as of May. This is an example of a map that can be used to monitor program progress and compared to historical activity.

The fourth map shows Home Performance projects by entry type Nov 15 2010 – June 2011. It compares projects which entered through the traditional, original Home Performance with ENERGY STAR Program which ran prior to the start of GJGNY versus projects which entered through GJGNY. This type of map also sets a baseline by showing where work has traditionally been done and where work is as GJGNY progresses.

The fifth map shows Work Force Development training partners across the state. This can be overlaid with unemployment by county to show where training is in relation to employment. The legend shows all of the different categories of training partners. Going forward these terms will be defined.

The maps currently shown are Home Performance focused, due to the larger sample size available, and only for the sake of example. Mapping will be used as a tool for all sectors of GJGNY.

QUESTION: How will mapping be used as a tool, rather than just an alternative to data presented as straight numbers.

RESPONSE: The maps may be used to change where training is occurring and/or to change the messaging of marketing, and to identify and address issues with CBOs. Feedback is welcome if there is other ways one would like to see data visualized

The most time consuming part of creating these maps is geocoding addresses to physically locate them within the state. Spelling errors and discrepancies such as the use of rd instead of road add to the challenge. After geocoding is completed other information can be overlaid more simply.

Tony Joseph, DOL commented that the Governor's Regional Economic Development Councils, at the very least should be overlaid with the CBOS to see where CBO regions overlap with these regions. Useful information might be determined by doing this. \$250 million in funding is being moved through these regions. There are two other reasons for doing this. First, it allows for other information that DOL has to overlay with the maps and could potentially save time geocoding. Secondly, in 6 or 7 months the Councils will probably ask how the program aligns with what they are doing. It would be good to be prepared.

COMMENT: It would be useful to see if/ how a project's size varies by region.

NYSERDA has been working with the Counsel's Office to determine what level of detailed project information can be provided to CBOs. In the past it has been NYSERDA's policy not to give out names and addresses. However, this information could be provided if CBOs entered into confidentiality agreements.

COMMENT: It was suggested that a workgroup or subgroup of the Advisory Council be established to discuss and determine different ways to utilize the analytical power of GIS mapping.

If any members of the Advisory Council would like to be involved with a GIS subgroup they should contact Chris Coll.

PUBLIC INPUT

Chuck Schwartz, from LI Green, who has been a public attendee for many months, commented that he is pleased with how GJGNY has progressed. He also commented that he would like to hear more being discussed about what is occurring in Long Island. Looking at the map only partially captures the meaning of what is occurring on Long Island. GJGNY on Long Island is much different given factors such as 22cent/ kWh electricity.

RESPONSE: At the next meeting there could be an update exclusively on Long Island.

No other public comments were made.

NEXT STEPS

The next Advisory Council meeting is scheduled for September 14th, 2011.

The GJGNY Annual Report will be released October 1st 2011. Before the next Advisory Council meeting, members will receive a draft GJGNY Annual Report and will be asked to provide feedback on the draft report. The report will be bigger than last year's report and incorporate mapping.

The GJGY Monthly Update will be coming out about mid-month rather than the end of the first week, due to the timing of other NYSERDA reporting requirements, of which there are many.