

Small Commercial Energy Efficiency Program

GJGNY Advisory Council Meeting

3.19.13

Small Commercial Energy Efficiency Program

Presentation Overview

Program Progress Update:

- Program Metrics Update
- Expeditor Pilot and Preliminary Implementation Findings
- Evaluation Underway
- Legislative Amendment Proposed
- Lender Outreach

Small Commercial Energy Efficiency Program

Energy Assessment and Financing Metrics

- Completed as of 2/28/13:
 - 1,474 GJGNY-funded energy assessments
 - 672 ARRA-funded energy assessments
 - 13 customer applications submitted and approved for financing
 - 4 loans closed
 - 7 lenders have signed up to offer loans through the Program

Small Commercial Energy Efficiency Program

Expeditor Pilot – Purpose

- Expeditor Pilot launched 2/1/2012 to:
 - “Fill the gap” – provide small commercial customers with implementation assistance
 - Determine which implementation assistance services are most effective
 - Identify the contractor skills required
 - Estimate the cost to provide additional services
- Results inform program design/delivery solicitations/contracts

Small Commercial Energy Efficiency Program

Expeditor Pilot –Preliminary Implementation Findings

- Scope: follow-up with energy assessment participants to offer no-cost implementation assistance
- For those that declined implementation assistance, expeditors asked whether the customer had already implemented some or all of the assessment - recommended improvements

Small Commercial Energy Efficiency Program

Expeditor Pilot –Preliminary Implementation Findings

Small Commercial (SC) customers referred to Expeditors	1,344
SC customers that responded (respondents)	610
Respondents that reported implementing prior to contact	197
Respondents that report no implementation to-date	413
Respondents planning implementation with Expeditor assistance	42

As of 12/15/12

- Evaluation necessary to determine statistically valid implementation rate

Small Commercial Energy Efficiency Program

Program Evaluation Underway

Evaluation Scope:

- Determine size of SC market in NYS
- Identify & assess market and regulatory barriers to Program success and potential program/ outreach solutions
- Identify SC customer motivations and likelihood of implementation
- Find out why few SC customers have taken advantage of available low-interest financing

Small Commercial Energy Efficiency Program

Proposed Amendment to GJGNY Act 2009

- Allow authorized customers who own or lease part of a building to apply
- Align assessment and financing eligibility to allow all customers eligible for financing to also be eligible for energy assessments
- Establish finance cap on a per-project rather than per-applicant basis
- Increase the cap for financing for a non-residential structure from \$50,000 to \$200,000

Small Commercial Energy Efficiency Program

Lender Outreach – A 4-prong approach

- Direct Outreach to Lenders:
 - CDFI Association Conference
 - NYC CDFIs
- Recruitment through Utilities
 - LIPA Energy Efficiency Conference
- Recruitment through EDGE contractors
- Recruitment through CBOs

Contacts

Pete Savio – Program Manager

1.866.693.3732 X 3334

pps@nyserda.ny.gov

Marilyn Dare - Project Manager

1.866.693.3732 X 3348

mjd@nyserda.ny.gov

Kathryn Fantauzzi – Asst. Project Manager

1.866.693.3732 X 3456

kf3@nyserda.ny.gov

Questions?