

Small Commercial Energy Efficiency Program

Update to the GJGNY Advisory Council
5.14.2014

Presentation Overview

Agenda

- Budget Update
- Metrics Update
- Improvements to Small Commercial Energy Assessment Offering
- Upcoming Lender Outreach Activities

Small Commercial Budget Update

Element	Budget	Expended ^a	Encumbered & Committed ^{bc}	Balance	Reallocations	Revised Budget
Workforce Development						
Outreach and Marketing						
Audit and Implementation						
Small Commercial	\$10,400,000	\$3,521,647	6,161,463	716,890	\$600,000	\$11,000,000
Financing						
Small Commercial*	\$13,274,917	\$478,291	285,185	12,511,441	(11,100,000)	\$2,174,917
Total	\$23,674,917	3,999,938	6,446,648	13,228,331	(10,500,000)	13,174,917

* Expended amount is net of loan repayments made through reporting period, for the Small Commercial Energy Efficiency Program.

a Expended: Contractor Invoices and loans processed for payment by NYSERDA.

b Encumbered: Remaining funding obligated under a contract, purchase order, incentive award, or loan.

c Committed: Planned funding for contracts awarded and under negotiation; loans approved; and planned funding under active development through open solicitations with upcoming proposal due dates.

Small Commercial Metrics Update

Small Commercial Energy Assessments

Small Commercial Energy Assessment Update as of April 30, 2014

Funding Source	Applications Received	Audits Completed
GJGNY	2,271	2,031
ARRA*	934	849
Total	3,205	2,880

*ARRA funding was leveraged to offer energy assessments to small business and not-for-profit organizations that are eligible for GJGNY financing but are ineligible for a GJGNY audit because they have more than 10 employees. ARRA funding expired in September 2013.

Small Commercial Metrics Update

Small Commercial Financing

Small Commercial Financing Application Update as of April 30, 2014

Loan Type	Applications Approved	Potential NYSERDA Loan Value	Potential Total Loan Value
Participation Loan	27	\$535,206	\$1,081,416
On-Bill Recovery	16	\$512,169	\$512,169

*Each application is reviewed for Participation Loan and On-Bill Recovery Financing eligibility

Small Commercial Metrics Update

Small Commercial Financing

Small Commercial Closed Loan Update as of April 30, 2014

Loan Type	Number of Loans	NYSERDA Loan Value	Total Loan Value
Participation Loan	8	\$200,734	\$440,248
On-Bill Recovery	2	\$63,320	\$63,320
Total	10	\$264,054	\$503,568

Small Commercial Metrics Update

Small Commercial Financing

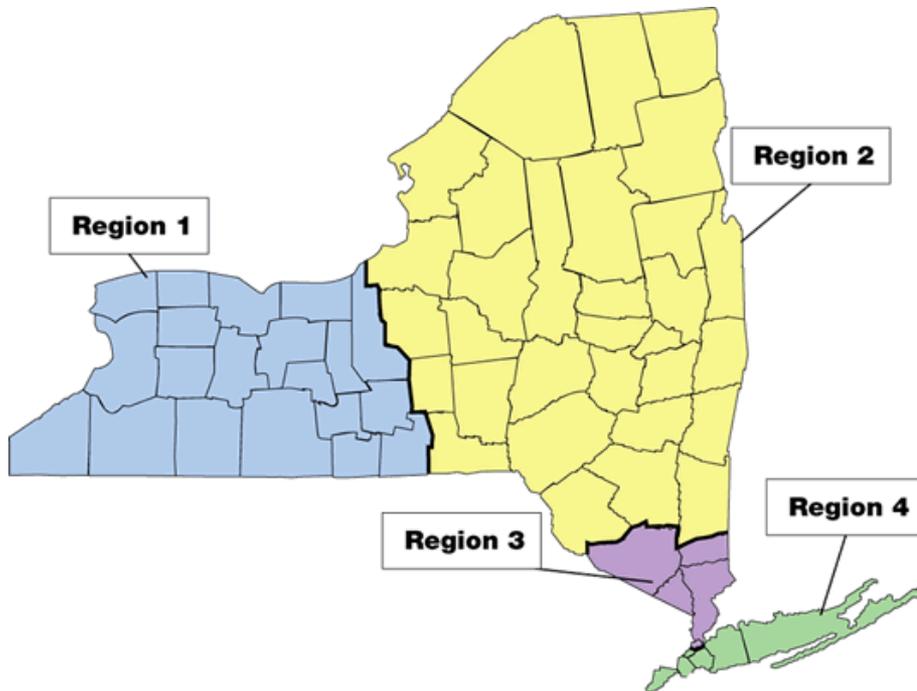
- The Small Commercial Energy Efficiency Program currently has 11 participating lenders
- The Current List of Participating Lenders can be found on the Program webpage:

<http://www.nyserda.ny.gov/-/media/Files/EERP/GJGNY/Small-Business/GJGNY-participation-list.pdf>

Small Commercial Energy Assessments

New Energy Assessment Contractors

- Four regional energy assessment contractors were competitively selected to serve customers



Region 1: GDS Associates

Region 2 - L&S Energy Services

Region 3 -Daylight Savings Company

Region 4 – TRC Energy Services

www.nyserda.ny.gov/small-commercial-energy-assessment

Small Commercial Energy Assessments

New Program Elements

- Targeted Outreach Plans
- Improved Implementation and Technical Assistance
- Goals:
 - Identify eligible customers likely to implement projects
 - Provide technical assistance to encourage project implementation
 - Help customers access low-interest energy efficiency financing and incentives

Small Commercial Financing

PON 2293 Planned Revisions

- Expanding lender eligibility to allow local development corporations to partner with the Program
- Increasing OBR interest rate from 2.5% to 3.0% to reflect market conditions
- Modifying loan fee structure for OBR lenders
 - Providing origination fee of 1.5% of the loan amount
 - Providing closing fee of \$250
- Adding solar photovoltaic (PV) as measure eligible for small commercial financing

Small Commercial Financing

Upcoming Lender Outreach

- Conducting market research with participating and non-participating lenders
- Holding three regional Lender Round Tables to be held across the state

Thank you!

Questions?