



NYSERDA

Green Jobs - Green New York (GJGNY) Low-to-Moderate Income (LMI) Working Group

June 30, 2015

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Residential Loan Summary

GJGNY Residential Loans Issued

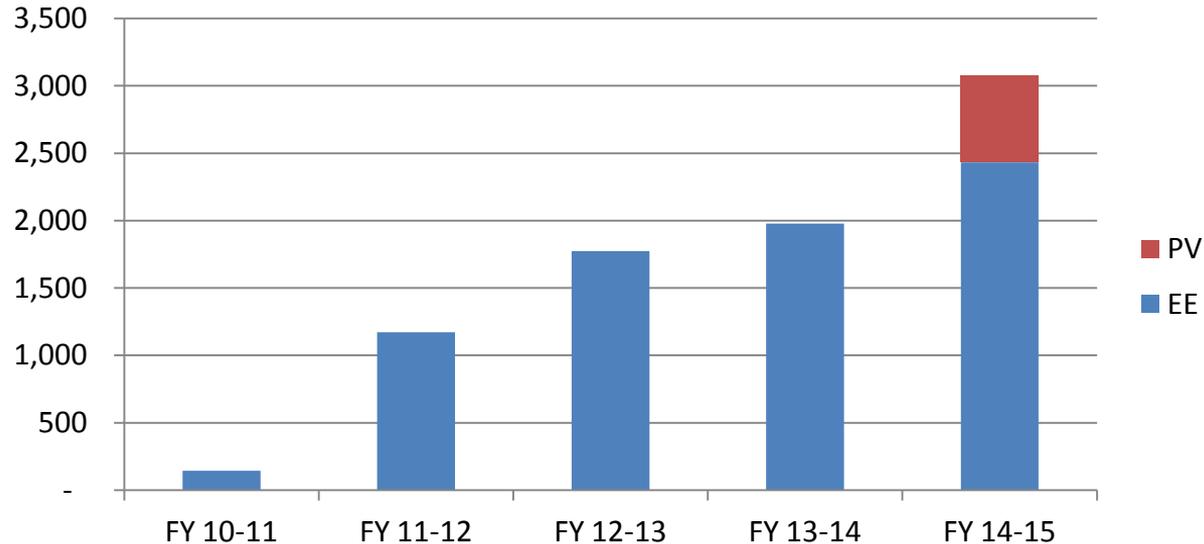
All Loans (As of 3/31/15)

<u>Purpose</u>	<u>Consumer Income</u>	<u>Underwriting</u>	<u>Count</u>	<u>Avg Loan</u>	<u>Total Loans Issued</u>
EE	LMI	Tier 1	1,658	\$7,424	\$12,308,779
		Tier 2	485	\$7,859	\$3,811,650
	LMI Total		2,143	\$7,522	\$16,120,429
Mkt Rate		Tier 1	4,973	\$10,869	\$54,053,111
		Tier 2	384	\$11,825	\$4,540,975
	Mkt Rate Total		5,357	\$10,938	\$58,594,086
EE Total			7,500	\$9,962	\$74,714,515
PV		Tier 1	564	\$16,931	\$9,549,103
		Tier 2	80	\$17,414	\$1,393,122
PV Total			644	\$16,991	\$10,942,224
Grand Total			8,144	\$10,518	\$85,656,739



GJGNY Residential Loans Issued by Year

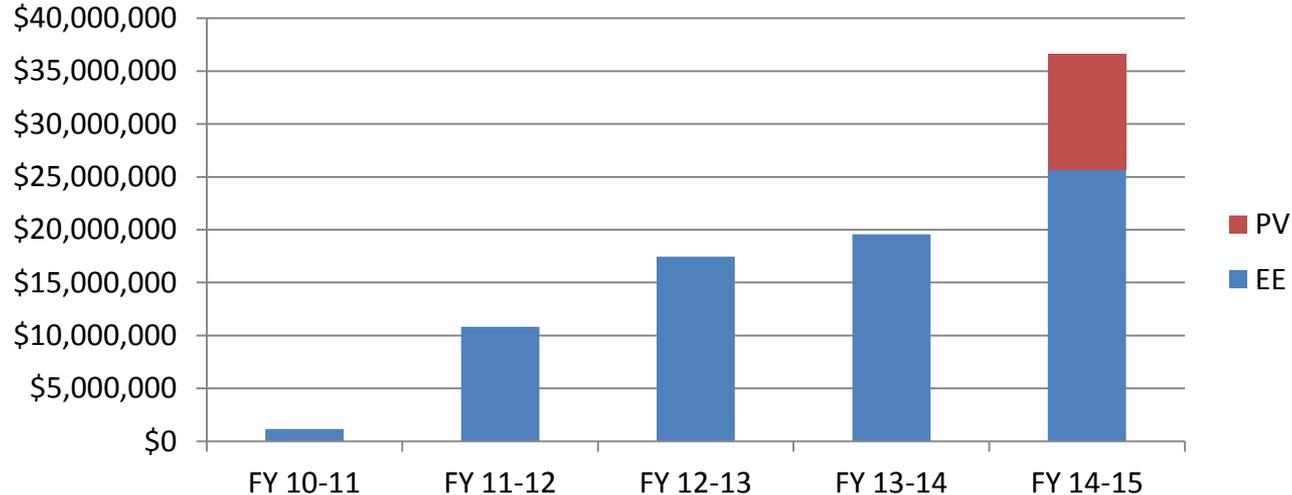
Number of All Loans



<u>Purpose</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
EE	143	1,171	1,775	1,979	2,432	7,500
PV					644	644
Grand Total	143	1,171	1,775	1,979	3,076	8,144

GJGNY Residential Loans Issued by Year

Dollar Value of All Loans



<u>Purpose</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
EE	\$1,155,231	\$10,834,079	\$17,451,731	\$19,581,049	\$25,692,425	\$74,714,515
PV					\$10,942,224	\$10,942,224
Grand Total	\$1,155,231	\$10,834,079	\$17,451,731	\$19,581,049	\$36,634,650	\$85,656,739

GJGNY Residential Loans Context

All Loans

NY-Sun Applications for 2014

Leased systems	9,211
Purchased systems	<u>4,797</u>
Total Applications	14,008
Application using GJGNY financing	1,258
Percent of Purchased systems using GJGNY financing	26%
Percent of 2014 Total Applications using GJGNY financing	9%

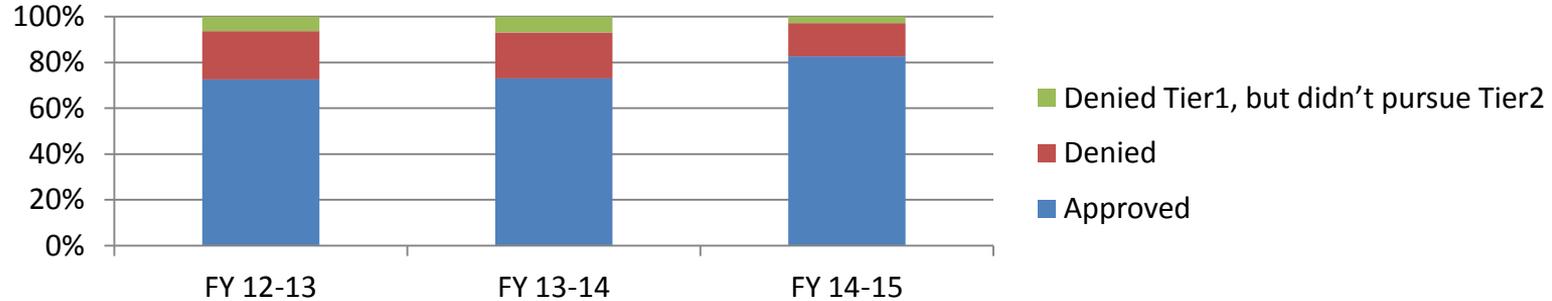
Energy Efficiency Projects – FY 14-15

Total Completed Projects	6,296
GJGNY Loans Issued	2,342
Percent of projects using GJGNY financing	37%

GJGNY Residential Loan Underwriting Performance History

GJGNY Residential Loan Underwriting Performance History

All Loans



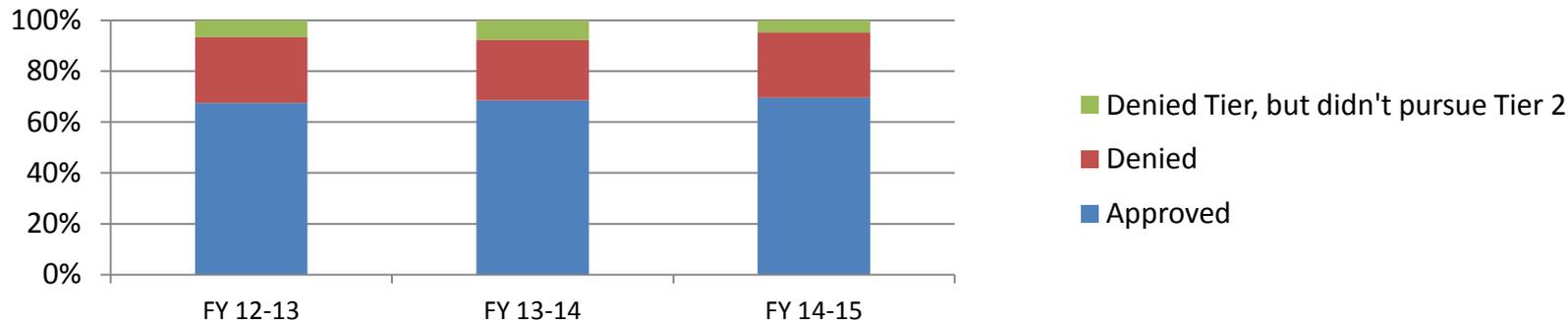
	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Cumulative%</u>	<u>Cumulative#</u>
Approved	72.7%	73.1%	82.7%	74.9%	15,045
Denied	21.0%	20.0%	14.5%	19.6%	3,938
Denied Tier1, but didn't pursue Tier2	6.3%	6.9%	2.8%	5.5%	1,102
Total	100.0%	100.0%	100.0%	100.0%	20,085

Reason for Denial:

DTI	30.9%	38.5%	27.9%	34.7%	1,750
FICO	37.2%	28.0%	29.4%	29.9%	1,505
Bankruptcy history	13.0%	12.0%	6.7%	11.9%	601
Judgments/collections	17.7%	20.7%	33.5%	21.8%	1,098
Other	1.2%	0.8%	2.4%	1.7%	86
Total	100.0%	100.0%	100.0%	100.0%	5,040

GJGNY Underwriting Performance History

LMI Loans (EE Only)



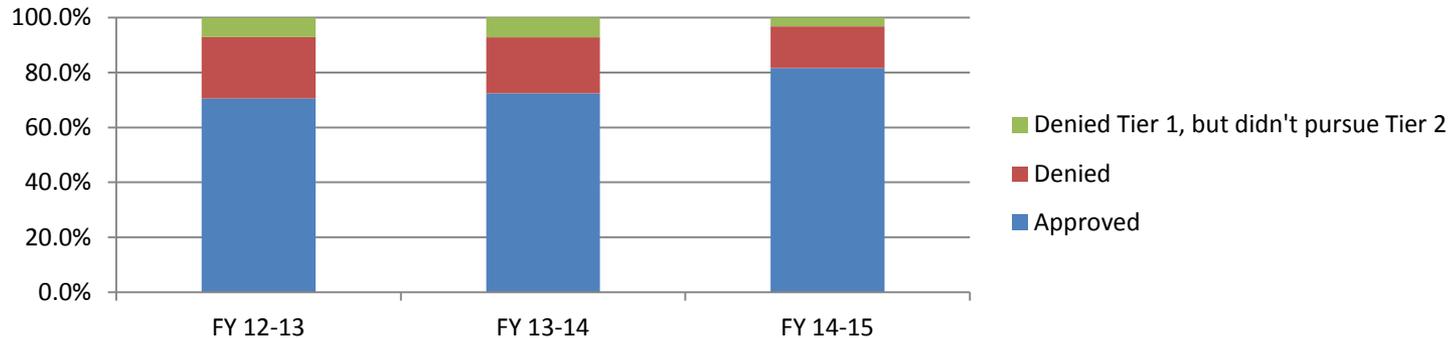
	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Cumulative %</u>	<u>Cumulative #</u>
Approved	67.5%	68.5%	69.7%	68.4%	3,367
Denied	26.0%	23.8%	25.6%	25.4%	1,249
Denied Tier 1, but didn't pursue Tier 2	<u>6.5%</u>	<u>7.7%</u>	<u>4.7%</u>	<u>6.2%</u>	<u>305</u>
Total	100.0%	100.0%	100.0%	100.0%	4,921

Reason for Denial

	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Cumulative %</u>	<u>Cumulative #</u>
DTI	30.6%	41.5%	34.9%	38.1%	592
FICO	33.1%	26.7%	29.7%	28.4%	441
Bankruptcy/Foreclosure/Repossession	16.4%	12.2%	6.2%	11.5%	179
Judgments/Collections	19.1%	19.1%	28.4%	21.1%	328
Other	<u>0.8%</u>	<u>0.5%</u>	<u>0.8%</u>	<u>0.9%</u>	<u>14</u>
Total	100.0%	100.0%	100.0%	100.0%	1,554

GJGNY Underwriting Performance History

Market Rate Loans (EE only)



	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Cumulative %</u>	<u>Cumulative #</u>
Approved	70.6%	72.4%	81.6%	71.9%	9,619
Denied	22.3%	20.4%	15.2%	21.7%	2,910
Denied Tier 1, but didn't pursue Tier 2	7.1%	7.3%	3.2%	6.4%	858
Total	100.0%	100.0%	100.0%	100.0%	13,387

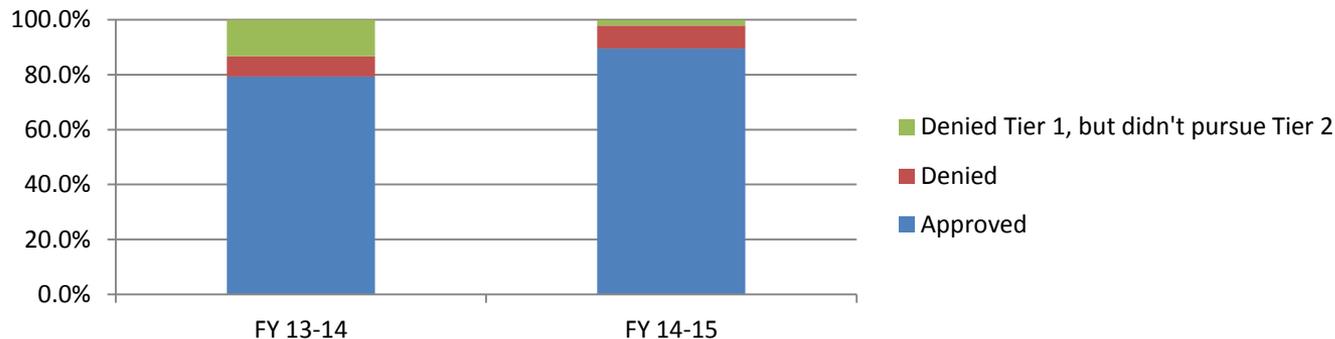
Reason for Denial

	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Cumulative %</u>	<u>Cumulative #</u>
DTI	31.0%	35.7%	23.9%	33.4%	1,260
FICO	38.3%	28.8%	32.9%	31.6%	1,191
Bankruptcy/Foreclosure/Repossession	12.3%	12.1%	7.3%	12.7%	477
Judgments/Collections	17.3%	22.6%	33.5%	20.7%	779
Other	1.1%	0.9%	2.4%	1.6%	61
Total	100.0%	100.0%	100.0%	100.0%	3,768



GJGNY Underwriting Performance History

Market Rate Loans (PV only)



	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Cumulative %</u>	<u>Cumulative #</u>
Approved	0.0%	79.3%	89.5%	89.1%	2,849
Denied	0.0%	7.4%	8.4%	8.4%	268
Denied Tier 1, but didn't pursue Tier 2	0.0%	13.3%	2.0%	2.5%	80
Total	0.0%	100.0%	100.0%	100.0%	3,197

Reason for Denial

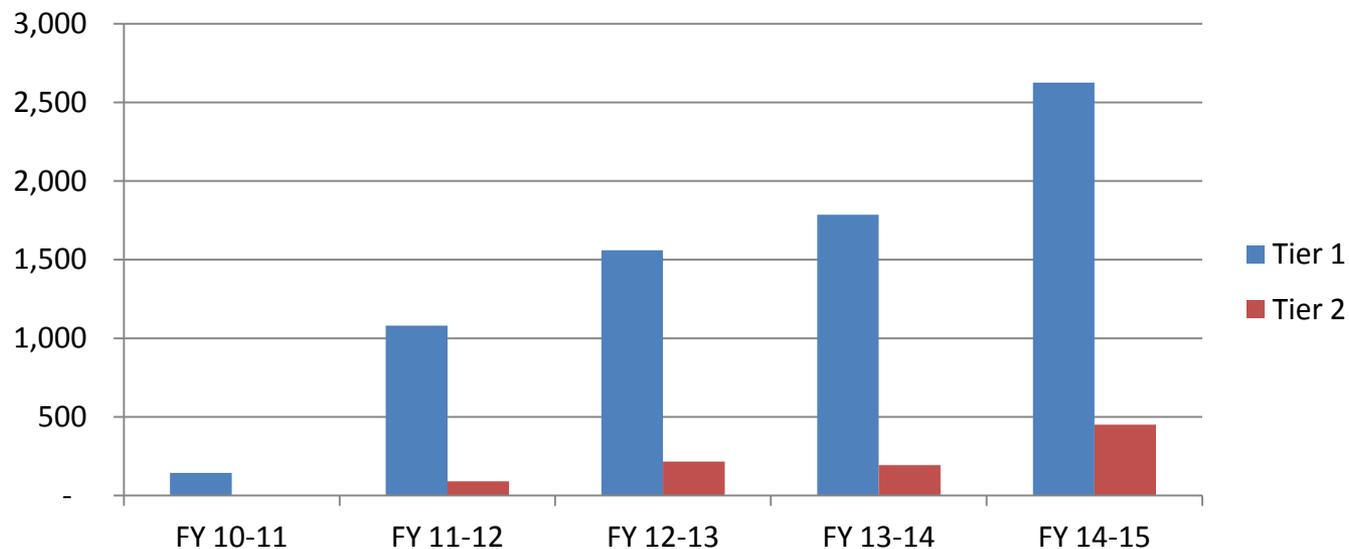
DTI	0.0%	39.3%	32.8%	33.3%	116
FICO	0.0%	14.3%	20.9%	20.4%	71
Bankruptcy/Foreclosure/Repossession	0.0%	25.0%	6.6%	8.0%	28
Judgments/Collections	0.0%	21.4%	35.0%	33.9%	118
Other	0.0%	0.0%	4.7%	4.3%	15
Total	0.0%	100.0%	100.0%	100.0%	348



GJGNY Residential Loans by Underwriting Tier

GJGNY Loans by Underwriting Tier

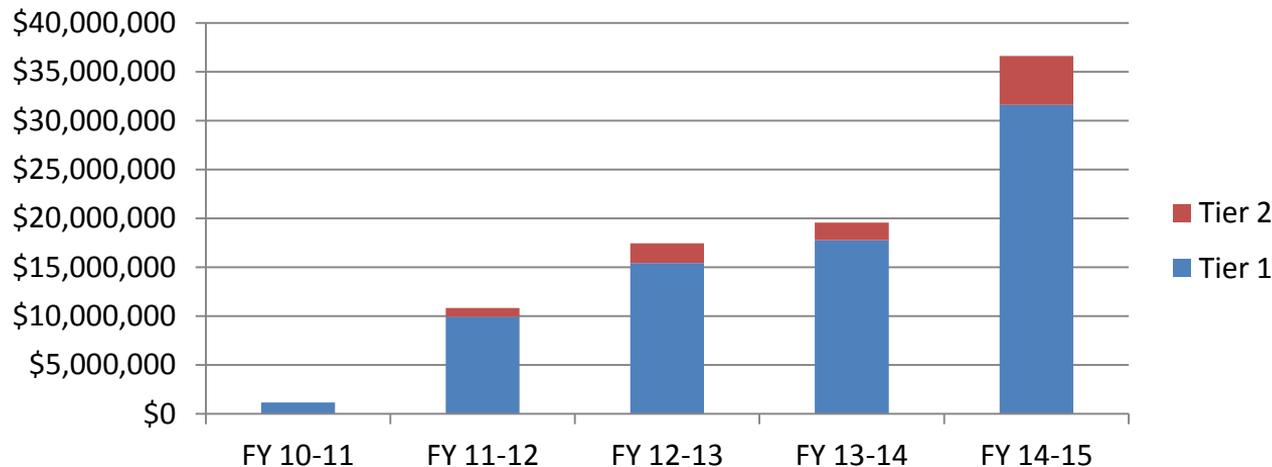
Number of All Loans



<u>Underwriting</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
Tier 1	143	1,081	1,560	1,786	2,625	7,195
Tier 2		90	215	193	451	949
Grand Total	143	1,171	1,775	1,979	3,076	8,144

Loans by Underwriting Tier

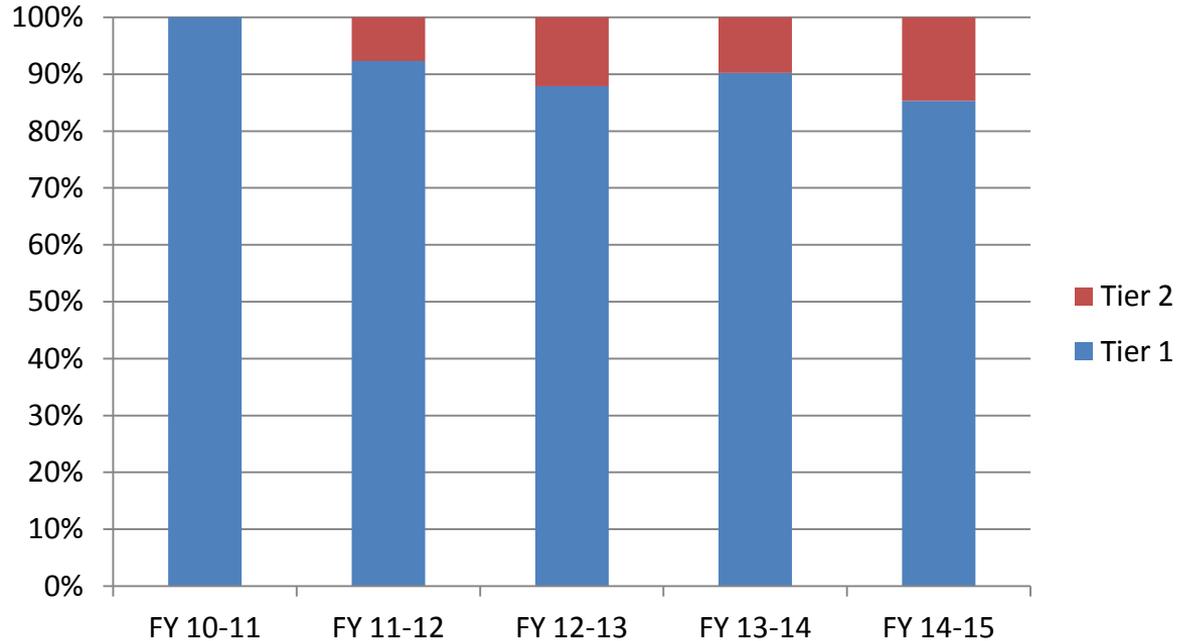
Dollar Value of All Loans



<u>Underwriting</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
Tier 1	\$1,155,231	\$9,925,307	\$15,438,645	\$17,771,192	\$31,620,617	\$75,910,992
Tier 2		\$908,771	\$2,013,085	\$1,809,857	\$5,014,033	\$9,745,747
Grand Total	\$1,155,231	\$10,834,079	\$17,451,731	\$19,581,049	\$36,634,650	\$85,656,739

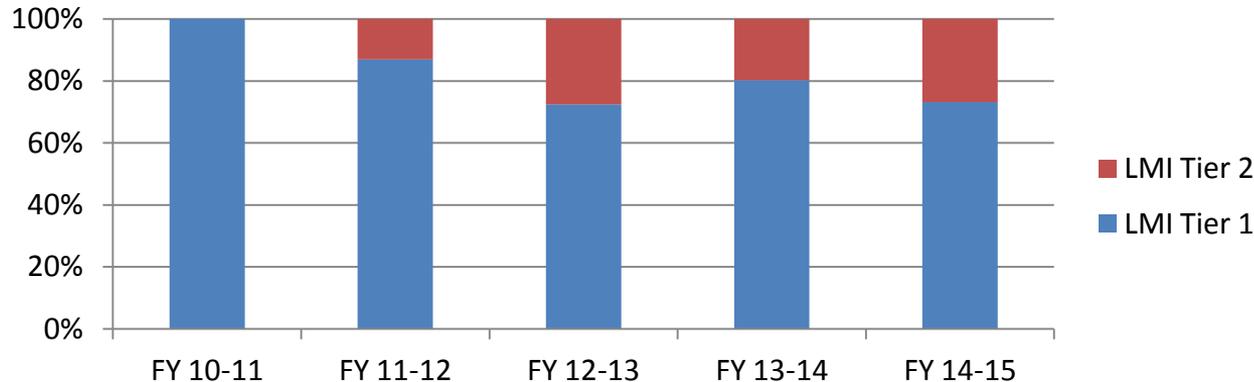
Percent of GJGNY Loans by Underwriting Tier

All Loans



GJGNY Loans by Underwriting Tier

LMI Loans (EE only)

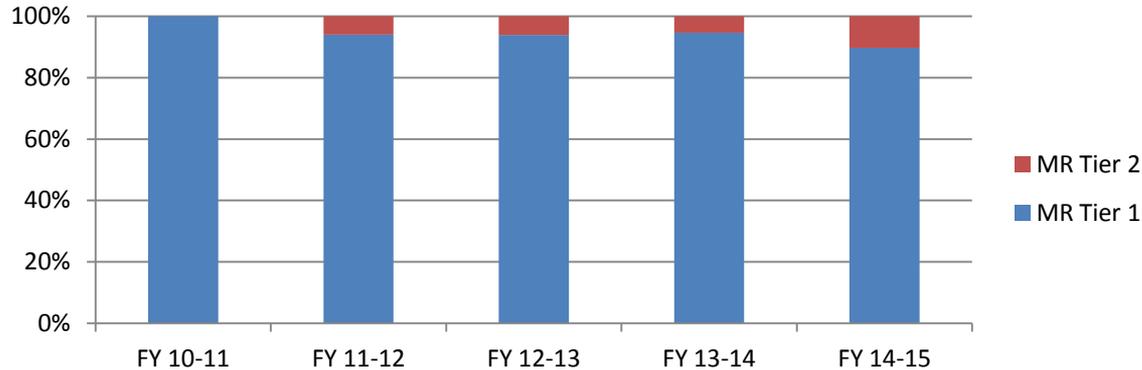


<u>Income</u>	<u>Underwriting</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
LMI	Tier 1	\$294,116	\$1,602,079	\$2,634,854	\$3,767,675	\$4,010,055	\$12,308,779
	Tier 2		\$277,562	\$1,113,490	\$931,656	\$1,488,941	\$3,811,650

<u>Income</u>	<u>Underwriting</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
LMI	Tier 1	46	241	357	485	529	1,658
	Tier 2		36	136	119	194	485

GJGNY Loans by Underwriting Tier

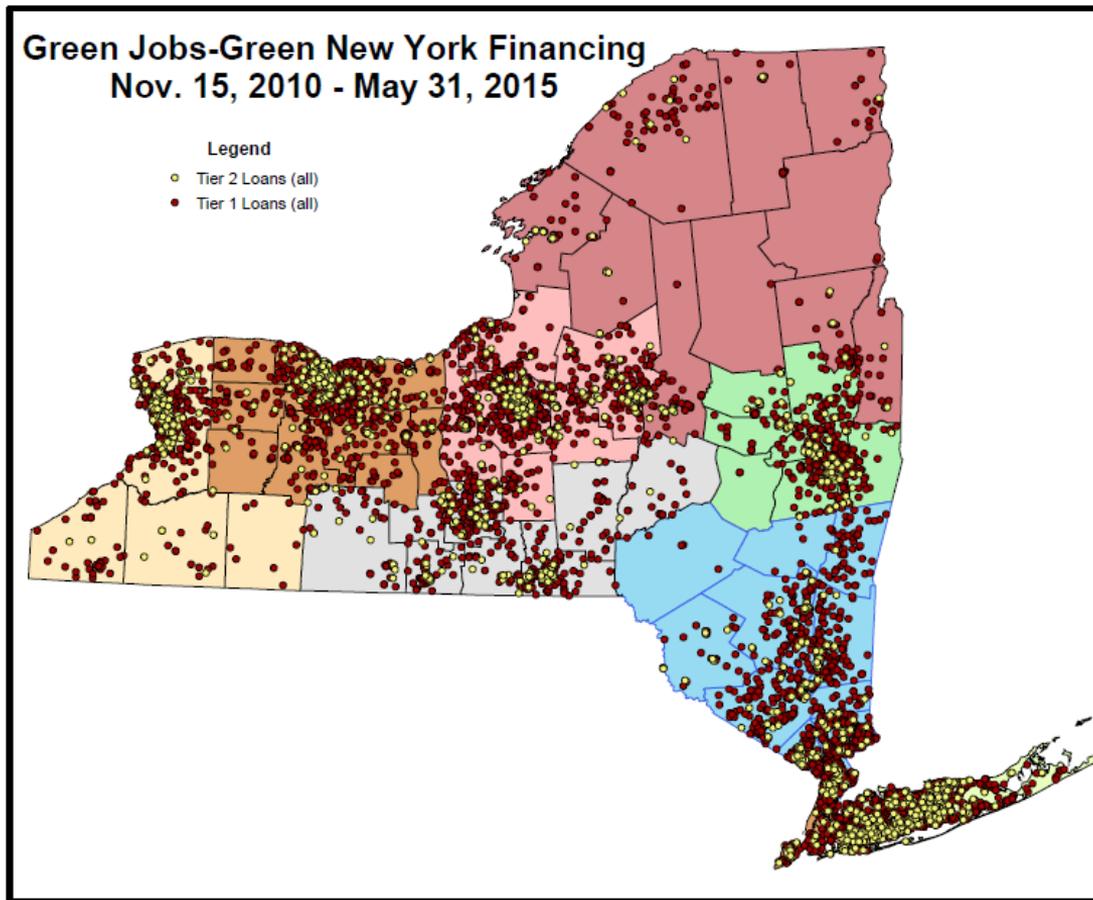
Market Rate Loans (EE only)



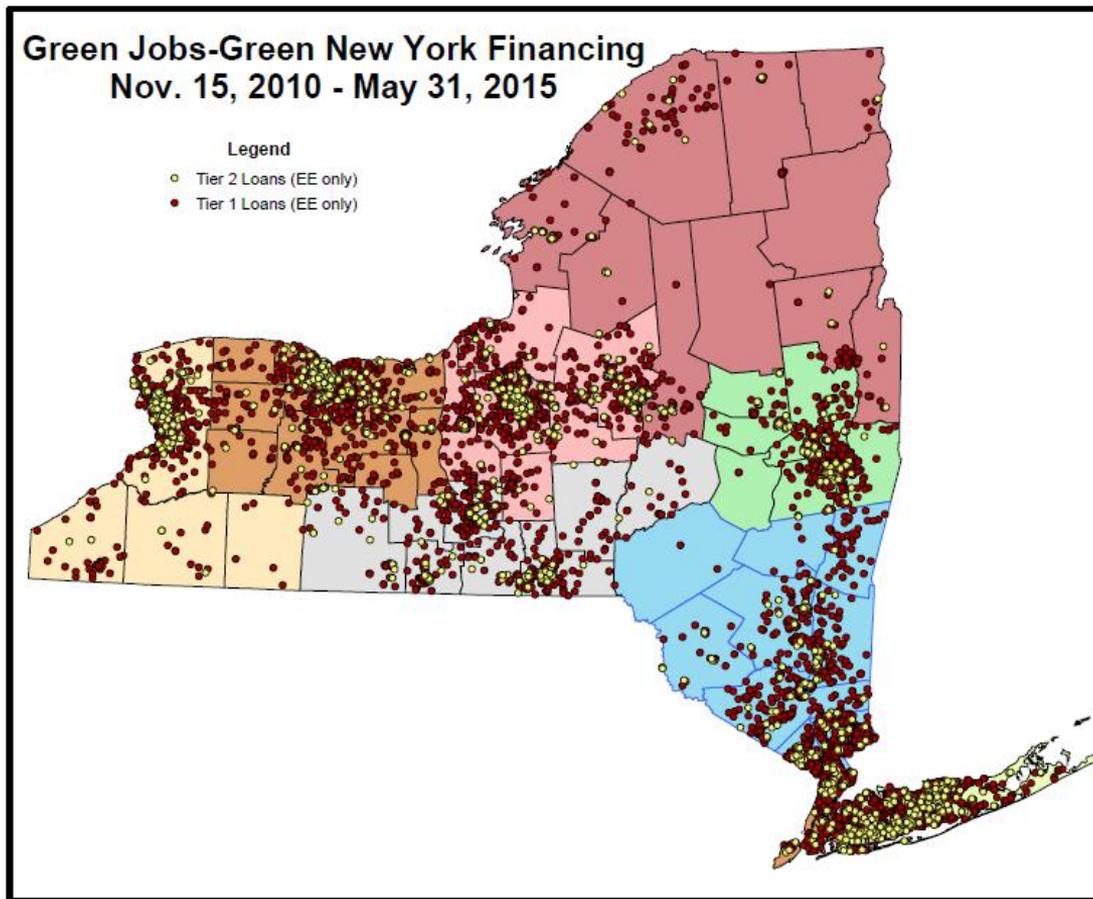
<u>Income</u>	<u>Underwriting</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
Mkt Rate	Tier 1	\$861,115	\$8,323,228	\$12,803,791	\$14,003,517	\$18,061,459	\$54,053,111
	Tier 2		\$631,209	\$899,595	\$878,201	\$2,131,970	\$4,540,975

<u>Income</u>	<u>Underwriting</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
Mkt Rate	Tier 1	97	840	1,203	1,301	1,532	4,973
	Tier 2		54	79	74	177	384

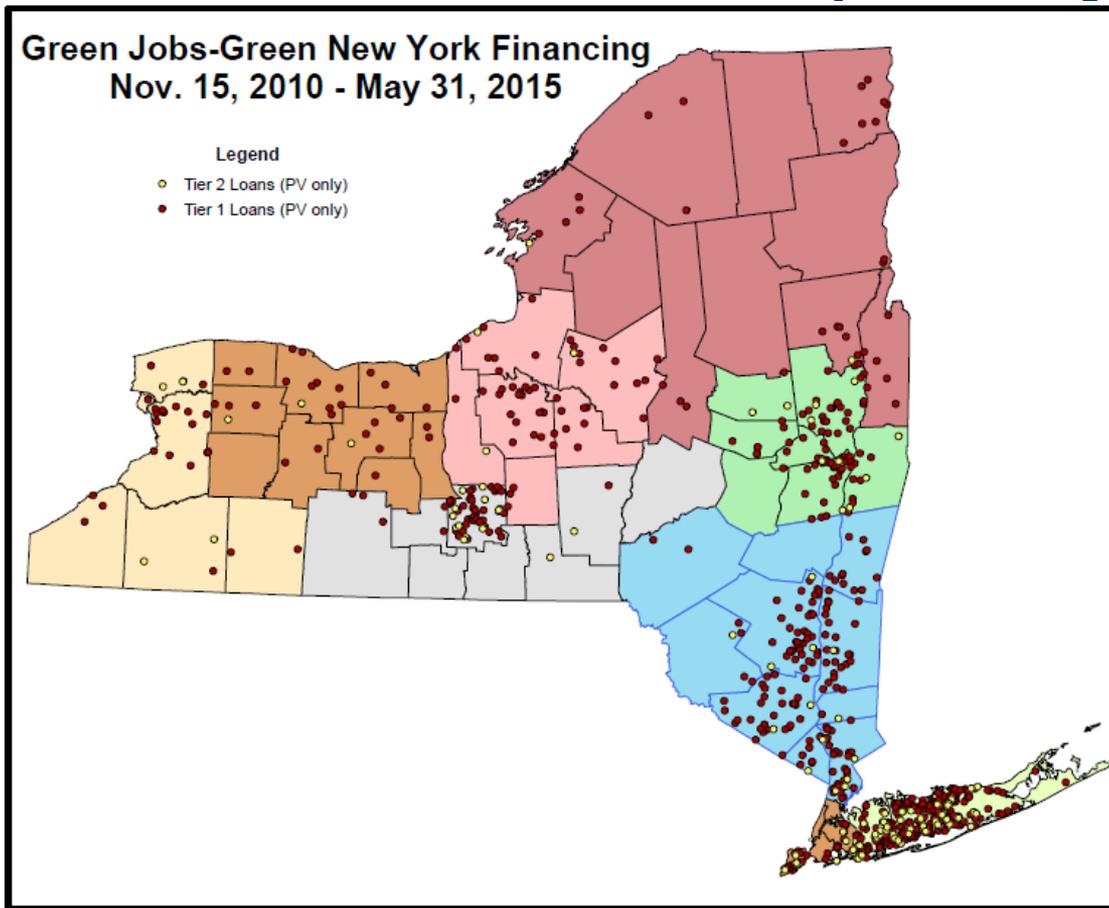
Tier 1 and Tier 2 Loans (All)



Tier 1 and Tier 2 Loans (EE only)



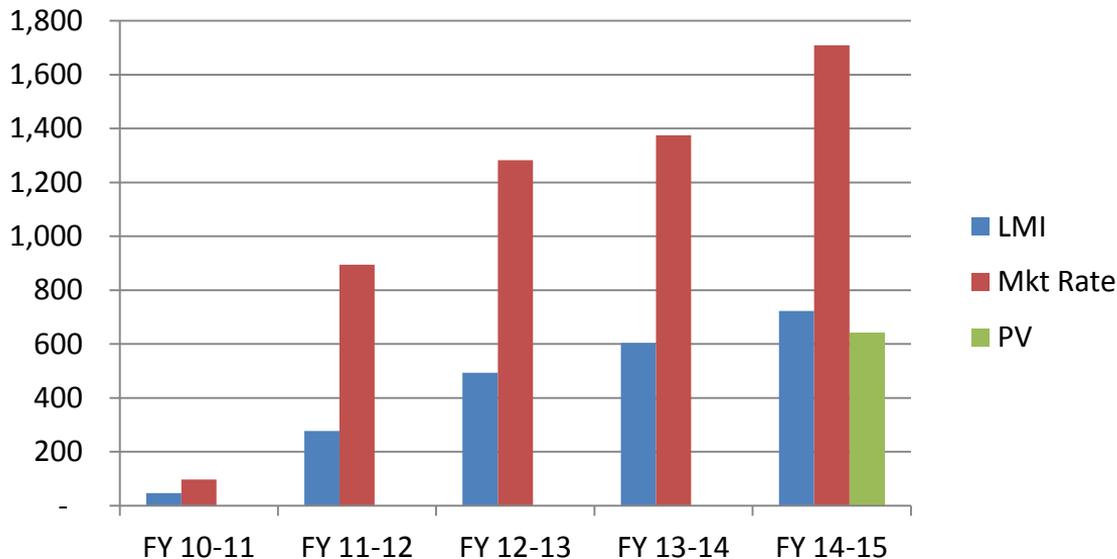
Tier 1 and Tier 2 Loans (PV only)



GJGNY Residential Loans by Income Level

GJGNY Residential Loans by Income Level

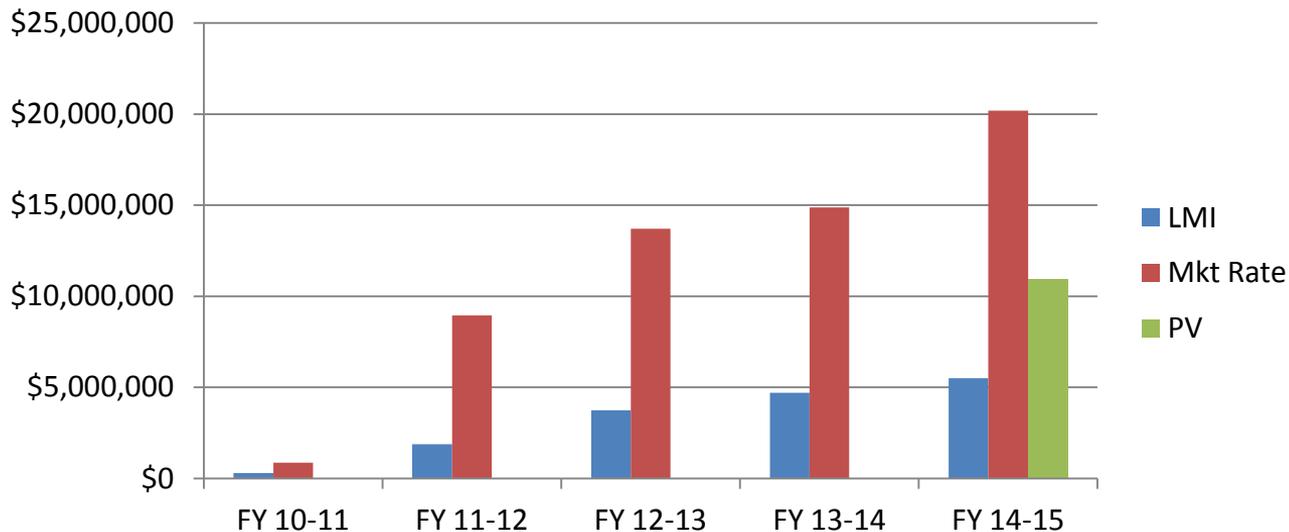
Number of All Loans



<u>Income</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
LMI	46	277	493	604	723	2,143
Mkt Rate	97	894	1,282	1,375	1,709	5,357
PV					644	644
Grand Total	143	1,171	1,775	1,979	3,076	8,144

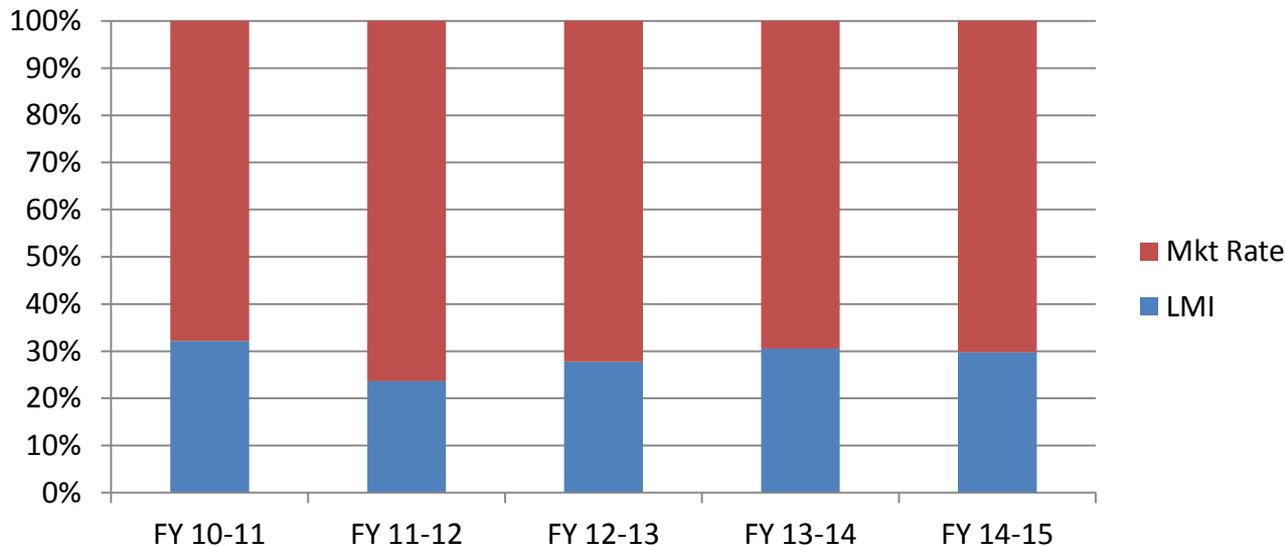
GJGNY Loans by Income Level

Dollar value of All Loans



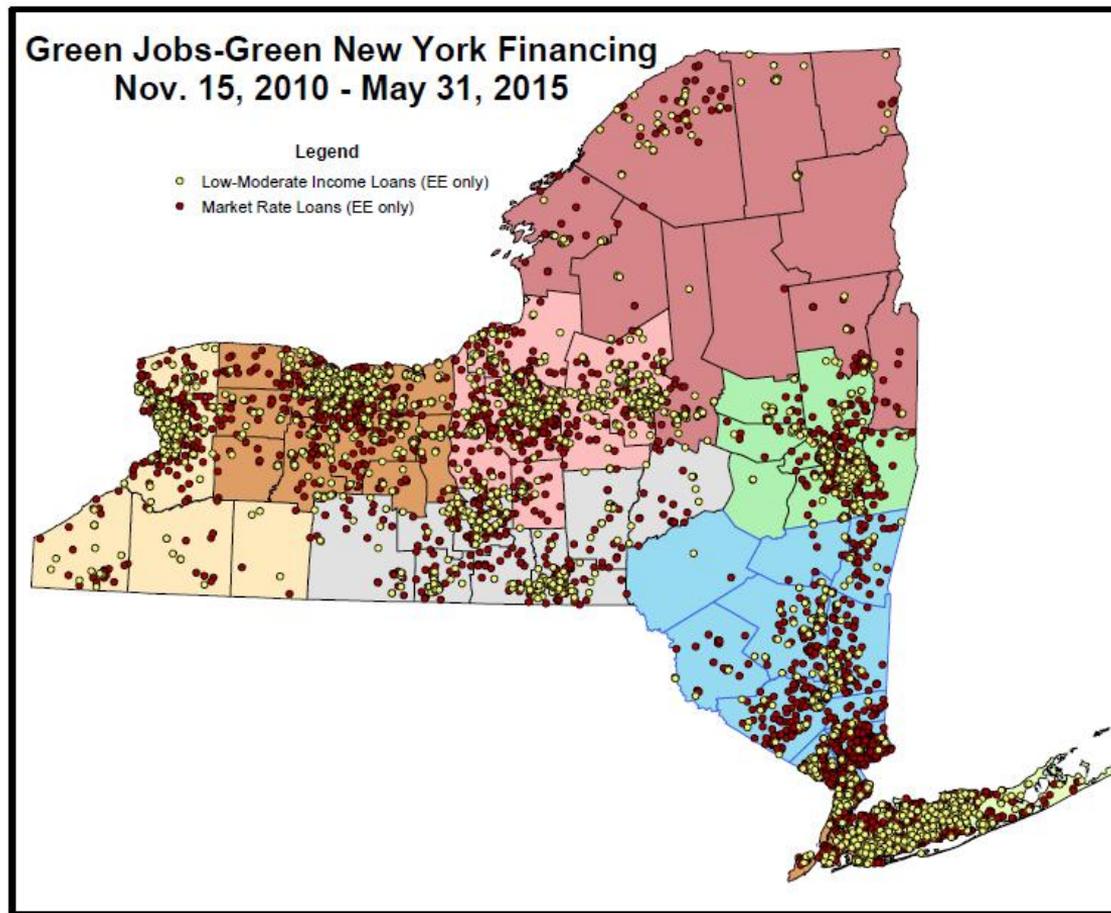
<u>Income</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
LMI	\$294,116	\$1,879,641	\$3,748,344	\$4,699,331	\$5,498,997	\$16,120,429
Mkt Rate	\$861,115	\$8,954,438	\$13,703,386	\$14,881,718	\$20,193,429	\$58,594,086
PV					\$10,942,224	\$10,942,224
Grand Total	\$1,155,231	\$10,834,079	\$17,451,731	\$19,581,049	\$36,634,650	\$85,656,739

GJNGY Percent of Loans by Income Level (EE Only)



<u>Income</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
LMI	46	277	493	604	723	2,143
Mkt Rate	97	894	1,282	1,375	1,709	5,357
PV					644	644
Grand Total	143	1,171	1,775	1,979	3,076	8,144

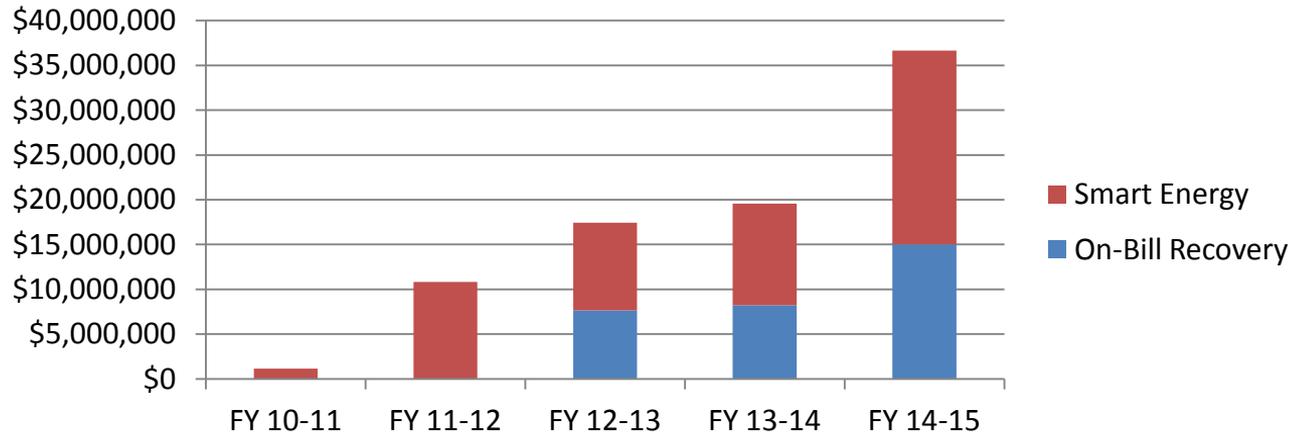
Market Rate and Low-Moderate Income Loans (EE only)



GJGNY Residential Loans by Loan Type

GJGNY Loans by Loan Type

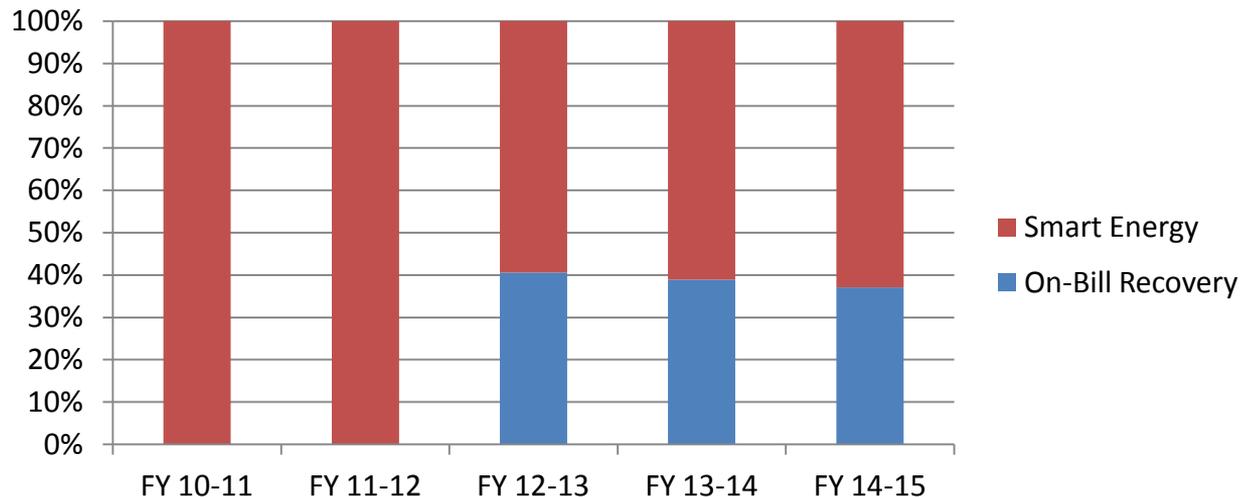
All Loans



<u>Loan Type</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
On-Bill Recovery			\$7,643,125	\$8,232,743	\$15,032,336	\$30,908,203
Smart Energy	\$1,155,231	\$10,834,079	\$9,808,606	\$11,348,306	\$21,602,314	\$54,748,536
Grand Total	\$1,155,231	\$10,834,079	\$17,451,731	\$19,581,049	\$36,634,650	\$85,656,739

GJGNY Loans by Loan Type

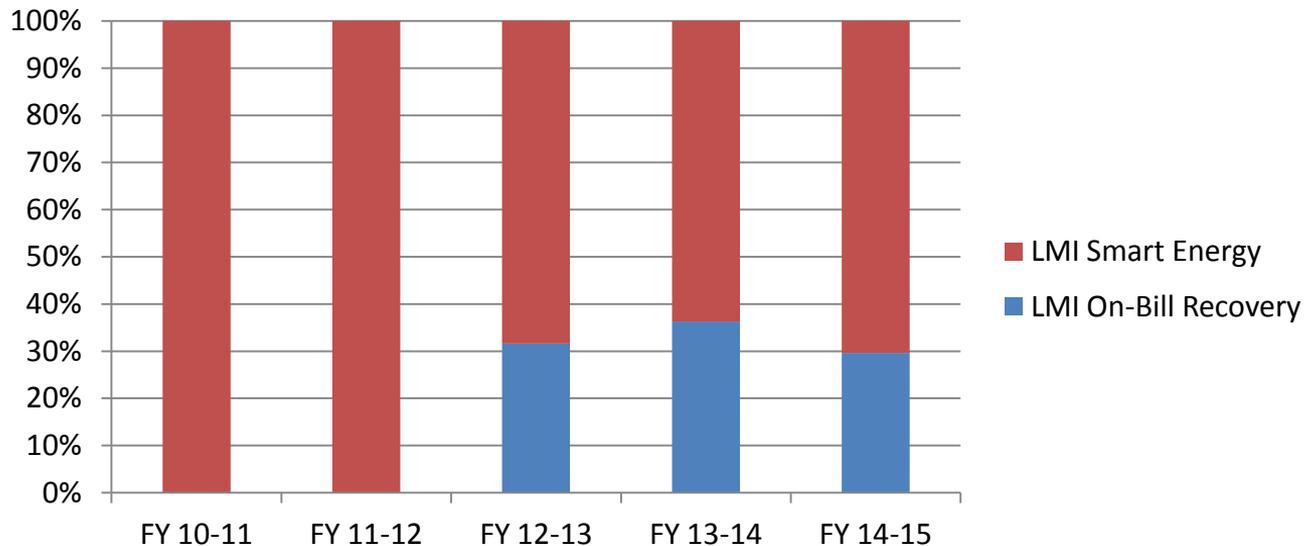
All Loans



<u>Loan Type</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
On-Bill Recovery			720	770	1,140	2,630
Smart Energy	143	1,171	1,055	1,209	1,936	5,514
Grand Total	143	1,171	1,775	1,979	3,076	8,144

GJGNY Loans by Loan Type (EE only)

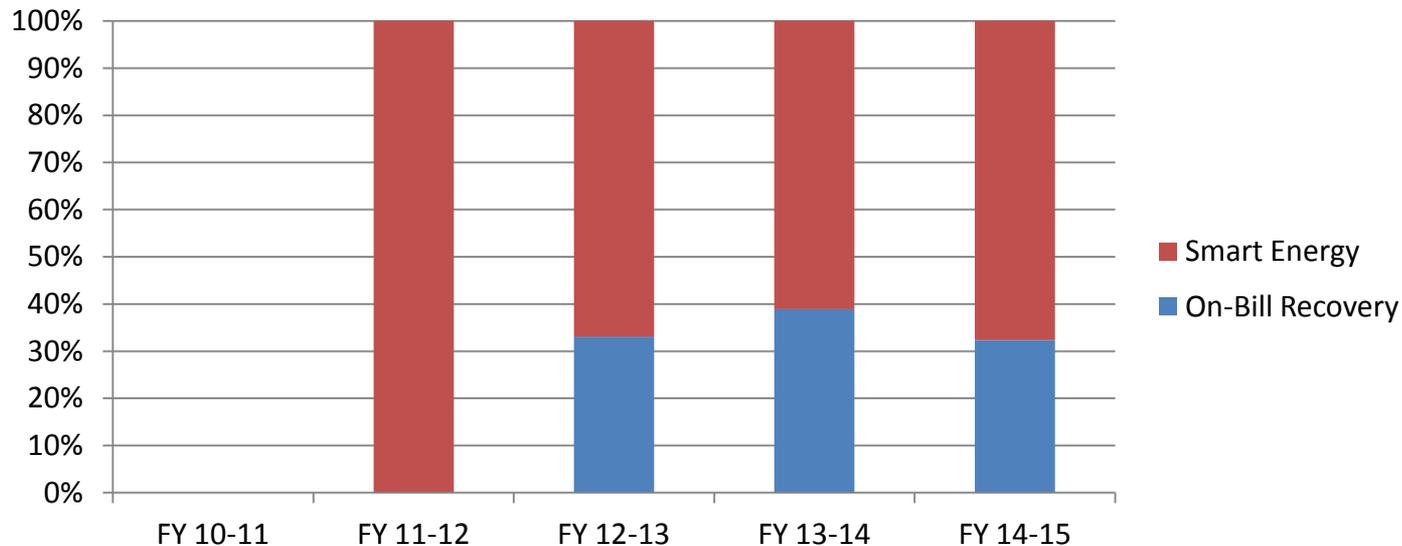
LMI Loans



<u>Income</u>	<u>Loan Type</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
LMI	On-Bill Recovery			156	219	214	589
	Smart Energy	46	277	337	385	509	1,554

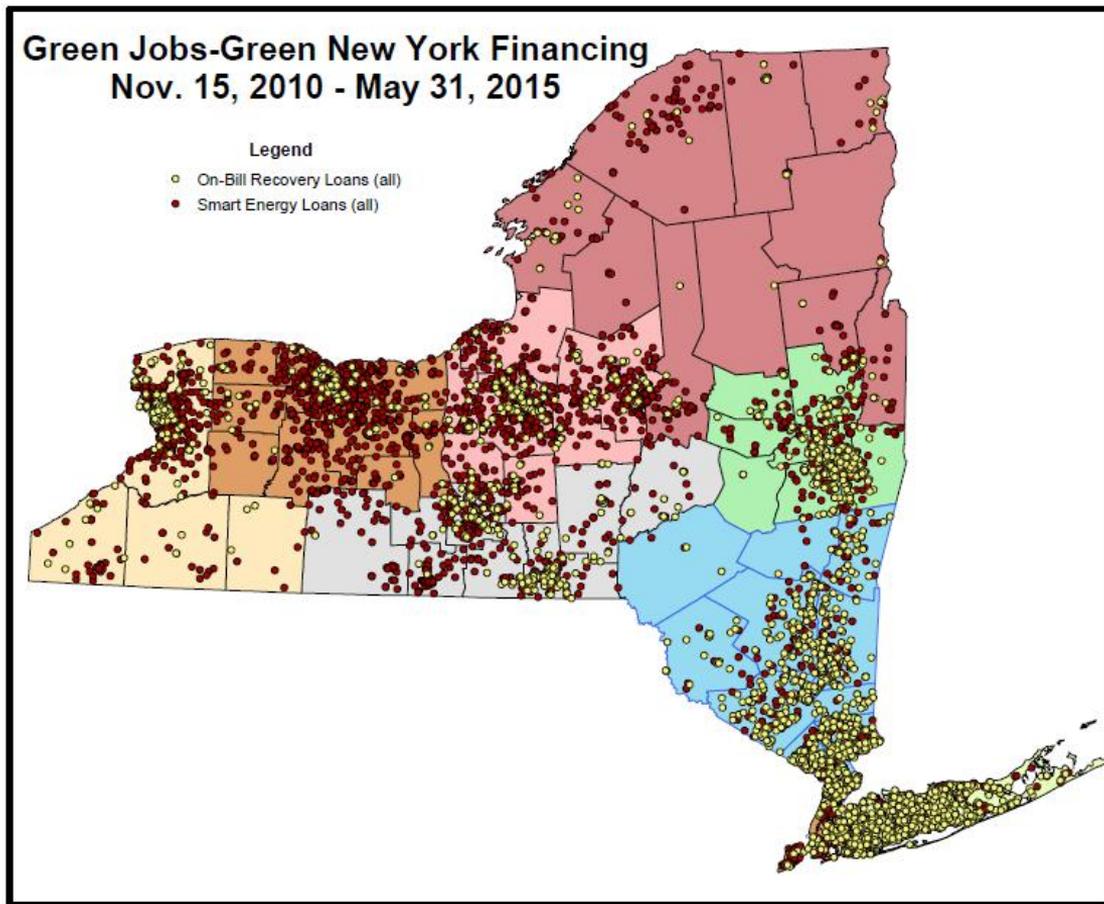
GJGNY Loans by Loan Type

Tier 2 Loans

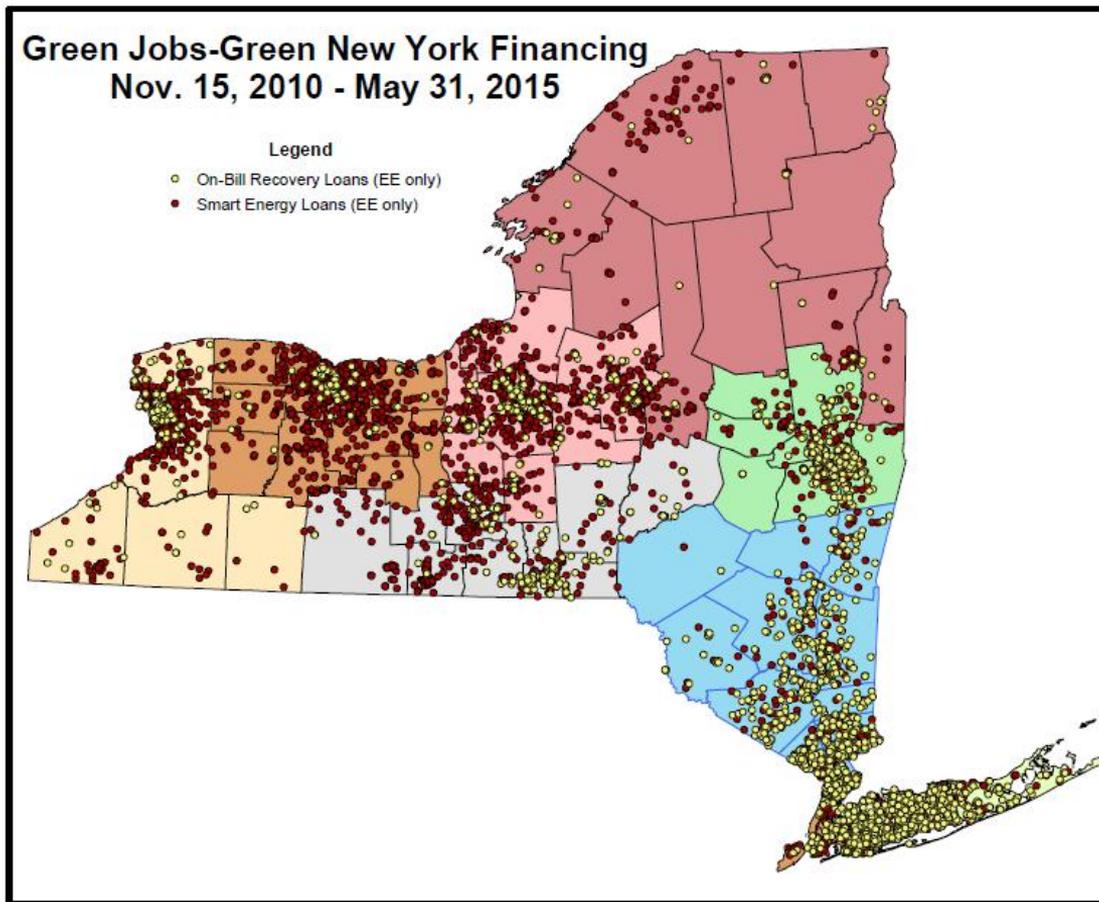


<u>Loan Type</u>	<u>FY 10-11</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
On-Bill Recovery			71	75	146	292
Smart Energy		90	144	118	305	657
Grand Total	-	90	215	193	451	949

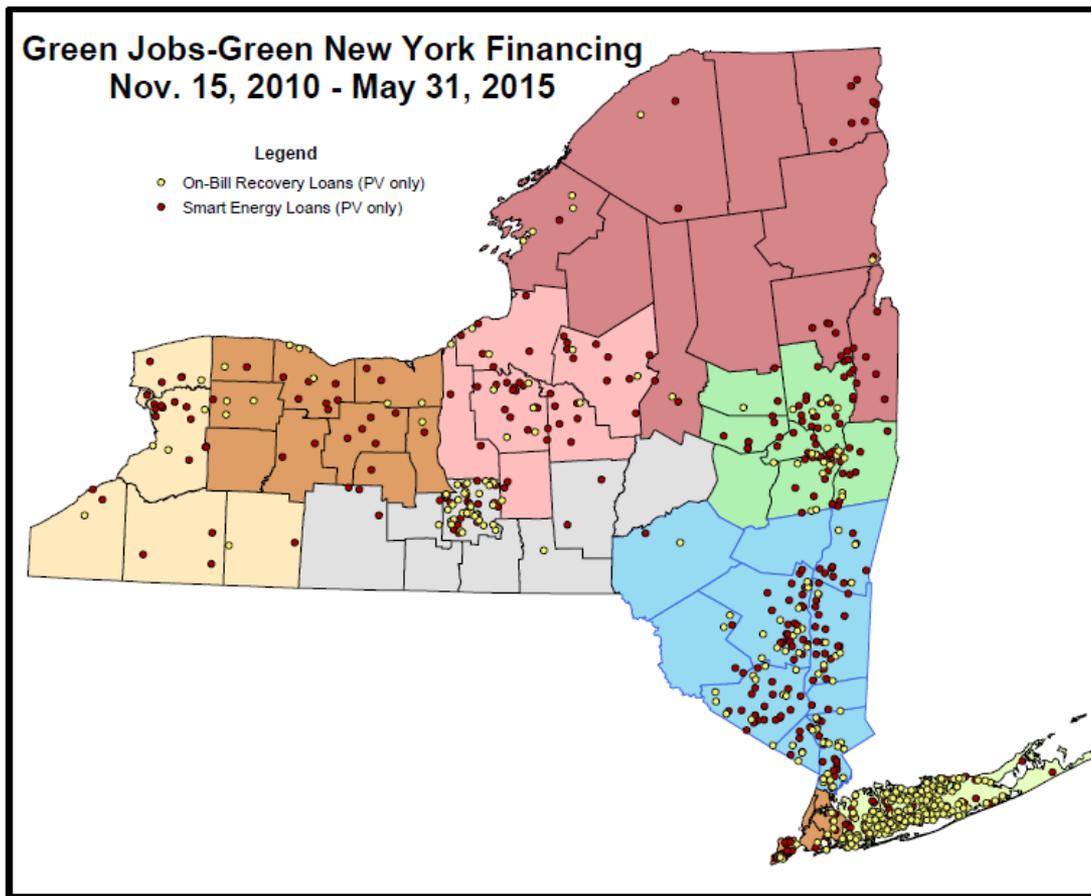
Smart Energy and On-Bill Recovery Loans (All)



Smart Energy and On-Bill Recovery Loans (EE only)

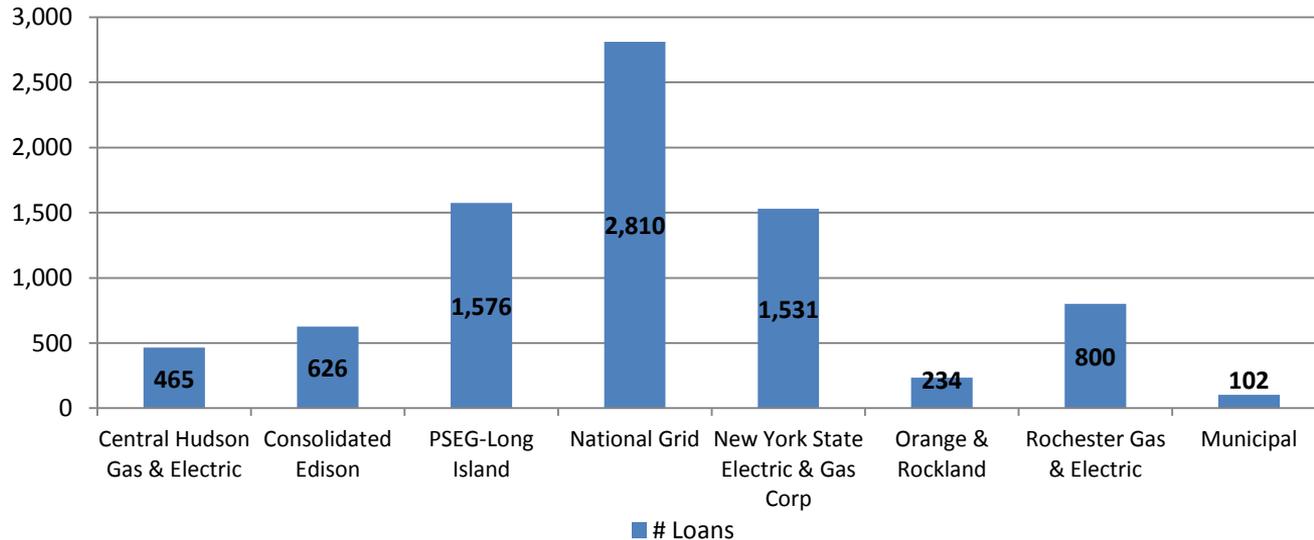


Smart Energy and On-Bill Recovery (PV only) Loans



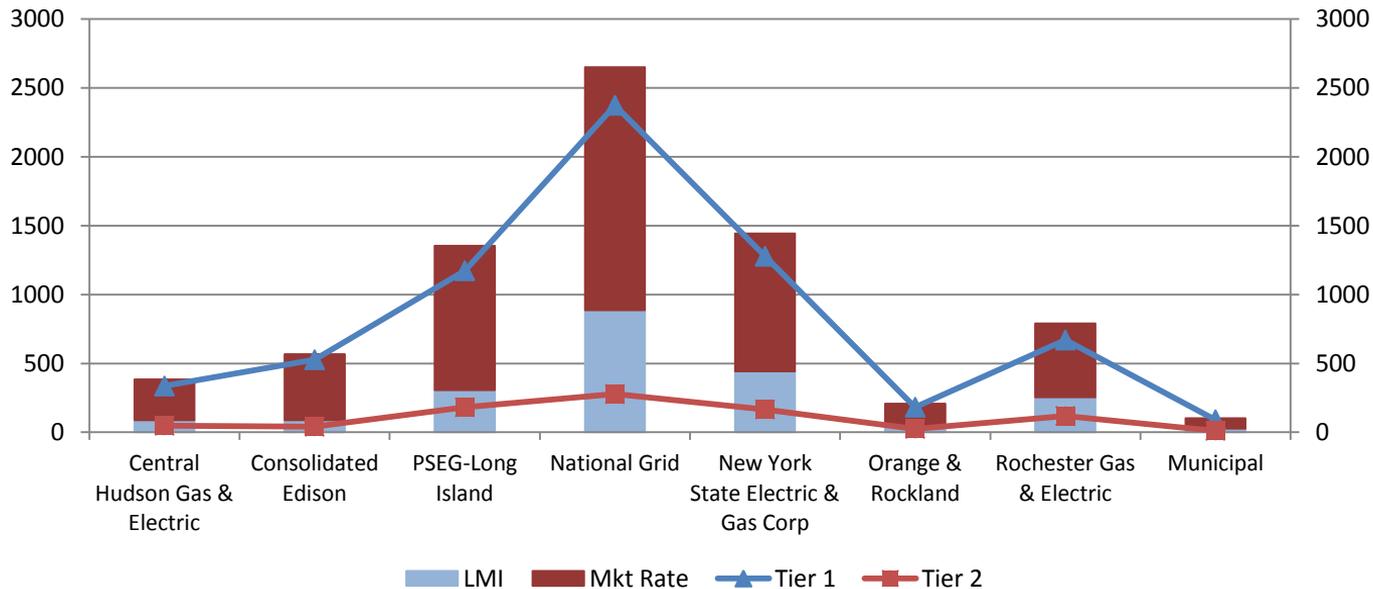
GJGNY Residential Loans by Utility Service Territory

Residential GJGNY Loans by Utility Service Territory



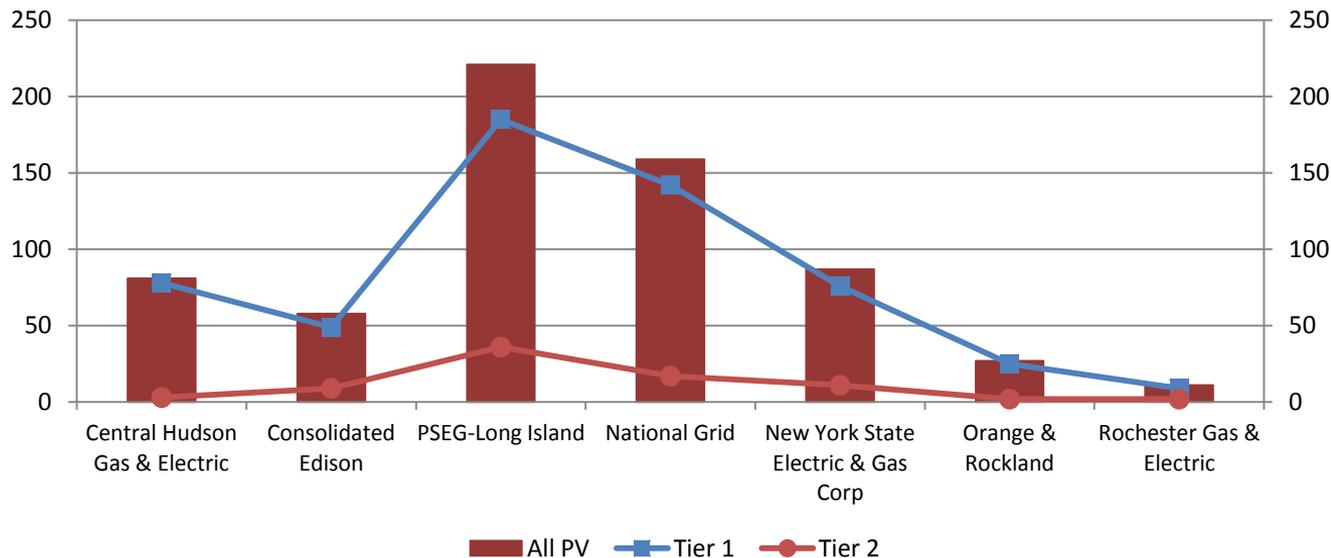
Utility	Central Hudson Gas & Electric	Consolidated Edison	PSEG-Long Island	National Grid	New York State Electric & Gas Corp	Orange & Rockland	Rochester Gas & Electric	Municipal	Total
Loan Amount	\$5,705,837	\$8,320,835	\$20,001,662	\$25,633,209	\$15,540,190	\$2,685,394	\$6,862,910	\$906,701	\$85,656,739

Residential GJGNY Loans by Utility Territory (EE only)



Utility	Central Hudson Gas & Electric	Consolidated Edison	PSEG Long Island	National Grid	New York State Electric & Gas Corp	Orange & Rockland	Rochester Gas & Electric	Municipal	Total
Loan Amount	\$4,381,650	\$7,240,272	\$15,762,554	\$23,268,209	\$14,267,398	\$2,185,202	\$6,702,527	\$906,701	\$74,714,515

Residential GJGNY Loans by Utility Territory (PV only)



Utility	Central Hudson Gas & Electric	Consolidated Edison	PSEG Long Island	National Grid	New York State Electric & Gas Corp	Orange & Rockland	Rochester Gas & Electric	Total
Loan Amount	\$1,324,187	\$1,080,563	\$4,239,108	\$2,365,000	\$1,272,792	\$500,192	\$160,382	\$10,942,224

GJGNY Residential Loans and Projects by CBO Region

Constituency Based Organizations (CBOs) by Region

Region	Status**	Constituency Based Organization (CBO)	
Capital District		Affordable Housing Partnership of the Capital Region (AHP)	
Central	Closed	Public Policy and Education Fund (PPEF Central)	
Finger Lakes		Pathstone	
Long Island*		Long Island Progressive Coalition (LIPC)	
Mid-Hudson		Rural Ulster Preservation Company (RUPCO)	
New York City	Queens	Closed	Asian Americans for Equality (AAFE)
	New York	Closed	Civic Association Serving Harlem (CASH)
	Kings		El Puente
	Kings	Closed	Make the Road New York (MRNY)
	Queens		Neighborhood Housing Services of Jamaica Inc (NHSJ)
	Richmond		Neighborhood Housing Services of Staten Island (NHSSI)
	Bronx		Sustainable South Bronx (SSBx)
North Country		Adirondack North Country Association (ANCA)	
Southern Tier		Public Policy and Education Fund (PPEF ST)	
Western		People United for Sustainable Housing (PUSH)	

*The Long Island region is comprised of two separate regions under RFP 2773 (Nassau and Suffolk), both of which were awarded to the Long Island Progressive Coalition (LIPC).

** Some contracts awarded during the first contract round are now closed. All other contracts were either new or were renewed during the second round.

Home Performance with ENERGY STAR®

Project Completions Associated with CBOs

CBO	Residential Retrofits Program-to-Date
AAFE - Asian Americans for Equality	16
AHP - Affordable Housing Partnership of the Capital Region	197
ANCA - Adirondack North Country Association	57
CASH - Civic Association Serving Harlem	1
El Puente	6
LIPC - Long Island Progressive Coalition	174
MRNY - Make the Road New York	49
NHSJ - Neighborhood Housing Services of Jamaica Inc	48
NHSSI - Neighborhood Housing Services of Staten Island	35
Pathstone	154
PPEF Central - Public Policy and Education Fund	27
PPEF Southern Tier - Public Policy and Education Fund	266
PUSH - People United for Sustainable Housing	262
RUPCO - Rural Ulster Preservation Company	372
Sustainable South Bronx	14
Grand Total	1678

Approximately half of the residential retrofits associated with CBOs are for LMI households. 7% - 10% of GJGNY project completions are currently associated with CBOs on an ongoing basis.

Green Jobs-Green New York Residential Loans

Associated with CBOs through May 31, 2015

Constituency Based Organization (CBO)	Smart Energy Loans			On-Bill Recovery Loans			Total Loans		
	# Loans	\$ Loans	Avg \$ Loans	# Loans	\$ Loans	Avg \$ Loans	# Loans	\$ Loans	Avg \$ Loans
Asian Americans for Equality (AAFE)	4	\$31,890	\$7,973	4	\$41,104	\$10,276	8	\$72,994	\$9,124
AHP of the Capital Region (AHP)	27	\$290,838	\$10,772	49	\$492,225	\$10,045	76	\$783,063	\$10,303
Adirondack North Country Association (ANCA)	14	\$156,042	\$11,146	19	\$173,764	\$9,145	33	\$329,806	\$9,994
El Puente	1	\$10,289	\$10,289	0	\$0	\$0	1	\$10,289	\$10,289
Long Island Progressive Coalition (LIPC)	10	\$100,685	\$10,069	46	\$484,835	\$10,540	56	\$585,520	\$10,456
Neighborhood Housing Services of Jamaica Inc (NHSJ)	1	\$7,185	\$7,185	1	\$3,337	\$3,337	2	\$10,521	\$5,261
Neighborhood Housing Services of Staten Island (NHSSI)	3	\$23,096	\$7,699	0	\$0	\$0	3	\$23,096	\$7,699
OTHER	2	\$5,960	\$2,980	3	\$35,783	\$11,928	5	\$41,744	\$8,349
Pathstone	42	\$339,916	\$8,093	4	\$27,355	\$6,839	46	\$367,270	\$7,984
Public Policy and Education Fund (PPEF Central)	9	\$74,168	\$8,241	1	\$17,890	\$17,890	10	\$92,058	\$9,206
Public Policy and Education Fund (PPEF ST)	75	\$643,706	\$8,583	64	\$567,296	\$8,864	139	\$1,211,002	\$8,712
People United for Sustainable Housing (PUSH)	43	\$295,790	\$6,879	27	\$140,655	\$5,209	70	\$436,445	\$6,235
Rural Ulster Preservation Company (RUPCO)	44	\$486,967	\$11,067	133	\$1,526,861	\$11,480	177	\$2,013,828	\$11,378
Sustainable South Bronx (SSBx)	4	\$37,099	\$9,275	1	\$12,974	\$12,974	5	\$50,073	\$10,015
Grand Total	279	\$2,503,631	\$8,974	352	\$3,524,077	\$10,012	631	\$6,027,709	\$9,553

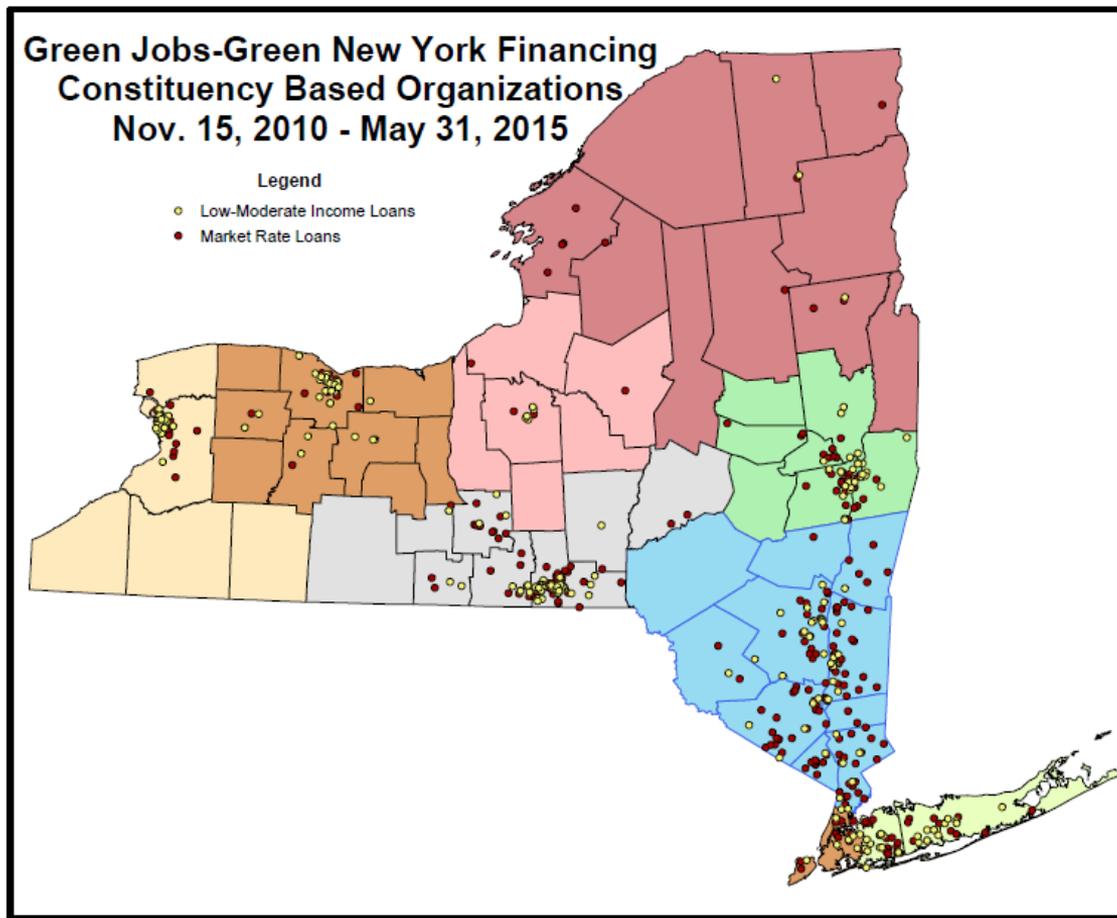
Approximately 7% of GJGNY Loans are associated with a CBO

Green Jobs-Green New York Residential Loans Associated with CBOs through May 31, 2015

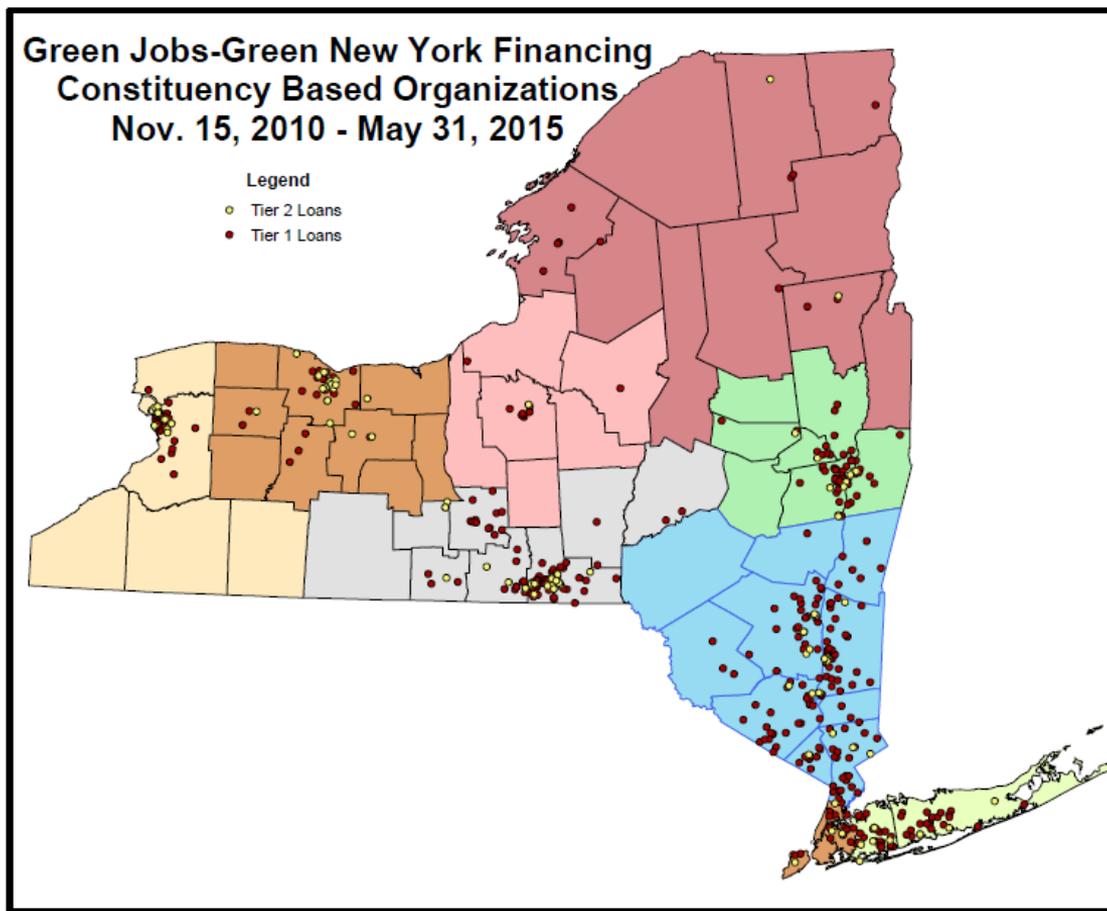
Constituency Based Organization (CBO)	Tier 1 Loans			Tier 2 Loans			Market Rate			Low-Moderate Income		
	# Loans	\$ Loans	Avg \$ Loans	# Loans	\$ Loans	Avg \$ Loans	# Loans	\$ Loans	Avg \$ Loans	# Loans	\$ Loans	Avg \$ Loans
Asian Americans for Equality (AAFE)	7	\$63,148	\$9,021	1	\$9,846	\$9,846	3	\$27,960	\$9,320	5	\$45,034	\$9,007
Affordable Housing Partnership of the Capital Region (AHP)	64	\$674,893	\$10,545	12	\$108,170	\$9,014	41	\$469,756	\$11,457	35	\$313,307	\$8,952
Adirondack North Country Association (ANCA)	30	\$311,155	\$10,372	3	\$18,651	\$6,217	22	\$255,305	\$11,605	11	\$74,500	\$6,773
El Puente	1	\$10,289	\$10,289	0	\$0	\$0	0	\$0	\$0	1	\$10,289	\$10,289
Long Island Progressive Coalition (LIPC)	46	\$503,173	\$10,939	10	\$82,347	\$8,235	32	\$348,190	\$10,881	24	\$237,330	\$9,889
Neighborhood Housing Services of Jamaica Inc (NHSJ)	1	\$7,185	\$7,185	1	\$3,337	\$3,337	2	\$10,521	\$5,261	0	\$0	\$0
Neighborhood Housing Services of Staten Island (NHSSI)	2	\$14,982	\$7,491	1	\$8,115	\$8,115	2	\$14,746	\$7,373	1	\$8,350	\$8,350
OTHER	4	\$38,414	\$9,603	1	\$3,330	\$3,330	3	\$35,783	\$11,928	2	\$5,960	\$2,980
Pathstone	29	\$216,799	\$7,476	17	\$150,472	\$8,851	17	\$170,439	\$10,026	29	\$196,831	\$6,787
Public Policy and Education Fund (PPEF Central)	9	\$85,825	\$9,536	1	\$6,233	\$6,233	5	\$58,177	\$11,635	5	\$33,881	\$6,776
Public Policy and Education Fund (PPEF ST)	118	\$1,028,285	\$8,714	21	\$182,717	\$8,701	80	\$790,631	\$9,883	59	\$420,370	\$7,125
People United for Sustainable Housing (PUSH)	61	\$389,200	\$6,380	9	\$47,245	\$5,249	47	\$322,767	\$6,867	23	\$113,678	\$4,943
Rural Ulster Preservation Company (RUPCO)	157	\$1,756,283	\$11,187	20	\$257,545	\$12,877	131	\$1,572,429	\$12,003	46	\$441,399	\$9,596
Sustainable South Bronx (SSBx)	5	\$50,073	\$10,015	0	\$0	\$0	4	\$43,896	\$10,974	1	\$6,177	\$6,177
Grand Total	534	\$5,149,702	\$9,644	97	\$878,006	\$9,052	389	\$4,120,602	\$10,593	242	\$1,907,107	\$7,881

Approximately 7% of GJGNY Loans are associated with a CBO.

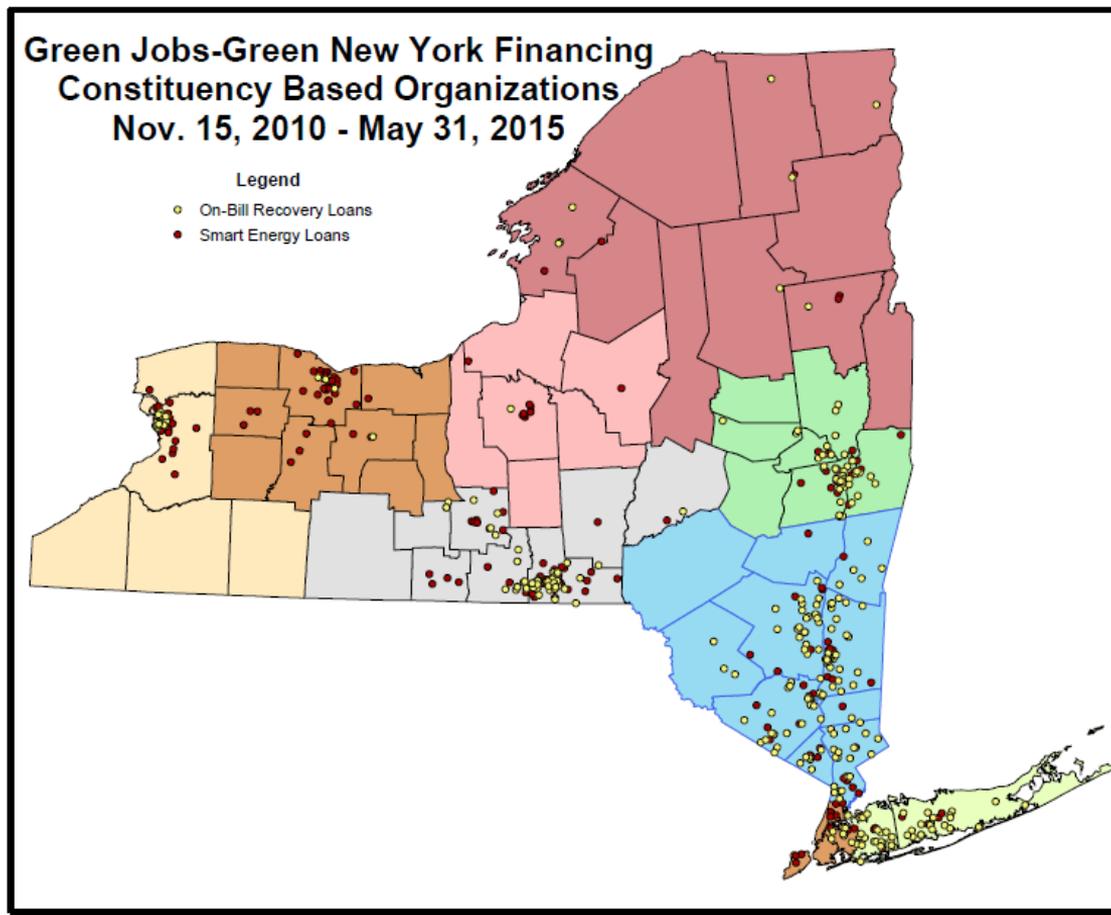
Market Rate and Low-Moderate Income Loans – CBO Clients



Tier 1 and Tier 2 Loans – CBO Clients

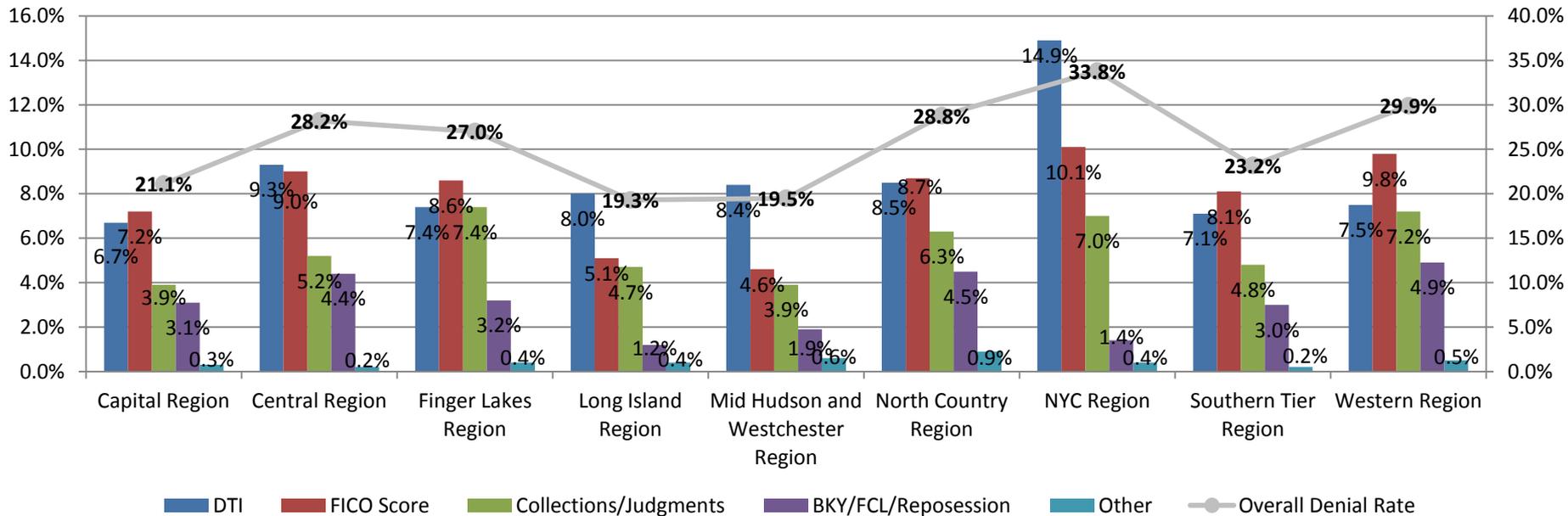


Smart Energy and On-Bill Recovery Loans – CBO Clients



Residential Loan Denials by Type and Region

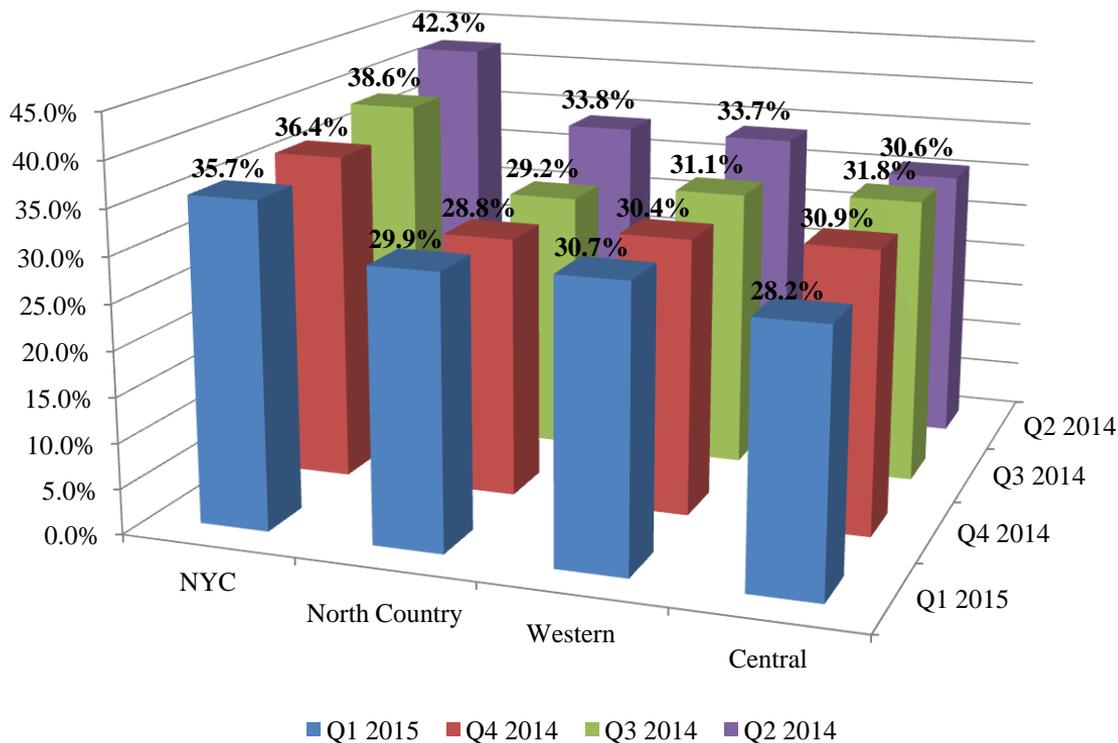
GJGNY Residential Loan Denials by Type and Region



Region	Capital	Central	Finger Lakes	Long Island	Mid Hudson and Westchester	North Country	NYC	Southern Tier	Western
# Applications Denied	1,528	3,018	3,059	4,727	3,447	874	1,124	1,610	2,087

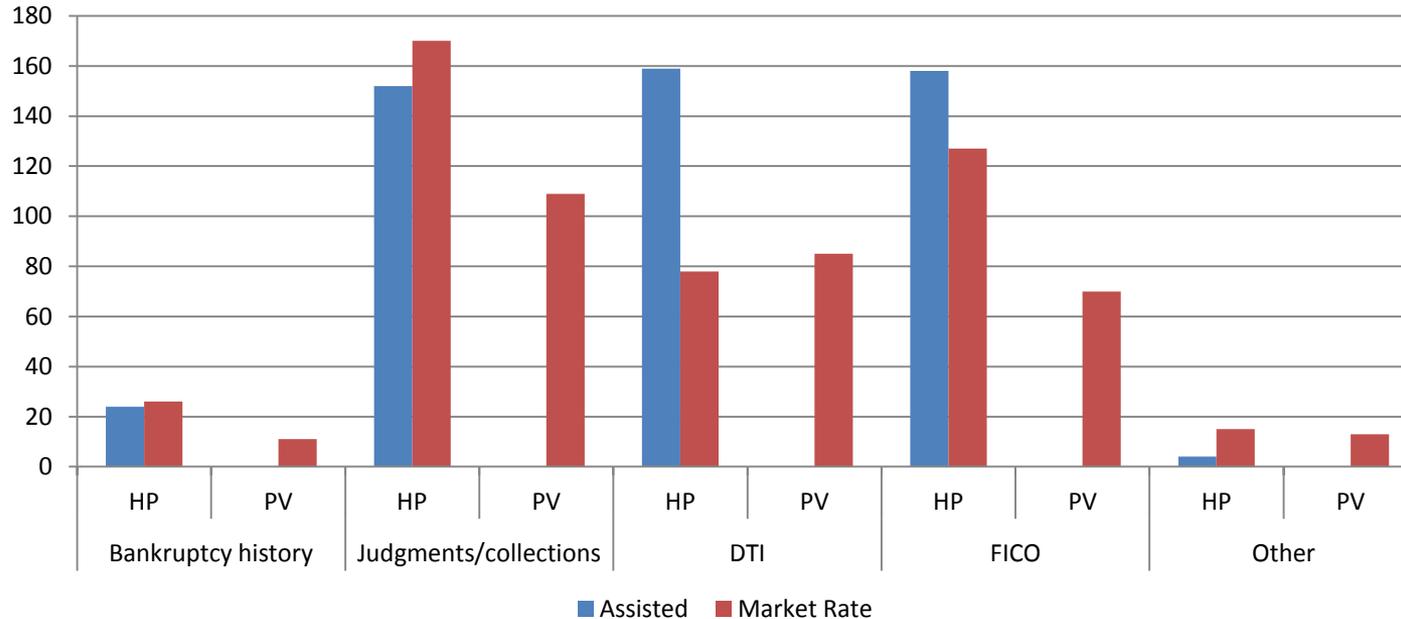
GJGNY Residential Loan Denial Rate in Four Highest Denial Regions

Changes: April 1, 2014 – March 31, 2015



GJGNY Residential Loan Denial Reasons

August 1, 2014 – April 30, 2015



Denial Reason	Bankruptcy history	Judgments/ collections	Debt-to-Income (DTI)	FICO	Other	Total
Percentage	5%	36%	27%	30%	3%	100%

GJGNY Residential Loan Denial Characteristics

August 1, 2014 – April 30, 2015

Project Type	Credit Score Group	% LMI	% Market Rate	Total
HP	Not Scored	16%	6%	12%
	350-499	6%	7%	6%
	500-509	6%	5%	5%
	510-519	9%	4%	7%
	520-529	6%	6%	6%
	530-539	6%	13%	9%
	540-599	31%	34%	32%
	600-639	21%	24%	22%
HP Total		100%	100%	100%
PV	Not Scored		10%	10%
	350-499		4%	4%
	500-509		3%	3%
	510-519		4%	4%
	520-529		4%	4%
	530-539		11%	11%
	540-599		27%	27%
	600-639		36%	36%
PV Total			100%	100%
Grand Total		45%	55%	100%

Project Type	DTI Group	% LMI	% Market Rate	Total
HP	50.1% - 60%	3%	9%	5%
	61% - 70%	4%	1%	3%
	71% - 80%	4%	5%	4%
	81% - 90%	8%	14%	10%
	91% - 100%	2%	18%	7%
	>100%	80%	53%	71%
HP Total		100%	100%	100%
PV	50.1% - 60%		3%	3%
	61% - 70%		6%	6%
	71% - 80%		8%	8%
	81% - 90%		20%	20%
	91% - 100%		14%	14%
	>100%		49%	49%
PV Total			100%	100%
Grand Total		49%	51%	100%

GJGNY Residential Loan Performance

GJGNY Loan Performance

All Loans

	<u>Avg FICO</u>	<u>Avg DTI</u>	<u>Loans Issued</u>	<u>Avg Term</u>	<u>Avg Age</u>	<u>Payments Remaining</u>	<u>Outstanding Balance</u>	<u>Delinquent Loan Amount</u>	<u>% of Bal</u>	<u>Loan Default Chargeoff</u>	<u>% of Loans Chargedoff</u>	<u>Annual Chargeoff%</u>
<u>Underwriting</u>												
Tier 1	752	29%	\$75,910,992	160.4	25.3	135.1	\$64,785,343	\$2,719,386	4.2%	\$817,136	1.1%	0.5%
Tier 2	709	64%	\$9,745,747	168.4	19.8	148.6	\$8,711,436	\$432,181	5.0%	\$138,013	1.4%	0.9%
Grand Total	747	33%	\$85,656,739	161.3	24.6	136.7	\$73,496,779	\$3,151,568	4.3%	\$955,149	1.1%	0.5%
<u>Income Level</u>												
LMI	741	39%	\$16,120,429	162.6	25.9	136.7	\$13,475,899	\$861,248	6.4%	\$420,601	2.6%	1.2%
Mkt Rate	749	31%	\$58,594,086	159.5	26.6	132.9	\$49,305,292	\$2,239,570	4.5%	\$521,708	0.9%	0.4%
(blank)	757	32%	\$10,942,224	172.3	3.7	168.6	\$10,715,588	\$50,750	0.5%	\$12,839	0.1%	0.4%
Grand Total	747	33%	\$85,656,739	161.3	24.6	136.7	\$73,496,779	\$3,151,568	4.3%	\$955,149	1.1%	0.5%
<u>Purpose</u>												
EE	746	34%	\$74,714,515	160.4	26.4	134.0	\$62,781,191	\$3,100,818	4.9%	\$942,310	1.3%	0.6%
PV	757	32%	\$10,942,224	172.3	3.7	168.6	\$10,715,588	\$50,750	0.5%	\$12,839	0.1%	0.4%
Grand Total	747	33%	\$85,656,739	161.3	24.6	136.7	\$73,496,779	\$3,151,568	4.3%	\$955,149	1.1%	0.5%
<u>Loan Type</u>												
On-Bill Recovery	751	33%	\$30,908,203	174.8	18.3	156.4	\$28,178,900	\$2,432,296	8.6%	\$372,484	1.2%	0.8%
Smart Energy	745	34%	\$54,748,536	154.9	27.6	127.3	\$45,317,879	\$719,272	1.6%	\$582,665	1.1%	0.5%
Grand Total	747	33%	\$85,656,739	161.3	24.6	136.7	\$73,496,779	\$3,151,568	4.3%	\$955,149	1.1%	0.5%



GJGNY Loan Performance

LMI loans (EE Only)

	<u>Avg FICO</u>	<u>Avg DTI</u>	<u>Loans Issued</u>	<u>Avg Term</u>	<u>Avg Age</u>	<u>Payments Remaining</u>	<u>Outstanding Balance</u>	<u>Delinquent Loan Amount</u>	<u>% of Bal</u>	<u>Loan Default Chargeoff</u>	<u>% of Loans Chargedoff</u>	<u>Annual Chargeoff%</u>
<u>Underwriting</u>												
Tier 1	749	29%	\$12,308,779	161.1	27.0	134.1	\$10,141,985	\$661,506	6.5%	\$346,883	2.8%	1.3%
Tier 2	711	74%	\$3,811,650	167.8	22.1	145.7	\$3,333,913	\$199,742	6.0%	\$73,719	1.9%	1.1%
Grand Total	741	39%	\$16,120,429	162.6	25.9	136.7	\$13,475,899	\$861,248	6.4%	\$420,601	2.6%	1.2%
<u>Loan Type</u>												
On-Bill Recovery	749	38%	\$4,833,339	174.2	19.5	154.7	\$4,307,411	\$663,032	15.4%	\$132,507	2.7%	1.7%
Smart Energy	738	40%	\$11,287,090	158.2	28.3	129.9	\$9,168,488	\$198,216	2.2%	\$288,094	2.6%	1.1%
Grand Total	741	39%	\$16,120,429	162.6	25.9	136.7	\$13,475,899	\$861,248	6.4%	\$420,601	2.6%	1.2%

GJGNY Loan Performance

Market Rate loans (EE Only)

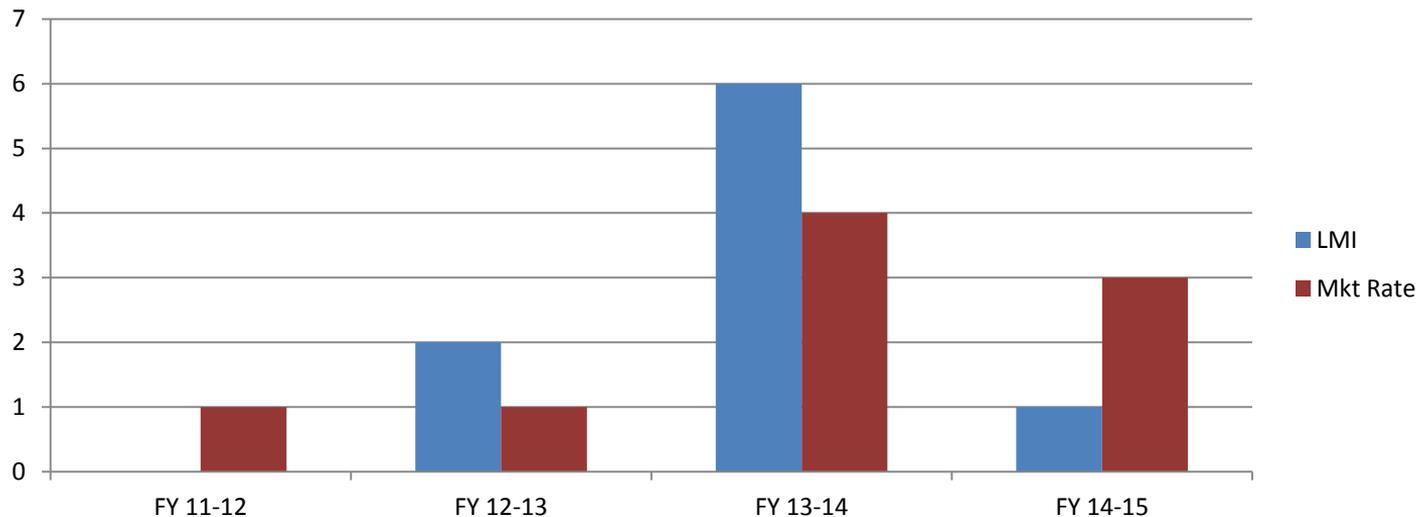
	<u>Avg FICO</u>	<u>Avg DTI</u>	<u>Loans Issued</u>	<u>Avg Term</u>	<u>Avg Age</u>	<u>Payments Outstanding</u>		<u>Delinquent Loan</u>		<u>Loan Default % of Loans</u>		<u>Annual</u>
						<u>Remaining</u>	<u>Balance</u>	<u>Amount</u>	<u>% of Bal</u>	<u>Chargeoff</u>	<u>Chargedoff</u>	<u>Chargeoff%</u>
<u>Underwriting</u>												
Tier 1	752	30%	\$54,053,111	158.9	27.1	131.8	\$45,310,585	\$2,007,130	4.4%	\$457,414	0.8%	0.4%
Tier 2	702	52%	\$4,540,975	167.5	20.7	146.8	\$3,994,707	\$232,439	5.8%	\$64,294	1.4%	0.8%
Grand Total	749	31%	\$58,594,086	159.5	26.6	132.9	\$49,305,292	\$2,239,570	4.5%	\$521,708	0.9%	0.4%

	<u>Avg FICO</u>	<u>Avg DTI</u>	<u>Loans Issued</u>	<u>Avg Term</u>	<u>Avg Age</u>	<u>Payments Outstanding</u>		<u>Delinquent Loan</u>		<u>Loan Default % of Loans</u>		<u>Annual</u>
						<u>Remaining</u>	<u>Balance</u>	<u>Amount</u>	<u>% of Bal</u>	<u>Chargeoff</u>	<u>Chargedoff</u>	<u>Chargeoff%</u>
<u>Loan Type</u>												
On-Bill Recovery	750	31%	\$20,980,819	174.5	20.7	153.7	\$18,833,623	\$1,718,514	9.1%	\$239,977	1.1%	0.7%
Smart Energy	748	32%	\$37,613,267	152.3	29.5	122.8	\$30,471,669	\$521,056	1.7%	\$281,732	0.7%	0.3%
Grand Total	749	31%	\$58,594,086	159.5	26.6	132.9	\$49,305,292	\$2,239,570	4.5%	\$521,708	0.9%	0.4%



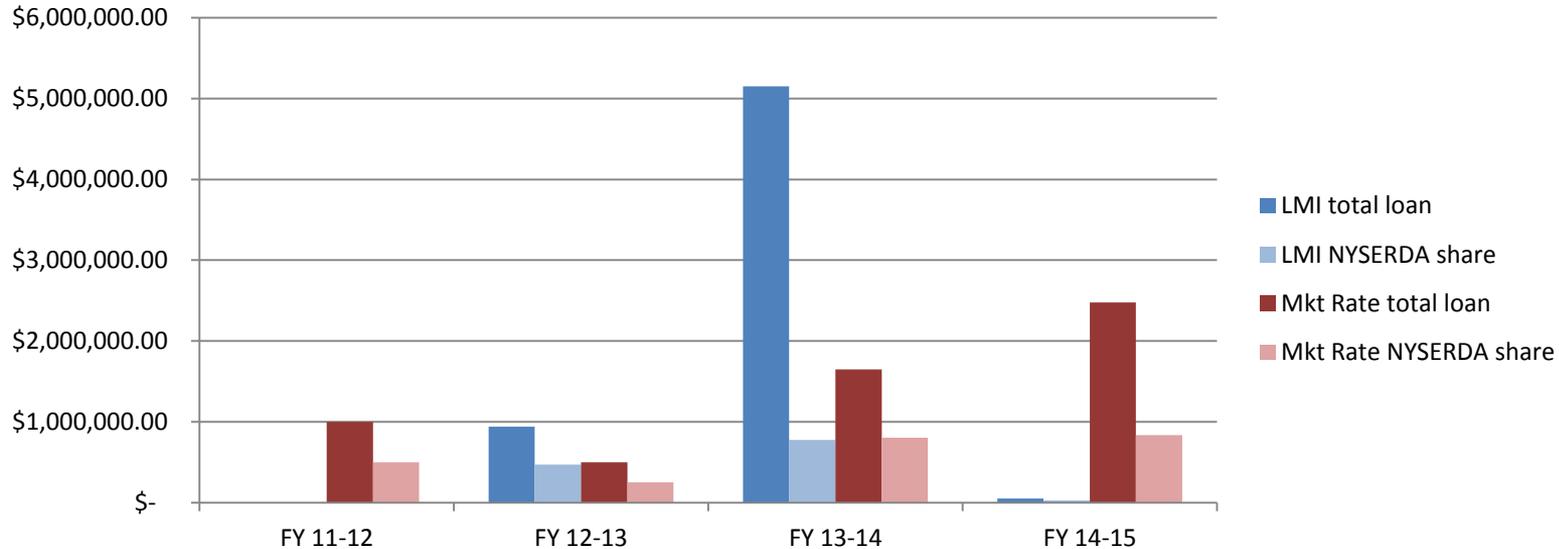
GJGNY Multifamily Loans

GJGNY Multifamily Loans by Income Level (no PV Loans to Date)



<u>Income</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
LMI	0	2	6	1	9
Mkt Rate	1	1	4	3	9
Grand Total	1	3	10	4	18

GJGNY Multifamily Loans by Income Level (no PV Loans to Date)



<u>Income</u>	<u>FY 11-12</u>	<u>FY 12-13</u>	<u>FY 13-14</u>	<u>FY 14-15</u>	<u>Grand Total</u>
LMI NYSERDA share		\$ 470,471	\$ 774,747	\$ 25,568	\$ 1,270,785
LMI total loan		\$ 940,941	\$ 5,152,499	\$ 51,135	\$ 6,144,575
Mkt Rate NYSERDA share	\$ 500,000	\$ 250,000	\$ 805,391	\$ 837,390	\$ 2,392,781
Mkt Rate total loan	\$ 1,000,000	\$ 500,000	\$ 1,650,249	\$ 2,477,874	\$ 5,628,123
Grand Total	\$ 1,500,000	\$ 2,161,412	\$ 8,382,885	\$ 3,391,967	\$ 15,436,263