

# Green Jobs-Green New York Financing Status Update Advisory Council Meeting March 22, 2012

Jeff Pitkin, Treasurer

# On-bill Recovery Financing Implementation

- Program launched January 30, 2012
  - Accelerated launch from statutory requirement (5/30/2011)
  - No payments until June – Provided additional time for utility system changes
- Issues with State Banking Law mortgage loan origination regulations
  - Individuals who are not licensed mortgage loan originators may not assist consumer in application for financing – affects contractors, CBOs, and others
  - NYSERDA guidance provided 2/13/2012 to comply with regulation
- Legislative amendment
  - 30 day Budget Bill amendment
  - Replaces mortgage with On-Bill Program Declaration
    - Recorded like Mortgage and provides notice to subsequent purchaser
    - Not a lien on property– doesn't interfere with current or future mortgage
  - Applicants prior to 2/17/12 provided option of retaining mortgage
  - Applicants after 2/16/12 will sign mortgage and declaration; if legislation is enacted, mortgage will be terminated and replaced by declaration

# Residential Loan Portfolio Status 2/29/2012

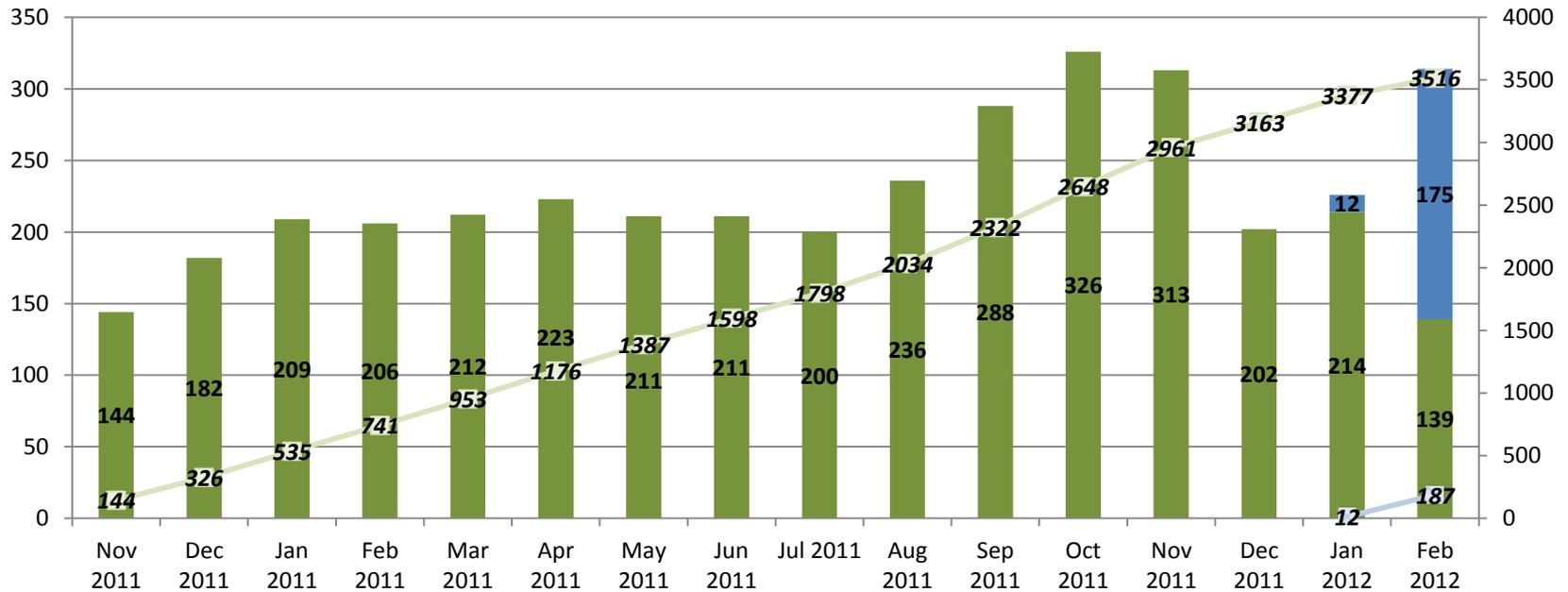
## Applications Status

<u>Status</u>	<u>Unsecured</u>		<u>On-Bill Recovery</u>		<u>Total</u>	
Approved	2,047	63%	105	58%	2,152	63%
Denied	945	29%	52	29%	997	29%
Didn't pursue Tier2	<u>271</u>	<u>8%</u>	<u>23</u>	<u>13%</u>	<u>294</u>	<u>9%</u>
Total	3,263	100%	180	100%	3,443	100%
Pending	8		6		14	
Withdrawn prior to approval	<u>245</u>		<u>1</u>		<u>246</u>	
Total Applications Received	3,516		187		3,703	

# GJGNY Residential Financing Application History

## Green Jobs-Green New York Financing Applications Received

■ # Unsecured Applications Received / Month 
 ■ # OBR Applications Received / Month  
— Total Unsecured Applications Received 
 — Total OBR Applications Received



# Residential Loan Portfolio Status 2/29/2012

## Application Denials

<u>Reason for Denial</u>	<u>Unsecured</u>		<u>On-Bill Recovery</u>		<u>Total</u>	
Debt Ratio	508	42%	31	41%	539	42%
Credit Score	298	25%	26	37%	326	25%
Bankruptcy, foreclosure, repossession	198	16%	9	12%	207	16%
Collections, judgments, chargeoffs	182	15%	7	9%	189	15%
Other	<u>30</u>	<u>2%</u>	<u>0</u>	<u>0%</u>	<u>30</u>	<u>2%</u>
Total	1,216	100%	75	100%	1,291	100%

# Residential Loan Portfolio Status 2/29/2012

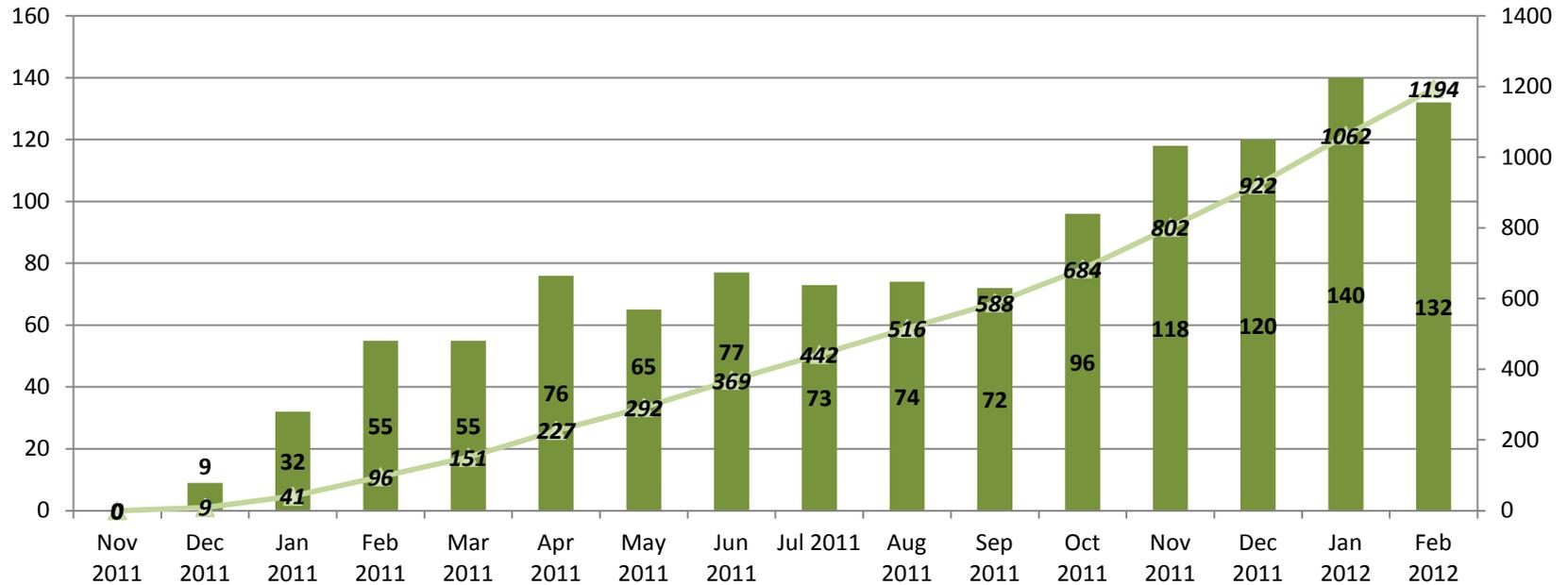
## Approved Loans

<u>Status</u>	<u>Unsecured</u>		<u>On-Bill Recovery</u>		<u>Total</u>	
Closed Loans	1,194	\$10,655,174	0		1,194	\$10,655,174
Approved Pending Completion	<u>260</u>	<u>2,484,377</u>	<u>0</u>		<u>260</u>	<u>2,484,377</u>
Subtotal	1,454	<u>\$13,139,551</u>	<u>0</u>		1,454	<u>\$13,139,551</u>
Preapproved	324		101		425	
Withdrawn	<u>269</u>		<u>4</u>		<u>273</u>	
Total	<u>2,047</u>		<u>105</u>		<u>2,152</u>	

# GJGNY Residential Loan History

## Green Jobs-Green New York Financing Loans Issued by Type

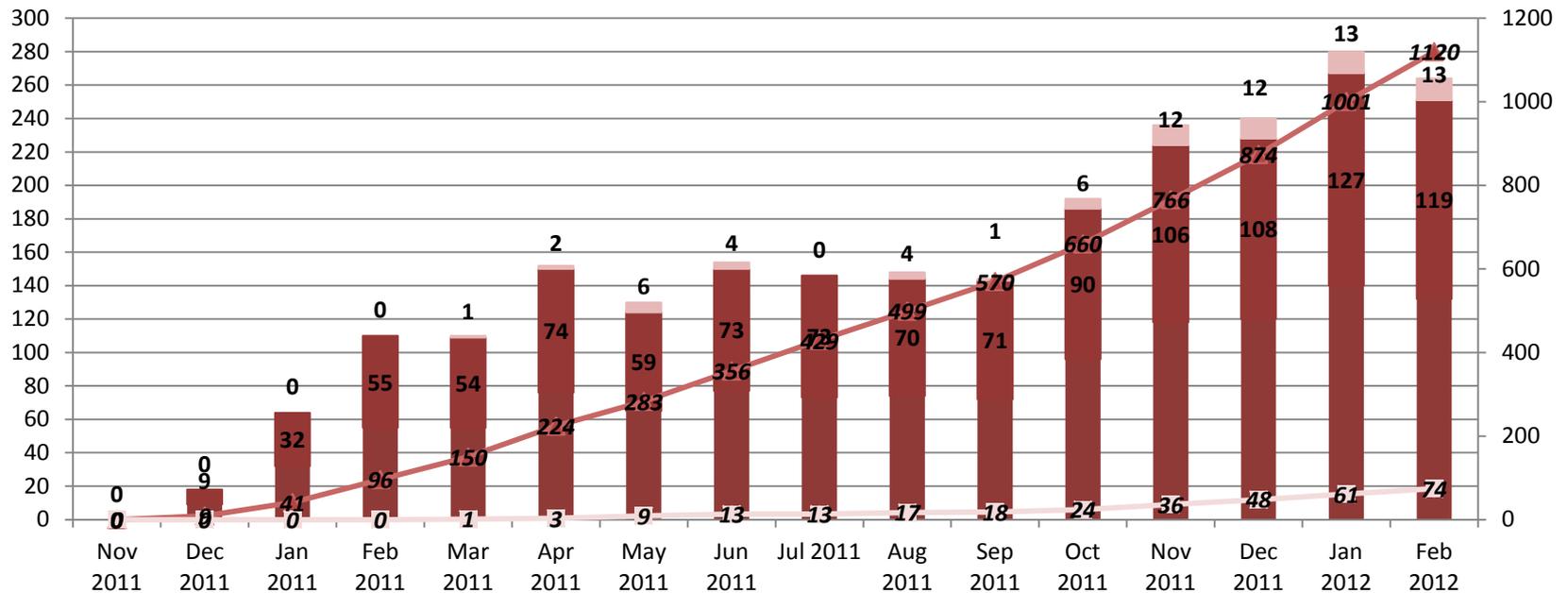
■ # Unsecured Loans Closed / Month   ■ # OBR Loans Closed / Month   ▲ Total Unsecured Loans Closed   ✕ Total OBR Loans Closed



# GJGNY Residential Loan History

## Green Jobs-Green New York Financing Loans Issued by Tier

■ Monthly Activity      ■ # Tier 1 Loans Closed / Month      ■ # Tier 2 Loans Closed / Month  
▲ Total Tier 1 Loans Closed      ▲ Total Tier 2 Loans Closed



# Residential Loan Portfolio Status 2/29/2012

## Loan Statistics

	<u>Unsecured Loans</u>		<u>On-Bill Recovery Loans</u>	
	<u>Tier 1</u>	<u>Tier 2</u>	<u>Tier 1</u>	<u>Tier 2</u>
<u>Loans Outstanding</u>				
Number of Loans	1,086	70		
Weighted Avg FICO score	750	672		
Weighted Avg Original Term	11.9	13.3		
Weighted Avg Term Remaining	11.5	13.1		
Weighted Avg Interest Rate	3.57%	3.54%		
Average Loan	\$8,912	\$10,039		
Average Current Balance	\$8,556	\$9,880		
Current Balance of Loans	\$9,292,230	\$691,581		
% of Total	93.1%	6.9%		

# Residential Loan Portfolio Status 2/29/2012

## Loan Performance

<u>Status</u>	<u>Unsecured Loans</u>				<u>On-Bill Recovery Loans</u>			
	<u>Tier 1</u>		<u>Tier 2</u>		<u>Tier 1</u>		<u>Tier 2</u>	
	<u>#</u>	<u>% of \$</u>	<u>#</u>	<u>% of \$</u>	<u>#</u>	<u>% of \$</u>	<u>#</u>	<u>% of \$</u>
Current	1,085	99.95%	69	99.25%				
31-60 days past due	0	0%	0	0%				
61-90 days past due	0	0%	0	0%				
90+ days	<u>1</u>	<u>0.05%</u>	<u>1</u>	<u>0.75%</u>				
Total	1,086	100.0%	70	100.0%				

# GJGNY Revolving Loan Fund Status 2/29/2012

<u>Program</u>	<u>Budget</u>	<u># Loans Issued</u>	<u>Loans Issued</u>
Residential	\$26,692,533	1,194	\$10,655,174
Small Commercial/NFP	\$13,274,957	1	\$21,500
Multifamily	\$11,292,550	1	\$500,000
Total	\$51,260,000	1,196	\$11,176,674

# Capital Markets Approach Developments

- Selected bond underwriters – RFP 2459
  - Citigroup Global Markets, Inc.
  - Jefferies & Company, Inc.
  - Samuel A. Ramirez & Co., inc.
- 1st bond issuance (\$25M QECB)
  - OBR Loans may achieve AAA rating – segment from Unsecured Loans
  - Seeking access to performance data on 5,500+ loans (\$42.7M) issued through Fannie Mae (2001-2011)
  - Schedule
    - Jun 2012 – Fitch rating agency presentation – seek indicative rating
    - 9/24/12 – Present for approval to NYSERDA Board
    - 10/17/12 – Present for approval to Public Authorities Control Board (PACB)
    - Oct 2012 – Bond pricing
    - Nov 2012 – Bond closing