

# Small Business / Not-for-Profit Update

Ruth Horton  
Program Manager  
December 9, 2010

# Small Business / Not-for-Profit Update

- Energy Audits
  - Expand territories of existing FlexTech contractors to include non-SBC areas
  - Provide free audits to SB/NFP with 100KW demand or less
  - Augment GJGNY funds with DOE EECBG grant funds for SB/NFPs with more than 10 employees
  - Roll-out January 2011

# Small Business / Not-for-Profit Update

- Financing
  - Institute pilot program with a single statewide lender
  - Lender will offer loan origination and servicing
  - Targeting 5.99% interest rate
  - Discussing appropriate underwriting criteria for both sectors
  - Develop simple application and approval process that works with lender's existing processes
  - Roll-out by Q2 2011

# Small Business / Not-for-Profit Update

- Outstanding Items for 2011
  - Expeditor function: issue solicitation for services to guide customers from audit to implementation and financing
  - Add Audit function to Business Partners: engage lighting and HVAC contractors to provide technology-specific audits
  - Coordinate with LIPA and other utility programs
  - Quality Control function to review installations