

# GJGNY Small Business/ Not-for-profit Program Update

Advisory Council Meeting

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# Audits and Financing Activity

## Audits

- FlexTech Audits completed to date: 980

## Implementation of Audit Recommendations

- Implementation with Financing 4
- Implementation without Financing TBD

# Expeditor Pilot

- Selected 3 firms to work on the backlog of audits.
- Offer expeditor services to small businesses/not-for-profits.
- Determine level of expeditor services that are relevant to this sector.
- Gather data on implemented measures.

# Lender Activity

Lender Name	Location	Serves SB	Serves NFP	Serves MF	Loans Closed
Barrett Capital Corporation	NYC	Yes	Yes	Yes	
Community Loan Fund of the Capital Region, Inc.	Albany	Yes	Yes	Yes	
The Upstate National Bank	Rochester	Yes	Yes	Yes	
Home HeadQuarters Inc.	Syracuse	-	Yes	-	
Chautauqua Opportunities for Development, Inc.	Dunkirk	Yes	Yes	-	
HVB Leasing Corp.	Yonkers	-	Yes	Yes	1
CheckSpring Bank	New York	-	-	Yes	
Canadaigua National	Canadaigua	Yes	Yes		1
SEFCU	Statewide	Yes	Yes	-	
Pathstone Enterprise Center	Rochester	Yes	Yes		

# On Bill Recovery

## What steps need to be taken for OBR for SB/NFP?

- Finalize NYSERDA's loan underwriting standards.
- Finalize internal program rules.
- Finalize utility and NYSERDA servicing processes.
- Modify solicitation to allow participating lenders to either:
  - originate a loan in which NYSERDA's share 50% of the loan, or \$50,000, whichever is less, at 0% using their own underwriting standards and which they service directly (the current offering); or
  - originate an On-Bill Recovery Loan on behalf of NYSERDA for up to \$50,000 using NYSERDA loan underwriting standards.

# Questions?

Thank you.