

# CBO Outreach Initiative Status

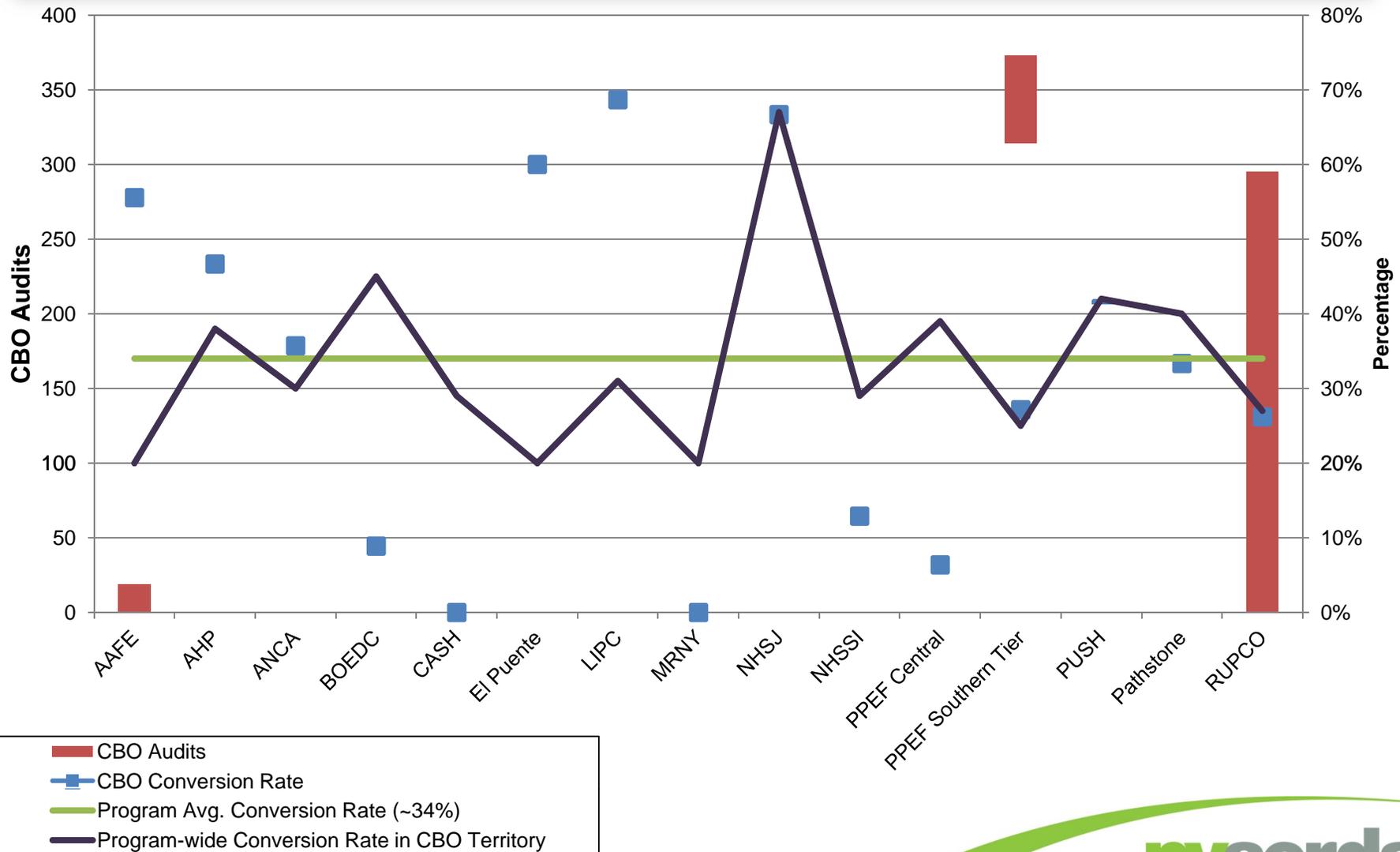
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NYSERDA  
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## Highlights

- 41% of CBO-initiated projects use GJGNY loans, compared to 30% program-wide
- 13% of CBO-initiated loans are Tier 2, compared to 10% program-wide
- Average loan amounts for CBO-initiated loans
- 11 of the 100 PON 2033 (OJT) recipients came from the CBOs

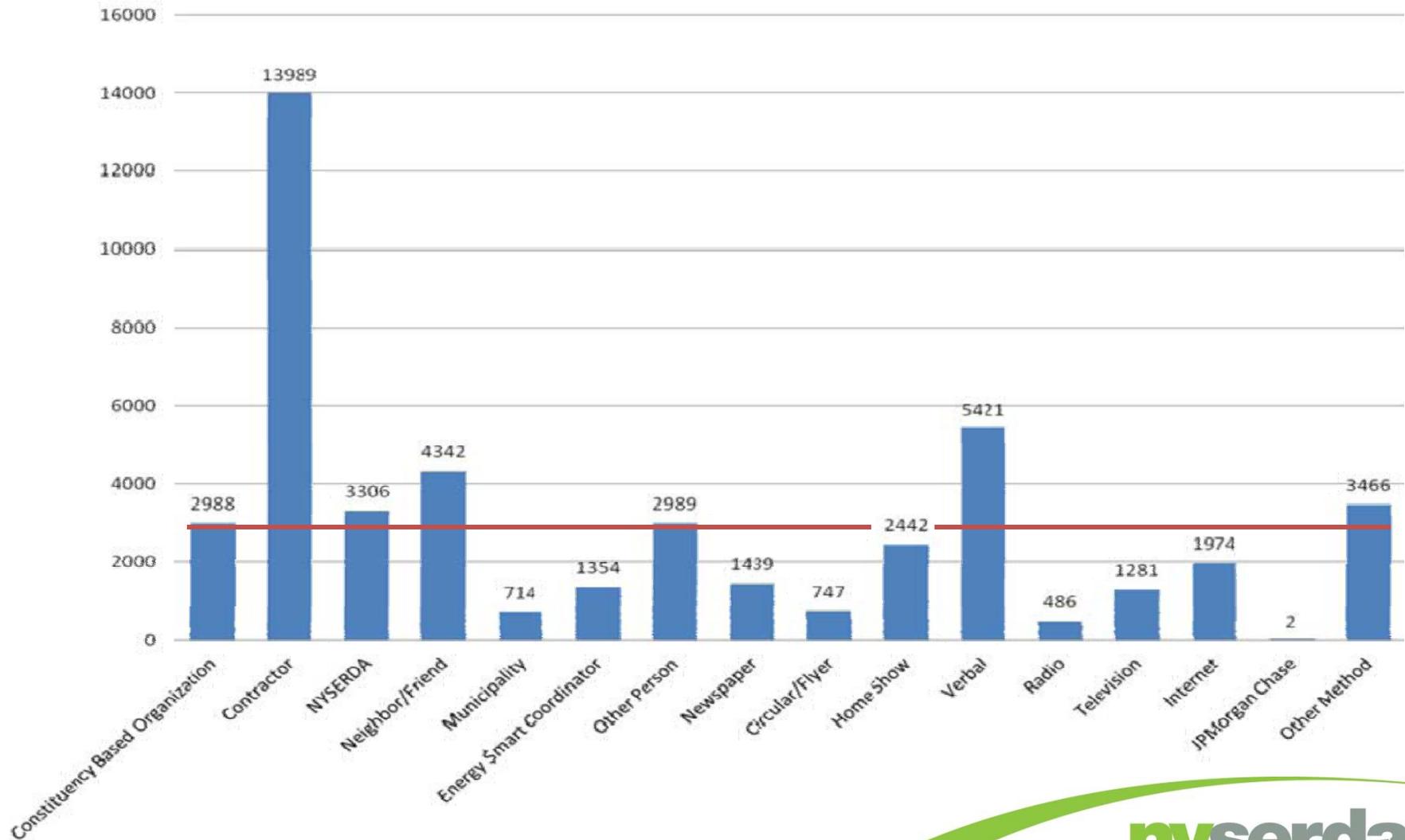
Above percentages are approximated (2/1/12)

# CBO Conversion Rate



CASH, MRNY, and NHSJ were selected from the second RFP (2327) and are approximately 5-6 months behind the first round of CBOs (2038)

# Number of Audit Leads by Source Program to Date



# Other Value Added Services

**CBOs are reaching multilingual markets for recruitment into Home Performance and Workforce Development.**

- Downtown Manhattan CDC has translated the Material Procurement Training & Building Operator Training curriculum into Chinese. Classes to be held this summer.

**CBOs are leveraging other funds (Land Trust, FEMA) to get Home Performance work complete.**

**Aggregation pilots are bringing new ways of reaching customers into the program while enhancing community benefits through hiring practices and wage standards.**

- CBOs are breaking new ground in Aggregation – i.e. developing a model for handling new housing structures like condominiums and townhouses (RUPCO).

**CBOs provide area-specific, NYSERDA-approved contractor lists to facilitate the contractor selection process.**

## Other Value (continued)

**CBOs are replacing the services that the Energy Smart Community Contractors handled, but no longer addressed through the new effort.**

**CBOs are attending local events like home shows and street fairs to spread the word to new populations.**

- This commitment to personal interaction, coupled with creative social media strategies, has helped forge strong connections with local community and environmental groups.

**CBOs are developing a network of successful partnerships.**

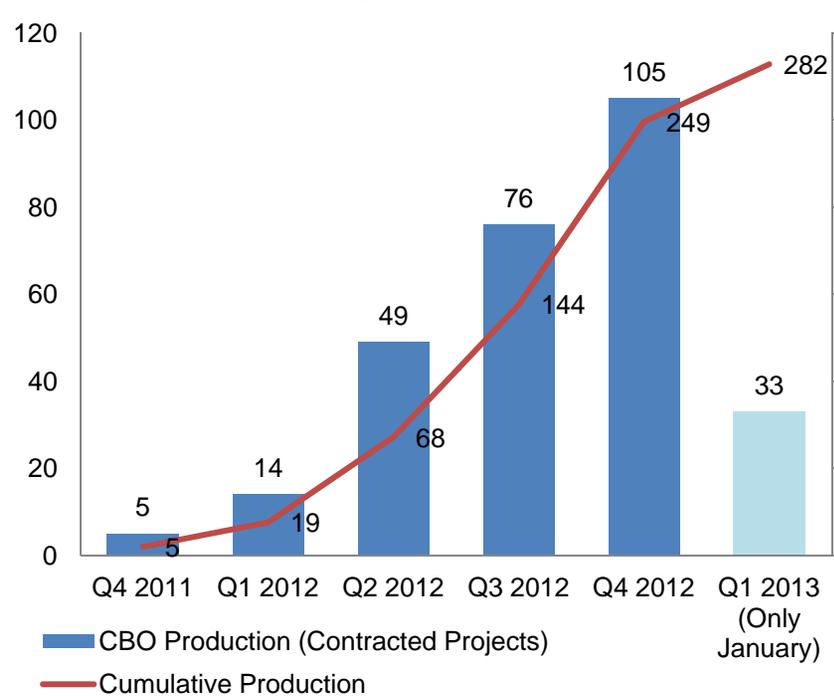
- Neighborhood Housing Services of Staten Island (NHS-SI) is working with a core group of Home Performance contractors on Staten Island to address homes impacted by Hurricane Sandy.
- Long Island Progressive Coalition is working with Suffolk County Veteran's Association and Clubhouse of Suffolk County, to retrofit NFP-owned dwelling units occupied by Assisted-HPwES eligible residents.
- Rural Ulster Preservation Company (RUPCO) has forged an alliance with Spinaker Properties to address large scale energy efficiency in condominiums.

**CBOs are winning the approval of local government and community leaders.**

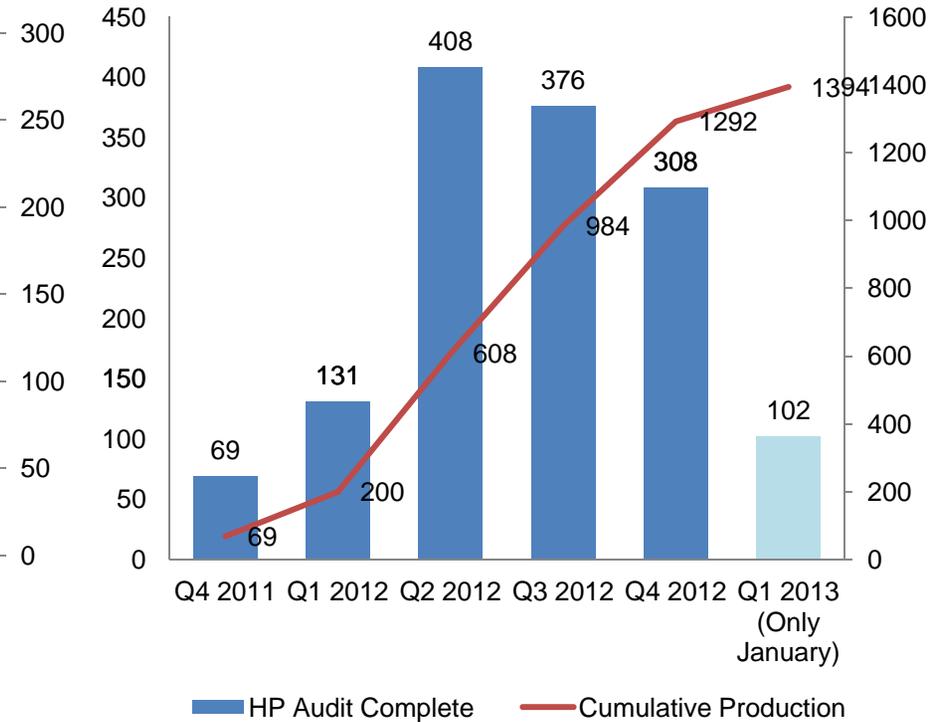
- These “endorsements” validate the program at the community level.

# Home Performance Work & Audits

## CBO Attributed HP Production by Quarter

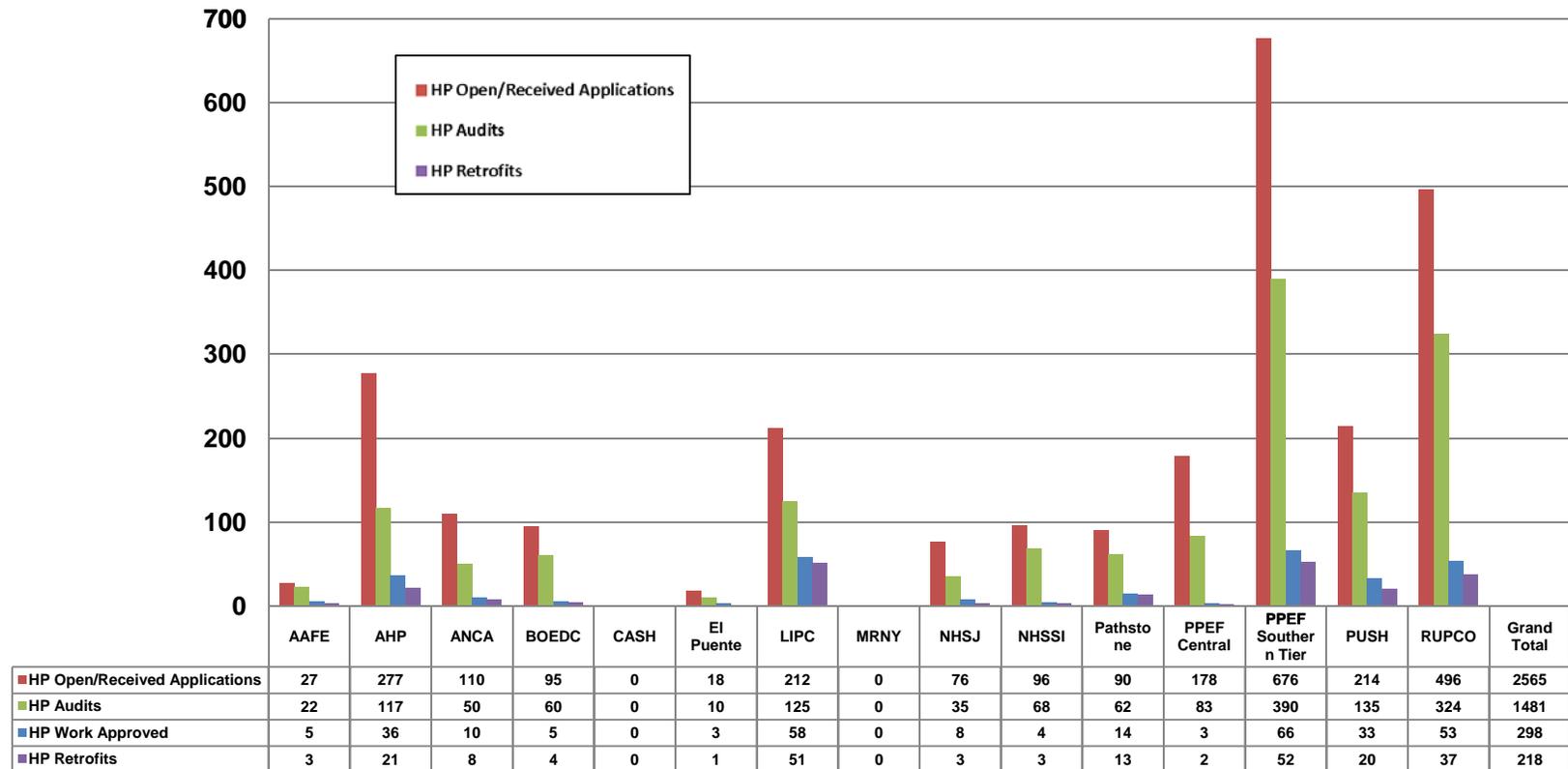


## CBO Attributed HP Audit Complete by Quarter



# CBO-attributed Home Performance Metrics

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CBO Cumulative Status Count  
CRIS Records to date: 11/15/2010 to 1/31/2013



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Questions?