

The following provides a status update on activities related to the implementation of Green Jobs Green New York (GJGNY).

Workforce Development:

Description	Funding	Solicitation Release Date	Proposal Due Date	Status
Solar Thermal (ST) Training (PON 2011) Develop ST training or ST module to integrate with existing EE training - curriculum development, equipment, code official training, and assistance to apply for ISP accreditation.	\$300,000	05/12/10	06/30/10	Four proposals were approved for funding on 9/9/10. Contract negotiations are underway.
Energy Efficiency Career Pathways Training and Technical Training (PON 1817) Develop Small Commercial Energy Audit Training and Oil Heat Training under GJGNY, and develop EEPS Career Pathways and Tech Training.	\$1,850,000 (\$600,000 through GJGNY, balance through EEPS)	06/01/10	08/03/10	Ten proposals were approved for funding on 10/7/10. Contract negotiations are underway.
Green Jobs Green New York: Curriculum Inventory, Assessment, and Curriculum Updates (RFP 2034) Conduct a curriculum inventory, contractor needs assessment, and curriculum updates.	\$475,000	07/20/10	08/31/10	Two proposals were approved for funding on 10/21/10. Contract negotiations are underway.
Workforce Homeowner/Community Outreach Curriculum and Contractor Exchange Workshops (RFP 2014) NYSERDA seeks proposals to create standardized curriculum to educate those responsible for outreach field work and related services for GJGNY and/or hold three (3) Contractor Exchange Workshops.	\$300,000	08/16/10	09/21/10	Two proposals were received and a TEP met in mid-October. TEP results will be presented to management by early November.
Technical Workshops/Expand BPI Field Exam Capacity/Certification Standards (RFP 2032) Develop technical workshops, fund training centers to expand BPI field exam capabilities, fund third parties to recognize/approve and accredit technical curriculum and certification and develop certification standards.	\$1,480,000	11/15/10	01/15/10	This solicitation is still under development.

<p>Internships/Apprenticeships/OJT (RFP 2033) Recruitment of entry-level workers, funding to support businesses hiring Green Jobs Work Readiness graduates and enhance standards for the NYS Registered Apprenticeship Programs and building trades programs to include weatherization and energy efficiency certified workers for GJGNY.</p>	\$2,625,000	12/31/10	02/2011	<p>NYSERDA is working closely with NYSDOL to develop RFP 2033.</p>
<p>Workforce Development Training Partnerships for Energy Efficiency (PON 1816) At present, funding is from Energy Efficiency Portfolio Standard.. Approximately \$2.2 million has been proposed under this solicitation, with 72% of the Career Pathways funds approved for training in basic skills and worker readiness. The Program goal is to significantly expand the existing energy efficiency training infrastructure to serve the needs of the portfolio of programs funded through the Energy Efficiency Portfolio Standard (EEPS). A new release is planned for November 2010 and, upon rerelease, will include \$1,650,000 in GJGNY for equipment incentives for lending programs for contractors to take field exams and start businesses, fund lab houses for testing, and to develop GJGNY work readiness courses. Incentives for individual seeking reimbursement will continue through May of 2012.</p>	\$2,200,000	Revised on 9/1/10	12/31/10	<p>GJGNY funds will be added to PON 1816 (currently funded through EEPS) and the PON will be reissued with the GJGNY funding before the end of November 2010</p>

Outreach & Marketing:

- Received seven proposals on October 6 for the Training and Implementation Contractor, (RFP 2080). The Technical Evaluation Panel was held on October 28, 2010 and results will be presented to NYSERDA management for approval in early November.
- Received four proposals for the GJGNY Marketing Program. The evaluation panel will meet on October 29, 2010.
- Marketing materials are under development
 - Web landing page and related subpages (i.e. Financing)
 - Fact sheet for GJGNY Financing Program
 - Home Performance with ENERGY STAR credit application
 - Home Performance with ENERGY STAR featuring Green Jobs – Green New York Financing fact sheet/overview
- Coordinating with the Residential Group to update printed materials and the website to include language on the GJGNY program
- Provided content to the Home Performance Contractor training materials on GJGNY Marketing and Outreach activities

October 2010

Multifamily:

The revised Multifamily Performance Program was launched on September 14th.

GJGNY is being deployed through the MPP infrastructure with all MPP audits being funded through GJGNY. This protocol, which was presented to the GJGNY Advisory Council in May of 2010, will ensure that all MPP projects will be able to access GJGNY financing as it becomes available. There are currently 23 low-income projects and 26 market-rate projects that have applied to the program and will be receiving GJGNY auditing funds. The work to develop a multifamily financing option is on-going with meetings begin planned with both the GJGNY Financial Advisor and a large group of stakeholders from the multifamily sector to finalize the development of the GJGNY loan products for the multifamily market.

Small Business and Not for Profit:

The Operating Plan is approved and will be posted to the web site shortly.

During October, NYSERDA spoke with several lenders to determine their interest in establishing a pilot loan origination/servicing program for loans for this audience. Once a pilot program is set up, customers who have already received audits through NYSERDA's existing programs or through the utilities will be able to immediately access the financing.

Staff are working on the program request for management approval to expand the FlexTech program to non-SBC territories such that audits may be offered statewide by the end of the year.

One-Four Family Homes:

The 1-4 family operating plan was finalized and is being routed for review and approval by NYSERDA management.

Home Performance with ENERGY STAR program documents, including Contractor Participation Agreements, are being revised to accommodate the launch of the GJGNY 1-4 family program statewide. With input from BPCA and others, the 1-4 family residential audit specifications, audit software, and audit fee schedule were developed to accommodate the GJGNY program, and the free/reduced residential audit eligibility and audit application were finalized.

A GJGNY presentation was developed to train the Home Performance Contractor network and potential home performance contractors on the details to date of the free/reduced cost audit, financing and workforce development opportunities for GJGNY. Contractor training webinars are currently underway. Additionally, a GJGNY database to collect and report GJGNY metrics has been created and the test beta version was sent to program staff for review. This database is expected to be operational by the end of the month.

October 2010

Financing:

At the Advisory Council meeting on September 15, 2010 Jeff Pitkin provided an up-date on development of the GJGNY Revolving Loan Fund. NYSERDA is cautiously optimistic on launching a residential unsecured loan product in early November.

Energy Finance Solutions (EFS), the contractor providing NYSERDA's current HPwES Loan, will be the initial provider. They have a track record of quick pre-approvals of loans and have experience in working with BPI contractors. The loans will be for a maximum of \$13,000 and a minimum of \$3,000 for HPwES homeowners and \$1,500 for Assisted HPwES borrowers, at a rate of up to 5.99% or 5.49% if the borrower signs up for automated loan payments.

There will be two tiers for the underwriting criteria: Tier 1 will require the homeowner to have a FICO score of 640 or better, a debt to income ratio of 50% or less, and no bankruptcy during the last seven year, and no outstanding collections, judgments or tax liens greater than \$2,500. Tier 2 will substitute for FICO score that the borrower has been current on their energy bills for at least two consecutive months during each of the last two years, no energy or mortgage payments more than 60 days late in the last two years; along with having a debt to income ratio of 50% or less, and no bankruptcy during the past seven years. The applicant must also be current on their mortgage payments for the last year.

NYSERDA is negotiating with Concord Servicing Corporation to provide loan servicing during the initial roll-out of the residential loan product, as EFS does not currently service the loans it originates on behalf of Fannie Mae. An RFP to select a Master Loan Servicer will be issued in the near future.

NYSERDA will provide \$175 to lenders to cover costs of each loan closed. If this amount does not cover lenders costs, additional fees will be allowed, but will be charged to the customer. However, the fees will be eligible to be included in the loan. (EFS proposes to charge \$375.) As the program expands and multiple lenders are available, consumers will have the ability to view the lender listings along with their fees on our website. Consumers can then select the lender that best suits their needs.

The GJGNY loan will be for the net of available utility and NYSERDA rebates or incentives, including a restructured NYSERDA 10% incentive that will be available in addition to financing on a measure by measure basis rather than as an alternative to financing. The ban on combining utility incentives and NYSERDA incentives for the same measure will remain in place.

Small Commercial and Not-For-Profit financing is being explored and should offer similar financing arrangements for launching the program with a single loan provider that will be opened to additional lenders after systems are in place. Also, NYSERDA is looking at the potential to coordinate financing for the Multifamily Building Program with the Housing Finance Agency.

October 2010

Evaluation:

The Green Jobs-Green New York Evaluation Operating Plan was approved by NYSEERDA Officers in September and is now posted on the NYSEERDA website. Discussions continue between Energy Analysis and program staff to identify evaluation needs and develop work plans. Energy Analysis staff also began the process of obtaining NYSEERDA Management approval to add GJGNY evaluation funding to its existing contracts with independent evaluation consultants. Upon receiving Management approval, these consultants will be engaged in further planning and initial evaluation work.

On October 26, 2010, NYSEERDA hosted an “All Hands Contractor” meeting for NYSEERDA evaluation contractors which, in part, included a briefing on GJGNY and its specific evaluation needs.