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

Workforce Development
Open Solicitations or Contracting Underway
Ongoing WFD Activity

- **PON 2033: Green Jobs Green New York NYS Registered Apprenticeship and Building Trades Training and On-the-Job Training- Category A-Curriculum Development**, has received five proposals to date with three of these having been approved for contract negotiations. Under Category B: On-the-Job-Training (OJT), forty-five applications from employers for training funds have been approved by NYSERDA and forwarded to NYS DOL Business Services, NYSERDA’s collaborator on this initiative, with thirteen OJT contracts having been issued to date.

Additional solicitations pending release include:

- **PON 2032: Green Job-Green New York Technical Certifications-** This upcoming solicitation will provide funding to develop technical workshops; fund training centers to expand BPI field exam capabilities; and develop oil and gas furnace installation certification standards. It will be issued during the winter of 2012.
- **PON 2397: Incentive Pool to Support Energy Efficiency Training Program Accreditation-** This opportunity will be structured to offer open enrollment to support applications to the Interstate Renewable Energy Council Institute for Sustainable Power Quality (IREC ISPQ) Credentialing Program led by qualified training organizations. The solicitation is also slated for release during the winter of 2012.

Outreach and Marketing

The GJGNY Outreach and Marketing Team has been working to bring CBOs up to speed on all of NYSERDA’s programs and processes. The training sessions for the fourteen CBOs selected under the first solicitation (RFP 2038), as well as the five selected under RFP 2327, were completed in November and December. Twelve of the fourteen CBOs selected under RFP 2038 have fully executed contracts. NYSERDA is working with the remaining two to finalize their rate schedules. Contracts for the five contractors selected under RFP 2327 are currently under development.

The CBO SharePoint site continues to be populated with essential resources as the materials are finalized. CBOs have signed confidentiality agreements to access NYSERDA’s CRIS database system and training was conducted via webinar to walk them through the capabilities of the database and the process for accessing the information.

Coordination with the NYSERDA Workforce team and the NYSDOL is underway to develop a process to track individuals referred by CBOs into approved training programs.

Seven CBOs are planning to implement an Aggregation pilot. The Outreach and Marketing team is working in consultation with the Residential Energy Services team and the Workforce Development staff, to compile first drafts of the Aggregation Addendums required between NYSERDA and the Home Performance contractors

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participating in the CBO Aggregation pilots. HPwES contractors wishing to participate in the aggregation pilots are required to enter into direct agreements with NYSERDA outlining the terms of their participation. Base home performance agreements are being modified to include the individualized content of each CBOs aggregation proposal (community benefit standards, project timelines, and aggregation neighborhood size) as defined by the CBOs in their Outreach proposals. Conference calls with each CBO to augment the basic addendum with the specific requirements of the individual CBO proposals were conducted.

A Small Business/Not for Profit (SB/NFP) Marketing Plan has been finalized and was presented to the commercial team on December 5, 2011. Early SB/NFP marketing tactics are focused on generating awareness and interest in the program among the SB/NFP sectors. A direct marketing campaign to build this awareness and generate leads for the program has been prepared along with marketing initiatives focused on engaging financial lenders for the SB/NFP GJGNY program. Additionally, plans are underway to facilitate joint marketing among SB/NFP key stakeholders.

More generic marketing endeavors include adding On-bill Recovery financing language to the GJGNY marketing materials and website, hosting a statewide conference call to prepare CBOs for the On-Bill roll-out, and investigating ways to reach non-English speaking communities. To address this effort, plans are being made to develop several foreign language materials, Mandarin being one of them.

One-to-Four Family Homes		
Home Performance with ENERGY STAR® - Audit Status (as of 1/10/2012)		
	Totals	Goal/Budget
Audit Applications	19,415	NA
Average Number of Applications Per Month	1,479	NA
Approved Applications for Free Audit	16,714	NA
Approved Applications for Reduced Cost Audit	1,449	NA
Total Approved Audit Applications	18,163	NA
Scheduled Audits	13,028	NA
Completed Audits	12,308	46,000
Projects Contracted	3,692	NA
Projects Completed – 1,601 Market Rate and 744 Assisted	2,631	15,000
Audit Funds Invoiced	\$2,845,700	\$11,596,000

The 2,631 completed projects since program launch November 15, 2010 are associated with a free/reduced-cost audit.

The 2,631 completions attributable to GJGNY audits represent 34% of the 7,785 Home Performance project completions since the launch of GJGNY in mid November 2010. This number continues to rise with 75% of the 452 project completions in December that were eligible for a GJGNY audit originating from a GJGNY audit.

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Contractors continue to report strong demand for free/reduced-cost comprehensive home assessments. The conversion from audit to energy retrofit is higher than anticipated at 31%, with several contractors reporting greater than 50% conversion rates.

Green Jobs - Green New York Residential Financing December 2011 (as of 12/31/2011)							
1- to 4- Family Homes		Applications Received	Applications Approved	Loans Closed			
				Value	Total	Market Rate	Assisted
Total- December		237	343	\$1,052,260	107	83	24
Total- Program to Date		3,163	1,658	\$7,794,686	909	687	222
Tier 1	December	202	315	\$929,797	94	74	20
	Program to Date	3,163	1,556	\$7,382,484	861	657	204
Tier 2	December	35	28	\$122,463	13	9	4
	Program to Date	138	102	\$412,203	48	30	18

Financing Summary	Tier 1	Tier 2
Loans Closed	861	48
Value	\$7,382,484	\$412,203
Average Loan*	\$8,574	\$8,588
Average Term*	11.3 Years	13.5 Years
3.49%*	81%	73%
3.99%*	19%	27%
Approval Rate**	60.36%	
Denial Rate**	31.38%	
Denied Tier 1, didn't pursue Tier 2**	8.26%	
*Refers to closed loans only		
** Does not include applications pending review or withdrawn.		

The residential loan underwriting criteria for Tier 2 loans were revised in July to allow a Debt-to-Income Ratio of up to 70% if the borrower has a FICO score of 680 or higher (prior standard was up to 55% with a FICO score of 640 or higher), and also to allow borrowers to qualify as long as they have had no bankruptcy within the last 5 years (reduced from 7 years). An additional modification was made to the Tier 2 underwriting criteria in October which waives the Debt-to-Income requirement for those applicants approved for Assisted Home Performance with ENERGY STAR. These changes are estimated to increase the penetration of the alternate Tier 2 loan underwriting standards to 12%. Tier 2 already represents over 6% of cumulative loan approvals, up from less than 3% before the standards were changed in July 2011.

NYSERDA continues to work with staff of the Department of Public Service, the utilities, Energy Finance Solutions (EFS), Concord Servicing Corporation (Concord), and Signature Title Agency & Escrow (Signature) to implement On-Bill Recovery (OBR) beginning January 30, 2012.

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EFS will serve as the OBR Loan Originator, Concord will track OBR charges and NYSERDA loan installment repayments, and Signature has been selected as NYSERDA’s Mortgage Servicer for OBR, responsible for performing the last owner search and record OBR mortgages with the appropriate county.

In an effort to improve contractor cash flow, an advance payment option (25% of the amount financed) is being developed for projects receiving a GJGNY Loan. Upon receipt of the Certificate of Completion, EFS would release the remaining 75% of loan proceeds to the contractor.

NYSERDA is also coordinating with LIPA to enable HPwES customers who also receive an incentive through LIPA to assign their utility incentive to NYSERDA. Through EFS, NYSERDA will disburse the utility incentive funds to contractors at the time of the HPwES project completion, and LIPA will reimburse NYSERDA (typically within 2-3 months).

NYSERDA is completing the contractual process for seven municipalities to serve as host communities for NYSERDA’s Revolving Loan Fund, and one municipality who will administer their own energy efficiency Loan Fund. These agreements are funded under the \$40 million DOE BetterBuildings grant awarded to NYSERDA.

PON 2350 is being developed to seek Participating Lenders to: (1) originate GJGNY Loans up to \$25,000 based upon underwriting criteria established by NYSERDA, where loans are purchased by NYSERDA and repayment collections services are provided by NYSERDA’s Master Loan Servicer; and (2) originate GJGNY Loans as described above, in addition to: (1) providing income eligibility determination services to qualify applicants for the Assisted Subsidy; and (2) providing prospective borrowers who were denied financing under GJGNY with access to alternative financing, based upon the individual Lender’s own individual underwriting criteria, with NYSERDA subsidizing the interest rate charged to the borrower through the Residential Loan Fund.

Multifamily				
Audit Status (as of 12/31/11)				
	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	49	41	90	500
Audit Funds Encumbered	\$660,180	\$336,483	\$996,663	
Audit Funds Invoiced	\$409,620	\$158,193	\$567,813	\$3,000,000
Audits Completed	35	28	63	400
Number of Projects withdrawing from MPP after audit*	8	17	25	
Number of Projects in Pipeline**	43	32	75	
Projects Contracted (to have measures installed)	16	7	23	
Households (HH) associated with Projects Contracted	2,809	1,616	4,425	
kWh Savings of installed measures†	6,064	35,508	41,572	
MMBtu Savings of installed measures†	1,921,419	1,307	1,922,726	
Dollar savings of installed measures†	\$392,883	\$75,780	\$468,663	
<small>*MPP Projects must achieve a minimum of 15% in energy savings. Projects may choose to proceed outside MPP. Some may chose smaller work scopes which will not achieve program standard and thus not be eligible for MPP and some may elect to access utility incentives. If energy efficiency projects are completed, building owners that have an authorized audit would still be eligible to apply for GJGNY financing. **Represents both a scope of work that is totally, or partially, installed at this time. Projects that receive GJGNY supported audits and/or financing may also receive incentives through the System Benefits Charge (SBC), Energy Efficiency Portfolio Standard (EEPS), Regional Green House Gas Initiative (RGGI), and/or utility programs, such that the projects’ energy savings may not all be attributed solely to GJGNY.</small>				

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The GJGNY financing program for multifamily building owners is now available. Building owners participating, or who have participated in the Multifamily Performance Program may be eligible for this reduced interest financing. More information on GJGNY multifamily building owner financing can be found at: <http://nyserda.ny.gov/en/Page-Sections/Multifamily-Performance-Program/Financing.aspx> .

Small Business / Not-For-Profit (SB/NFP)

Energy Audits: The FlexTech program was expanded January 2011 in support of the GJGNY legislation. GJGNY energy audits are offered statewide at no charge to small businesses and not-for-profits with an average electric demand of 100kW or less and ten employees or less. For participants ineligible for GJGNY audit funding, FlexTech also uses American Recovery and Reinvestment Act (ARRA) funding to provide free energy audits to any small business or not-for-profit with an average electric demand of 100 kW or less. As of November 30, 526 GJGNY audits and 289 ARRA audits have been completed.

Energy Efficiency Financing: The SB/NFP Energy Efficiency Financing Program was launched in June 2011. As of December 31, 2011, six lending institutions have signed up to be listed as participating lenders on the NYSERDA website. On October 19, 2011 NYSERDA held a Program training for NYSERDA's Energy Smart Coordinators. NYSERDA presented the Program to public and investor-owned utilities, the New York Power Authority (NYPA), the Long Island Power Authority (LIPA) and Department of Public Service Staff on November 22, 2011. NYSERDA held a training program for NYSERDA's FlexTech Auditors on November 29, 2011. NYSERDA presented the Program to Community Based Organizations in Albany on December 1, 2011 and in New York City on December 12, 2011. NYSERDA is also working with utilities and others to incorporate the financing opportunity into their marketing and outreach materials. Three customer applications have been received to date.

Evaluation

The initial Process and Market Characterization and Assessment efforts are well underway. Evaluation contractors continue to collect and analyze primary data. Energy Analysis staff anticipates finalizing the data collection for this effort mid-January 2012 with an estimated final report available April 2012.