

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

### Workforce Development:

The following is the status of solicitations for proposals supporting workforce development and training.

Description	Funding	Solicitation Release Date	Proposal Due Date	Status
<b>Solar Thermal (ST) Training: PON 2011</b> Develop ST training or ST modules to integrate with existing Energy Efficiency (EE) training - curriculum development, equipment, code official training, and assistance to apply for Institute for Sustainable Power (ISP) accreditation.	\$300,000	05/12/10	06/30/10	NYSERDA has executed two contracts and the remaining two contracts are out-for signature with the two contractors.
<b>Energy Efficiency Career Pathways Training and Technical Training: PON 1817</b> 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	NYSERDA is negotiating eleven contracts as a result of this solicitation. Three of these projects are funded under GJGNY. Contract negotiations are complete for all three GJGNY projects and the three contracts are with the contracting team for final review and approval. They will be sent out for signature by the end of March.
<b>Green Jobs Green New York: Curriculum Inventory, Assessment, and Curriculum Updates: RFP 2034</b> Conduct a curriculum inventory, contractor needs assessment, and curriculum updates.	\$475,000	07/20/10	08/31/10	NYSERDA is negotiating two contracts as a result of this solicitation. The Curriculum Inventory/Assessment contract is with the contracting team for final review, although a pre-agreement letter allowing work to proceed at the contractor's risk has been issued and a project kick-off meeting is scheduled for March 25th. The curriculum update contract is dependent somewhat on the assessment/inventory and that is under negotiation but will be finalized once we have some early results from the inventory/assessment

<p><b>Workforce Homeowner/Community Outreach Curriculum and Contractor Exchange Workshops: RFP 2014</b> NYSERDA seeks proposals to create standardized curriculum to educate those responsible for the outreach, field work, and related services for GJGNY and/or hold three Contractor Exchange Workshops.</p>	\$300,000	08/16/10	09/21/10	<p>NYSERDA has completed contract negotiations and the team is completing the final review. The contract should be sent out for signature in early March. Planning is underway for the workshops. The curriculum needs will be met under a separate but related contract.</p>
<p><b>Technical Workshops/Expand BPI Field Exam Capacity/Certification Standards: RFP 2032</b> NYSERDA seeks proposals to develop technical workshops, fund training centers to expand BPI field exam capabilities, fund third party to recognize/approve and accredit technical curriculum and certification and develop certification standards.</p>	\$1,480,000	4/2011	4/2011	<p>This solicitation is going through the final technical review stage and should be issued in early April.</p>
<p><b>Internships/Apprenticeships/OJT: RFP 2033</b> 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	3/2011	Spring/ Summer 2011	<p>Technical review of this solicitation is nearly complete. The solicitation will be finalized and released by the end of March.</p>
<p><b>Workforce Development Training Partnerships for Energy Efficiency: (PON) 1816 Version 3.0</b> The New York Energy Research and Development Authority is seeking applications from individuals and eligible training entities to accomplish workforce development and training goals in energy efficiency. The Program goal is to significantly strengthen the energy efficiency infrastructure that serves the needs of the portfolio of programs funded through the Energy Efficiency Portfolio Standard (EEPS) and Green Jobs-Green New York (GJGNY), and increase the number of credentialed individuals and contractors supporting these programs.</p>	\$1,650,000	12/2010	12/2011	<p>GJGNY Worker Readiness training funds have been exhausted and will result in six Training Partnership Agreements. Two of those agreements are out-for-signature, one is with the contracting team for final review and three are being negotiated with the contractors. NYSEDA received, and is processing, five proposals for Part V, Lab Houses for Training and Field Testing.</p>

February 2011

### **Outreach & Marketing:**

#### **Outreach**

CBO proposals in response to RFP 2038, Green Jobs – Green New York Outreach Program, were due on February 22, 2011 and twenty-four proposals were received. Staff continues to qualify CBOs that did not seek pre-approval of their CBO status prior to submitting their proposals. Once the CBO qualifications have been confirmed, all qualifying proposals will be sent to a Technical Evaluation Panel (TEP) for review. Two TEPs will be assembled to review the proposals, one for the upstate regions and a second one for the downstate regions. It is expected that both panels will meet no later than the first week in April.

#### **Marketing**

Staff has finalized an interim public relations plan and is working with NYSERDA's Communication Department to develop communication protocols.

The Marketing Group is conducting research in an effort to develop a strategy to recruit more Home Performance contractors to the program and support the existing Home Performance contractors.

Research is being conducted on the GJGNY, Green Door Project NY marketing brand. The marketing contractor will complete visual treatments around the brand once it is finalized. General marketing handouts are also nearing completion.

Work continues on the redevelopment of the web landing page and subpages.

#### **Training and Implementation Contractor**

Staff continues to negotiate the statement of work with the selected contractor. Additionally, staff is currently developing the systems that will support oversight of CBO efforts.

### **Multifamily:**

NYSERDA launched the Multifamily Performance Program at the end of September 2010. Applications are being submitted and processed. The audits that result from these applications will be funded through GJGNY. To date, NYSERDA has contracted with forty-eight Multifamily projects for audits. NYSERDA has encumbered \$439,823 to support these audits with GJGNY funds of which \$347,278 has been invoiced and paid. Of these projects nineteen are affordable housing and twenty-eight are market rate. The affordable projects will receive \$259,840 and the market rate projects will receive \$179,982 in GJGNY funds. Twenty-two of these projects have decided not to move into the next phase of MPP, which has a requirement to achieve at least a 15% energy savings, but may decide to pursue financing when it becomes available to install a subset of the recommended energy-saving measures (achieving less than a 15% energy savings.) Some of those buildings may be eligible for utility incentives.

February 2011

NYSERDA is working with external stakeholders to develop the multifamily GJGNY loan product. That product is anticipated be developed and on the street by the end of March 2011.

### **Small Business and Not for Profit (SB/NFP):**

In January 2011, NYSERDA expanded the existing FlexTech Energy Audit program to provide free energy audits to eligible small businesses and not-for-profits with 100 employees or less and up to 100KW demand. NYSERDA is now offering free GJGNY audits to eligible customers of the six investor-owned utilities, LIPA, NYPA, and municipal power companies. The SB/NFP revolving loan fund is in development and is expected to be available in the second quarter of 2011. Once launched, eligible small businesses and not-for-profits with qualified energy audits will have access to GJGNY energy project financing.

### **One-Four Family Homes:**

As of February 28, 2011, NYSERDA has received 3,742 free/reduced cost residential energy audit applications resulting in approximately 3,200 audit approvals. One thousand seven hundred applicants scheduled audits with a contractor, of which one thousand twenty six have been completed. To date, one hundred sixty of the completed audits have resulted in contracts for Home Performance energy retrofit work and fifty four of those contracts are now complete.

### **Financing:**

Through the end of January 2011, thirty-nine GJGNY loans have closed, with thirty more approved and awaiting closing, while a total of one hundred eighty-six loans are currently being processed (all Tier 1 loans). NYSERDA purchased twenty-three loans from Energy Finance Solutions (EFS) in January, for a program total of twenty-nine loans valued at \$237,900. Of the loans purchased by NYSERDA, sixteen were at the reduced interest rate of 3.49% and thirteen opted for 3.99%. The average loan amount in NYSERDA's portfolio is \$8,203 with an average term of 128 months.

Since program inception on November 15, EFS received a total of 535 applications for GJGNY financing, of which 208 were denied Tier 1 financing. Of the 208 denials: 44% were due to debt-to-income ratios greater than 50% (including the requested loan); 28% were due to credit score (FICO score requirement of 640 or higher, except 680 or higher if self-employed for two years or more, or 720 or higher if self-employed for less than two years); 12% due to bankruptcy within the last seven years; 6% due to outstanding collections/judgments in excess of \$2,500; and 11% "other reasons".

To expand the number of households that qualify for GJGNY loans, NYSERDA adopted a Tier 2 credit qualification that substitutes energy bill paying history for credit score. Tier 2 criteria for the GJGNY loan allows a prospective borrower with a FICO score less than 640 to qualify if they have demonstrated a good payment history on their energy bills and mortgage. Based on the initial applications NYSERDA raised the debt to income maximum from 50% to 55% in attempt to qualify additional applicants for program financing. Unfortunately, to date, few applicants have been able to provide the required two years of energy billing data required to

**February 2011**

determine eligibility. NYSEERDA is following up with the utilities to obtain their cooperation in sharing this information.

A Request for Proposals (RFP) 2198 to select a Master Loan Servicer was approved and released in February with a due date of March 21, 2011. Upon selection of a Master Loan Servicer, additional lenders will have the option to apply to provide loan origination services in support of GJGNY financing.

### **Evaluation:**

Discussions continued between Energy Analysis, program staff, and the evaluation contractors on program objectives and anticipated evaluation needs. Energy Analysis staff facilitated kick-off meetings with the evaluation contractors and the Workforce Development and Single Family Homes program staffs to further develop the evaluation needs and work plans of these programs. The discussions identified the need for initial work to focus on Process and Market Characterization and Assessment efforts. Other program kick off meetings will be held in the near future. Energy Analysis staff will continue to work with its contractors to develop work plans that explore the needs identified in the initial discussions.