

## Green Jobs – Green New York (GJGNY) Monthly Update January 2011

### Workforce Development:

The table below provides the status of the solicitations issued to support workforce development.

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 EE training - curriculum development, equipment, code official training, and assistance to apply for ISP accreditation.	\$300,000	05/12/10	06/30/10	Three contracts are out for signature and the fourth and final contract is being process and will be sent out for signatures shortly.
<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.
<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.
<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 (3) Contractor Exchange Workshops.	\$300,000	08/16/10	09/21/10	NYSERDA is negotiating one contract for the Contractor Exchange workshops as a result of this solicitation. No proposals were selected for funding the curriculum. NYSERDA will be adding the curriculum development task to another related contract.
<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.	\$1,480,000	Feb. 2011	Mar. 2011	This solicitation is under development.

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<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</p>	\$2,625,000	March 2011	Spring/Summer 2011	<p>NYSERDA, working in close cooperation with NYSDOL, has developed a second draft of the solicitation, and expects to have the solicitation reviewed by the Technical Evaluation Panel-One (TEP-1) by early February 2011 in anticipation of a March release.</p>
<p><b>Workforce Development Training Partnerships for Energy Efficiency (PON) 1816</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 GJGNY, and increase the number of credentialed individuals and contractors supporting these programs.</p>	\$4,150,000	REVISED ON: 12/2010 with added GJGNY Funding	<p>The due date for training partnership agreements has been extended to December 29, 2011.</p> <p>Incentives for those seeking reimbursement have been extended through May 31, 2012.</p>	<p>PON 1816: The new release includes \$1,650,000 in GJGNY funding for equipment incentives, training; lab houses for field training and testing and to develop work readiness courses. To date, two applications for GJGNY Worker Readiness training and one letter of intent to propose for a pressure house for BPI field testing have been received.</p>

### **Outreach & Marketing:**

On January 10, 2011, staff conducted a webinar with the Advisory Council to present the new Green Door Project NY brand name and the rationale behind using it for program marketing. The Marketing Contractor will be refining the brand stamp, and the Green Door Project NY name will be registered. Work is underway on the Green Door Project NY web landing page, as well as a general informational piece on the program that can be distributed at upcoming events, such as home shows. “Green Door Project NY” will make references to funding provided by the Green Jobs – Green New York Act of 2009.

The Marketing contractor will be conducting a survey of participating and non-participating Home Performance contractors to identify potential barriers to program participation, and to identify marketing needs. A benchmarking study will be conducted in February. The Marketing Contractor is working with

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NYSERDA Communications Program staff to develop several story lines and hot-topics that can be pitched over the next several months to garner some early traction for the program.

Green Jobs – Green New York Outreach Program (RFP 2038): NYSERDA posted a Q & A document on its website and staff continues to field questions regarding proposals that are due February 22, 2011.

### **Multifamily:**

NYSERDA started offering audits for GJGNY through the Multifamily Performance Program at the end of September 2010. To date NYSERDA has contracted with 44 multifamily projects for audits. NYSERDA has encumbered \$394,513 to support these audits with GJGNY funds; of these funds, \$347,277 has been invoiced and paid. Nineteen of these projects are for affordable housing and twenty-five are for market rate projects. The affordable projects will receive \$240,680 in GJGNY audit incentives and the market rate projects will receive \$153,832. NYSERDA staff will work with the building owners to determine next steps, and provide building owners with information about the incentives available to implement the work recommended in the audit.

NYSERDA is working with external stakeholders to develop the multifamily loan product, and expects to make loans available within the next few months..

### **Small Business and Not for Profit:**

GJGNY Audits for eligible small commercial businesses and not-for-profits statewide became available on January 26, 2011 through NYSERDA's Flexible Technical Assistance (Flex Tech) program.

Research into different models for the SB/NFP loan program started in January. Conversations with other energy loan program administrators and lenders will help staff determine what loan program model will serve our intended audience and will work well with existing lending institutions' products and systems. A commercial loan program is expected to be available by the second quarter of 2011.

Once the loan program is set up, customers who have already received audits through NYSERDA's existing programs or through New York State utilities will be able to access the financing.

### **One to Four Family Homes:**

Since the One to Four Family component was launched on November 15, 2010, eighty-eight percent of the Home Performance with ENERGY STAR<sup>®</sup> contractors have signed up to provide free/reduced cost residential energy audits.

As of January 24, 2011, NYSERDA has received 1,877 free/reduced cost residential energy audit applications resulting in approximately 1,400 audit approvals. Six hundred and fifty applicants scheduled audits with a contractor, of which three hundred seventy-five have been completed. Seventy of the completed audits led to contracts for Home Performance energy retrofit work and eleven of those contracts are now complete.

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### **Financing:**

As of January 17, 2011, Energy Finance Solutions (EFS) has received a total of 411 applications for GJGNY residential financing. Twenty-four Tier I loans closed totaling \$200,164. Eighty more Tier I loans totaling \$605,766 are fully approved and awaiting closing, with another 140 loans pre-approved and awaiting confirmation documentation.

NYSERDA purchased the twenty-four closed loans from EFS following their validation by the Concord Servicing Corporation. Of these, fourteen borrowers opted for the reduced interest rate of 3.49 % utilizing ACH payments while ten opted for repayment via check at an interest rate of 3.99 %.

Fifty-six loan applications have been denied under Tier I qualification criteria. In examining the reasons for denial, NYSERDA learned that a fairly significant number of applicants exceeded the debt-to-income ratio of 50% by less than 5%. Therefore, after consultation with the financial advisor, NYSERDA adjusted the debt-to-income ratio for Tier II criteria to 55%.

In an effort to maximize the number of loan approvals, EFS is following-up with those consumers who were denied financing under Tier I and is offering them the opportunity to seek financing under Tier II standards. The criteria for the Tier II Loan Program allows prospective borrowers with a FICO score less than 640 to qualify if they can demonstrate the ability (debt ratio of less than 55 percent of income), and the probability (good payment records on their utility bills and mortgage) of repayment. EFS is currently awaiting documentation, such as a letter of payment history from a utility, from applicants choosing to apply under Tier II. No Tier II loans have closed to date.

### **Evaluation:**

Discussions continue between Energy Analysis program staff and the evaluation contractors on GJGNY program objectives and anticipated evaluation needs. Energy Analysis staff has started holding kick-off meetings with program staff and the evaluation contractors to further refine evaluation needs and develop work plans of each program component.