

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				
Description	Funding	Solicitation Release Date	Proposal Due Date	Status
Energy Efficiency Career Pathways Training and Technical Training: PON 1817 Develop Small Commercial Energy Audit and Oil Heat Training under GJGNY, and develop EEPS Career Pathways and Technical Training.	\$600,000 through GJGNY, balance through EEPS	6/1/2010	8/3/2010	All three GJGNY-funded projects are undergoing final contract review.
Technical Workshops/Expand BPI Field Exam Capacity/Certification Standards: PON 2032 Develop technical workshops; fund training centers to expand BPI field exam capabilities; fund a third party to recognize, approve and accredit technical curriculum and certification, and develop certification standards.	\$1,480,000	8/2011	Open Enrollment	-Technical reviewer comments have been received. -NYSERDA staff is currently reviewing some of the sections related to standards and certifications. - Solicitation to be issued in late summer.
Internships/Apprenticeships/OJT: PON 2033 Recruit entry-level workers, 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 certified energy efficiency technicians for GJGNY.	\$2,625,000	6/8/2011	Open Enrollment	-The solicitation was released on June 8, 2011. -Eighteen applications for on-the-job training funds have been approved by NYSERDA and forwarded to NYS DOL Business Services. -NYSERDA has received one complete contract, the result of collaboration between the applicant and the DOL Business Services Representative, and expects that additional contracts will be negotiated throughout August.
Workforce Development Training Partnerships for Energy Efficiency: (PON) 1816 Version 3.0 Applications from individuals and eligible training entities; with a goal of significantly strengthening the energy efficiency service infrastructure and increase the number of credentialed individuals and contractors supporting these programs.	\$1,650,000	12/2010	12/2011	GJGNY Worker Readiness training funds have been exhausted and will result in seven Training Partnership Agreements. -Five of those agreements have been fully executed and two are being negotiated with the contractors. - Proposals for Part 5, Lab Houses for Field Testing, have been reviewed and the announcement of awards is expected in August.

Workforce Development - Contracting Completed - On-Going Activity:				
Description	Funding	Solicitation Release Date	Proposal Due Date	Status
Solar Thermal (ST) Training: PON 2011. 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	5/12/2010	6/30/2010	NYSERDA has executed all four contracts.
Workforce Homeowner/Community Outreach Curriculum and Contractor Exchange Workshops: RFP 2014. Create standardized curriculum to educate those responsible for the outreach, field work and related services for GJGNY, and/or hold three Contractor Exchange Workshops.	\$300,000	8/16/2010	9/21/2010	-The first contractor exchange workshop was held June 21-22 in Rochester and the second on June 23-24 in Albany. -Three more contractor exchanges will be held later in the year.
Survey to past CEEBS trainees- PO 19822 Survey nearly 1,800 past CEEBS training participants who took Building Analyst I (BA 1) from 2008 to 2010 to identify the challenges and barriers to achieving BPI certification and participation in Home Performance with ENERGY STAR®.	\$25,000	NA	NA	-More than 180 respondents completed the survey in mid-April. -Challenges/barriers identified include: lag time between training and taking the test; test questions not aligning to training curriculum; and lack of preparedness or access to field equipment and hands-on practice. -RFP 2032 is designed to address some of these issues.
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	7/20/2010	8/31/2010	-The contract was awarded to Pace University for \$275,500. - Pace has begun research.

Outreach and Marketing

GJGNY Outreach

- Received thirteen proposals in response to RFP 2327. Qualified the CBOs proposing (to ensure that they are a CBO). The proposals were distributed to the TEP members for review on August 1, 2011.
- Participated in Geographic Information System working group
- Provided feedback to Energy Analysis on various GJGNY survey instruments (i.e. GJGNY non-participating homeowner survey)

July 2011

- Forwarded draft Statement of Work documents to four Constituency Base Organizations for review: PUSH, Brooklyn Overall Economic Development, Adirondack North County Association, and Long Island Progressive.
- Met with the DPS local CBO contingency to discuss the GJGNY program and the potential for coordination between the NYSERDA and DPS community efforts.

GJGNY Marketing

- Fielded the Small Business/NFP online focus group meetings from July 26, 2011 through July 28, 2011.
- Developed the direct mail strategy for the five remaining Contractor Exchange workshops in an effort to recruit more BPI accredited firms for the Home Performance Program.
- Met with Brand Cool Marketing to discuss direction and revisions to the GJGNY marketing plan.
- Worked with Small Business/NFP team to finalize boilerplate messaging for GJGNY materials.

GJGNY Implementation

- Worked with the fourteen CBOs selected through RFP 2038 to finalize the outreach and workforce goals. Provided background information on RFP 2228 (Municipalities) to CSG so they can provide a quote for providing implementation support. Continue to work with program staff on the development of specific training modules for the October GJGNY CBO training sessions.

One-to-Four Family Homes		
Home Performance with ENERGY STAR® Audit Status (as of 8/4/2011)		
	Totals	Goal/Budget
Audit Applications	11,102	NA
Average Number of Applications Per Month	1,411	NA
Approved Applications for Free Audits	9,593	NA
Approved Applications for Reduced Cost Audit	843	NA
Total Approved Audit Applications	10,436	NA
Scheduled Audits	7,549	NA
Completed Audits	6,218	46,000
Projects Contracted	1,803*	NA
Projects Completed - 896 Market Rate and 299 Assisted	1,195	15,000
Audit Funds Invoiced	\$1,481,012	\$11,596,000

The 1,195 completed projects since program launch November 15, 2010 are associated with a free/reduced-cost audit. An additional 3,500 projects were completed during this period without the free/reduced-cost audit. This is due at least in part to the length of the project cycle between the audit, contract and completion of work. In July 2011, 60% of the completed projects originated from a free/reduced-cost audit.

*The current conversion rate from completed audit to project contract is 29%.

Green Jobs - Green New York Residential Financing (as of July 31, 2011)							
1 to 4- Family Homes		Applications Received	Applications Approved	Loans Closed			
				Value	Total	Market Rate	Assisted
Total - July		207	256	\$618,482	73	50	23
Total - Program to Date		1,798	928	\$3,554,594	442	257	185
Tier 1	July		253	\$618,482	73	50	23
	Program to Date		900	\$3,435,650	429	248	181
Tier 2	July		3	\$0	0	0	0
	Program to Date		28	\$118,944	13	9	4

* Applications received are first considered under Tier 1, and if denied, then considered under Tier 2.

Financing Summary	Tier 1	Tier 2
Loans Closed	429	13
Value	\$3,435,650	\$118,944
Average Loan*	\$8,009	\$9,150
Average Term*	11.2 Years	13.5 Years
3.49%*	82%	62%
3.99%*	18%	38%
Approval Rate**	59%	70%
Denial Rate**	41%	30%
*Refers to closed loans only		
** Does not include applications pending review or withdrawn		

In July, the Green Jobs-Green New York residential loan underwriting criteria for Tier 2 loans was revised 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%), and also to allow borrowers to qualify as long as they have had no bankruptcy within the last 5 years (reduced from 7 years). These changes are estimated to increase the penetration of the alternate Tier 2 loan underwriting standards from 3% to 12%.

On-Bill Recovery was signed into law by Governor Cuomo on August 4, 2011 and has the potential of making HPwES retrofits available to many more New Yorkers. NYSERDA is already working with staff of the Department of Public Service and the utilities to develop the process to be used to implement the program. The Public Service Commission will approve billing and collection procedures within 150 days, with full implementation to occur no later than 300 days after signing.

July 2011

An immediate effect of the legislation increases the maximum loan amount available in HPwES from \$13,000 to \$25,000. NYSERDA staff is coordinating with Energy Finance Solutions (EFS) to update their website and program forms and materials. EFS will also be notifying loan applicants currently in the pipeline of the potential to increase the value of their loan, if desired.

RFP 2198 seeking a Green Jobs-Green New York Master Loan Servicer was issued on February 17, with proposals due of March 21, 2011. A Technical Evaluation Panel (TEP) was held on April 14, and contract negotiations are currently underway with the selected proposer. Once a contract has been executed with the Master Loan Servicer, a new PON will be issued seeking Participating Lenders to originate GJGNY residential energy loans, with collection services provided by the Master Loan Servicer.

A competitive solicitation was released on March 11, 2011, requesting proposals from formula ineligible small municipalities in nine economic development regions to serve as a host community for NYSERDA's Revolving Loan Fund or to administer an energy efficiency loan fund of their own. Eleven proposals were received, representing eight of the nine economic development regions. On June 30, 2011, NYSERDA awarded funding for eight of the eleven proposals, with seven awards for municipalities who will serve as a host community for NYSERDA's Revolving Loan Fund and one who will administer their own energy efficiency loan fund. One economic development region did not submit a proposal in response to the solicitation request; however, a neighboring economic development region was offered the opportunity to serve as host for this region. This award will make available \$689,214 for outreach/administration and \$6,202,922 for energy efficiency loans for the nine economic development regions. NYSERDA is currently in contract negotiations with the successful respondents.

Multifamily				
Audit Status (as of 7/31/2011)				
	Affordable Housing	Market Rate Housing	Totals	Budgeted Program Amounts
Number of Audit Applications	44	33	77	500
Audit Funds Encumbered	\$527,700	\$208,012	\$735,712	
Audit Funds Invoiced	\$259,840	\$119,132	\$378,972	\$3,000,000
Number of Projects withdrawing from MPP after audit*	10	18	28	
Number of Projects in Pipeline**	31	10	41	
Audits Completed	13	23	36	400
<p>*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.</p> <p>**MPP Projects must achieve a minimum of 15% in Energy Savings.</p>				

July 2011

NYSERDA is currently seeking lenders for the Multifamily Financing Program. An announcement of the financing program is located on NYSERDA's web site at <http://www.getenergysmart.org/MultiFamilyHomes/Financing.aspx> and a notice was put in the NYS Contract Reporter on June 17, 2011.

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 June 30, 268 GJGNY audits and 93 ARRA audits have been completed.

Energy Efficiency Financing: The SB/NFP Energy Efficiency Financing Program was launched in June 2011. Under the Program, small businesses and not-for-profits that have qualified energy audits from NYSERDA or their utility service provider, and that meet other eligibility requirements may receive low-interest GJGNY energy project financing. NYSERDA will work with lenders statewide to provide 50% of the principal of an eligible GJGNY loan, up to \$26,000, at a 0% interest rate. The lender will provide the remainder of the principal at market rate. The lender will collect all loan payments and will remit to NYSERDA its share of the loan payment. Through participation in the loan program, lenders will be able to offer blended interest rates at approximately half the market rate. NYSERDA held a Webinar for lenders in July and is coordinating with utilities and others to incorporate the financing opportunity into marketing and outreach materials.

Evaluation

Discussions continued between Energy Analysis, program staff, and the evaluation contractors on program objectives and anticipated evaluation needs. The discussions have identified the need for initial work to focus on Process and Market Characterization and Assessment efforts. The work plans for these initiatives are final and the survey instruments and interview guides are in the initial stages of development. Energy Analysis staff anticipates initiating the data collection for this effort in late summer with an estimated final report completion date of March 2012.