

Dear Advisory Council Members:

As discussed during the last Advisory Council Meeting, we have reformatted the Green Jobs – Green New York (GJGNY) Monthly Update to include more charts. This format will provide you with a quick overview of the Program’s progress. However, some sectors, where data is not as pertinent or the program is not yet fully rolled out, will continue to report their progress by means of narratives.

You will note that GJGNY is being well received in the residential sector, and Home Performance with ENERGY STAR® (HPwES) has completed a large number of audits and energy efficiency projects. HPwES has now exceeded production records for the third month in a row, and as a result, more and more homeowners are increasing their home’s energy efficiency and saving money.

As always, you can visit our website at <http://www.nyserda.org/GreenNY/> for additional information on the program, or reach out to NYSERDA staff if you have specific questions.

Workforce Development

Workforce Development				
Solicitations for Training Contractors- Current Status				
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 Tech. Training.	\$1,850,000 (\$600,000 through GJGNY, balance through EEPS)	6/1/2010	8/3/2010	All three GJGNY-funded projects are undergoing final contract review and approval.
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	NYSERDA is negotiating two contracts as a result of this solicitation. The Curriculum Inventory /Assessment contract is in final review, however a pre-agreement letter allowing work to proceed at the contractor’s risk has been issued and a project kick-off meeting was held on March 25th. NYSERDA is working with the proposer on the SOW for curriculum update contract.
Technical Workshops/Expand BPI Field Exam Capacity/Certification Standards: PON 2032 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	5/2011	7/2011	The team is working with NYS DOL to finalize this solicitation. Technical reviewer comments have been received and solicitation will be issued in early May.

Internships/Apprenticeships/OJT: PON 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.	\$2,625,000	4/2011	5/2012	Technical review of this solicitation is nearly complete. The solicitation will be finalized and released by the end of April.
Workforce Development Training Partnerships for Energy Efficiency: (PON) 1816 Version 3.0 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.	\$1,650,000	12/2010	12/2011	GJGNY Worker Readiness training funds have been exhausted and will result in seven Training Partnership Agreements. Two of those agreements have been fully executed, one is out-for-signature, and four are being negotiated with the contractors. NYSERDA is currently reviewing proposals for Part V, Lab Houses for Training and Field Testing.
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. 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.	\$300,000	8/16/2010	9/21/2010	Under Agreement 21067, the Building Performance Institute (BPI) and sub-contractors EGIA, BPCA, and GIAPP, will hold up to five contractor exchange workshops across the state to help promote the goals of GJGNY. First Contractor Exchange Workshop is proposed for May/June 2011 in Albany.

Outreach & Marketing:

Outreach

- RFP 2038 Green Jobs – Green New York Outreach Program: Received 24 proposals on February 22, 2011. Staff completed the qualification process for the CBOs proposing under RFP 2038 and mailed the proposals to the Technical Evaluation Panel (TEP) on March 14.
- The upstate Technical Evaluation Panel (TEP) meeting was held on March 30 and the downstate TEP meeting was held April 6. It is expected results of the solicitation will be announced in late April or early May.

Marketing

- Brand Cool, the Marketing Contractor, is in the process of developing the Final Marketing Plan. Focus groups will be conducted to determine attitudes of homeowners to a variety of issues such as beliefs on

conserving energy, reducing carbon emissions and job creation; participation in energy efficiency programs, motivators for behavioral change; and trends in environmentally responsible behavior.

- Research regarding contractors is nearing completion. Approximately 24 in-depth interviews with both BPI-accredited and non-accredited contractors were conducted. Early marketing efforts are aimed at recruiting contractors statewide, particularly in those areas where coverage is limited. Materials to recruit contractors are being developed.

Training and Implementation Contractor

- Conservation Services Group was selected as the Training and Implementation contractor through RFP 2080. Early action items include the development of the curriculum to support Constituency Based Organizations (CBO) outreach and education activities. CSG is currently compiling information on the programs and services available through GJGNY.
- CSG will also develop a SharePoint site that will be a forum where CBOs, selected through RFP2038, can access and download program information and materials, upload information, and converse about the program and its deployment.

Multifamily:

Multifamily Performance Program (MPP)				
MPP - Audit Status				
As Of: March 21, 2011	Affordable Housing	Market Rate Housing	Totals	Budget/Goal Program Amounts
Number of Audit Applications	23	30	53	500
Audit Funds Encumbered	\$261,360	\$215,133	\$476,493	
Audit Funds Invoiced	\$201,560	\$145,718	\$347,278	\$3,000,000
Number of Projects not advancing through MPP after audit*	9	14	23	
Number of Projects in Pipeline**	14	16	30	
Projects Completed	9	14	23	400
<p>*Projects may choose to proceed outside MPP if they undertake smaller work scopes which will not achieve the program standard 15% energy savings, and thus not be eligible for MPP incentives. Some projects may elect to access utility incentives. Building owners that have an authorized audit are eligible to apply for GJGNY financing regardless of whether they obtained MPP incentives. The program will follow up with these buildings once GJGNY financing is available.</p> <p>**MPP Projects must achieve a minimum of 15% in Energy Savings.</p>				

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

NYSERDA received 79 applications since the GJGNY FlexTech Energy Audit program was made available on January 27, 2011. 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- to Four- Family Homes:

Home Performance with ENERGY STAR®		
One to Four Family - Audit Status		
As of : 4/4/2011	Totals	Goal/Budget
Audit Applications	5727	NA
Approved Audit Applications	5173	NA
Scheduled Audits	3133	NA
Completed Audits	2232	46,000
Audit Funds Invoiced	\$376,020	\$11,596,000
Projects Contracted	746	NA
Projects Completed	372	
Market Rate	278	
Assisted	94	15,000

The percentage of completed HPwES projects that were Assisted fell during 2010 from about 26% in January to less than 20% for each of the last seven months of the year. Through GJGNY, the Assisted projects completed to date represent 25% of the total GJGNY completions, which reflects an improvement over the last half of 2010 but is not yet reflective of the percentage overall of Assisted projects in the program (30%) since inception.

Financing:

Green Jobs - Green New York Residential Financing							
March 2011							
1- to 4- Family Homes		Applications Received	Applications Approved	Loans Closed			
				Value	Total	Market Rate	Assisted
Tier 1	March	212	117	\$447,677	58	42	16
	Program to Date	953	537	\$1,319,263	164	112	52
Tier 2	March	175	11	\$12,600	1	1	0
	Program to Date	188	14	\$12,600	1	1	0
Total- Program to Date			551	\$1,331,863	165	113	52

Financing Summary	Tier 1	Tier 2
Average Loan*	\$8,044	\$12,600
Average Term*	11.6 Years	15 Years
3.49%*	77%	100%
3.99%*	23%	0%
Approval Rate**	60%	47%
Denial Rate**	40%	53%
*Refers to closed loans only		
** Does not include applications pending review or withdrawn		

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 energy bills and their mortgage. A major obstacle to Tier 2 loan approvals was the difficulty in obtaining two years of utility payment history. NYSERDA has been collaborating with the utility companies to create a process by which customer utility payment history data can be obtained quickly and easily. Due to these efforts, adequate billing data is now available from National Grid, Consolidated Edison, NYSEG, RG&E and the Long Island Power Authority (LIPA) to enable the processing of Tier 2 applications. To date, a total of 188 Tier 2 applications have been received (175 of which were received in March) after the data bottleneck was removed permitting GJGNY to obtain the required two years of billing information. Similar efforts are underway to resolve issues in obtaining billing information, but affecting fewer applications, from National Fuel and Central Hudson.

RFP 2198, Green Jobs-Green New York Master Loan Servicer: was issued February 17 to select a Master Loan Servicer to support GJGNY financing. Proposals were due of March 21, 2011. A TEP has been scheduled for April 14, 2011. Once a contract has been executed with a Master Loan Servicer, it is expected that multiple loan originators will apply to participate in the program.

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 currently under development. 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 evaluation needs identified in the initial discussions.