

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 Tech. Training.	\$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.
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	7/2011	Open Enrollment	Technical reviewer comments have been received and solicitation will be issued in July.
Internships/Apprenticeships/OJT: PON 2033 Recruit of 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.
Workforce Development Training Partnerships for Energy Efficiency: (PON) 1816 Version 3.0 Applications from individuals and eligible training entities, goal to significantly strengthen 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. NYSERDA has reviewed proposals and conducted interviews for Lab Houses for Training and Field Testing and anticipates funding four projects under that category.

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.

<p>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.</p>	\$300,000	8/16/2010	9/21/2010	<p>Under Agreement 21067, the Building Performance Institute (BPI) and sub-contractors Electric and Gas Industries Association (EGIA), Building Performance Contractor's Association (BPCA), and Green America Public Private Partnership (GAPPP), will hold up to five contractor exchange workshops across the state to help promote the goals of GJGNY. The first two Contractor Exchange Workshops are scheduled for June 21-22 in Rochester and June 23 and 24 in Albany. The balance for the curriculum development of this RFP (a separate task not related to the workshops), \$100k of \$150k available was added to the CBO Outreach solicitation (RFP 2038) under GJGNY.</p>
<p>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®.</p>	\$25,000	NA	NA	<p>BPCA was awarded the contract and the project was completed in mid-April with more than 180 respondents. Data identified a number of challenges / barriers to certification. NYSERDA plans to work with BPI, as well as through training partners and future GJGNY solicitations, to ensure that barriers are addressed.</p>
<p>Green Jobs Green New York: Curriculum Inventory, Assessment, and Curriculum Updates: RFP 2034. Conduct a curriculum inventory, contractor needs assessment, and curriculum updates.</p>	\$475,000	7/20/2010	8/31/2010	<p>NYSERDA will award one contract as a result of this solicitation. The Curriculum Inventory /Assessment contract has been routed for review and a pre-agreement letter, allowing work to proceed at the contractor's risk, has been issued.</p>

Outreach and Marketing

Fourteen CBOs were selected through a competitive process for the GJGNY Outreach Program through (RFP 2038). The awards represent \$5,148,719 of the \$6 million allocated for constituency-based outreach. CBOs receiving contracts are:

1. Adirondack North Country Association (North Country Region)
2. Affordable Housing Partnership of the Capital Region (Capital Region)
3. Asian Americans for Equality (Queens County)
4. Bronx Overall Economic Development Corporation (Bronx)
5. Downtown Manhattan Community Development Corporation (New York County)
6. El Puente (Kings and Richmond Counties)
7. Long Island Progressive Coalition (Long Island)
8. Neighborhood Housing Services of Staten Island (Kings and Richmond Counties)
9. Northeast Parent and Child (Capital Region)
10. Pathstone (Finger Lakes Region)
11. People United for Sustainable Housing (Western New York Region)
12. Public Policy and Education Fund (Central New York Region)
13. Public Policy and Education Fund (Southern Tier Region)
14. Rural Ulster Preservation Company (Mid-Hudson Region and Westchester County)

Based on these awards, and to address gaps in coverage, NYSERDA issued a second competitive solicitation on June 6, 2011. RFP 2327, Green Jobs – Green New York Outreach Program, offers awards as delineated below of up to a total of \$1,000,000. The due date for these Outreach Proposals is July 12, 2011. The eligible regions for RFP 2327 are listed on page 5 of the RFP, located at the following link:

<http://www.nyserda.org/funding/2327rfp.pdf>

One-to Four-Family Homes		
Home Performance with ENERGY STAR® Audit Status (as of 6/13/2011)		
	Totals	Goal/Budget
Audit Applications	9,212	NA
Average Number of Applications Per Month	1,531	NA
Approved Applications for Free Audit	7,843	NA
Approved Applications for Reduced Cost Audit	701	NA
Total Approved Audit Applications	8,544	NA
Scheduled Audits	6,057	NA
Completed Audits	4,766	46,000
Projects Contracted	1,334	NA
Projects Completed - 632 Market Rate and 212 Assisted	844	15,000
Audit Funds Invoiced	\$1,012,580	\$11,596,000

The total number of Home Performance with ENERGY STAR projects completed in May was 409, bringing the total since January 1, 2011 to 2,995. Fifty-two percent of completions in May originated from a GJGNY audit. This reflects consistent growth in the percentage of project completions originating with a GJGNY audit over the initial months of the program from 8% in January, 19% in February 28% in March, 48% in April, to 52% in May. However, 52% is lower than the program team would have anticipated based on the number of months since program launch. NYSERDA will investigate the program processes to ensure the project origination data is being correctly documented in the data systems.

The conversion rate from completed audit to project contract averages 28%– 30%, which is considered to be an acceptable number for this stage of the program.

Green Jobs - Green New York Residential Financing (as of 5/31/11)						
1- to 4- Family Homes	Applications Received*	Applications Approved	Loans Closed			
			Value	Total	Market Rate	Assisted
Total- May	211	101	\$512,794	71	68	3
Total- Program to Date	1,387	758	\$2,288,683	292	207	85
Tier 1	May	98	\$460,970	65	62	3
	Program to Date	732	\$2,203,119	283	200	83
Tier 2	May	3	\$51,824.20	6	6	0
	Program to Date	26	\$85,564	9	7	2
*Applications received are first considered under Tier 1, and if denied, then considered under Tier 2.						

Financing Summary	Tier 1	Tier 2
Average Loan*	\$7,785	\$9,507
Average Term*	11.3 Years	13.3 Years
3.49%*	81%	67%
3.99%*	19%	33%
Approval Rate**	59%	81%
Denial Rate**	41%	19%
*Refers to closed loans only		
** Does not include applications pending review or withdrawn		

Tier 2 criteria for the GJGNY residential loan allows a prospective borrower with a FICO score less than 640 to qualify for financing if they have demonstrated a good payment history on energy bills and their mortgage. Of the applicants that were denied financing under Tier 1, approximately 7% were reviewed under the alternate Tier 2 standards. The most significant reason for loan denial (~45%) is a Debt to Income Ratio (not to exceed 50% under Tier 1 or 55% for Tier 2, including the requested loan amount). NYSERDA is currently evaluating the effectiveness of the underwriting criteria in qualifying applicants for financing to support energy efficiency upgrades, and may revise the underwriting criteria to increase the availability of financing to additional homeowners while still maintaining an appropriate level of security for the loan program and potential investors.

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 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.

Multifamily				
Audit Status (as of 5/31/11)				
	Affordable Housing	Market Rate Housing	Totals	Budgeted Program Amounts
Number of Audit Applications	39	32	71	500
Audit Funds Encumbered	\$479,580	\$ 199,382.50	\$678,962.5	
Audit Funds Invoiced	\$240,680	\$64,445	\$305,125	\$3,000,000
Number of Projects withdrawing from MPP after audit*	9	18	27	
Number of Projects in Pipeline**	30	14	44	
Projects Completed	9	14	23	400
<small>*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. **MPP Projects must achieve a minimum of 15% in Energy Savings.</small>				

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 will be in the NYS Contract Reporter on June 17, 2011.

Small Business / Not-For-Profit

The FlexTech program was expanded in January 2011 in support of the GJGNY legislation. GJGNY energy audits are now 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. As of April 30, 125 GJGNY audits have been completed. 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 business¹ or not-for-profit with an average electric demand of 100 kW or less. Small businesses and not-for-profits can also obtain qualified energy audits through their utility service provider and still be eligible for GJGNY energy efficiency loans.

The Small Business/Not-for-Profit revolving loan fund is currently seeking lenders through PON 2293 (<http://www.nyserda.org/funding/2293pon.asp>.) NYSERDA will work with lenders statewide to provide eligible small

¹ Small businesses are defined as 100 employees or less.

May 2011

businesses and not-for-profits, that have qualified energy audits, access to low-interest GJGNY energy project financing. NYSERDA will provide lenders 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. Through participation in the loan program, lenders will be able to offer blended interest rates at approximately half the market rate. NYSERDA 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 currently under final review and the survey instruments are in the initial stages of development. Energy Analysis staff anticipates initiating the data collection for this effort mid summer with an estimated final report available March 2012.

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