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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, \$1,250,000 through EEPS	6/1/2010	8/3/2010	-The contract for Small Commercial Audit training through the CUNY Institute for Urban Systems has been executed. -A second contract for Commercial Audit training is in final review. -The Contract for Oil Heat training through Community Power Network has been executed.
Technical Workshops/Expand BPI Field Exam Capacity/Certification Standards: PON 2032 Develop technical workshops; fund training centers to expand BPI field exam capabilities; and develop certification standards.	\$1,480,000	11/2011	Open Enrollment	-Technical reviewer comments have been received. - Solicitation to be issued in November 2011.
Internships/Apprenticeships/OJT: PON 2033 Part A: Enhance curriculum for NYS Registered Apprenticeship Programs and building trades programs to include weatherization and whole building energy efficiency concepts for technicians. Part B: Recruit entry-level workers and support businesses hiring and training new and incumbent workers.	\$2,625,000	6/8/2011	Open Enrollment	- Under Part A, curriculum enhancement, three proposals have been received. To date, one proposal has been approved for contract negotiations. - Under Part B, 39 applications for on-the-job training funds have been approved by NYSERDA and forwarded to NYS DOL Business Services with nine OJT contracts issued to date.
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 through GJGNY, \$3,812,410 through EEPS	12/2010	Open Enrollment through 12/2011	-GJGNY Worker Readiness training funds have been exhausted and resulted in seven training partnerships. - Contracts for Part 5, Lab Houses for Field Testing, are being negotiated.
Incentive Pool to Support Energy Efficiency Training Program Accreditation: PON 2397 Open enrollment to support applications to the Interstate Renewable Energy Council (IREC) Institute for Sustainable Power Quality (ISPQ) Credentialing Program by qualified training organizations.	\$100,000	11/2011	Open Enrollment through 12/31/12	-A draft solicitation is being reviewed and will be released in late fall of 2011.

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Workforce Development Ongoing Activity

GJGNY Curriculum Inventory, Assessment, and Curriculum Updates (RFP 2034): Pace University is working actively with the New York State Department of Labor to coordinate data from the Logistics Management Institute (LMI) research activity in order to maximize leveraging of Pace resources. A supply side data base is under development and the Team is planning meetings with NYSERDA program staff.

Outreach and Marketing

Negotiations on twelve of the fourteen contracts awarded from the Green Jobs – Green NY Outreach Solicitation (RFPs 2038) are finalized and the contracts are awaiting CBO signatures. The Statements of Work in the two remaining contracts are still being negotiated, but are nearing completion.

A conference call was held with all the CBOs on October 28 to discuss the process of moving forward now that the Outreach contracts are being executed. The CBOs are developing Strategic Plans that detail their outreach efforts. The strategic plan will provide details and tactics that the CBO will use to engage potential recipients in energy efficiency and workforce services, their timelines for service delivery, staffing plans, monitoring strategies, and information on how outreach partners and other resources cited in the statement of work will be utilized.

Staff is working with the Training and Implementation Contractor, the Conservation Services Group (CSG), to finalize the curriculum and speakers for the CBO training sessions to be held November 30 and December 1 in Albany, and December 12 and 13 in New York City. The training sessions will be filmed and housed on NYSERDA's new GJGNY CBO SharePoint site.

GJGNY Outreach staff is working with NYSERDA's Residential Energy Services (RES) staff to develop the Aggregation Addendum between NYSERDA and participating Home Performance contractors. The addendum describes how aggregation will be deployed, managed, and evaluated.

Staff is developing audit and financing screening tools for the CBOs to use in the field.

The Outreach and Marketing group has been working with the RES group to develop a procedure for the CBOs to access NYSERDA's Comprehensive Residential Information System (CRIS) database so CBOs will be able to track their leads in the CRIS system. A non-disclosure agreement is being developed that the CBOs will need to sign to protect client confidentiality.

A Building Science webinar for the CBOs was held November 17 and 18, in preparation for the CBO Outreach training. The Basic Building Science webinar is intended for all staff involved in GJGNY outreach. The webinar is intended to lay the groundwork of building science knowledge before the physical training sessions.

The CBO SharePoint site is being tested and will be launched in time for the CBO training. The CBOs will be trained on accessing and operating the SharePoint software program and how to maximize the program's potential benefits.

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GJGNY Marketing

Brand Cool, the GJGNY Marketing contractor, is developing toolkit components for the CBOs to use in their outreach efforts. The initial toolkit includes a general brochure that provides information on all GJGNY program components and financing, Frequently Asked Questions, social media ads, and material for the CBOs GJGNY webpage. Additional outreach materials will follow.

Staff continues to develop tactics for contractor recruitment. A direct mailing piece will be sent to existing, but inactive, Home Performance contractors, and general contractors that may be interested in becoming BPI certified. This direct mail campaign will be supplemented with an email-blast campaign to a number of NYS contractors that were identified during the Contractor Exchange workshops as potential program participants. Other contractor recruitment materials under development are contractor case studies and a brochure on, 'How to Become a BPI Contractor'. Long Island contractor case studies are being co-branded with Long Island Power Authority (LIPA).

The NYSERDA marketing contractor has developed a marketing plan and tactical elements specifically for the GJGNY Small Business/NFP program. This plan will be presented to NYSERDA's program staff for final approval.

One-to-Four Family Homes		
Home Performance with ENERGY STAR® - Audit Status (as of 11/4/2011)		
	Totals	Goal/Budget
Audit Applications	15,578	NA
Average Number of Applications Per Month	1,448	NA
Approved Applications for Free Audit	13,258	NA
Approved Applications for Reduced Cost Audit	1,152	NA
Total Approved Audit Applications	14,410	NA
Scheduled Audits	11,014	NA
Completed Audits	9,631	46,000
Projects Contracted	2,986	NA
Projects Completed – (1,409 Market Rate and 553 Assisted)	1,962	15,000
Audit Funds Invoiced	\$2,246,473	\$11,596,000

The 1,962 completed projects since program launch November 15, 2010 are associated with a free/reduced-cost audit.

The 1,962 completions attributable to GJGNY audits represent 28.5% of the 6,884 Home Performance project completions since the launch of GJGNY in mid November 2010. This number continues to rise with 71% of the 422 project completions in October that were eligible for a GJGNY audit originating from a GJGNY audit.

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Contractors have reported demand for GJGNY sponsored free/reduced-cost comprehensive home assessments continues to be strong and the conversion from audit to energy retrofit is higher than anticipated.

The Program received 1,655 audit applications in October representing a 14% increase over the monthly average of 1,448.

The current conversion rate from completed audit to project contract is 31%. This is a 2% increase over September. Several contractors claim to have a greater than 50% conversion rates.

Of the October project completions, 40% were for Assisted Home Performance customers.

Green Jobs - Green New York Residential Financing Status as of October 31, 2011						
1- to 4- Family Homes	Applications Received	Applications Approved	Loans Closed			
			Value	Total	Market Rate	Assisted
Total- October	341	407	\$727,465	83	61	22
Total- Program to Date	2,648	1389	\$5,497,703	665	501	164
Tier 1	October	388	\$686,752	78	58	20
	Program to Date	1323	\$5,298,104	642	487	155
Tier 2	October	19	\$40,713	5	3	2
	Program to Date	66	\$199,599	23	14	9

Financing Summary	Tier 1	Tier 2
Loans Closed	642	23
Value	\$5,298,104	\$199,599
Average Loan*	\$8,252	\$8,678
Average Term*	11.3 Years	13.7 Years
3.49%*	81%	70%
3.99%*	19%	30%
Approval Rate**	60%	
Denial Rate**	40%	
*Refers to closed loans only		
** Does not include applications pending review or withdrawn; of those loans denied, 19% did not submit the necessary documentation required to be evaluated under Tier 2		

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% with a FICO score of 640 or higher), and also to allow borrowers to qualify as long as they

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have had no bankruptcy within the last 5 years (reduced from 7 years). An additional modification was made to the Tier 2 underwriting criteria, effective October 17, which waives the Debt-to-Income requirement for those applicants who are also approved for Assisted Home Performance with ENERGY STAR. This was done in recognition that, since the Program pays for 50% of the cost of the work, up to \$10,000, the customer's savings on the utility bills should be greater than the payments for energy efficiency work, on an annula basis. These changes are estimated to increase the penetration of the alternate Tier 2 loan underwriting standards to 12%. Tier 2 already represents 5% of cumulative loan approvals, up from less than 3%.

NYSERDA continues to work with staff of the Department of Public Service and the utilities to implement On-Bill Recovery, which was signed into law on August 4, 2011.

A final agreement for the Master Loan Servicer (which incorporates Multifamily and Small Business/Not-for-Profit buildings, as well as On-Bill Recovery) was executed on October 24 with Concord Servicing Corporation. With the Master Loan Servicer Agreement in place, PON 2350 will be issued shortly seeking additional lenders to originate GJGNY residential energy loans, with collection services provided by the Master Loan Servicer.

NYSERDA is completing the contractual process for seven municipalities to serve as host communities for NYSERDA's Revolving Loan Fund, and one municipality who will administer their own energy efficiency Loan Fund. These agreements are funded under the \$40 million DOE BetterBuildings grant awarded to NYSERDA.

Multifamily				
Audit Status (as of 10/31/11)				
	Affordable Housing	Market Rate Housing	Totals	Budget/Goal
Number of Audit Applications	46	36	82	500
Audit Funds Encumbered	\$557,040	\$229,303	\$786,343	
Audit Funds Invoiced	\$269,840	\$150,213	\$420,053	\$3,000,000
Audits Completed	24	25	49	400
Number of Projects withdrawing from MPP after audit*	11	18	29	
Number of Projects in Pipeline	35	18	53	
Projects Contracted (to have measures installed)	12	7	19	
Households (HH) associated with Projects Contracted	1,765	1,616	3,381	
kWh Savings of installed measures**	1,914,959	31,457	1,946,416	
MMBtu Savings of installed measures**	7,240	5,358	12,598	
Dollar savings of installed measures**	\$417,237	\$73,101	\$490,338	
*MPP Projects must achieve a minimum of 15% in energy savings. 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.				
**Represents both a scope of work that is totally, or partially, installed at this time. Projects that receive GJGNY supported audits and/or financing may also receive incentives through the System Benefits Charge (SBC), Energy Efficiency Portfolio Standard (EEPS), Regional Green House Gas Initiative (RGGI), and/or utility programs, such that the projects' energy savings may not all be attributable solely to GJGNY.				

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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://nyserda.ny.gov/en/Programs/Multifamily-Performance-Program/Financing.aspx>.

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 September 30, 445 GJGNY audits and 215 ARRA audits have been completed.

Energy Efficiency Financing: The Small Business/Not-For-Profit (SB/NFP) Energy Efficiency Financing Program was launched in June 2011. As of October 31, 2011, six lending institutions have signed up to be listed as participating lenders on the NYSERDA website. On October 19, 2011 NYSERDA held a Program training for NYSERDA's Energy Smart Coordinators. NYSERDA is developing a training program for NYSERDA's FlexTech Auditors. NYSERDA will hold regional presentations about the Program for community based organizations in the 4th quarter of 2011. NYSERDA is developing a webinar to present the Program to utilities in order to improve coordination. NYSERDA is also working with utilities and others to incorporate the financing opportunity into their marketing and outreach materials. Two customer applications have been received to date.

Evaluation

Discussions continued between Energy Analysis, program staff, and evaluation contractors on program objectives. The initial Process and Market Characterization and Assessment efforts are currently underway and in the final stages of primary data collection. The estimated completion date for this study is March 2012.